

Partner Case Study

ActZero & Lockmann Krane: Enhancing Cybersecurity Together

OVERVIEW

Lockmann Krane, a 26-year old technology consultancy specializing in IT turnaround, systems integration, and managed support services, found itself navigating the rapidly changing cybersecurity landscape. With an increasing number of cyber threats in the past decade, Lockmann Krane needed an effective and budget-friendly solution for its small to medium-sized business clients who lack dedicated cybersecurity resources.

“The worst day is to find out a client has been attacked. We know there’s always new technology. There’s always surprise attacks. We needed a professional and enterprise-grade solution that was ‘one size fits’ but wouldn’t break the bank,” said Jayson Kiel, Lockmann Krane President and CEO

Facing costly and fragmented cybersecurity solutions, Lockmann Krane identified ActZero as the optimal partner to tackle these challenges. ActZero's approach, characterized by its simplicity, expertise, and affordability, aligned with Lockmann Krane's commitment to provide top-notch technology solutions for their clients.

CHALLENGES

Increasing cybersecurity risks: Lockmann Krane's expertise spans multiple commercial industries and markets and working within different IT environments. With new technology there's always a risk of new vulnerabilities and attack surfaces, and it can be challenging for both Lockmann and their clients to keep up with all the potential threats and tools to protect against them.

Lacking a complete security solution: While Lockmann Krane's consulting services offer basic proactive security measures such as network hygiene, patching, multi-factor authentication, and password hardening, they knew there was a gap in detecting and responding to breaches.



“Other companies try to replicate what ActZero, and they can’t deliver it in the same way. ActZero has a better tool stack, better people at a commodity price that allows us to blend it into our service offering to deliver with true confidence and at a price that is highly affordable. We can deliver an affordable enterprise-grade service to a 25 or 50 person company.”

–Jayson Kiel, Lockmann Krane President & CEO

SOLUTION

To address these challenges, Lockmann Krane and ActZero began partnering in April 2023 to provide their clients with the ActZero Managed Detection and Response (MDR), a full-stack cybersecurity solution. Using ActZero’s multi-tenant platform functionality, Lockmann Krane can quickly and easily onboard clients and manage the accounts.. Their security team can implement consistent policies and updates across all their clients while having a holistic view of all accounts.

RESULTS

Since adopting the ActZero MDR service, Lockmann Krane clients have experienced zero breaches and no major disruptions. By implementing robust security measures to safeguard endpoints, network, mobile devices, cloud, identity, and email accounts from potential risks, their clients have a better security posture with improved hygiene and less vulnerabilities. The ActZero expertise, tools, and processes seamlessly integrate with Lockmann Krane's strategies, offering clients comprehensive protection and time savings from fewer alerts and false positives.

“Cybersecurity is everyone’s responsibility. ActZero took a critical service and made it simple and affordable. You’re only as good as your weakest link, and all the links have to be rock solid. We rest easier at night knowing ActZero is looking over our shoulder to make sure we are doing it right,” said Kiel.

The partnership successfully addressed cybersecurity challenges facing Lockman Krane’s small-to-mid-sized clientele by delivering an enterprise-grade security solution at a reasonable cost.

