



FULCRUM, LLC

Fulcrum serves the real estate industry by providing construction risk assessments and reviews on new and existing projects from start to finish for developer's, investors, owners and lenders. Fulcrum provides services to review various construction projects and provide custom reports to their clients. Clients from coast to coast and around the world turn to their trusted source at Fulcrum for services designed to reduce risk and maximize profitability. Since the projects involve millions of dollars and tremendous amounts of confidential and secure documentation being recorded each day, security is of utmost importance. This is why they decided to implement CensorNet's Multifactor Authentication Solution.



The Challenge

90% of the work force is remote to the main office reviewing confidential documentation on a daily basis, so providing a highly secure solution is crucial for the business.

The Solution

CensorNet's Multi-Factor Authentication Solution

Implementation Partner

Phoenix PC Networking

“The solution runs very smoothly, and we are now also using the fact that we implemented CensorNet's Multifactor Authentication Solution as a marketing point to new clients. It shows that we are invested in security, and this best practice is a win/win for everyone. It gives us peace of mind, but it also reassures our clients, because it is mostly their data that we are holding on to anyway.”

Hugh Coyle, FRICS
CEO and Manager of Fulcrum

BACKGROUND AND CHALLENGES

Fulcrum provides risk analysis on large construction projects to include hotels and casinos, apartment buildings, retail and office buildings as well as specialty projects like solar installations. Their employees work against strict deadlines to gather hundreds of photos and documents to support the current status of any given project. Some of the large commercial buildings project durations are more than three years, and Fulcrum is with them from start to finish providing at a minimum monthly reports to their clients. Due to the high volume of sensitive and confidential data being handled, security is of utmost importance. Finding the best security solution without having to charge their clients an arm and a leg was difficult.

CHOOSING CENSORNET'S SOLUTION

Fulcrum's trusted network consultant, James Snodgrass, has been an avid advocate for best security practices for past many years. He notes that when employees work from their own devices or from home, IT cannot necessarily know if they have been compromised, and their usernames and passwords are highly vulnerable to malware and hacking. He says that a proper authentication solution is not a nice-to-have,

but a must-have! He recommended CensorNet to improve security around remote access.

THE ADVANTAGES WITH CENSORNET

The install itself only took a couple of hours, and Fulcrum has experienced an easy transition from their previous Dell SonicWALL security solution. IT notes that the integration with Citrix Netscaler is seamless, and the solution has been running smoothly ever since implementation. About 90% of Fulcrum's employees work remotely, so there is a very high percentage of everyday use. The users can now stay productive wherever they are and without compromising security.

FEEDBACK AND RESULTS

The feedback has been very positive. IT has not experienced a single user issue after implementation, and the users are thrilled with it because the entire login process with Citrix Netscaler and CensorNet's Multifactor Authentication Solution is much easier and it has improved their security tremendously.

Hugh has even started to leverage the implementation as a business advantage when acquiring new clients. He believes that security is a big issue nowadays, and those who do not focus on it will lose deals.