

How Koontz Electric Got a Perfect Score On Their CMMC Assessment

The RADICL Approach to CMMC Level 2

EXECUTIVE SUMMARY

With half their business tied to government contracts, Koontz Electric needed CMMC Level 2 ASAP. When their compliance partner lost a key employee, they felt adrift with a small team and confusing guidelines to work through.

They started working with RADICL, consolidated multiple cybersecurity products into one platform, and gained expert guidance that got them on track fast. Just a few months later, they passed their C3PAO assessment with a perfect score.

ABOUT KOONTZ ELECTRIC

Headquartered in Morrilton, Arkansas, Koontz Electric is a heavy industrial electrical contractor with work all across the US. Around half their business comes from government contracts, mostly with the Corps of Engineers, and they knew they needed CMMC Level 2 certification to keep their existing contracts and continue to earn new ones.

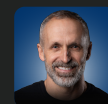


THE CMMC CHALLENGE

Staying on top of CMMC requirements felt like tracking a moving target, and Koontz's 3-person IT team was overwhelmed. Requirements changed fast, and they were swamped with normal day-to-day IT operations.

"We had another company helping us, but their lead guy — who was really good at writing policies and procedures — left," said Corey Steele, IT Manager at Koontz Electric. *"So we were left with someone who didn't know as much, and we needed help."*

"We knew the company needed to be Level 2 compliant, but we weren't going to get there without some help."



Corey Steele
IT Manager
Koontz Electric

It felt like they'd lost valuable momentum and the DoD CMMC Level 2 deadline loomed large before them.

SOLUTION

A well-timed email from the RADICL team kicked things off. "I sent the email to my partner and said, 'Worth a phone call, don't you think?'" said Steele. "The catch was CMMC Level 1 compliant in 90 days and Level 2 in just six months." They explored the option, and from the kickoff call it was clear that the team was knowledgeable and communicative.

With RADICL, Koontz had a guided path forward with templates, a clear dashboard, and regular check-ins with RADICL consultants, who could translate the CMMC complexities into actionable steps.



"We did the mock audit, which is an added cost on top of the real audit, and their expert consultant was right — if you do that, you have a much better chance of succeeding. We spent a week on the mock audit and got a week's worth of things to fix. I don't think we would have passed without the mock assessment."

Thanks to the mock assessment and RADICL's guided templates, Koontz knew they were ready when the big day came. They passed their CMMC Level 2 C3PAO assessment with a perfect 110 SPRS score.



BEFORE RADICL

- Small team overwhelmed with complex requirements
- Lost compliance momentum when a key vendor employee departed
- Attempting to write policies and procedures manually, without expert guidance
- No consolidated solution for 24/7 threat detection, vulnerability management, or log management
- A looming CMMC deadline with sizable business ramifications



AFTER RADICL

- IT team freed up to focus on core business operations instead of compliance research
- Recurring meetings and consistent touchpoints with RADICL's experts
- Access to templates and a clear dashboard for visibility
- Hard-to-do cyber needs are covered in one unified platform with RADICL's full suite of managed products
- A perfect 110/110 score on their CMMC Level 2 assessment

CONCLUSION

Initially, Koontz was just seeking CMMC Level 2 certification that was vital to maintaining and continuing their government contracts. Picking up where their former vendor left off, they signed up for RADICL's Managed Compliance Adherence, Managed Detection and Response, Managed Attack Surface, and Managed Security Awareness products, eventually adopting Managed Log Analytics as they further expanded their coverage.

RADICL's flexible packaging and pricing made it simple for them to start small with the most important aspect first and then expand from there as their additional needs became apparent.

Relieved with their completed CMMC assessment, Koontz can now shift focus to maintaining their compliance and strengthening their overall cybersecurity posture. *"Some of the features outside of compliance I'm not as familiar with yet, but we're actually talking today about getting all the other RADICL pieces into our commercial environment too. So I expect I'll be seeing more of how that's integrated going forward."*



"Using the compliance platform, we started looking at the other things we needed — logging, MDR, all of that — once we decided to do the enclave. We thought we had all that set up with Arctic Wolf, and we did, just not in the enclave. The more I worked in the RADICL platform, the more I wanted to move everything into one platform rather than managing two different ones."



HOW RADICL CAN HELP

RADICL was formed to democratize access to enterprise-grade cybersecurity and compliance. Every day we serve organizations like Koontz Electric, getting them ready for their CMMC assessment and keeping them safe from advanced cyberthreats.



"The more we don't have to worry about the bigger stuff you're watching, the better... Figure out where your strengths are, and more importantly where your weaknesses are. It's worth it — especially if you have to become compliant — to hire someone like RADICL to take care of that stuff for you."

Corey Steele
IT Manager | Koontz Electric



Learn more at
radicl.com

