

CASE STUDY

Eye protects KlaassenGroep

Constructing a new level of security: How Eye brought 24/7 cyber protection to KlaassenGroep's construction management business

The KlaassenGroep has been a family-run business since 1851, directing large-scale housing projects from initiation to completion. As the construction process has grown more digitised, so has the company's need for robust cyber security. Here's how Eye Security's Managed XDR solution, with their broker's recommended cyber insurance, gave them the complete cyber protection they required.

Security has always been high on KlaassenGroep's agenda. But increasing media coverage of ransomware attacks, and witnessing the impact of an attack on a local company, brought cyber security right to the top of the company's priority list.

"You see the immediate implications of downtime to an organisation, including collateral damage, such as financial loss and impact on the entire ecosystem," IT manager Marco ter Haar says.

A construction company like KlaassenGroep can't afford data loss and downtime. Although security at the KlaassenGroep was perceived as 'fine', Ter Haar made the company even more resilient.



KlaassenGroep

Founded in 1851, The KlaassenGroep B.V. is a family business that has grown into an innovative and modern construction and development company active in non-residential construction, residential construction and renovation & maintenance. Around 100 employees work in its Arnhem and Dinxperlo branches.

Corporate social responsibility is high on KlaassenGroep's agenda, including sustainable construction and business practices to prevent energy and raw material waste and encourage recycling. Safety, healthy working conditions, and environmental impact mitigation are their top priorities.

Insurance and security in combination

"When a construction company is affected by a cyber incident, the work on site can continue for a while, but eventually, so many digital processes are involved that things come to a standstill," says Ter Haar. With this in mind, the company began exploring cyber insurance policies offered by their broker. *"They indicated that they were working with Eye Security, because the company offers a monitoring solution that covers a large part of an insurer's risk."*

The combination of two complementary services was exactly what Ter Haar was looking for.

"We also consider privacy very important and want to do everything in our power to properly protect our employee, customer and client data," he says. Eye Security's Managed Detection and Response solution monitors customers' systems 24/7 for vulnerabilities and anomalous behaviour. Ter Haar cites this continuous monitoring, which allowed them to proceed with their broker's insurance – and the fact that Eye's solution is powered by CrowdStrike's cloud-native technology – as deciding factors in choosing Eye Security.

"The combination gives a lot of peace of mind and confidence," he says. *"It feels great to know that someone is looking over your shoulder 24/7 at a network level. Now I can sleep with two eyes closed."*

Cooperation with existing IT partner

Another crucial factor for the KlaassenGroup IT manager was the three-way collaboration between itself, Eye Security and its existing IT partner.

"Our IT partner also provided security, but cyber security is a profession in itself, and Eye Security is a specialist. From the first meeting, both parties worked together well. Our IT partner also saw added value in Eye Security's additional capability, separate from the security measures they had already put in place."



Ongoing confidence and cyber awareness

KlaassenGroep remains impressed with the results of their collaboration. *"The solution we now have in place prevents incidents and works with proven EDR and AI technology. That gives us peace of mind"* says Ter Haar. *"While 100 percent security is a pipe dream, we know for sure that we have done everything we can to secure our systems and information."*

In addition, Eye Security provides the company with ongoing security recommendations. *"At regular intervals, our systems are scanned, and the resulting action points are fed back to us. That keeps us on our toes."*

KlaassenGroep now regularly informs and trains its employees with cyber awareness tests, such as phishing simulations, also provided by Eye Security. *"We get a report back. It keeps our team alert."* Ter Haar finds that employees have now become very cautious when clicking on unknown e-mails and are more likely to contact the IT department to ask whether a message can be trusted.

"We really have managed to raise awareness among colleagues and reduce the risk of incidents. It's clear who needs to be informed in case someone does click on a rogue link, and what actions need to be carried out. This is how we work together to create an even more secure IT environment."

Efficient and economical service

As rates and margins in the construction industry have been under pressure, KlaassenGroep keeps a close eye on its cost base.

"We balanced Eye Security's costs against the value they would bring," says Ter Haar, *"and [the ROI] stood up to scrutiny."*

The company also valued Eye's proactive, holistic approach.

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Marco ter Haar

