

Government contractor strengthens compliance and cybersecurity by outsourcing

RSM's IT and cybersecurity managed services position company for success

For government contractors, managing information technology and cybersecurity is complex, given how innovations rapidly advance and regulatory demands evolve. These organizations contend with not only the commercial expectations that all business face, but also additional expectations from the Department of Defense (DOD). They often need support to keep up with technology and cybersecurity compliance requirements necessary to grow the business while they focus on day-to-day business operations.

Our client is a government contractor with approximately 450 employees and revenue approaching \$350 million. Several acquisitions over the years introduced a significant amount of disparate technology, which was costly and challenging to maintain while also creating challenges with managing controlled unclassified information.

Outsourcing transforms IT and cybersecurity capabilities

RSM US LLP previously worked with the client to implement a modern IT approach with increased accessibility, security and scalability. In addition, the strategy provided an effective foundation for compliance with the DOD's Cybersecurity Maturity Model Certification (CMMC).

However, after revamping and modernizing their IT and security infrastructure, the client sought a managed IT and security services provider to continue maintaining and optimizing their technology, security and CMMC compliance approach. Once again, RSM quickly emerged as the clear choice.

"We did a bid for managed IT services and RSM again came through with a top-notch team," the client says. "Their solution was not only price competitive, but also provides us with first-rate service."

The RSM team developed and implemented a managed IT services strategy to create more value from the new IT infrastructure and implemented the RSM Defense managed security services solution for ongoing vulnerability scanning of the client's more than 4,000 assets. With the two outsourcing solutions in place, the client has confidence that their IT, security and compliance demands are in good hands, while internal personnel can focus on reaching business goals and ongoing growth.

The client has appreciated the responsiveness and efficiency RSM's managed services resources have brought to the business.

"I can call my contact and ask if they have someone that can provide Power BI programming," the client says. "He might not know how to do it, but he will find someone for me. RSM's organization clears away the red tape to get what I need."



In addition, the managed services solution provides the client with a depth of resources that could not be matched in their previous shared IT structure.

"We now have access to the insight and experience to do something like using Power Automate to eliminate repetitive operations and get to a level where everything we can automate is automated," the client says. "Those are the kind of things that just were not possible with our previous IT support."

A formula for ongoing compliance and growth

With a comprehensive outsourcing strategy, the client is in a much stronger position to meet and exceed commercial and regulatory expectations and has a clear path to CMMC compliance and sustained growth. By leveraging RSM's deep outsourcing capabilities, the company has bolstered their IT and cybersecurity environment while focusing more internal resources on their core competency.

With RSM by their side, the client's business operations have flourished, and they are looking forward to further successes in the future.

"I love the RSM team that's been helping me," the client says. "And I hope we're going to continue the relationship for many, many years to come."

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– Client representative

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