



# **Saving a Small Business From Cyber-Attacks**

How a family business avoided shutdown by using  
Executech's managed security services

# Introduction



## About the Client

**Flexible Fuels\*** is a family-owned business that supplies and delivers fuel and lubricants across the Southwestern U.S. Founded over half a century ago, Flexible Fuels has enjoyed decades of growth and is known for providing high-quality products and excellent service to its longtime customers. By 2018, Flexible Fuels had grown to 235 employees. For nearly 10 years, the company had relied on a small local managed IT services provider to handle their technology needs.

## About Executech

**Executech** is an award-winning, outsourced IT services provider. Executech is one of the largest providers of enterprise-quality IT to small and medium-sized organizations in the West. Over the last 20 years, thousands of organizations have entrusted Executech to provide critical IT support, cloud services, and security solutions.



*\*Name of business has been changed to protect identities.*



## The Challenge

### Attacks on the Network, with No Protection in Place

In 2018, the President of Flexible Fuels approached Executech with a problem: his team had noticed multiple **“phishing” email campaigns** in their inboxes. These campaigns had not been detected or prevented by their IT services provider at the time, and Flexible Fuels asked Executech to conduct a risk assessment.

# First Response

## Executech Conducts a Comprehensive Assessment

Working quickly and closely with the team at Flexible Fuels', Executech's consultants developed a three-step strategy to evaluate the state of the company's network security:

- STEP 1: Penetration Test** - Executech's consultants conducted a penetration test to detect the security vulnerabilities that an attacker could exploit.
- STEP 2: Simulated Phishing Campaign** - Executech designed and launched an email phishing campaign to determine how susceptible Flexible Fuels' employees were to a real-life attack.
- STEP 3: Network Scan** - Executech conducted a comprehensive assessment of the company's network and detected an enormous amount of highly-sensitive data that was unprotected and accessible to anyone able to gain access to their network. Here's what Executech found:

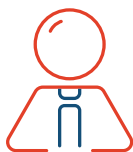


### Over 30,000 Social Security Numbers & 3,000 Credit Cards

on the company's server, openly accessible to anyone inside the network.

### 13 Personal Identities

of company employees, including login credential, exploited by hackers and up for sale on the Dark Web.



### \$15,231,676

of potential liabilities in the form of fines and fees as a result of the lack of security on Flexible Fuels' network.



# Solution

## Executech Saves the Day

The owners of Flexible Fuels were shocked. Hackers could exploit a massive amount of sensitive customer data, and the company faced millions of dollars of financial liability. The owner of Flexible Fuels soon called in Executech to serve as their new IT services provider as well as their managed security provider.

Executech responded immediately and met with the company to develop a customized managed IT services and managed security plan, which fit the company's needs and budget.

- **Executech provided round-the-clock IT support**
- **Improved and implemented security tools and procedures**
- **Introduced new firewalls and email security**
- **Provided consulting and educated employees on best practices**



Because of Executech's response, Flexible Fuels is much more secure today than they were a year ago.

# Impact

## The Executech Peace-of-Mind

Today, Flexible Fuels enjoys a secure network, protected by a state-of-the-art firewall, email filtering system and antivirus, all being managed by Executech consultants who are available 24/7, 365 days a year. The company no longer faces the constant risk of sensitive data being stolen and exploited, and the owners of Flexible Fuels can focus on growing their business with the peace-of-mind provided by Executech's world-class service.

Flexible Fuels is now a proud Executech client, relying on the company for not just managed security services, but managed IT support and managed cloud services as well.



FROM THE CUSTOMER:

The local IT services provider that we previously used did the best they could, but given our company's growth, Flexible Fuels would be out of business today if we had not moved to Executech.

- TOM ANDERSON\*

*Owner and General Manager  
Flexible Fuels*

*\*Name of client and business owner have been changed to protect identities.*

Get access to Executech's world-class suite of managed security services through our new Threat Detection & Prevention Essentials package.

[LEARN MORE >](#)

Receive a free assessment and learn how Executech can protect your business from cyber-attacks and data breaches.

[PROTECT YOUR BUSINESS >](#)

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