EPOCH CONCEPTS

CHASE INTERNATIONAL REAL ESTATE

Chase International Modernizes its Legacy Security Infrastructure

1 YEAR
NETWORK SEGMENTATION PLAN DEVELOPED AND IMPLEMENTED

UPGRADED EXISTING SERIES C & D FIREWALLS WITH NEXT-GEN SERIES E & F

14 LOCATIONS
SECURITY INFRASTRUCTURE REBUILT

66% REDUCTION
IN ANNUAL CONTRACT COSTS
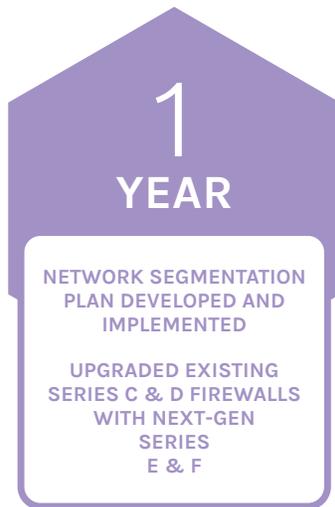
/ About Chase International

Chase International is a global provider of luxury real estate services with offices throughout California and Nevada, and an international office in London. They are also members of numerous prestigious real estate membership-based organizations and networks, giving the company's nearly 400 agents a uniquely global reach and powering their $2.5B in annual sales.

Chase International is also a strong advocate of giving back and its international philanthropic initiatives support more than 1,000 rice farmers in Sri Lanka each year. At home, the company encourages all employees to volunteer in their communities, supporting the organization's principle that everyone should live a life of Joy, Health, and Success.

/ The Challenge: Modernize Chase International's Aging IT Infrastructure

When Justin Price joined Chase International as the director of IT, the state of the company's IT policies, and the technologies in use, were similar to what you find in many small organizations. Most of the networking and security equipment was dated, licensing and security policies on the corporate network and company computers and software were haphazardly managed and poorly implemented. And when something did go wrong, or additional help outside of what little experience the staff had, was needed, problems went unresolved for far longer than the business could afford.

Where others might see nothing but challenges, Justin saw an opportunity; a blank slate. His long-term vision included rebuilding the network infrastructure, establishing policies and guidance around network and device security, ensuring the safekeeping of customer data, and developing relationships with supporting vendors.

As a one-person IT shop, he needed both intellectual resources and a scalable security infrastructure that could help him manage and maintain the company's systems in a manner befitting an organization of their size and reputation.

EPOCH CONCEPTS

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/ Epoch Concepts - Building Trust, Creating Business Value

Through a trusted, mutual acquaintance, Justin was introduced to one of Epoch Concepts' client executives. The two met and even without a formal relationship in place, Epoch began investigating Chase International's current security infrastructure and outside vendor relationships to see where Epoch could add immediate value.

Knowing security was a hot button for Chase International, the Epoch client executive brought in one of its trusted IT security partners to consult on the right security posture for the company now and to meet theirs and their customers' needs in the future.

Epoch also took a close look at Chase International's existing contracts with their security infrastructure provider and immediately began working with the vendor to negotiate a better position for the company under the current contract.

/ Results

With the help of Epoch's trusted security partner, Justin was able to design and implement a security posture that isn't overly burdensome while satisfying the organization's needs for security from the device level to the network edge.

Epoch's client executive was also able to renegotiate Chase International's security contracts, resulting in a 66 percent reduction in costs and an additional year of support at no additional charge. But, perhaps more importantly, the client executive was able to negotiate a complete upgrade of all the company's legacy firewalls with newer, next-gen series firewalls, giving the company flexibility and security now and into the future.

With the help of Epoch and its partners, Justin was able to rebuild the network and security infrastructure of all 14 of the company's locations in less than one year, and that included navigating delays in production and shipping due to COVID-19.

"Epoch as a partner has made all the difference," Justin said. "My having access to, and a working relationship with, someone who is used to dealing with large organizations and who understands the needs of international companies, but who also has the relationships with vendors to work on your behalf, is a tremendous benefit. Even just having them available to talk to and bounce ideas off of makes my work simpler and more satisfying."

/ Justin Price
Director of IT,
Chase International

/ Epoch Concepts – From Ideation to Integration and Innovation

Legacy systems and software can and will hold organizations back. And no matter the size of your organization, traditional security threats like phishing and hacking, along with newer threats like ransomware, should remain in the forefront of your mind as a point of vigilance.

But, you don't have to go it alone. Working with a trusted partner like Epoch Concepts extends your existing resources and knowledge into areas such as market research, vendor liaising, and even systems integration.

Epoch's partnerships with more than 100 of the world's top technology providers, coupled with our expert team of sales executives, solution architects, and systems engineers ensures that no matter how challenging the problem, we can help you design and implement a solution that adds business value and creates an amazing user experience.

Learn more about us at www.epochconcepts.com