

**CUSTOMER SUCCESS STORY**

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**K. Hovnanian**



## Company Overview

K. Hovnanian Homes, established in 1959, is one of the largest homebuilders in the United States, offering home design, construction and sales. The company works with individual detached housing as well as higher-occupancy dwellings, including townhouses, condominiums and retirement homes.



## Cybersecurity Challenges

One of the larger challenges facing the K. Hovnanian security team was that they had limited visibility into their environment on a 24x7 basis. “GuidePoint helped us look at different security operations center options and helped us integrate 24x7 support of watching our entire environment,” says Scott Main, Senior Cyber Security Engineer.

According to Main, GuidePoint also helps the company by providing new intelligence on things such as the latest ransomware, as well as additional solutions that can have logs fed into the SOC to enhance the 24x7 monitoring. “We also work hand in hand with GuidePoint on anything that we detect on our end, or that they detect on their end – it’s a hybrid method, which works really well.”

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## Working with GuidePoint Security to Enhance K. Hovnanian's Security Program

Main has pointed to significantly improved visibility over the last couple of years since working with GuidePoint. In addition to the 24x7 managed SOC, he pointed to the support for activities such as annual tests that K. Hovnanian needs, and guidance on solutions – from evaluation to selection and optimization.



## **EVALUATING CYBERSECURITY VENDORS**

GuidePoint Security engineers have the expertise to help K. Hovnanian pivot to a different vendor if needed, or to provide best practice guidance to ensure the maximum value of the deployed solutions. “GuidePoint’s experts will actually sit on the calls as we start evaluating vendors and guide us through as far as what our needs are, what their solution is, and what would best fit for us. GuidePoint is there for us the entire way.”

## **ENDPOINT SECURITY**

K. Hovnanian relies on GuidePoint to help ensure the protection of their endpoints. “GuidePoint has always suggested, even if it’s changed over the years, the best partners to work with and the best way to secure our endpoint environment.”

## **CCPA COMPLIANCE**

When K. Hovnanian’s security team first realized that CCPA was going to impact them, they wanted to make sure it had the best solution to address their customers’ privacy rights. The GuidePoint team provided options as far as how best to address the requirement, what solutions were advisable to manage the data and help roll out the solution. “It’s been great for us – both for our customer side and for just securing our own data.”



**SCOTT MAIN**

Senior Cyber Security Engineer  
for K. Hovnanian

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**“Anytime I have any questions on any security solutions, I can reach out to the entire team. They’re very personable and approachable. And, even just without me reaching out, they will follow up and just always touch base on how our security program is rolling. From the sales team to management to the executives, you get that custom, family feel from GuidePoint.”**

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## About Us

GuidePoint Security provides trusted cybersecurity expertise, solutions and services to help organizations make better decisions that minimize risk. GuidePoint’s unmatched expertise has enabled a third of Fortune 500 companies and more than half of the U.S. government cabinet level agencies to improve their security posture and reduce risk.