

**Industry**

Technology

**Region**

Americas

**Company Size**

Small Market

**Products**

InsightVM, InsightIDR

A woman with curly hair, wearing a light-colored button-down shirt, is looking down at a tablet she is holding with both hands. She is in a modern office setting with blurred background elements like other people and office equipment. A faint grid pattern is overlaid on the image.

# ENHANCING CYBERSECURITY AT NEW RESOURCES CONSULTING

NEW  
RESOURCES  
CONSULTING

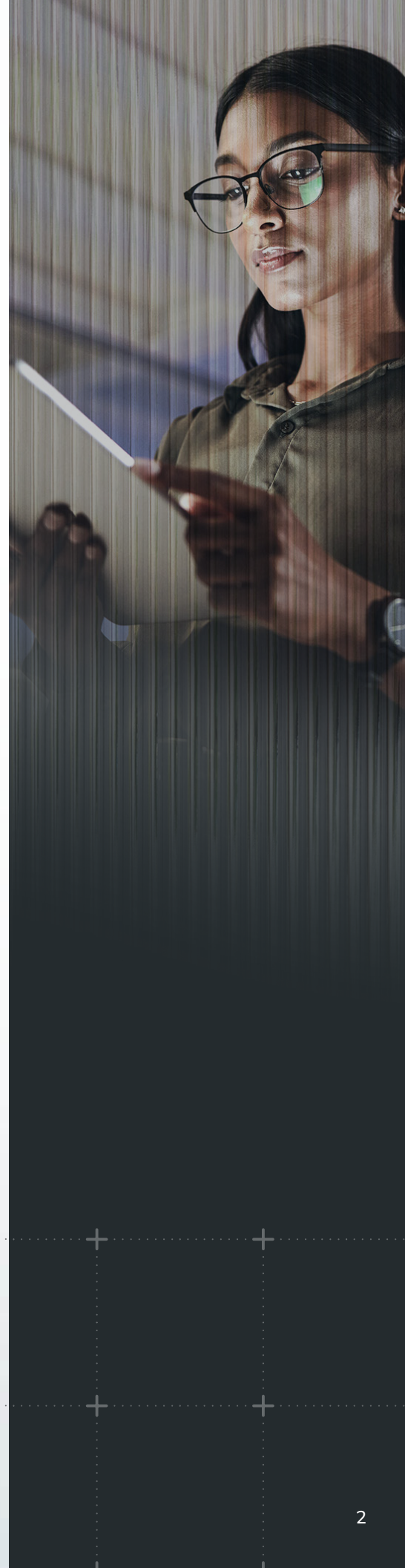
# OVERVIEW

**New Resources Consulting is a prominent IT consulting firm specializing in blending cutting-edge technology solutions with a deep understanding of their clients' unique needs. Their services range from comprehensive management consulting to advanced enterprise and technology solutions. With a growing portfolio, including a newly launched AI team and a subgroup for wastewater management applications, the firm faced significant cybersecurity challenges.**

When starting the search for new security solutions, New Resources Consulting's Director of IT, Chris Hippensteel, noted "My main focus was to try to get something that did more that would allow me to have a little bit of ease at night or on the weekends when I'm on vacation, to know that there's something that's always sitting there that responds immediately".

The firm's clientele spans various sectors, including healthcare and education, with notable clients like UW-Madison and Baird. In 2023, New Resources Consulting faced the daunting task of managing security for a diverse range of projects and clients, with the constant need for proactive vulnerability management and real-time incident response. "We were doing most of the vulnerability management manually... it was a huge process for us to do."

The turning point came when New Resources Consulting decided to partner with Offsite, a trusted cybersecurity and managed IT services partner, to explore more efficient and comprehensive security solutions. "We wanted something that was going to be able to basically work with all of our other security products that we have," Chris said. "And when they [Offsite] brought Rapid7 to the table, I'd already been looking at it." This recommendation from a trusted vendor solidified the decision for Chris to move forward with Rapid7. practice in the state. Like most organizations in 2014 — a time Kenny





# RAPID7 TO THE RESCUE

InsightIDR offers real-time incident detection, enabling Chris' team to respond promptly to threats, making it an ideal tool for their needs.

"InsightIDR's timeline feature provides detailed insights into user behaviors and potential threats," Chris explained. "I can easily look at the timeline and see, for example, 'This person logged in from this location at this time.' Being able to track behaviors and understand the context allows me to gather a lot more information without having to search for it."

## SEAMLESS INTEGRATION WITH INSIGHTVM AND INSIGHTIDR

The implementation of Rapid7's InsightVM and InsightIDR was seamless. "Rapid7 was really the one that stood out to us as being easy to use as well as easy to set up," Chris shared. With the help of Offsite, the deployment was swift and efficient. "It was super easy to go through, basically just providing the credentials that are needed to be in there and getting everything linked, and then just waiting for the data to flow in."

InsightVM provides Chris and his team with a centralized view of all their assets, enabling them to prioritize vulnerabilities based on risk scores and detailed remediation guidance. This was a significant improvement from their previous manual processes. the context allows me to gather a lot more information without having to search for it."

## "RAPID7 SAVES ME AT LEAST FOUR HOURS PER WEEK"

The benefits of adopting Rapid7's solutions were immediate and substantial. The automation provided by InsightVM and InsightIDR saved Chris and his team considerable time, allowing them to concentrate on higher-value tasks and strategic projects.

The integration capabilities of InsightVM and InsightIDR with existing tools like Cisco Meraki and Microsoft 365 further streamlined the security management process and time savings. "Having it all report in just one area is perfect," Chris said.



**The automation provided by Rapid7 saves me at least four hours per week, allowing my team to focus on strategic tasks rather than manual data gathering and analysis."**

Chris Hippensteel, New Resources  
Consulting's Director of IT

Rapid7's solutions have enhanced the firm's overall security posture, as well as those of their clients. Continuous monitoring and timely alerts ensure that potential threats are identified and addressed before escalating.

In addition to benefiting from InsightIDR and InsightVM, Chris values the continuous insights from Rapid7 Lab's real-time emergent threat guidance. "You guys are always providing the best content out there, letting us know, 'These are the biggest vulnerabilities that are out there. Make sure that you're patching this right away. This just happened. There's this zero-day threat that just came out.'"

## PLANNING AHEAD

Looking ahead, Chris plans to leverage the data and insights from InsightIDR and InsightVM to enhance cybersecurity training for all staff, emphasizing the importance of security both in the workplace and at home. Chris aims to conduct quarterly training sessions to reduce risky behaviors and improve overall security awareness. "Having these insights and showing people like, 'Hey, these are actually the things that are happening behind the scenes that you guys don't see.'"



**InsightIDR is super easy for the team to use. It's super easy for me to look at from a high standpoint to be like, 'Okay, what notable behaviors happened in the last 24 hours?'"**

Chris Hippensteel, New Resources Consulting's Director of IT



# CONCLUSION: PEACE OF MIND WITH RAPID7

Rapid7's InsightVM and InsightIDR have transformed New Resources Consulting's approach to cybersecurity. The firm now enjoys enhanced visibility, improved efficiency, and a robust security posture that safeguards its operations and client data. With Rapid7, New Resources Consulting is well-equipped to navigate the evolving cybersecurity landscape and continue delivering exceptional IT consulting services. Rapid7 is there for that.



**Rapid7's solutions have given us the peace of mind to know that our security is always monitored, even when we're not in the office. The integration, ease of use, and comprehensive coverage have been game-changers for our team.**

Chris Hippensteel, New Resources Consulting's Director of IT

## About Rapid7

Rapid7 is creating a more secure digital future for all by helping organizations strengthen their security programs in the face of accelerating digital transformation. Our portfolio of best-in-class solutions empowers security professionals to manage risk and eliminate threats across the entire threat landscape from apps to the cloud to traditional infrastructure to the dark web. We foster open source communities and cutting-edge research—using these insights to optimize our products and arm the global security community with the latest in attacker methodology. Trusted by more than 11,000 customers worldwide, our industry-leading solutions and services help businesses stay ahead of attackers, ahead of the competition, and future-ready for what's next.



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**CUSTOMER STORIES**



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