> ## "We know what regulations our clients are up against. We use Todyl to head off potential issues before they become pain points."

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⚙ Taking a proactive approach to security to exceed compliance requirements

Government contractor Traxyl needed to ensure its operations were both secure and compliant with prominent industry regulations like the US Department of Defense's Cybersecurity Maturity Model Certification (CMMC) and International Traffic in Arms Regulations (ITAR). Traxyl needed a trusted partner to help them meet these requirements while offloading the burden of IT and security operations. Traxyl turned to Queen Consulting for help.

📋 Covering CMMC and ITAR Compliance with Queen and Todyl

When Traxyl reached out to them, Queen Consulting had just begun using the Todyl Security platform internally and decided to use the solution to solve Traxyl's security and compliance needs. The results were immediate.

With Todyl Endpoint Security and SASE, the team at Queen Consulting secured Traxyl's remote access and defended their end user systems. This proved critical as Traxyl employees traveled between work sites, military bases, and other high-security areas. It even helped Traxyl to control and secure access to data outside of the United States, a major facet of CMMC and ITAR compliance.

As compliance experts, the Queen team knew precisely what controls Traxyl needed in place to achieve compliance. Instead of waiting for Traxyl to bring up new issues or needs, Queen Consulting took a more proactive approach. Their team actively addressed areas they knew would turn into pain points.

For example, the Queen Consulting team understood that Microsoft session token theft posed a growing threat to Traxyl and other businesses in their portfolio. They leaned on Todyl SIEM to provide comprehensive visibility over Traxyl's environment, identifying potential signs of compromise so they could act quickly on Traxyl's behalf. The addition of MXDR ensured 24x7 coverage over their systems.

The result is nearly 50% coverage of CMMC technological control requirements, all from a single security platform, with similar coverage for ITAR as well. The remainder were easily handled by Queen's expert team.

Because of Queen's efforts, Traxyl exceeded its compliance requirements and was awarded multiple large DOD contracts. The influx of new business at this scale helped Traxyl grow its team from just five employees to 25.

5X
Traxyl headcount growth since working with Queen Consulting

100%
Queen client retention over the past 7 years

44%
CMMC security control requirements covered with Todyl

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TECHNOLOGIES

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How Queen exceeded Traxyl's needs

Compliance was key for Traxyl's business

Traxyl needed to ace CMMC and ITAR compliance to bid for large DOD contracts. With only a 5-person team, Traxyl required compliance expertise and a proactive approach to their security posture.

Traxyl found Queen Consulting

Queen Consulting's mission is to provide clients with worry-free, cost-effective, and secure IT infrastructure, preventing downtime and disruptions with a 100% data availability guarantee. Traxyl saw the value in Queen's dedication to quality and security and approached them as a trusted partner and provider.

Queen rolled out Todyl for Traxyl

Combining Todyl Security Platform with their compliance expertise, Queen met Traxyl's needs.

- SASE enabled Queen to secure Traxyl's remote connections and safely access data outside of the US.
- Endpoint Security let Queen lock down Traxyl end users and their systems, even when on the go.
- SIEM gave Queen visibility over Traxyl's environment and helped them prevent Microsoft session token theft.
- MXDR allowed Queen to give Traxyl 24x7 peace of mind that they were protected while ticking multiple critical compliance boxes.

Queen helped Traxyl exceed their compliance requirements

Since Todyl helped cover 44% of CMMC technology controls, Queen could proactively address Traxyl's issues before they were even identified as potential pain points. The result was a relationship built on trust and reliability as Traxyl felt safe in the care of Queen.

Traxyl achieved compliance and grew as a result

Because of Queen's efforts, Traxyl secured multiple big-ticket government contracts thanks to their new-found compliance with CMMC and ITAR. They grew from just 5 people to 25+ due to the new business.

About Queen Consulting and Technologies

Queen is a Virginia-based MSP that specializes in helping government agencies and contractors improve their security posture and achieve compliance regulations like NIST 800-171, HIPAA, and CMMC. With a focus on proactivity, honesty, and transparency, Queen is a trusted partner committed to 100% uptime for their clients.