



CASE STUDY BUILDING MATERIALS AND MANUFACTURING

Stronger Security, Lower Cost, Full Operational Control

CLIENT SNAPSHOT

Company:

Leading manufacturer of pre-engineered steel self-storage building systems

Location:

Sun Prairie, Wisconsin

Industry:

Building Materials, Manufacturing

Company Size:

201 - 500 Employees

Client Since:

2026

Background

Headquartered in Sun Prairie, Wisconsin, this leading manufacturer of pre-engineered steel self-storage building systems has built a strong national presence over decades of industry innovation. Operating across five U.S. offices with nearly 300 employees, the company delivers fully integrated, end-to-end solutions spanning design, engineering, manufacturing, and installation. Their product portfolio includes self-storage facilities, boat and RV storage buildings, door and hallway systems, and a broad range of steel building solutions, all serving clients throughout North America.

Business Challenge

The organization had historically managed its IT environment entirely in-house, operating without a managed detection and response (MDR) solution to safeguard its infrastructure. A related entity maintained an active contract with a third-party provider for managed security and MDR services, yet this organization remained without comparable coverage, creating a meaningful disparity in security posture across the broader enterprise. As that third-party contract approached expiration, leadership identified a critical gap and concluded that establishing a formal MDR capability was no longer optional. This inflection point prompted a broader strategic evaluation: whether to extend the existing provider's solution to cover their environment or pursue a more deliberate, long-term security strategy aligned with the organization's evolving risk profile and operational needs.

Technical Challenge

The organization's existing managed security provider had fallen short of expectations across several critical dimensions. Visibility into the environment was limited, reporting lacked the depth and clarity needed to support informed decision making, and the provider offered no proactive consultation or strategic guidance. The MDR solution had been bundled into a broader managed services agreement the organization was seeking to exit, further complicating the transition. Moving away from this arrangement introduced an additional layer of risk, as a related entity relied on the same provider for endpoint protection and user awareness training under the same contract. The incumbent solution also carried a price point that made the overall value proposition difficult to justify, prompting leadership to pursue a more capable, cost effective, and strategically aligned security partnership.

Financial Challenge

The organization held a clear preference to move away from third-party managed services entirely and consolidate IT functions under internal management. Extending the existing security solution to cover their environment would have substantially increased monthly expenditures while deepening a contractual commitment the organization was actively working to exit. Leadership needed a path forward that closed the security gap without compounding financial obligations or constraining future operational flexibility. The challenge was to identify a solution that honored both the organization's security requirements and its strong preference for a leaner, more self-directed approach to IT management, without forcing a trade-off between protection and fiscal responsibility.

The Outcome

Partnering with Focus Technology, the organization was guided to a solution that delivered results across both the security and financial dimensions leadership had prioritized from the outset. Focus Technology unified stronger security, lower costs, and greater operational independence into a single, cohesive approach that directly honored the organization's strategic objectives. The new solution came in at a lower total cost of ownership than the prior provider combined with the independent tools that had been running alongside it, yielding a more capable security posture at a reduced overall investment. Equally important, the organization successfully exited its managed services contract with the incumbent provider, achieving what had been a primary strategic objective throughout the evaluation process. The result was a meaningful improvement in security coverage alongside greater financial efficiency, reducing dependency on external managed services and preserving long-term operational flexibility for years to come.

Why Focus Technology?

Focus Technology is an award-winning MSP and trusted IT partner for business, technical, and financial leaders. Our engineers evaluate emerging technologies and simplify complex environments, strengthening security and modernizing infrastructure. We deliver clear business, technical, and financial outcomes that help organizations operate confidently and remain competitive. Contact us today at (617) 303-0480 or marketing@focustsi.com for a no-obligation consultation and discover how Focus can add measurable value to your business.