



# Keeley Companies rely on AT&T telephony, networking, and cybersecurity services

- **Business needs** - With 20% annual growth for more than a decade, Keeley Companies wanted to strengthen security and simplify communication among employees, customers, and partners.
- **Networking solution** - A suite of voice, data, networking, and cybersecurity applications help connect staff, protect company assets, and support Keeley's customer-centric approach.
- **Business value** - Rock-solid networks, valuable insight into network threats, and world-class support.
- **Industry focus** - Construction and related industries
- **Company size** - \$600 million annual revenue

## About Keeley Companies

Keeley Companies, based in St. Louis, Missouri, are a family-owned enterprise that includes L. Keeley Construction, ADB Companies, ZeroDay Technology Solutions, Mercury Communications, and KDG. Together the companies offer customers “The Power of One,” providing turnkey solutions for construction, infrastructure, technology, wireless, real estate development, and logistics management. Keeley Companies are made up of more than 1,800 dedicated employees known as Keeley’ns, who work together for the companies’ success and that of their customers.

## The situation

Thanks to organic growth and acquisition, Keeley Companies have grown by 20% each year since 2008. Teamwork has been a key factor. However, connecting the employees and contractors who work in company offices and satellite locations and on construction sites coast to coast was an ongoing challenge for Keeley’s small IT team. As Keeley expanded, the company wanted continued security for its voice and data infrastructure. It was critical for all Keeley’ns to have the communications tools they needed.

## Solution

Keeley Companies' longtime relationship with AT&T made it easy to identify the solutions that would best fit their needs as the organization grew. AT&T Business recommended an array of voice, data, connectivity, and security services that help enable the companies to deliver the accountability and results their customers and partners have come to expect.



## A leader in building communities

The small paving company started by Larry Keeley in the 1970s has become a nationwide group that provides dynamic and innovative construction, infrastructure, technology, fulfillment, and development services. With a commitment to safety, people, and world-class corporate culture, Keeley sets itself apart as a leader in building communities, careers, and loyal partnerships.

The safety, well-being, and career growth of its team members are the benchmarks of Keeley success. Still family owned, Keeley Companies remain dedicated to safety, continued education, and giving back to

their communities. And the communities it serves are paying attention—the St. Louis Dispatch named Keeley Companies a Top Workplace for 6 of the last 7 years. <sup>1</sup>

The organization's Keeley Cares! initiative is at the heart of company culture. Keeley matches 100% of staff donations to nonprofit organizations up to \$1,000, and 50% after \$1,000. Keeley's are eligible to receive up to 2 days of paid time off for every 50 hours of approved volunteer time with a donation of \$100. Last year Keeley and their employees donated more than \$1.75 million and gave more than 19,000 hours of their time, setting a new company record.

## Delivering technology to distributed users

Keeley's dramatic expansion extended its reach but complicated internal processes. Director of Internal IT Eric Krauska and his team worked hard to provide that all employees had the tools they needed to do their jobs.

"We faced a lot of challenges in supporting the company's growth," Krauska acknowledged. Part of this involved making sure that employees at every location had voice services, reliable connectivity, and access to the files and applications they needed.

**"The challenges are quite large when our workforce is as distributed as it across the United States."**

**~ Eric Krauska,**

Director of Internal IT, Keeley Companies



“The challenges are quite large when our workforce is as distributed as it across the United States,” he said. “How we can bring the technology closer to those users without using the traditional model of centralizing technologies within a single data center?”

Keeley needed to deliver voice services and connectivity to its growing workforce in a way that was highly secure, affordable, and easy to manage.

## A single point of contact

Keeley Companies have used AT&T services for more than two decades. Today, they rely on AT&T Business for much of their telephony, mobility, connectivity, and security services. Keeley first became a customer when the regional wireless carrier it used for point-to-point connectivity went out of business. “We were able to use some of our contacts within AT&T to get a T-1 line installed,” Krauska said.

Over the years Keeley has upgraded to AT&T fiber, wireless services, and mobile hotspot Wi-Fi® devices, depending on the needs of the workers at each location. It replaced its phone lines and T-1s with AT&T IP Flexible Reach. “AT&T IP Flexible Reach allowed us

to bring both data and voice through a single location with a single vendor,” Krauska said. “It enables us to handle quite a bit with a single point of contact.”

For locations that just needed connectivity, Keeley chose AT&T Dedicated Internet. “This allowed us to have managed fiber installed, so we get that mission-critical data for our satellite offices without the need to implement any kind of SIP trunks or other connectivity at those locations.”

Many Keeley employees also use AT&T wireless phones. “Having a central company makes it easy to purchase, distribute, and support the phones,” he said. IBM MaaS 360 with AT&T helps provide mobile enablement security to support the collaborative nature of Keeley employees’ work.

## Integrated threat detection and response

Like most IT professionals, Krauska spends a great deal of time thinking about network security. “I don’t think any company can really spend enough on security. If you spend \$1 million, you need \$2 million,” he said. “The bad actors always seem to be a step

ahead of you, so you need to stay as focused as you can.” He believes agility is essential. “You need to be able to change your direction at a moment’s notice to defend your network.”

This vigilance led him to consider USM Anywhere™, which integrates threat detection, incident response and compliance management. The unified solution delivers cybersecurity solutions as on-demand digital services. They are optimized to give Keeley Companies the agility Krauska was seeking.

Immediately after deploying USM Anywhere, Krauska’s team gained previously unattainable visibility into the daily threats launched against their network.

“It’s frankly been quite the eye opener to see events within and outside our network,” said Krauska, who has long been fascinated by security, and has gone so far as to earn certification as an ethical hacker. “I wanted to better understand how hackers penetrate a network to allow me to be a little bit more focused on how to defend against it.”

## Stunning insights support agility

USM Anywhere gives Keeley’s IT team a window into network attacks. “It’s very interesting to me and disconcerting at the same time,” he said. “USM Anywhere has allowed us to see just exactly what hackers are doing. It actually enables us to see the probing that’s going on before the actual payload exists.”

This empowers Krauska to sever the hackers’ connections during the probing phase. “So the hacker’s payload does not get delivered,” he said. “We can be more agile in defending against those attacks.”

Keeley relies on USM Anywhere to stop the attacks, Krauska said. “But you also appreciate the insights that you glean from watching it. That’s where the product really shines. It shows what’s going on in near-real time and lets us understand events at the CIS log level. That helps us stop that activity before it becomes an issue within our network.” He sees this as the most significant cybersecurity benefit.

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~ Eric Krauska,

Director of Internal IT, Keeley Companies

## A network that adapts to meet Keeley’s needs

The company also uses AT&T Switched Ethernet on Demand. This enables control of network design with the click of a button. Krauska and his team can order more ports, instantly add or change services, scale bandwidth to meet changing needs, and manage their network in near-real time.

“AT&T Switched Ethernet on Demand allows us to provide the services with a pretty lean IT department,” he said. “We have a DevOps team, business analysts, team support desk, and system administrators. We don’t need additional people that understand SIP trunking and the differences in voice and data routing. With AT&T Switched Ethernet on Demand we just

provide a switch and then our support desk is able to assist remote offices from a central point.”

Krauska considers AT&T Switched Ethernet on Demand one of the best products from AT&T Business. “It allows us to connect our satellite offices much more simply, with a much smaller investment in hardware for those locations,” he said.

It also adds protection for Keeley Companies’ data. “We’re able to route all of our traffic from satellite offices through our headquarters,” he said. “We can then add security on all egress traffic going to the internet from a central location or two rather than egress traffic to the internet from every satellite office.” In addition, he said, the turnaround from order to implementation is impressive.

implementation. And they continually follow up after the sale to make sure everything’s going as planned.”

He said he doesn’t hesitate to endorse AT&T Business services to his peers. “I highly recommend the services,” he said. “AT&T Switched Ethernet on Demand is a solid network. AT&T has done a great job of investing in the technology to make sure there are virtually zero outages. It has made our job much, much simpler.”

Krauska is also enthusiastic about AT&T Cybersecurity services. “I had been very impressed with that product offering and have already recommended to several peers that this is something they should be implementing sooner rather than later.”

<sup>1</sup> <https://topworkplaces.com/publication/stltoday/keeley-construction/>



## Solid network, superb support

Krauska is pleased with the assistance his team gets from AT&T Business. “The support has been superb,” he said. “The AT&T team has been excellent in providing everything from the quoting phase all the way through