

Case Study: West Coast Contractors

Construction company with demanding any time, any place communication needs.

Overview

In 1962, Joe Kronsteiner started his company to provide crane services to the southern Oregon coast. Almost 60 years later, under his sons' leadership, West Coast Contractors continues to thrive. They have grown from a three-person crane service to a regional force in the marine, heavy construction and pile-driving industries, continually exceeding the expectations of both large and small clients. From ocean-whipped marine construction to sensitive development projects, and breathtaking bridgework, West Coast Contractors has led the way in engineering new techniques and equipment to ensure effective completion.

Their communication needs have changed over the years due to the steady growth of their business. Additionally, the demands of the industry have evolved as advancing technology has enabled around-the-clock, mobile communications.

For the past decade, SilverSky has provided the email systems used by West Coast Contractors. "In the construction industry, we can keep strange hours depending on the project," commented Ron Kutch, West Coast Contractors' IT and Communication Manager. "That's why our email system must always be available. If there's ever a problem, we need to get it fixed quickly, and SilverSky's service and support have been very reliable."



Business: Founded in 1962, West Coast Contractors is a family-owned company serving customers with marine, heavy construction and pile-driving services. The company is renowned for construction projects that can withstand severe weather conditions.

SilverSky Solutions:

- Cloud Email and Collaboration
- Targeted Attack Protection
- Social Engineering Protection
- Data Loss Prevention
- Anti-Virus, Anti-Spam
- Active Sync
- Email Archiving

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—Ron Kutch, West Coast Contractors’ IT and Communication Manager

Over the past decade, West Coast Contractors has been vigilant about protecting its own and client data. They’ve added Targeted Attack Protection and Social Engineering Protection as an added layer of security. “We’ve done phishing tests, and our users are very diligent in protecting our assets,” commented Kutch. “But having social engineering protection is just a good security practice to keep our users safe.”

Given the often continuous nature of their business and the need for ongoing communication among internal team members and with customers, West Coast Contractors must have a reliable and secure communications network. They are a smaller company but have demanding communication needs just as large organizations do.

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For smaller companies, SilverSky Cloud Email and Collaboration service provides the advanced messaging and collaboration tools to keep communications flowing without the need for in-house infrastructure and the technical skills to manage it. Combined with around-the-clock security monitoring and advanced security and compliance tools, SilverSky provides a simple, cost-effective answer for today’s communication needs.



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