



# How **Encamp** landed their first enterprise customer with Trava's integrated **risk management solution**

CUSTOMER HIGHLIGHT: **ENCAMP**

“TRAVA MADE IT POSSIBLE FOR US TO BREAK INTO THE ENTERPRISE SPACE AT LEAST SIX MONTHS QUICKER THAN WE COULD HAVE BY OURSELVES...”

LUKE JACOBS, CEO & CO-FOUNDER OF ENCAMP

# ENCAMP

Encamp simplifies environmental, health, and safety (EHS) compliance for organizations that are subject to state and federal regulations by making it easy to manage EHS documents, deadlines, permits, and tasks in one, modern platform. From keeping up with deadlines to coordinating different teams across multiple facilities, Encamp helps EHS managers deliver consistent processes and first-rate compliance programs.

“Working with Trava has been an **extremely impactful decision** for Encamp. It would have been next to impossible for us to create a robust, enterprise-ready security process and tech stack without their assistance, particularly on the accelerated timeline that we needed. For a growth startup, time is one of the most valuable assets. Trava made it possible for us to break into the enterprise space **at least six months quicker** than we could have by ourselves—the ROI was extremely clear.”



**LUKE JACOBS**  
CEO & CO-FOUNDER OF ENCOMP



# Opportunity

Encamp was bidding to land their first enterprise customer contract. As part of their **vendor review process**, the potential customer requested a **cyber risk analysis** of Encamp's digital environment, as well as a **cyber risk management plan** to demonstrate a specific level of cyber maturity and ongoing commitment to appropriate cybersecurity controls.

The problem was that Encamp had neither a formal cyber risk assessment methodology nor a risk management program in place, and they lacked the time and internal resources to

develop them on their own. Without an in-depth cyber risk assessment and analysis, followed by development, documentation, and implementation of a structured cyber risk management program, Encamp was **likely to lose the contract**. They needed help from an outside expert—and fast.



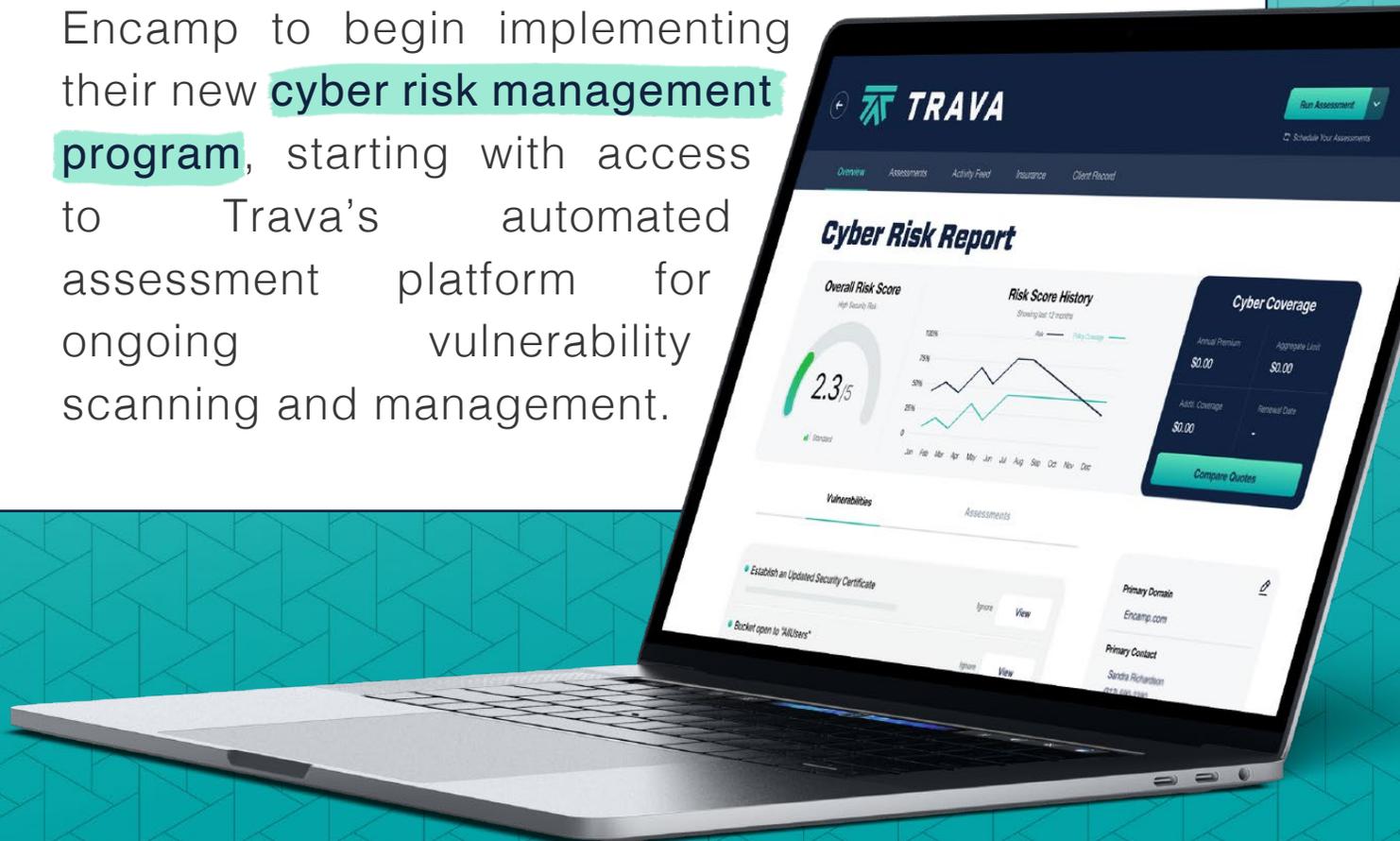
# Approach

First, the team used Trava's **automated vulnerability assessment** tool to run external, certificate, web app, cloud, and dark web scans. Next, Trava's **virtual chief information security officer** (vCISO) consultants guided Encamp through a Baseline Cyber Risk Assessment to gain a comprehensive view of Encamp's vulnerabilities, digital information security, and cyber hygiene. Using a proprietary survey based on the **NIST cybersecurity framework** (CSF), Trava uncovered some key risk management gaps, including vulnerability management, infrastructure and application security, and end-user awareness training.

Then, based on all of the scan and assessment results, the vCISO team prepared a **detailed cyber risk report** and **prioritized action plan** to satisfy the potential customer's security program requirements. Deliverables included:

- ✓ Vulnerability assessment report and training – including recommendations for how to address each of 40 initial findings from the potential customer's vendor review
- ✓ Secure software development lifecycle (SDLC)
- ✓ Security risk management program

Finally, with an understanding of existing risks, as well as a documented plan for how to mitigate and/or transfer those risks, the Trava team worked with Encamp to begin implementing their new **cyber risk management program**, starting with access to Trava's automated assessment platform for ongoing vulnerability scanning and management.





# Outcome

Encamp needed a fast turnaround to adhere to the review process timeline—about **half as much lead time** as Trava would typically require for a project with this scope and depth. But when your primary core value is ensuring your customers succeed, putting in a little overtime to meet a deadline is an easy decision.

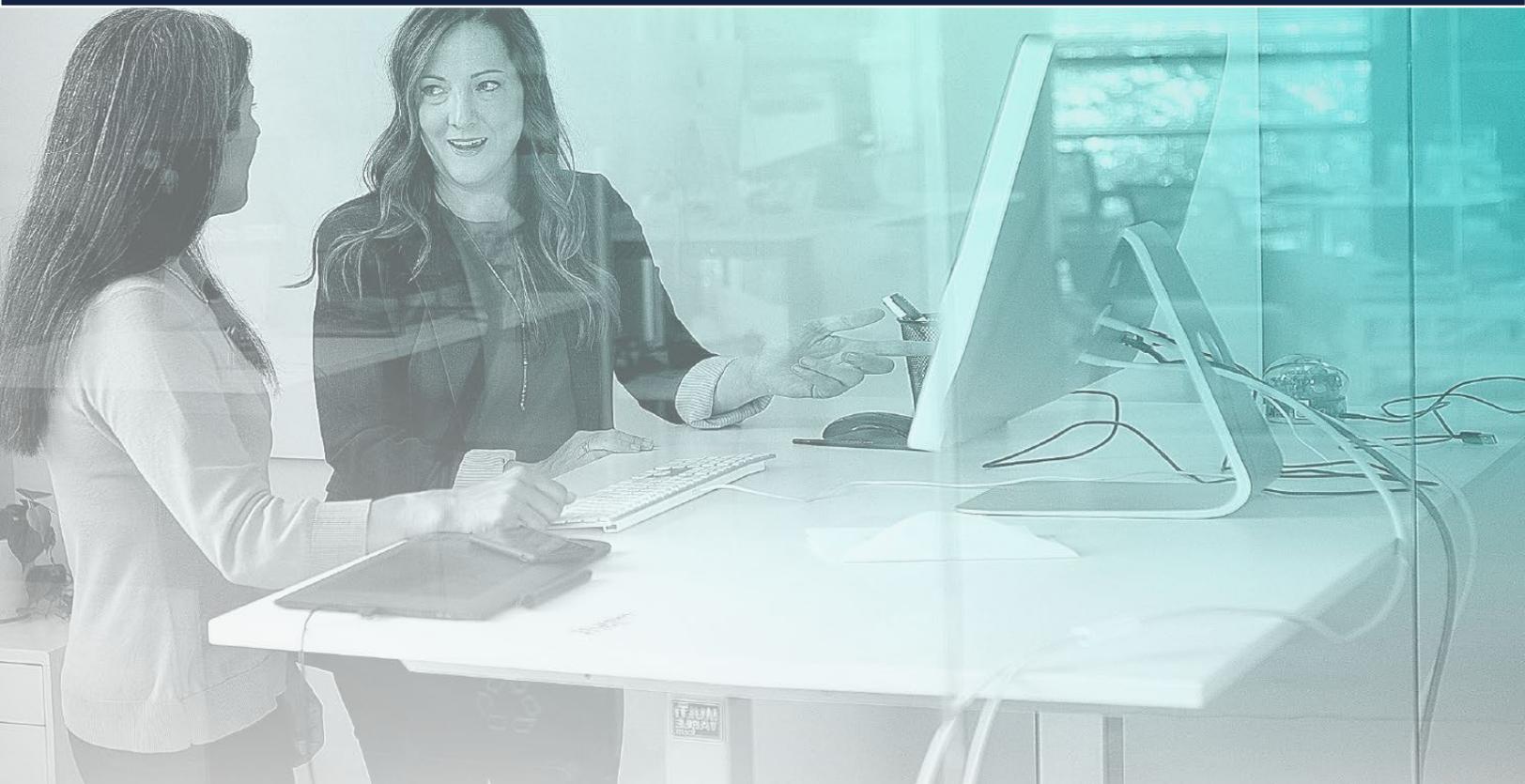
The team worked quickly to deliver thorough assessment, analysis, and planning documentation so that Encamp could remain in the running for the enterprise contract—and **they won it**. Not only did Trava's work help Encamp land their first enterprise customer, that customer represented nearly **one-third of Encamp's annual revenue that year**.

It was a **defining moment** for Encamp. Gaining the ability to sell into the enterprise market sent Encamp's company trajectory in a new, **high-growth direction**. Encamp was so pleased with the outcome of the initial project that they have continued using Trava's assessment platform and contracted Trava for ongoing vCISO services to ensure they keep their cyber risk management program in top shape.



# TRAVA

CYBER RISK MANAGEMENT FOR BUSINESS OWNERS AND IT PROFESSIONALS



## Assess

Automated scanning tools provide the scope and depth of risk assessment you need for your business—all managed from one convenient platform.



## Mitigate

Tailored mitigation recommendations highlight strategies to improve your risk posture. Your IT team can do the work, or we can refer you to an expert service provider for help.



## Insure

Cyber insurance covers residual risk with another layer of protection. Get a quote comparison in minutes, and purchase a policy directly through Trava.

**Need help assessing and managing your company's cyber risk?**

**Talk to Trava!**

Get in touch: [info@travasecurity.com](mailto:info@travasecurity.com) | 812.785.6360