



# Defense Tech Slashes ATO Times with Caveonix

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## Case Study

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## At A Glance



60 hours to ATO  
slashed to an hour -  
approvals from 22mo  
to one



Growing new revenue  
when meeting new  
compliance  
requirements



Centralized view  
across AWS, Azure,  
and on-premises  
environments

## Background

The CISO for one of the world's most innovative defense technology firms was frustrated. Creating new capabilities and quickly packaging them into standard products is the core of their business, but their compliance requirements forced them into a choice: miss delivery deadlines or increase personnel costs to meet their commitments.

**“We pride ourselves on our speed to market, but compliance was now a threat to that speed.” -- CISO**

## Challenges

The company's cyber compliance issues stemmed from familiar root causes.

- Inefficient authority to operate (ATO) packaging led to a reactive program - packages took 60 hours to build and 22 months for the approval process.
- Team of 7 FTEs working overtime, burning out with no time left for strategic work
- Diverse technologies, processes, and data across the organization that fed into an existing and ineffective tool that could not provide a central source of reporting.



## Solution

When the CISO engaged with Caveonix, he was intrigued but cautious. "The Caveonix team immediately understood our situation and showed us how they could help, but I needed to see it for myself." The companies established a proof of value (POV) which quickly demonstrated value and turned into a full implementation.

Several elements of the Caveonix solution stood out:

- Cyber compliance automation covering needed frameworks like NIST 800-53, international standards, and control sets like JSIG.
- API integrations to bring in CNAPP findings from their Wiz instance, creating ATO process documentation – important given that the company runs workloads in AWS, Azure, and on-prem, Caveonix easily handling everything. "Other tools we looked at really struggled on the datacenter side," said the CISO.
- Continuous monitoring presenting a complete and always accurate view of compliance, fixing process inefficiencies.
- Automation that expedited the company's project requiring JSIG, enabling the company to enter the market with enhanced capabilities and capture revenue that was previously unavailable.

## Results and Benefits

Now that Caveonix is in place, compliance is no longer a bottleneck for the defense tech provider's ability to go to market quickly. ATO packages now take only an hour to build and a maximum of one month to process, a fraction of the previous time. The automation also created an opportunity to realign the team. 6.5 of the 7 FTEs now spend their time supporting strategic and proactive compliance growth initiatives.

With an ROI of 243%, the financial benefits are also substantial. "With Caveonix, we compressed 60 hours of work into one, slashed ATO and audit timelines by as much as 75%, cut costs by more than \$1 million, and are now armed to scale even as our environment grows in complexity.

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### About Caveonix

Caveonix optimizes tedious, incomplete, and expensive cyber compliance programs.

Our Compliance Fabric associates all your technical control evidence with 50+ frameworks, regulations, and mandates to create a single source of truth, delivering continuous cyber compliance automation – on-prem, multi-cloud, or whatever combination you need.

The Caveonix customer base includes numerous Global 1000 organizations and cabinet-level agencies in the US Government.