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## CASE STUDY

### ENHANCING CYBERSECURITY COMPLIANCE FOR GREG HUBLER AUTO GROUP

## About

### Greg Hubler Auto Group

Greg Hubler has been in the car business his entire life. Following in the footsteps of his father, both his grandfathers, as well as two uncles, Greg grew up with a passion for the automotive industry and decided to make it his lifelong career. After graduating from Indiana University, Greg spent time as the General Manager at Hubler Mazda, guiding the dealership to a record level of success in both sales and service. His success pushed him to start his own dealership, and that's where Greg eventually turned one store into something more, and the Greg Hubler Auto Group was established.



*"The success of our project with Core Managed goes beyond meeting deadlines. It sets the tone for a lasting partnership built on trust and a shared commitment to excellence. Looking forward to continued success together."*

Greg Hubler, Owner

# Challenge

## Navigating in an Evolving Landscape

Facing the intricate demands of the automotive cybersecurity landscape, Greg Hubler Auto Group sought to comply with new 2023 FTC regulations, specific tech requirements tied to construction projects, and the technological intricacies accompanying two recent dealership acquisitions. One of the primary challenges was adhering to the FTC's Red Flags compliance, necessitating rigorous Penetration testing and vulnerability scans. The client, while embracing our proactive cybersecurity measures, required rapid onboarding of a certification company, Comply Auto, to facilitate timely compliance.



**Compliance with 2023  
FTC regulations**



**Technological requirements for  
construction projects**



**Integration of acquired  
dealerships**

## Results

### A Timely & Stress-Free Experience

Despite the tight three-month deadline, our collaborative efforts, led by one of our expert vCIOs, ensured a smooth compliance process. Weekly meetings and conferences with Comply Auto facilitated constant updates and adherence to evolving standards. The project was completed ahead of schedule with no required extensions. As a result, Greg Hubler Auto Group felt enough confidence in our team to entrust us with ongoing compliance management. The success of this project established a standard for future cybersecurity measures, demonstrating our commitment to proactive security services and adaptability to evolving compliance landscapes.



# Solution

## Proactive Communication & Streamlined Compliance

To address this multifaceted challenge, our team prioritized transparent communication with both Comply Auto and Hubler staff. Leveraging our existing high-security standards, we demonstrated that the Greg Hubler Auto Group was already held to stringent cybersecurity practices. Implementing FortiGate Next-Generation Firewalls allowed us to utilize a single Penetration testing device across all locations through IPsec tunnels, reducing costs. Throughout the process, we proactively addressed issues detected during scans, further fortifying the network.



**Prioritizing transparent  
communication**



**Implementing FortiGate  
Next-Generation Firewalls**



**Proactively addressing issues  
detected during scans**



*"Having to meet new compliance regulations while navigating two new acquisitions and ongoing construction was a tall order, but Core Managed made sure that nothing slipped through the cracks and all of our priorities were taken care of."*

Greg Hubler, Owner

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