

The Daniels Corporation Enhances Security Following A Penetration Test

The Daniels Corporation (Daniels), named the 2025 BILD Home Builder of the Year, is one of Canada's pre-eminent builders and developers, with nearly 40,000 new homes built across the Greater Toronto Area for over 40 years.

SITUATION

Following a penetration test that identified several areas requiring attention, Daniels recognized the importance of swiftly and effectively addressing the findings to enhance its cybersecurity posture. To support this effort, the team sought specialized external expertise and engaged with several consultants. CrucialLogics was ultimately selected based on a strong recommendation and a clear demonstration of technical knowledge and experience. Unlike the other consultants who attempted to shift the focus toward selling unrelated solutions, CrucialLogics remained focused on Daniels' specific needs and objectives.

SOLUTION

CrucialLogics began by thoroughly reviewing the assessment report from the penetration test to understand the scope and nature of the vulnerabilities identified. Based on this review, they quickly developed a comprehensive Statement of Work (SOW) along with a detailed project cost breakdown. Honouring Daniels' preference, they provided a fixed-cost structure, avoiding an hourly rate breakdown, for added clarity and simplicity. The SOW was delivered promptly.

RESULTS

The project progressed smoothly and was completed in a short time frame. Throughout the engagement, the CrucialLogics team ensured effective knowledge

transfer, enabling the Daniels team to maintain and build upon the improvements made. Their recommendations were candid and experience-based, with no attempts to upsell additional products or services. Their guidance consistently reflected a genuine commitment to Daniels' best interests.

Based on this experience, Ginette Battikha, Interim IT director and Vice President of People and Culture, said, "They delivered quick turnaround times, clear communication, and worked seamlessly as a team. It can sometimes be difficult to find a vendor who truly aligns with your goals, but I felt confident and reassured throughout the process. I would absolutely recommend them."

"It was a seamless experience from start to finish, and we're looking forward to working with them again."

— Ginette Battikha,
Interim IT director and Vice
President of People and Culture