

# Ames Construction

A secure framework paves the way for new revenue streams

## Ames Construction

[www.amesconstruction.com](http://www.amesconstruction.com)

- A full-service, heavy civil and industrial general contractor that delivers projects across North America
- Specializes in complex, remote projects
- Initially founded in 1962 as a family-run contractor in a single community



### Challenges

- Needed to standardize and consolidate technology across regions
- Accessing service in remote areas with little infrastructure
- Ensuring data security for customers, including the US Army Corps of Engineers and State Departments of Transportation

### Solutions

- Lumen® Dedicated Internet Access (DIA)
- SASE-enabled SD-WAN framework
- Lumen® Next Generation Firewall (NGFW) for multi-layered protection, simplified infrastructure, and network speed optimization

### Results

- Ability to bid on more federal contracts
- Prepared for upcoming Path to Cloud
- Meeting requirements for new revenue streams



Ames Construction

“ We have been able to work together to grow our business, and Lumen has been there with technologies to help us do that. Over the years, things change, and to be able to lean on somebody who is there with you day in and day out is huge for both our business and our customers.”

— Bob Bruckner  
Chief Information Officer at Ames  
Construction

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## Challenge

### Ensuring the highest levels of security in remote areas

For Ames Construction, “we never say impossible” isn’t just a slogan, it’s how they operate. With customers that include the U.S. Army Corp of Engineers and state departments of transportation, they have to ensure top notch security, often in areas with minimal infrastructure.

As Ames outgrew their beginnings as a small, regional contractor, they needed a technology solution to mature with them, one that shared their can-do attitude and determination alongside an unparalleled commitment to security.

“We want to make sure that the technologies we’re using will be around for a while and are stable so we can build our company to handle the new requirements of our customers,” said Bob Bruckner, Chief Information Officer at Ames.

Ames partnered with Lumen over 20 years ago. In their most recent discussions about future infrastructure plans, they explored revenue streams and identified two pillars of change: Path to Cloud and CMMC certification.

## Solution

### Building a solid foundation with dedicated internet and strong security

Ames upgraded from a legacy VPN and Versa at select sites to Lumen® Dedicated Internet Access and Lumen® Secure Access Service Edge (SASE) Framework with Lumen® Next Generation Firewall (NGFW). Combined, these solutions offer Ames a fully secured internal network without the security concerns of the public internet.

“You’re constantly going to have bad actors trying to get into your network, but if you can stay away from those bad actors and keep things in your own network, you’re going to be better off,” Bruckner said.

Uptime is critical for Ames, and their new infrastructure ensures a solid backend network and a reliable field network to support ongoing and new projects.

“If we can’t meet our customers’ requirements, someone else will. Our goal is to be flexible with

our technology, be open to what our customers are looking for, and have multiple solutions available to meet those requirements,” Bruckner said.

### Lumen® Solution Set

- Lumen® Dedicated Internet Access
- Lumen® Secure Access Service Edge (SASE) Framework
- Lumen® Next Generation Firewall (NGFW)

## Results and Future Plans

### Building America faster and more efficiently

By incorporating Lumen technology, Ames knows they’re meeting the security and functionality requirements of their top customers. They also have the confidence to bid on even bigger, more lucrative contracts, expanding their business and their ability to meet new revenue targets. As Bruckner explained, this allowed them to hit a major milestone last year:

“We had only rarely brought our business east of the Mississippi, and in the last year we had some big jobs out in North Carolina. We’re now opening a full-time office out there, and Lumen is right at the front door with us.”

Lumen’s ability to say “yes” and their commitment to continuing to develop new features is critical for Ames as they continue on the Path to Cloud.

“The biggest benefit is that Lumen continues to grow with us,” said Bruckner. “We have confidence that they’re going to come up with the best solutions to keep Ames moving forward.”

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