



## ***Elevating Security Leadership: How a Fractional CSO Transformed a National Property Portfolio's Risk Posture***

Chesley Brown embedded fractional CSO leadership into a national commercial real estate group, creating executive alignment, reducing incidents, and delivering measurable ROI—without the overhead of a full-time hire.

**CHALLENGE** A national commercial real estate firm managing dozens of multi-tenant properties faced rising security threats, poor incident response times, and fragmented vendor oversight. Despite significant security spend, leadership lacked centralized visibility into risks and no clear point of accountability existed for guiding long-term security strategy.

**SOLUTION** Chesley Brown deployed a **Fractional Chief Security Officer** to work in partnership with the firm's executive team. Our CSO provided direct guidance to operations and legal leadership, conducted security audits, standardized response protocols, and implemented a quarterly executive reporting cadence.

### **Key outcomes included:**

- Executive Alignment: Security became a board-level conversation, aligned with operational strategy.
- Crisis Readiness: Site-specific emergency preparedness plans were developed and tested.
- Vendor Oversight: RFP processes were streamlined, and underperforming vendors were replaced.
- Audit & Compliance: Regulatory risk was proactively managed with detailed audit trails.

### **IMPACT**

#### **The client saw a rapid shift from reactive to proactive risk posture:**

- ✓ 48% reduction in incident volume within the first year
- ✓ 40% cost savings vs hiring a full-time CSO
- ✓ 60% improvement in audit and regulatory compliance metrics
- ✓ Board satisfaction with strategic reporting and continuity planning

The firm now operates with greater confidence, knowing their people, tenants, and assets are protected by a trusted strategic partner. Chesley Brown's Fractional CSO model delivered the leadership they needed—at the scale they could afford.

*"Chesley Brown's strategic risk mitigation services have been instrumental in fortifying our financial operations. Their expertise and tailored approach have positioned us to navigate the complex financial landscape with confidence."*