



CASE STUDY

Kansas Livestock Association Partners with IP Pathways for Comprehensive IT Management and Cybersecurity

ORGANIZATION OVERVIEW

The Kansas Livestock Association (KLA) represents Kansas's multi-billion dollar cattle industry, providing legal services, governmental affairs support, educational programs and community activities to its members across the state.

From resolving fence disputes to promoting beef nutrition and advocating at state and federal levels, KLA serves as a vital resource for ranchers and farmers throughout Kansas. Aaron Bain, IT Director, manages all technology needs for the organization's staff.

THE PROBLEM: NAVIGATING COMPLEX IT CHALLENGES IN AGRICULTURE

Like many organizations in the agricultural sector, KLA faced increasing technology challenges that threatened operational efficiency and security. The association struggled with an unresponsive previous IT provider who attempted to force contract renewals despite KLA's decision to discontinue services. This immediately slowed progress on essential technology transitions.

Beyond vendor management issues, KLA confronted the growing reality of cybersecurity threats targeting the agricultural industry. **"The agricultural industry is mostly of the older generation who, although they hate technology and may not be the best at using it, are easy targets,"** Bain explained.

The challenge extended to daily operations as well. Staff members needed reliable backup solutions, seamless Microsoft licensing management and proactive security measures — all while maintaining the accessibility and simplicity required for a small but vital organization serving Kansas ranchers and farmers.

With limited internal IT resources and an increasingly complex technology landscape, the organization needed a partner who could provide comprehensive support while understanding the unique needs of an agricultural association.

THE SOLUTION: A PARTNERSHIP APPROACH TO MANAGED IT SERVICES

KLA partnered with IP Pathways in 2023 to modernize its IT operations and reduce operational risk. The engagement began with Managed Microsoft 365, giving KLA a responsive support team and removing the pressure of troubleshooting every issue alone. **"If I can't figure something out right away, I can send in a ticket and have a response in what seems like five minutes,"** Bain says. **"Just having that peace of mind is huge."**

IP Pathways also implemented Backup as a Service, enabling fast, flexible file recovery. Files can be restored directly through an intuitive platform or by submitting a ticket for immediate assistance — critical during high-pressure situations.

Equally impactful was IP Pathways' proactive approach to cybersecurity. Through security awareness training and dark web monitoring, KLA strengthened its security culture from the top down. **"You can have all the latest tools, but if your people aren't aware, they become the easiest target,"** Bain explains. **"The training keeps security top of mind. When users see something suspicious, the light bulb goes off."**

THE RESULTS: PROACTIVE PROTECTION AND TRUSTED PARTNERSHIP

Partnering with IP Pathways helped KLA move from reacting to IT issues to operating with confidence. Proactive security measures, including backup and security awareness training, have strengthened KLA's ability to protect critical systems and data. Staff are better equipped to recognize potential threats, and recovery options ensure minimal disruption if issues occur.

Beyond technology, the partnership itself has made the biggest impact. **"Companies all have great products, but IP Pathways actually treats companies like people, not just dollar signs,"** Bain emphasized. **"You're focused on building a relationship, not just selling something."**

For KLA, that trust translates into long-term confidence. With IP Pathways as a strategic partner, the association can stay focused on supporting Kansas ranchers and protecting the integrity of the livestock industry, without worrying about what's happening behind the scenes in IT.