

C.B. KAUPP & SONS UPGRADES TO MEET DEPARTMENT OF DEFENSE CYBERSECURITY STANDARDS

BACKGROUND:

C.B. Kaupp & Sons is an ISO 9001:2008 + AS9100:2009 Rev C certified manufacturer and leader in the Hydro Forming, and Precision CNC Machining space. They are experts in sheet metal hydro forming. Hydro forming allows C.B. Kaupp & Sons to provide both prototype and production quantities. The DoD often turns to this New Jersey manufacturer because of its reputation for producing high-quality products and prototypes.

CHALLENGES:

New cybersecurity rules and regulations are requiring manufacturers to implement DoD Cybersecurity Standards. Manufacturers will lose out on DoD contracts if they aren't actively working to become compliant with these new standards. The DoD made it mandatory that all contractors and subcontractors begin taking cybersecurity training and implementing cybersecurity safeguards throughout their facility and manufacturing operations.

C.B. Kaupp & Sons wanted to be proactive. They began training key members of the organization before DoD Cybersecurity Standard requirements began to speed up.

SOLUTION:

As with any new regulations, the rollout is complex, taking place in sections, and is often unclear. C.B. Kaupp & Sons wanted to remain proactive. Once they received word that the new rules would begin rolling out and that DoD contracts started to mention the new requirements, they began looking for support.

NJMEP is in the unique position of having access to the details and intricacies behind the new DoD cybersecurity regulations. NJMEP works directly with the National Institute for Standards and Technology (NIST) which released the NIST Special Publication 800-171. This document governs Controlled Unclassified Information (CUI) in Non-Federal Information Systems and Organizations. It is the set of standards that define how to safeguard and distribute material deemed sensitive but not classified.

C.B. Kaupp & Sons saw the value of participating in a training workshop with NJMEP because of its unmatched insight into NIST 800-171 and the latest regulatory changes for DoD contractors and subcontractors.

RESULTS:

C.B. Kaupp & Sons work with NJMEP to prepare for new DoD cybersecurity regulations and requirements have kept their business in compliance. They can continue to bid on DoD contracts while effectively protecting their business from cyber threats.

This New Jersey manufacturer benefited in the following ways from engaging with NJMEP in 2019:

- **INCREASE SALES AMOUNT: \$10,000**
- **RETAINED SALE: \$10,000**
- **EMPLOYEE CREATION: 4**
- **EMPLOYEES RETAINED: 4**

"It's very important for the whole supply chain to stay on top of cyber threats. We definitely recommend this cybersecurity workshop to other manufacturers. It was very helpful. If you did a rework of this course, I'd certainly comeback."

—James Kimball, Compliance & Customer Service Manager for C.B. Kaupp & Sons Inc.

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