

# ***Cybersecurity Maturity Model Certification (CMMC) - What You Need To Know with IT Direct***

*Hosted by Connecticut Center for Advanced Technology, Inc. (CCAT)  
& Advanced Manufacturing Employer Partnership (AMEP)*

*July 9, 2020*

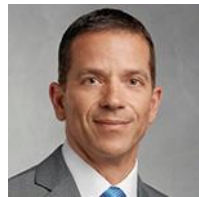
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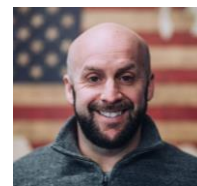
# Agenda

- Made in America Minute (Ari Santiago)
- Federal Updates (McAllister & Quinn)
- CMMC: What You Need To Know (IT Direct)
- ACM: Industry Perspective (Paul Murphy)
- CT Manufacturers Perspectives (Glenn Ford & Charles Daniels)
- CCAT Program Updates

# Presenters



- Ron Angelo, CCAT, President & CEO
- AMEP Co-Chairs
  - Hartford-Area: Glenn Ford, President, Phoenix Manufacturing
  - Central CT: Charles Daniels, Chief Financial Officer, Wepco Plastics
- Paul Murphy, Executive Director, ACM Inc.
- McAllister & Quinn
  - Chris Fish, Vice President
  - Jake Parduhn, Director of Federal Affairs
- Ari Santiago, President, IT Direct
- Sammy De La O, Quality Manager, IT Direct





**Join me weekly for the podcast!**

**Podcast website:** <http://madeinamericawithari.com/>

**YouTube channel:**

<https://www.youtube.com/user/itdirect151>

***Or Search for Made in America with Ari Santiago on  
your favorite podcast app!***

**Connect with me on LinkedIn for more great  
content for CT manufacturers:**

<https://www.linkedin.com/in/asantiago104/>

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# McAllister & Quinn Federal Update

- SBA Paycheck Protection Program (PPP)
  - New deadline to apply for a Paycheck Protection Program loan is **August 8, 2020** rather than June 30. Roughly \$100 billion unused still.
  - FYI: SBA/Trump Administration released data on loan-level data on borrowers. See link to access PPP data to date: [\(Click Here\)](#)
- Federal Reserve's Main Street Lending Program
  - Program is now live and accepting applications via lenders. **Non-forgivable loans** are available from **\$250k to \$35M+**. Five year maturity, no principal payments until year three. Roughly 3% interest rate. Reach out to your lender if interested. Link to program information: [\(Click Here\)](#)
- Next Stimulus Package
  - House of Representatives passed a \$3 trillion HEROES Act stimulus package in May. Senate needs to pass its version of the bill, next a negotiated House/Senate bill would be passed, then President can sign into law. Senate/Trump Administration looking at bill closer to \$1 trillion.
  - Individual stimulus checks might be capped at <40K income eligibility. \$600/week **extra unemployment benefit ends July 31<sup>st</sup>**. Will be addressed in some fashion.
  - Looking to have bill finalized before **August 3<sup>rd</sup>** Recess.





# Cybersecurity Maturity Model Certification:

What you need to know

with **Ari Santiago**  
and  
**Sammy De La O**

# Who we are



## Ari Santiago

President and CEO of IT Direct

- Founded 2002
- 60+ FTE / 2 CT offices
- Help clients gain a competitive edge through technology

Host of the Made In America podcast

- Broadcasting 1 year
- Raise awareness about mfg in CT
- Share lessons/best practices



## Sammy De La O

- 20 years in IT, including as an engineer and quality manager
- Last 8 years in compliance and regulatory space (life science, healthcare, finance and manufacturing)
- Passionate about helping organizations grow stronger and more resilient through consistent and high-quality standards

# What are we covering today?

1. Why CMMC?
2. What is CMMC?
3. How do you become compliant?
4. How much will it cost?
5. What is the ROI?
6. Wrapping it all up
7. Q&A



# Why CMMC?

## IBM Security 2019 Cost of a Data Breach Report

Average cost of a data breach  
in the US:

2006	→	2019
\$3.54M		\$8.19M
130% increase over 14 years		

Odds of experiencing a data  
breach within two years:

2014	→	2018	→	2019
22.6%		27.9%		29.6%

## Verizon 2020 Data Breach Investigations Report, Manufacturing industry:

### Top Patterns

Crimeware, Web Applications and Privilege Misuse represent 64% of breaches

### Threat Actors

External (75%), Internal (25%), Partner (1%) (breaches)

### Actor Motives

Financial (73%), Espionage (27%) (breaches)

### Data Compromised

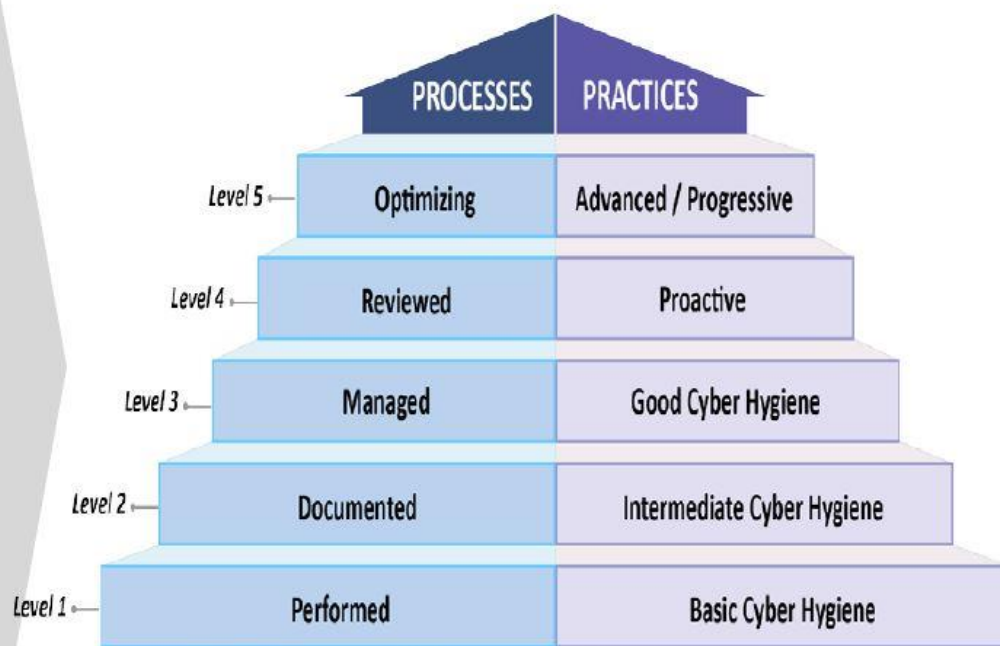
Credentials (55%), Personal (49%), Other (25%), Payment (20%) (breaches)

# What is CMMC?

17 Capability Domains (v1.0)

Access Control (AC)	Incident Response (IR)	Risk Management (RM)
Asset Management (AM)	Maintenance (MA)	Security Assessment (CA)
Awareness and Training (AT)	Media Protection (MP)	Situational Awareness (SA)
Audit and Accountability (AU)	Personnel Security (PS)	System and Communications Protection (SC)
Configuration Management (CM)	Physical Protection (PE)	System and Information Integrity (SI)
Identification and Authentication (IA)	Recovery (RE)	

CMMC Model with 5 levels  
measures cybersecurity maturity



# How Do You Become Compliant?



# How much will it cost?

## One-off Costs

- Gap assessment
- System upgrades
- Remediation

## Ongoing Expenses

- Network and email security
- Multi-factor authentication
- Employee cybersecurity training
- Monitoring and logging tools
- Robust policies and procedures
- Strong risk and security assessment practices



# What is the ROI?

- In 2019, CT companies were awarded \$18.6 billion in defense contracts
- CT DOD Contracts +70,201 & \$5.3B (40%) since 2014
- In 2019, the DoD awarded a total of \$382.6B in US defense contracts
- Average cost of a data breach in the US is \$8.19M
- The odds of having a data breach in the next 2 years is nearly 30% and rising!
- CMMC Compliance costs are considered allowable, reimbursable costs





# Wrapping it all up

## Important dates

- January 2020 - CMMC 1.0 released
- March 2020 - CMMC 1.02 released
- Summer/Fall 2020 - C3PAO certification and provisional program
- Winter 2020/2021 – First 10 RFPs requiring CMMC
- By 2026 – all DoD contracts will contain CMMC requirements

## Timeline to get compliant

- Varies widely
- On average 6 – 12 months



# Questions?



## Contact Details

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Manager

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# Industry Perspectives

Paul Murphy, Executive Director

Aerospace Components Manufacturers (ACM)



# Employers' Perspectives

- Glenn Ford, President, Phoenix Manufacturing
- Charles Daniels, CFO, Wepco Plastics

# CCAT Program Updates

- Industry 4.0 Demonstrations & Trainings
- High Rate Additive Manufacturing
- Small Turbine Engine
- AMC Services
- CT MVP Program



# FREE Industry 4.0 Workshops

For CT small to medium sized aerospace & defense manufacturers  
*On Demand Any Time*

- [Design to Print Technology](#)
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# Follow-Up

Slides have been posted on the CCAT website:

<https://www.ccat.us/2020/06/07-09-webinar/>

- CCAT Point of Contact:

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- For questions or suggested topics for upcoming webinars, email:  
[workforce@ccat.us](mailto:workforce@ccat.us)

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