MARYLAND MANUFACTURING EXTENSION PARTNERSHIP (MD MEP)

The Maryland MEP (MD MEP) is a non-profit organization focused on growing and strengthening manufacturers and manufacturing throughout the State of Maryland. Funded in part through the U.S. Department of Commerce and Maryland’s Department of Business and Economic Development, the Maryland MEP works to connect manufacturers with public and private resources and services to spark growth.

As the leading manufacturing assistance organization in the state, Maryland MEP’s vision is to help grow and expand manufacturing and manufacturing profitability through linkages and access to knowledge, funding, technology and technical skills and resources. The goal is to help and lead manufacturing innovation, improve processes and grow manufacturing business in Maryland. Through building, managing and consistently evaluating collaborative relationships with key service partners, Maryland MEP provides manufacturers with access to the information and resources they need to succeed.

ECONOMIC IMPACT

MEP Center impacts are based on clients surveyed in FY2018

$174.5 Million
Total Increased/Retained Sales

904
Total Increased/Retained Jobs

$28.4 Million
New Client Investments

$14.4 Million
Cost Savings

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The MEP National Network™ is a unique public-private partnership that delivers comprehensive, proven solutions to U.S. manufacturers, fueling growth and advancing U.S. manufacturing.
MARYLAND SUCCESS STORY

PROTECTING THE BUSINESS WITH CYBERSECURITY COMPLIANCE

ABOUT ARNOLD PACKAGING COMPANY. Arnold Packaging is a family-owned business that specializes in the distribution of packaging supplies, the design and manufacture of custom-made containers, automated inventory management, and packaging automation. Based in Baltimore, Maryland, with around 50 employees, Arnold maintains the expertise and experience to perform a full assessment of the packaging process, requirements, and challenges, creating customized solutions that directly impact customers' bottom lines. The company designs, manufactures, and administers packaging solutions for several large-scale Department of Defense (DoD) contracts.

THE CHALLENGE. As a DoD contractor, Arnold is required to comply with the NIST 800-171 standard for cybersecurity and conduct ongoing monitoring of systems and data to detect and mitigate threats. To ensure compliance, the company reached out to Maryland MEP (MD MEP), part of the MEP National Network, to take advantage of their cybersecurity programs and solutions designed to help manufacturers meet the requirements of the standard.

MEP CENTER'S ROLE. "As a designer and manufacturer of wooden shipping containers for the military, the safety of our data is critical," explained Mick Arnold, President and CEO. "Not only are we creating intellectual property that is valuable to our company, we are collaborating with subcontractors for the United States Armed Services to develop packaging solutions that will ensure the safe transit of critical equipment."

MD MEP partnered with BlackPoint Cyber to develop a solution to assist Arnold with immediate and long-term compliance with the NIST 800-171 standard, including ongoing monitoring and threat mitigation. Together, MD MEP and BlackPoint Cyber utilized SNAP-Defense Cybersecurity tools to assist the company with more secure packaging and detection.

Arnold implemented the necessary changes to ensure compliance with the cybersecurity standard, securing their government contracts and retaining sales and jobs. The improvements also led to cost savings for the company.

"Our customers trust that the data they share with us is of the highest priority and protected that way. We engaged with the MD MEP to access their cybersecurity compliance programs and offerings and are pleased with the results that the MD MEP/Blackpoint Cyber team have been able to deliver."

-Mick Arnold, President and CEO

RESULTS

- $3,500,000 in retained sales
- 50 jobs retained
- $100,000 in cost savings and mitigation