

CYBERSECURITY COMPLIANCE - A COMPETITIVE ADVANTAGE

ABOUT CROWLEY FABRICATING & MACHINING COMPANY, INC.

Crowley Fabricating & Machining Co., Inc., is located in Endicott, New York, with two facilities. One facility provides sheet metal contract work and the other focuses on machining and support operations.

THE CHALLENGE. Recent contract awards have lead Crowley Fabricating & Machining Co., Inc., to assess their cybersecurity. As a potential Department of Defense (DOD) contractor, Crowley needed to ensure its systems complied with the new NIST Special Publication 800-171 requirement for protecting controlled unclassified information in non-federal information systems and organizations.

Lacking a full-time information technology staff, Crowley needed extra support to address the government regulation, especially given the requirement's tight time-frame. The company called on the Alliance for Manufacturing Technology (AM&T), part of the New York MEP and the MEP National Network™, and a third-party partner, AIM, also part of the New York MEP and the MEP National Network™, to help interpret the guidelines, assess vulnerabilities, and execute improvements before the strict compliance deadline.

MEP CENTER'S ROLE. In May 2019, Crowley contracted AM&T to support its efforts in becoming cybersecurity compliant. AM&T utilized AIM, also part of the New York MEP and to guide Crowley through the complex regulations and requirements associated with becoming compliant to DFARS in accordance with NIST 800-171. By September 2019, Crowley 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, and AM&T was able to secure a DOD cybersecurity grant to offset Crowley's total cost of the program.

"The grant that AM&T initiated with AIM has made it possible to achieve our customers' requirements as a supplier and continue to do business with them. This service is very important in helping small companies stay competitive and to grow. Our competitors are going after the small companies because they know most of them cannot afford to invest the time or money to keep up with cyber security. I have shared with other primes what we have invested in and they are very excited to hear what we have accomplished. This has certainly opened up more opportunities for our company."

-Mr. Thomas M. Crowley, President

RESULTS



\$1-2 million in increased or retained sales



\$75,000 in new investment



35 jobs retained



5 jobs created

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