

GENEDGE ASSISTS CHESAPEAKE MACHINE WORKS IN MEETING DOD CYBERSECURITY REQUIREMENTS

ABOUT CHESAPEAKE MACHINE WORKS, INC. Since 1987 Chesapeake Machine Works, Inc. has been the region's trusted machine shop offering customized options for machinery, machine parts, tools, welding, machine fabrication, and repair of any parts they have manufactured. As a small business in Chesapeake, CMW provides critical components to two primary customers—the Department of Defense (DOD) and the U.S. Navy.

THE CHALLENGE. When the new cybersecurity requirements (DFARS 252.204-7012) were announced, CMW's leadership team wanted to protect their data while also getting ahead of their competitors. However, after a quick assessment of the potential financial commitment, CMW realized that outside cybersecurity support would be cost prohibitive. Fortunately, CMW learned of GENEDGE's Virginia's Defending Controlled Unclassified Information Program (DEFENDCUI-VA) through one of their inquiries with a cybersecurity resource. GENEDGE, part of the MEP National Network™, could help.





MEP CENTER'S ROLE. GENEDGE's DEFENDCUI-VA is a selective program intended to identify, select, and assist Virginia companies who participate in the DOD supply chain in creating awareness, providing assessment to determine compliance requirements and provide services to best address gaps identified.

CMW was accepted to participate in Phase 1 services - company assessments. Based on the program's approach, GENEDGE offered a proposal for services to help CMW assess their level of compliance and develop a plan to address the vulnerabilities identified through services provided by their third-party resource network. After successful completion of Phase 1, CMW has moved on and is now participating in Phase 2, remediation services, to prepare for an eventual CMMC audit.




"The DEFENDCUI-VA program support through GENEDGE not only helped CMW become DFARS compliant. We benefited from being compliant ready to respond in retaining significant defense contracts and obtaining potential new ones."

-Leslie Schiefer, Office Manager/Owner

RESULTS

-  **\$40,000** in new or retained sales
-  **\$59,600** in cost savings
-  **\$8,000** in new investment
-  **3** created or retained jobs

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