

CYBERSECURITY: THE NEXT MUST-HAVE TO BUSINESS  
GROWTH

**ABOUT HIGH-TECH MACHINE COMPANY, INC.** High-Tech Machine Co. Inc. (HTM) was started in 1991 by Neal Crosley. The precision CNC and Wire EDM machine company, located in Wilmington, Delaware, began operating out of a 1,000-square-foot facility with three manual machines. Thirty years later, the business has grown into a 10,000-square-foot space with 20 CNC machines and more than 20 employees. The company manufactures high-precision parts to customer requirements, with every job being custom. The business is focused on quality improvement and family roots.

**THE CHALLENGE.** HTM began working with DEMEP, part of the MEP National Network™, because they wanted to keep a competitive edge and keep cost down for customers. They were interested in learning more about continuous improvement. After working with DEMEP to earn their ISO 9001 certification, HTM completed 5S training to organize workstations. Over the past several years, Crosley began hearing more and more about cybersecurity and good cyber hygiene. To remain competitive and continue as a Department of Defense (DOD) supply chain partner, Crosley knew he needed to be ready to meet the latest cybersecurity measures recommended by NIST.SP 800-171 and begin to prepare for the next iteration in cybersecurity requirements - Cybersecurity Maturity Model Certification (CMMC) - as announced by DOD.

**MEP CENTER'S ROLE.** Given the similarity between ISO 9001 standards and the updated SP 800-171 controls, Crosley again turned to DEMEP for assistance. HTM is one of several Delaware companies that has decided to reach for this level of certification. It allows HTM to bid on work that many competitors cannot. DEMEP provided training to key employees in order to keep in compliance with the controls.

"The certification was challenging, but DEMEP made the process manageable by breaking it down into steps with training and organization."

-Neal Crosley, Founder & President

## RESULTS



**\$400,000** in retained DOD sales



Compliance with the first **110** controls towards Cybersecurity Maturity Model Certification compliance



Compliance with NIST SP 800-171 and registration in the DOD Supplier Performance Risk System

## CONTACT US



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