

L&H INDUSTRIAL: PATH TO GOVERNMENT CONTRACTING

ABOUT L & H INDUSTRIAL. Founded in 1964 and headquartered in Gillette, Wyoming, L&H Industrial is a leader in technology innovations, custom manufacturing, and comprehensive services for heavy industrial machinery used in mining, oil and gas, railways and other industries. Today, as a third-generation family business, L&H holds offices and distribution partners around the world equipped with hundreds of employees dedicated to delivering outstanding service and innovations for the biggest and hardest-working machines on the planet.

THE CHALLENGE. Since completing the NASA crawler transporter upgrade work in 2015, L&H had tried to get more work in the space industry, and more recently work with the Department of Defense (DOD) prime contractors. In order to receive RFQ's and qualify to work for the primes, L&H had to complete a NIST 800-171 self-assessment, and submit a system security plan to the supplier performance risk system. Without the guidance of a cybersecurity expert, especially one familiar with government policy, the self-assessment questions could be interpreted incorrectly. That being known, L&H wanted to mitigate the chance of that happening and make sure it was done right the first time. L&H turned to Manufacturing Works, part of the MEP National Network™.

MEP CENTER'S ROLE. Upon assessment of L&H's cyber needs, Manufacturing Works linked L&H with 4th State Communications, a Wyoming-based cyber expert with an abundance of knowledge relating to DOD contracts and government policy. After the initial cyber class, L&H worked to document and solidify their internal cyber standards. In conjunction with the cyber training, L&H had signed up with the Defense Logistics Agency (DLA). Upon doing so, L&H learned they had two weeks to submit their SSP and self-assessment to DLA, otherwise would risk losing access. In response, Manufacturing Works was able to rapidly facilitate this process, bringing 4th State Communications in on short notice, and setting deadlines to hit. Two weeks later, the SSP and the self-assessment had both been submitted.

"We were thankful to receive that help from Manufacturing Works. In parallel with the Cyber training, L&H had signed up with the Defense Logistics Agency (DLA) which was a requirement for doing business with the DOD. After a short grace period the agency sent correspondence saying we needed to submit our SSP and self-assessment within two weeks or risk having DLA access shut off. Manufacturing Works helped us get through that hurdle as well."

-Bill Schroyer, Engineering Manager

RESULTS



Short-notice performance took less than a week to complete (typically 30-60 days)



\$8,000 in cost savings with Manufacturing Works compared to completing it on their own



Completing the SSP and self-assessment allowed access to DLA for government contracting



Created a better and more concrete cyber atmosphere overall



Training received highlighted created company-wide written cyber procedures

CONTACT US



Department 3362
1000 East University Avenue
Laramie, WY 82071-2000



(307)766-4817



www.manufacturing-works.com

