

CMMC ASSESSMENT HELPS SAVE JOBS AND SALES

ABOUT VEETHREE ELECTRONICS. Veethree Electronics, headquartered in Bradenton, Florida, with 80 employees, is a manufacturer of electronic instruments and gauges whose vision is to become the preferred global supplier of vehicle display systems and sensors. The company has a worldwide presence as a leading OEM, defense and after-market supplier with manufacturing and engineering in the USA and India.

THE CHALLENGE. Since some of Veethree's products are sold to DOD contractors, the company wanted to improve its cyber environment to protect client and company information, and position itself to retain and grow sales, as well as assure customer confidence and satisfaction. Veethree had reason for concern-- the company had received letters from at least one of their DOD customers asking them to provide the results of a cyber assessment and submit their assessment score. Veethree asked the Sarasota Manatee Manufacturers Association (SAMA), part of the FloridaMakes Network and the MEP National Network™, for assistance in identifying risks in their cyber environment and providing the information requested by their DOD customers.

MEP CENTER'S ROLE. The products that Veethree provides to DOD contractors are their standard, off-the-shelf devices. Since their DOD contractors do not share Controlled Unclassified Information (CUI) when purchasing those items, FloridaMakes conducted a CMMC Level 1 assessment, but also provided a gap analysis that included the Level 3 controls, should Veethree be required to be a CMMC Level 3 supplier in the future.

FloridaMakes was able to conduct the assessment and provide Veethree with the requested information for submittal in the timeframe required by the customer. Since then, FloridaMakes has assisted Veethree with obtaining employee training on some of their high tech manufacturing equipment and in obtaining the Sterling Manufacturing Business Excellence Bronze Award.

"David Ferguson and the FloridaMakes Network have become an integral partner with Veethree Electronics. They were there for us during COVID 19 and helped with our contingency plan, as well as helped us secure a government account by providing training and information towards cyber security compliance. We couldn't have done it without their guidance and expertise. We are thankful for their partnership."

-Bill Allen, Plant Manager

RESULTS



18 created or retained jobs



\$500,000 in increased or retained sales



\$60,000 in cost savings

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