

GENERAL TECHNICAL SERVICES, LLC OVERCOMES THE CMMC CHALLENGE WITH NJMEP EXPERTISE AND SUPPORT

ABOUT GENERAL TECHNICAL SERVICES LLC. General Technical Services, LLC (GTS), of Wall Township, New Jersey, provides technical, management, and administrative support to US government agencies, universities, and industry partners. Their staff of scientists and engineers have an incredible breadth of knowledge and experience to support the development of advanced RF technologies and sensors, advanced electro-optical technologies, directed energy weaponry, electronic materials and devices, and power sources. With a track record of success, they support clients through complex R&D program management, providing engineers, scientists and technical staff to US Department of Defense (DOD) laboratories and technical centers, which helps ensure the US remains a technical leader.

THE CHALLENGE. GTS monitors the latest DOD policies and regulations to ensure they remain compliant and provide the highest level of service and the time to become CMMC compliant had come. Bringing an organization up to CMMC compliance really requires a credible, experienced partner for a firm not in the cybersecurity business and the support can be costly. Many service providers will also not offer the comprehensive support required to ensure the client succeeds. Although GTS' self-assessment resulted in a highly favorable score, they were facing the challenge of finding a partner to help close identified gaps and get positioned for a CMMC audit without overspending.

MEP CENTER'S ROLE. GTS began shopping around in search of a partner that could provide the support they required at a reasonable price. During the search, they found plenty of businesses that said they could help but the services they would provide was either incomplete or exorbitantly overpriced. "I started searching for programs around the state and came across NJMEP. Once I made contact, I became educated about their relationship with NIST and the relationship they had with expert vendors, it was all the things we needed in addition to an incredibly fair rate!" Kurt Kovach, EVP of strategy and business development at GTS explained.

A CMMC project requires substantial commitment on the part of the service provider as well as the client. This journey required multiple steps to ensure GTS complied with the correct CMMC requirements, including a cybersecurity assessment; a NIST SP 800-171 Rev2 gap analysis and cross reference with CMMC V1.02 Level 1-3; cybersecurity monitoring and detection services; and cybersecurity security operations center service (SOC).

Each step requires dozens of individual actions to complete. CMMC is not an easy certification to achieve without the right support and partner. However, with the right team, a manufacturer will be guided through every individual requirement to ensure compliance and audit readiness will be reached as quickly and efficiently as possible.

"NJMEP made this [CMMC compliance] as painless as it could be."

-Kurt Kovach, EVP of Strategy and Business Development

RESULTS



\$15,000,000 in new or retained sales



8 new or retained jobs

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