TECHSOLVE'S OHIO MEP CYBERSECURITY BUNDLE DELIVERS SIGNIFICANT VALUE

ABOUT WULCO, INC. Wulco Inc., a small manufacturer established in 1990 to unite two long-standing Greater Cincinnati, Ohio, companies - Jet Machine & Manufacturing and Rocket Supply - is a critical Department of Defense (DOD) supplier. Located in the diverse community of Bond Hill, Wulco has five facilities that house its 1) machining operations; 2) warehousing and kitting for large OEM projects; 3) welding and large equipment operations; 4) warehouse facility which includes shipping of non-kitted; and the manufacturing of the large wooden crates that house kits.

THE CHALLENGE. Because the majority of Wulco's contracts are part of the Defense Industrial Base (DIB), Wulco is subject to a range of regulations governing various aspects of their operations including cybersecurity, export control, and procurement. Failure to comply with these regulations can lead to significant legal and financial consequences - as severe as losing all of their Defense contracts - as well as potentially commiting damage to the U.S. national security. In order to keep its current contracts and set itself up to be successful in winning future DIB contracts, Wulco needed to become cyber compliant with the current DFARs requirements. Wulco turned to TechSolve, part of the Ohio MEP and the MEP National Network™, for help.

MEP CENTER'S ROLE. TechSolve's cybersecurity experts assessed the current level of cybersecurity compliance and risk at Wulco. This included assessing the current state, selecting the appropriate future state based on their multiple DOD Contracts - Cybersecurity Maturity Model Certification (CMMC) Level 3, documenting gaps, and putting a plan in place to reach the desired future state. TechSolve also assisted Wulco's IT staff and MSP in closing the gaps in cybersecurity practices while updating documentation throughout the process.

TechSolve reviewed and advised whether Wulco's proposed solutions were sufficient for meeting cybersecurity best practices and the required CMMC Practices and Processes. In addition, TechSolve addressed the following areas of practices: Data Classification and Role-Based Access Control (RBAC) Documentation and Incident Response Plan Documentation / Disaster Recovery Outline. TechSolve also conducted a table-top exercise to simulate a cyber-attack and recovery efforts. Training was also provided by TechSolve to every Wulco employee that contained the following content: DFARS 252.204-7012, CMMC; Secure Data Handling; Insider Threat; Social Engineering; Email and Social Media; Identity and Access Management; Clean Desk, Clear Screen; and Wulco IT and Cybersecurity Policies.

RESULTS

$40,000,000 in retained sales

$45,000 invested in information systems and software

$80,000 in cost avoidance

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"**As a Registered Provider Organization (RPO) under the CMMC Accreditation Body (CMMC-AB), TechSolve provided guidance on preparing Wulco for a 'Certified CMMC Assessment' provided by a Certified 3rd Party Assessor Organization (C3PAO). This remediation and training has protected each one of Wulco's current and future Defense contracts.**"

-Todd Hull, IT Manager