

EMC ACHIEVES DFARS COMPLIANCE WITH GUIDANCE FROM GENEDGE

ABOUT ELECTRIC MOTOR & CONTRACTING CO., INC. For over 60 years, Electric Motor & Contracting Company, Inc. (EMC) has been remanufacturing electric motors from their Chesapeake, Virginia location. EMC regionally serves the maritime, water/wastewater, power and industrial markets, including DOD suppliers.

THE CHALLENGE. EMC's management realized they must meet new DOD cybersecurity requirements to continue bidding on and winning DOD contracts, plus prepare for the upcoming Cybersecurity Maturity Model Certification (CMMC). Since they lacked the inhouse cybersecurity expertise, management turned to GENEDGE's cybersecurity program - Virginia's Defending Controlled Unclassified Information (DEFENDCUI-VA) for assistance. GENEDGE, part of the MEP National Network™, delivers custom solutions to solve the operational and business challenges Virginia's engineering, manufacturing, and technology firms face.

MEP CENTER'S ROLE. GENEDGE's DEFENDCUI-VA is a selective program intended to identify, select, and assist Virginia companies who participate in the DOD supply chain in creating awareness, providing assessment to determine compliance requirements and provide services to best address gaps identified.

EMC was accepted to participate in phase one services - company assessments. GENEDGE provided phase one services to determine the current level of compliance and develop adequate plans to respond to the gaps identified, including: demonstrating completion of cybersecurity assessment; drawing up a plan of action and milestones; creating an incident response plan; defining requirements and completing a cybersecurity plan; and performing an initial vulnerability baseline system scan.

"Like most small businesses, the cost of cybersecurity is a significant investment. We learned of GENEDGE's DEFENDCUI-VA program and how it could support our compliance efforts. We were happy to participate in the program to get onboard toward compliance to better arm ourselves for DOD's cybersecurity compliance."

-Nick Guthrie, Systems Administrator

RESULTS



\$14,300,000 in anticipated increased or retained sales



\$59,600 in anticipated cost savings



\$105,000 in anticipated new investment



23 anticipated

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