



# 2020 CMMC PREPAREDNESS: AN ESSENTIAL GUIDE FOR CLEARED DEFENSE CONTRACTORS

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## “Sharpe like a knife”

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- Big 4 Trained Management Consultant with Real World Operational Experience
- Practitioner, Consultant, Speaker, Author
- 35+ years Cybersecurity
- 25+ years Digital Transformation
- The Hackett Group, KPMG, Booz Allen, NSA
- Columbia Business School
- MS, Johns Hopkins University
- BSEE, New Jersey Institute of Technology (NJIT)





# Agenda

- Don't wait
- Low cost things you can do today
- Top 5 useful items most enterprises are missing
- Don't forget third parties
- Top 3 things to look for in a CMMC partner
- Resources

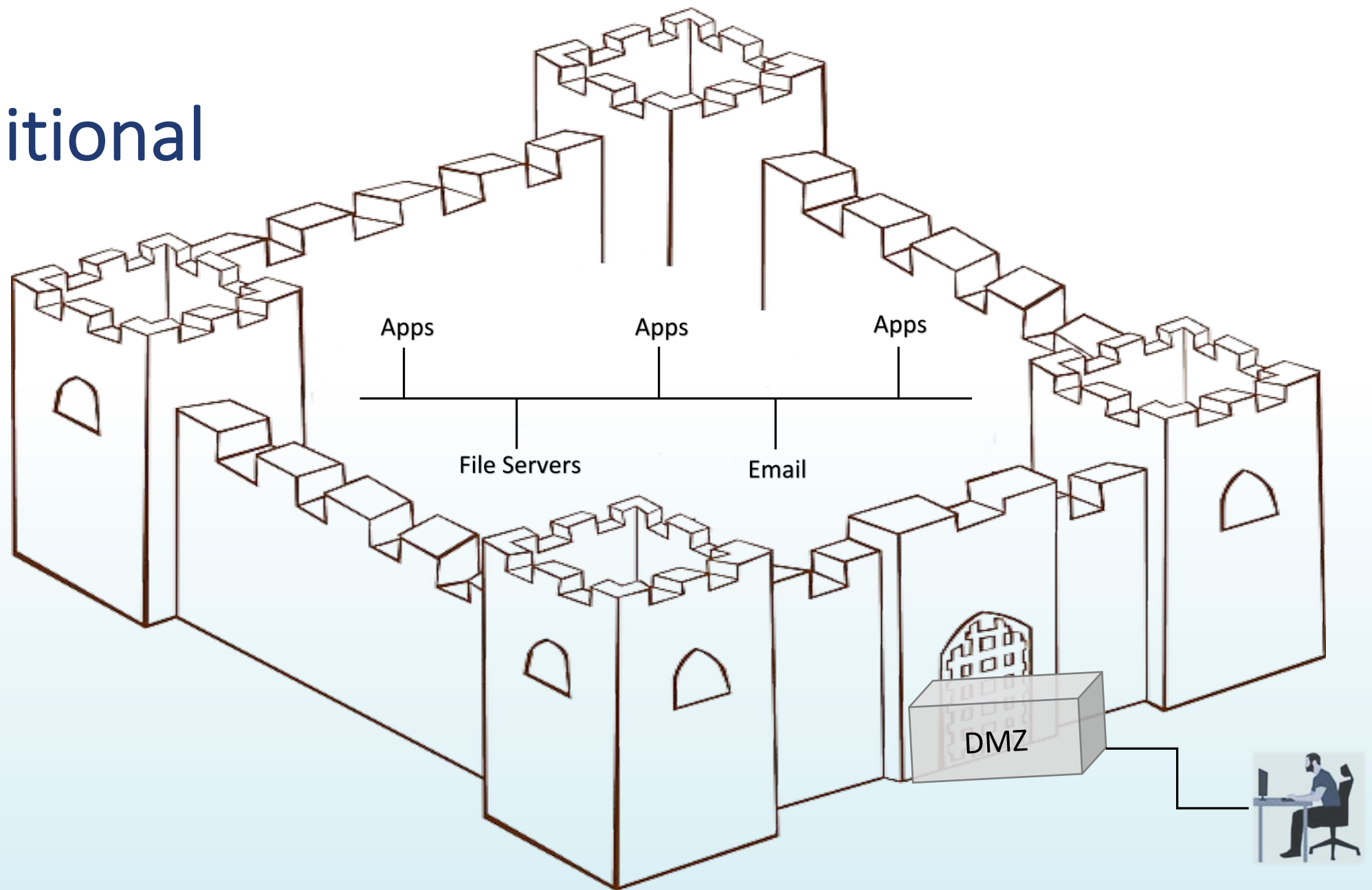
Email questions to John Callahan, [jbcallahan@gmail.com](mailto:jbcallahan@gmail.com)

# Presume

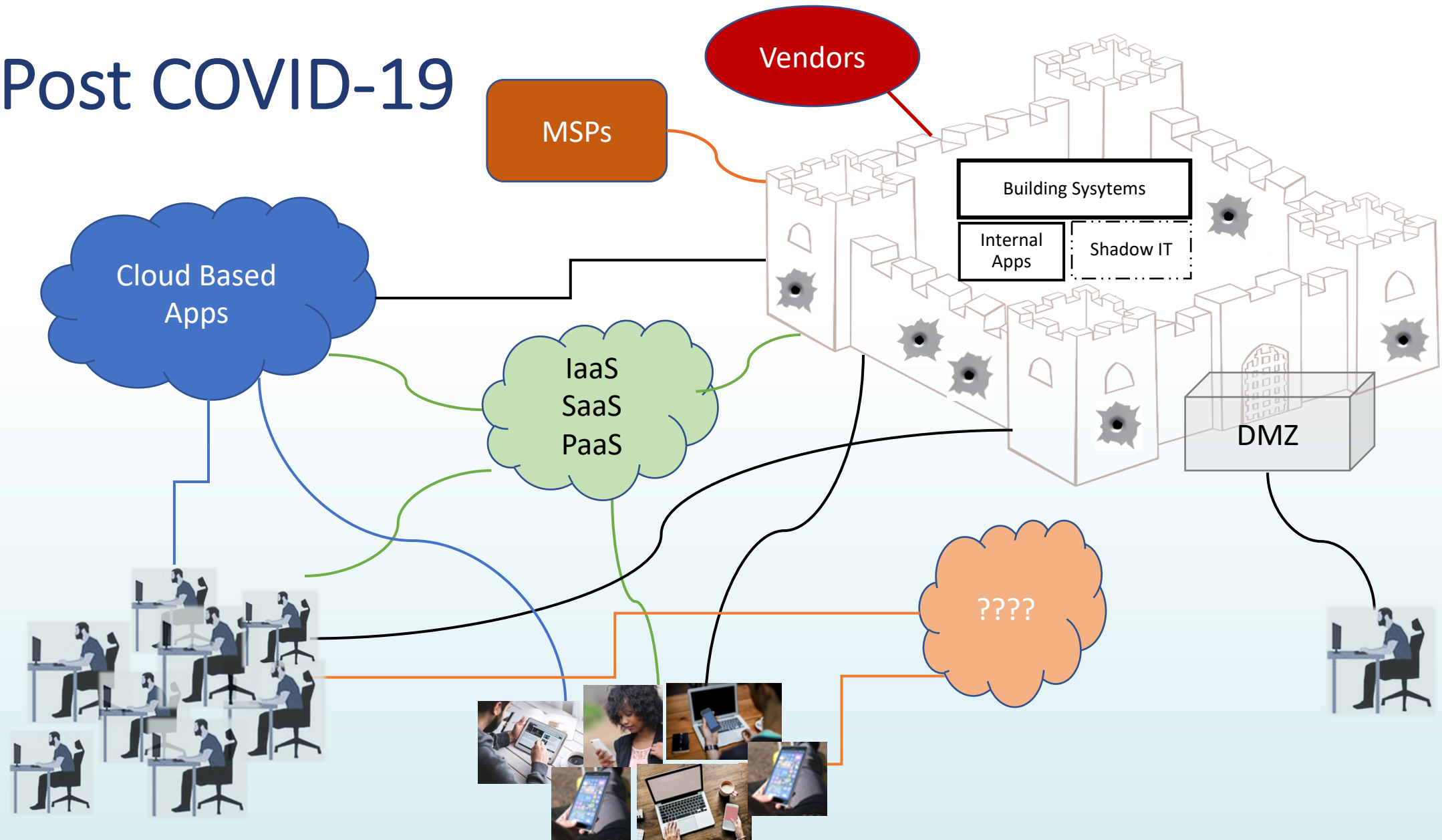
- You know what CMMC is
- You do not get audited on a regular basis
- More than likely you are a privately held SMB

“Each of you are unique - your mileage may vary.”

# Traditional



# Post COVID-19









# Why Can't We Wait?



# Don't Wait



The Threat Is Real



You Will Fail and Will Need to Remediate



Audits and Assessments are Hell

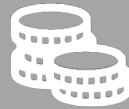


First Mover Advantage

# Small and Medium Businesses Hit the Hardest



The average Phishing attack costs a medium sized business \$1.6M



The average Ransomware attack costs a small business \$713k



It is not unusual for a small business to go out of business after a Phishing attack



77% of businesses do not have a Cybersecurity Program



You Will Need to  
Remediate

171  $\neq$  CMMC

Audits are a  
different beast

Plan on 6 months

# Audits and Assessments are Hell

Prove to an Objective  
Third Party

Process, Process, Process

Documentation



# First Mover Advantage

Non-compliance limits your competition

Increases your opportunities

More attractive to teaming partners

# Low cost items you can do today

Asset Inventory & Network Diagrams

Written Policies & Procedures

Flow Diagrams & Process Mapping

List of Technical Controls, Safeguards & Owners

List of completed Mitigations & Remediations



# Five Useful Items Most Enterprises Are Missing

Asset inventory and Network Diagrams

Written Policies and Procedures

Flow Diagrams and Process Mapping

List of Technical Controls, Safeguards and Owners

List of Mitigations and Remediations Completed

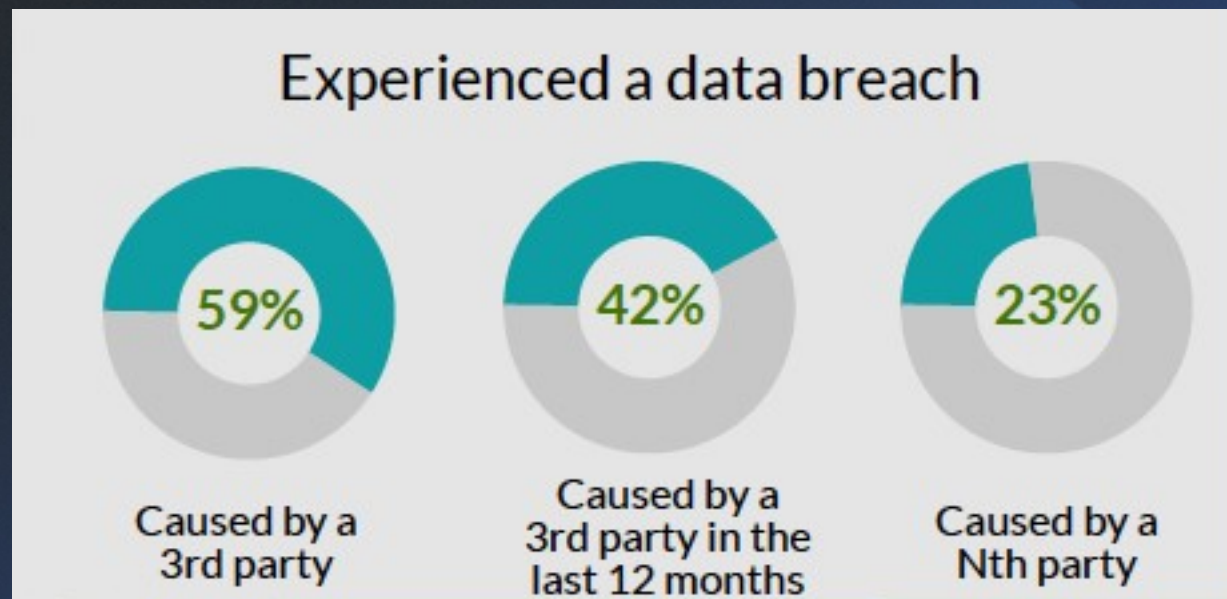
Bonus: Assessment of Third Parties



# Don't forget third parties

# Third Parties

Almost 60% experienced a data breach caused by 3<sup>rd</sup> party (Ponemon Institute)





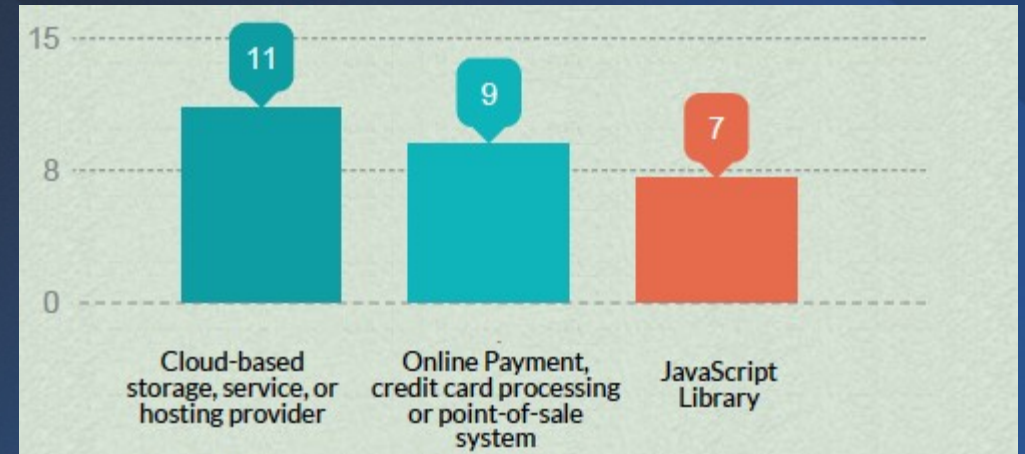
# Third Parties (cont.)

Top 3 causes of a third-party breach in 2018

(NormShield)

## Third Party Risk Management (TPRM)

- Due Diligence
- Prove to objective 3<sup>rd</sup> Party
- Delicate balance security, process, business outcomes



# Third Parties

- SaaS, PaaS, IaaS
- Vendors and Trading Partners
- Avoid “happy ears” during the selection process
- Require their Cybersecurity, Privacy and Compliance Package (e.g., SOC2)
- \$13m. Average cost of a third-party breach
  - twice of a normal breach
  - brand reputation, loss in business, share value, reputational loss
  - National news

# CMMC Partner Criteria

Get a Guide NOT a Specialist

Experienced  
with Audits

Experienced  
with  
Cybersecurity

Experience with  
Technology  
AND Process



# Conclusion

- CMMC is about protecting your business
- Turn it into a business advantage
- Audits and Assessments are a different beast

# Contact Information

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Free Consultation

We promise you two good ideas



# *Good Resources*

- "Economic Report of the President", March 2019, Chapter 7  
"Adapting to Technological Change with Artificial Intelligence while Mitigating Cyber Threats"
- Infragard, [www.infragard.org](http://www.infragard.org)
- United States Secret Service (USSS), Electronic Crimes Task Force (now Cyber Fraud Task Forces), [www.secretservice.gov](http://www.secretservice.gov)
- Verizon's Annual Data Breach Investigations Report (DBIR)
- Global Resilience Federation (GRF), [GRF.org](http://GRF.org)
- Center for Internet Security (CIS), [www.cisecurity.org](http://www.cisecurity.org)
- OneTrust for 3<sup>rd</sup> Party Due Diligence ([www.OneTrust.com](http://www.OneTrust.com))
- CMMC as competitive advantage and five things you can do today, Data Guidance, <https://bit.ly/3gXfmAF>
- Talon Cyber Newsletter, [www.TalonCyber.com](http://www.TalonCyber.com)
- Need something? We are waiting for your call or email



# *Each Critical Infrastructure Sector Maps to an ISAC*

National Association of ISACs

[www.nationalisacs.org](http://www.nationalisacs.org)

Cybersecurity & Infrastructure Security Agency



[www.cisa.gov](http://www.cisa.gov)