



2020 CMMC PREPAREDNESS: AN ESSENTIAL GUIDE FOR CLEARED DEFENSE CONTRACTORS

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Alex Sharpe

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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

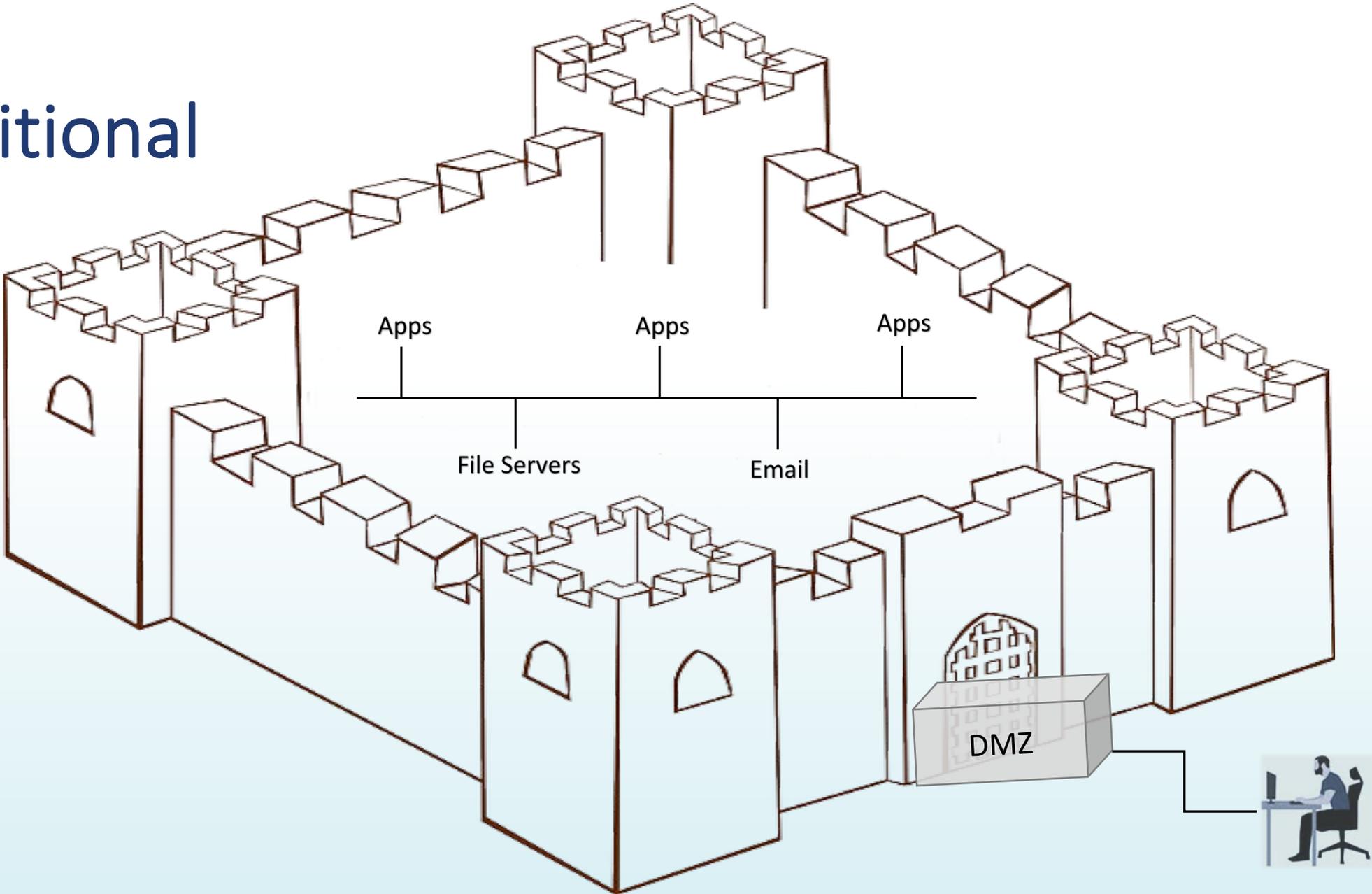
Email questions to John Callahan, jbcallahan@gmail.com

Presume

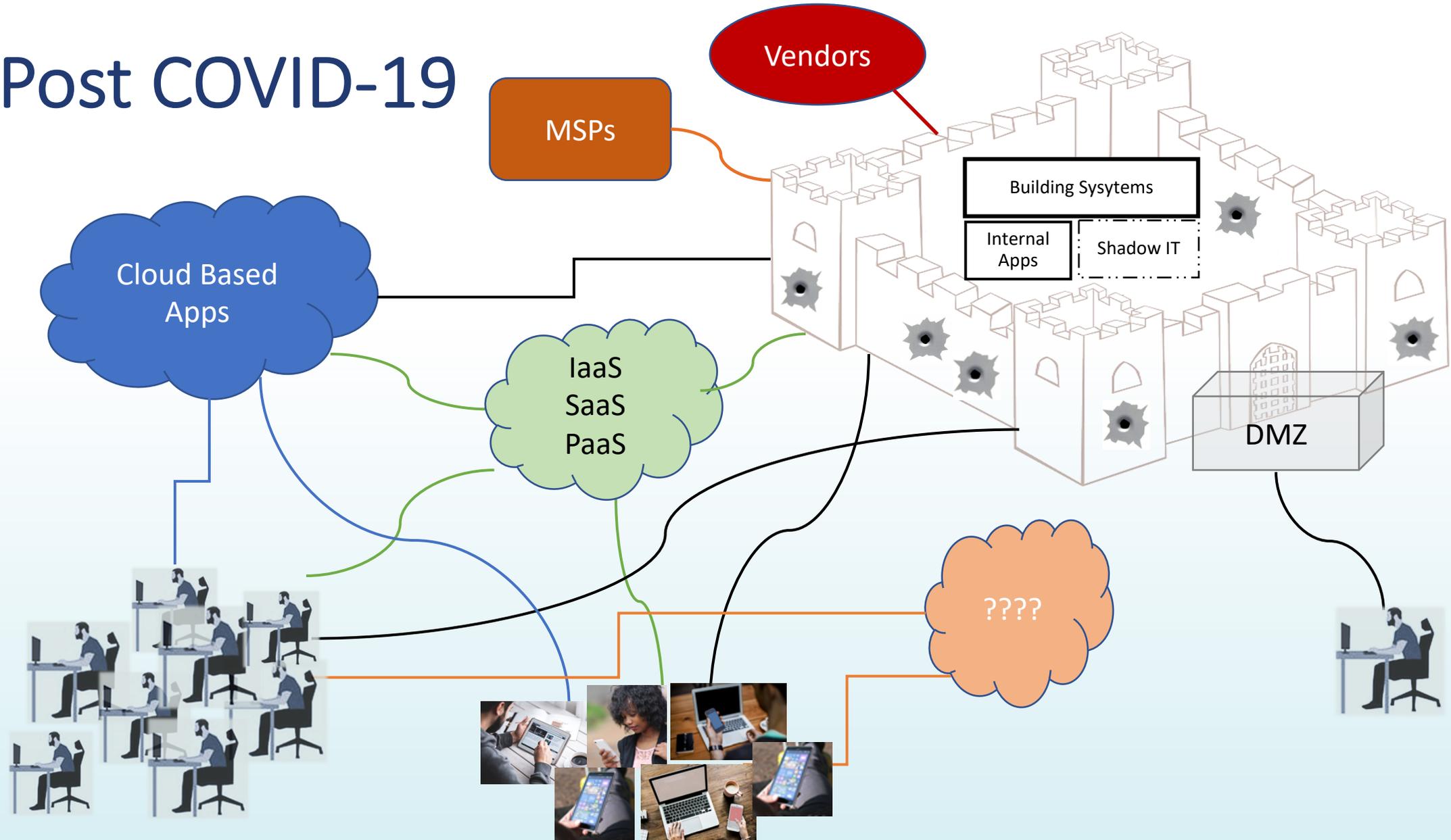
- You know what CMMC is
- You do not get audited on a regular basis
- More than likely you are a privately held SMB

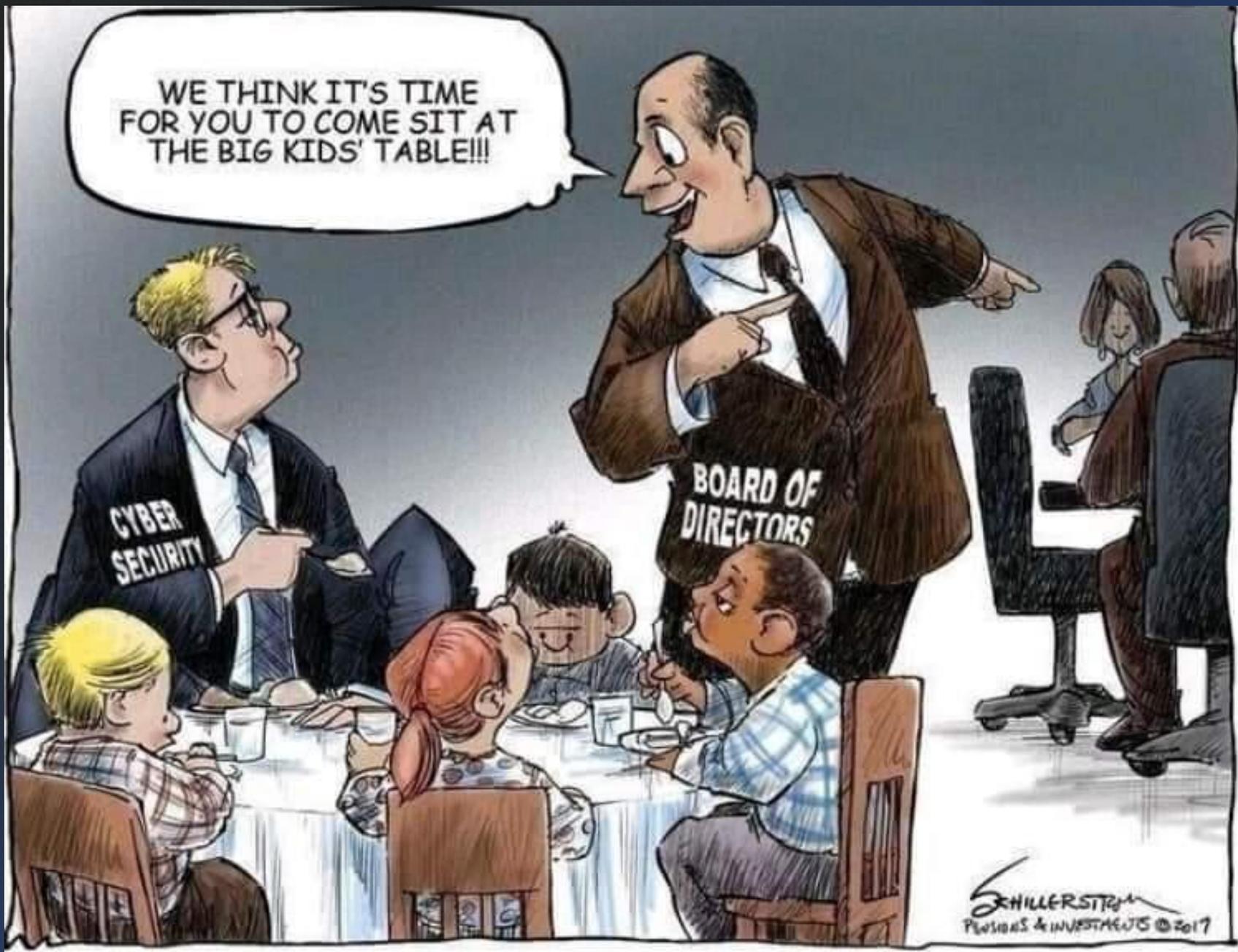
“Each of you are unique - your mileage may vary.”

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

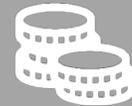


First Mover Advantage

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 ≠ 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

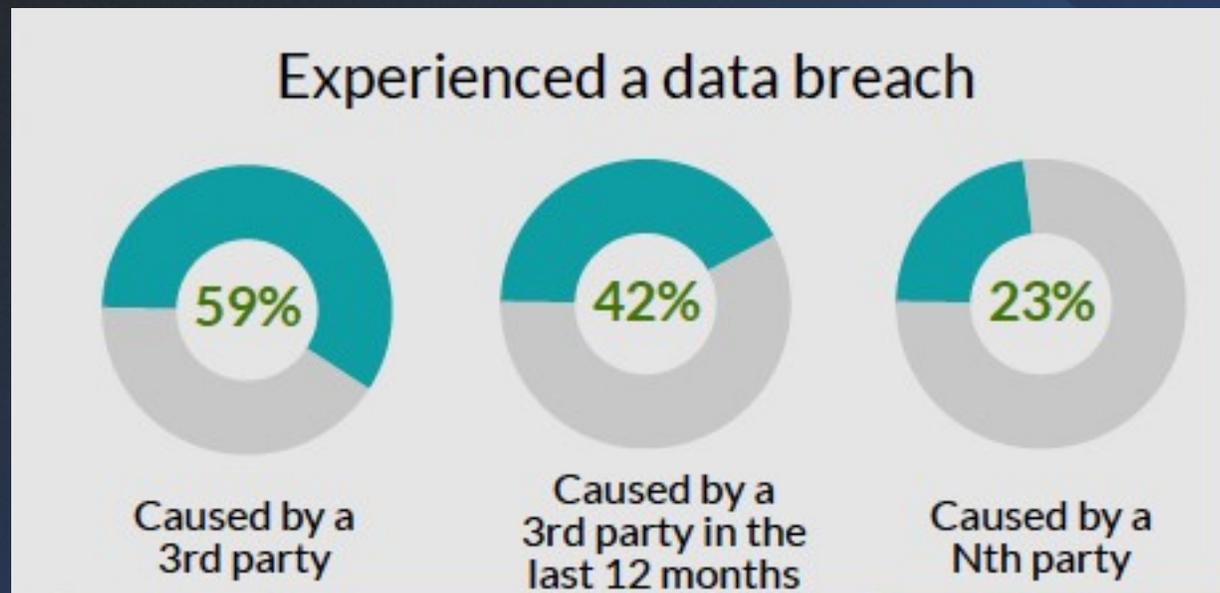
Bonus: Assessment of Third Parties



Don't forget third parties

Third Parties

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



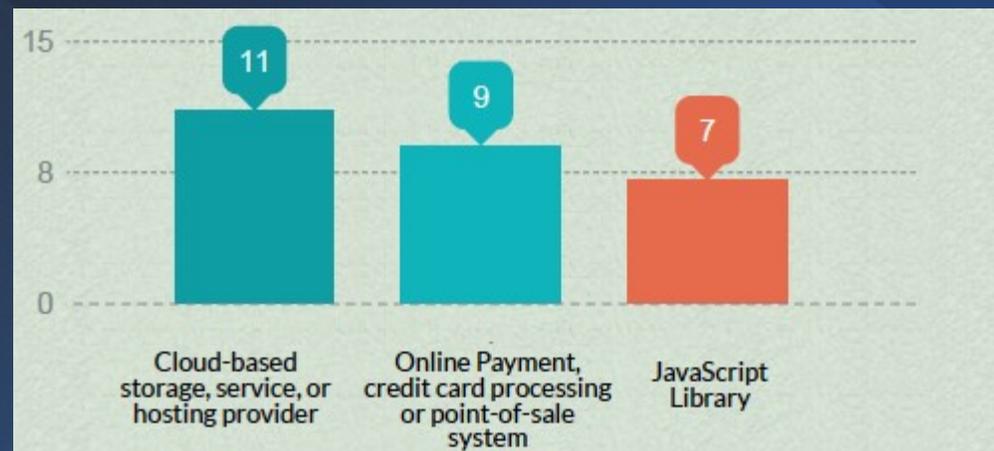
Third Parties (cont.)

Top 3 causes of a third-party breach in 2018

(NormShield)

Third Party Risk Management (TPRM)

- Due Diligence
- Prove to objective 3rd 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
- United States Secret Service (USSS), Electronic Crimes Task Force (now Cyber Fraud Task Forces), www.secretservice.gov
- Verizon's Annual Data Breach Investigations Report (DBIR)
- Global Resilience Federation (GRF), GRF.org
- Center for Internet Security (CIS), www.cisecurity.org
- OneTrust for 3rd Party Due Diligence (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
- 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

Cybersecurity & Infrastructure Security Agency



www.cisa.gov