FORESITE
VISIONARY SECURITY & COMPLIANCE SERVICES

CASE STUDY

COMPLIANCE

NIST 800-171

MANUFACTURING

Business Challenges

- Requirement to meet compliance by deadline or lose contracts
- Outside consultant provided assessment that didn't provide road map to compliance
- Internal staff did not know what needed to be done, or how to do it

Foresite Solution

- NIST 800-171 Advisory Consulting

Opportunities

- Leverage previous consultant's report to make use of that investment
- Obtain detailed "road map" to compliance & an ongoing consulting relationship to meet deadline & maintain revenue

BACKGROUND

A manufacturing company was at risk of losing their status as a subcontractor for contracts that include Controlled Unclassified Information (CUI). Cybersecurity had not been a priority for them in the past, and an initial gap assessment performed by a local consultant had left them with a stack of paper full of red to show the controls they were not currently meeting, but no real guidance on how to get from their current state to a compliant one. This was becoming critical as failure to meet the requirements would result in the company no longer being eligible to receive contracts worth hundreds of thousands of dollars in revenue to the business.

OBJECTIVES

- ☐ Identify where Controlled Unclassified Information (CUI) is transmitted or stored
- ☐ Verify gaps in compliance for NIST 800-171
- ☐ Confirm if other compliance(s) may also apply, such as HIPAA or PCI
- ☐ Provide detailed recommendations for remediation

OUR **RESULTS**

The first step was to take the Gap Assessment Report they had already paid for and turn it into meaningful and useful information. We did this by assigning a NIST auditor to validate the findings with their internal IT team. We found while most were correct, in some cases they had been marked as "not compliant" a control was actually in place that met the requirement. In other cases where they were shown as "compliant", there was not actually a solution that met the standard. This is something we see often when other consultants rely too heavily on a client's responses to a compliance questionnaire and do not perform their own validation or do not have the technical background to understand the controls. Foresite's auditor was also able to look at the types of data being transmitted and stored by the company to explain where other compliances, such as HIPAA and PCI would apply. The next step was to take the findings and turn them into targeted recommendations that met both the NIST 800-171 requirement and the business needs. Foresite's auditor sat down with IT, the business owner, and other key staff from each department as part of this process.

Finally, we reviewed the recommendations with the owner and his team. While they were comfortable they could handle many of the required steps on their own, they asked for quotes on some hardware and software solutions from our Channel Partner, and also asked to engage Foresite on an ongoing consulting basis to assist them as they put together some of the missing documentation and processes so we can confirm the results meet the NIST 800-171 standard.

They now feel confident they are on the right path and will not have any problem meeting the deadline for compliance.

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