> **If you're not willing to invest in security, you risk losing your business.**
>
> **We're here to secure clients, trim risk, keep workforces flexible, and increase profit.**

Brian Guenther
President and CEO, Exceed Cybersecurity and I.T. Services

Implementing a comprehensive cybersecurity program to stay ahead of evolving CMMC requirements

A government contractor (code named "NASA X") recently found themselves navigating the complex world of regulations, including the Cybersecurity Maturity Model Certification (CMMC). Failure to comply could lead to a lawsuit and investigation by the Department of Justice (DoJ) under the false claims act, with fines of **up to $10,000 per control.**[1] Beyond steep fines for noncompliance, the timeline to meet the objectives in this framework varies, but it **typically takes 6-12 months to achieve** cybersecurity hygiene to the point where a contractor will pass an audit. Recognizing the difficulty they faced in meeting these requirements, NASA X turned to Exceed for help.

Quickly filling gaps with the Todyl Platform

Exceed started with a baseline security control assessment, mapping existing controls to CMMC requirements, which helped Exceed identify several opportunities to **update aging infrastructure and fill various control gaps**.

With Todyl's Secure Access Service Edge (SASE) module, Exceed implemented easy-to-use **conditional access policies based on a device's location and the employee's role**. This enables them to put the required controls in place to support NASA X's team with an **always-on secure remote access solution**, ensuring they can sucessfully and securely do their jobs.

Exceed also implemented Todyl's Managed Cloud Security Information & Event Management (SIEM) module. SIEM provides **ongoing evidence and reporting to help demonstrate compliance with CMMC**. It also empowers Exceed to better detect, investigate, and eliminate threats by gaining a complete picture of NASA X's environments.

Thanks to Exceed's expertise with Todyl, NASA X was able to **quickly implement controls for approximately 58% of CMMC's domains**, with a roadmap to satisfy any outstanding gaps. As a result, they were able to **win multiple six- and seven-figure contracts in the defense space**, setting themselves up for future growth, while also assuring they can retain existing contracts for years to come.

34%
Of CMMC Maturity Level 2 controls met using Todyl

Increased Profit
From multiple new contracts and avoidance of regulatory fines

**135MM events
7 alerts
5 cases**
In a 30-day period, supporting the remediation of detected threats within 29 minutes

todyl

How Exceed delivered what NASA X needed

NASA X knew failure to comply would hurt both top and bottom line revenue

Contractors in the defense space must be compliant with CMMC, which is based on the NIST SP 800-171 framework, to safeguard the DoD's controlled unclassified information. NASA X often bids for high-profile contracts with NASA and the Department of Defense (DoD) and saw the writing on the wall that they needed to take a proactive approach to improve their security posture to retain current contracts and land new ones.

They turned to Exceed because their team excels at three things:

1. Helping government defense contractors interpret and meet compliance requirements through comprehensive security programs.
2. Supporting the adoption of a security-first culture, enabling them to prioritize security in a cost-effective, time-saving manner.
3. Delivering peace of mind while providing demonstrable evidence of compliance with strict government standards by using platforms like Todyl.

Exceed jumped in to help NASA X achieve goals:

1. Proactively meet CMMC compliance requirements that the DoD will soon mandate to retain current contracts and win new ones.
2. Provide frictionless, secure connections to on-premises and cloud resources for NASA X's workforce, who frequently travel to other work sites outside of their main office.
3. Gain comprehensive visibility into NASA X's environments, helping demonstrate compliance and detect any suspicious or malicious activity.

Exceed deployed Todyl's SASE to modernize infrastructure and meet CMMC requirements

Exceed implemented Todyl's SASE module, an agent-based solution that travels with the endpoint devices to provide a consistent work experience with robust security regardless of where the employee connects. This benefited NASA X in multiple ways, including:
• Implementing easy-to-use conditional access policies based on a device's location and the employee's role
• Replacing an aging infrastructure with a cloud-based solution
• Increasing security and connectivity for in-office and on the road employees

NASA X demonstrates compliance and detects threats with Todyl's Managed Cloud SIEM

By implementing Todyl's Managed Cloud SIEM, Exeed was able to ingest data from across NASA X's environments, including endpoint, network, and cloud. The pre-built dashboards and reports help provide evidence for CMMC compliance reporting, while the correlation and analysis engine empowers Exceed to better detect, investigate, and eliminate threats by delivering a complete picture of NASA X's environments.

About Exceed Cybersecurity and I.T. Services

Exceed Cybersecurity & I.T. Services is a managed services provider based in Frederick, Maryland that offers managed IT, cybersecurity, vCISO, and compliance services. Exceed serves as a trusted advisor on forthcoming regulations, helping to keep its clients one step ahead.

Learn more at **Todyl.com**