

Arrow Tank and Engineering is a Minnesota-based metal fabricator that has served organizations across the globe in a host of industries for over sixty years. A leading supplier of critical parts for oil and gas, energy, consumer goods, and defense industries, Arrow Tank and Engineering is responsible for ensuring that their organization meets compliance requirements across the industries that they support.

As a member of the Defense Industrial Base (DIB), Arrow watched the evolution of the DFARS mandate and the development of the Cybersecurity Maturity Model Certification (CMMC) especially closely as they knew that the change in approach to compliance would have a definite impact on their business.

### BUSINESS CHALLENGE

#### **Evolving Compliance Requirements | Siloed Approach to Risk and Compliance | Lack of Cybersecurity Posture Understanding by Management**

As the Director of Risk and Compliance at Arrow, Tom Stratton leads the cybersecurity efforts for the organization. Reporting directly to the President of the company, Tom spent much of his time aggregating and assembling assessment data from his team into a format that answered the age-old question “are we secure.” It was becoming increasingly difficult for Tom to be able to put this data together as compliance became a critical element to company growth. Foreseeing the challenges that would come with the shift from the self-certification approach of DFARS to the more rigorous method of CMMC, Tom knew that he and his team would need to standardize on a solution to support their ongoing risk and compliance efforts.

When his team made the shift to virtual work amid the COVID-19 crisis, Tom knew that the fragmented processes that came with working out of spreadsheets had the potential to drastically reduce his team’s ability to operate and slow compliance efforts at Arrow. The risk landscape due to this shift to remote work changed drastically as well, creating the need for Tom and his team to re-assess where they stood against best practices. Tom knew that in order to fuel the growth of the company and support new go-to-market opportunities, he would have to prioritize cybersecurity risk management and compliance in tandem.

### SOLUTION: CYBERSTRONG IRM

#### **Dynamic and Continuous Compliance | Fully Integrated Approach to Risk and Compliance | Clear Visualizations and Automated Reporting**

“ CyberStrong was the most forward-looking, especially in terms of the transferability of assessment data from one framework to another. I liked that we could get the DFARS requirements done and then focus on the CMMC requirements as they came out without redoubling efforts.



### CHALLENGE

Supporting a global manufacturing organization’s compliance efforts to maintain existing risk and compliance efforts and standardize for the future.

### SOLUTION

CyberStrong’s streamlined assessment workflows, coupled with automated report generation and clear dashboards that put risk and compliance in business terms for reporting to senior leadership.

Tom reported that CyberStrong stood out because of its forward-thinking approach, managing compliance requirements and proactiveness, especially related to supporting members of the DIB prepare for CMMC compliance.

As Tom and his team began to use CyberStrong, they found greater value than its visionary approach to CMMC compliance. In the face of the COVID-19 pandemic, organizations were faced with rapidly changing their approach to work to ensure business continued uninterrupted. For Tom and his team, using the CyberStrong platform enabled them to break down assessments into far more manageable pieces and allowed them to conduct assessments asynchronously in a way that was impossible before. Since implementing CyberStrong, Tom's team has felt greater involvement and understanding of their role in securing business and growing the company. By taking the step to standardize on CyberStrong, Tom has shifted company culture to both showcase the work that his team does as well as engage more employees across the organization on understanding the role cybersecurity plays in propelling Arrow's business forward.

“ Not only has it given me more confidence when presenting to our President, it has also empowered our sales reps to know that we can prove compliance at a moment's notice and has encouraged my team by showing them how important what they do is for the overall business.

Because of CyberStrong's single-pane-of-glass approach, Tom clearly and efficiently presents on Arrow's cybersecurity posture to the President of the company and other members of executive management. Using CyberStrong's reports and dashboards, Tom has facilitated a greater understanding of Arrow's cybersecurity program and investments at the executive level. It has empowered the entire organization to speak confidently about Arrow's compliance with necessary regulations and standards.

“ I love that I don't have to sweat in the middle of the night getting an email asking, 'Can you prove that you do X? And what is your justification for meeting this requirement?' I just sleep better knowing that we have everything in one spot.

### Improved

- ▶ Company-wide understanding of the value of risk and compliance teams' work

### Streamlined

- ▶ The assessment process to support the shift to remote work during COVID-19

### Standardized

- ▶ And centralized assessment data and reporting