3 Myths About NIST 800-171

& how to meet the December 31, 2017 deadline

1. "Becoming NIST compliant will cost us tens of thousands of dollars."

No – don't get ripped off.

Affordable plans for becoming NIST compliant are available. Don't assume you need the services of a very large consulting company, where you might pay tens of thousands of dollars, to become NIST compliant. Also, be wary of unscrupulous vendors who may use scare tactics in an effort to make you sign up with them without properly researching reputable vendors first.

2. "NIST compliance is only necessary for large manufacturers — we're too small."

Not true.

If you are in the federal supply chain, there is a high probability that you will need to be compliant with the NIST 800-171 mandate by the end of 2017. NIST not only applies to manufacturers directly selling to the government, but to **any subcontractor selling to a government supplier.** And even if today you do not currently provide parts for any supplier serving the government, do you really want to count yourself out of any future opportunities to sell to a supplier who does serve the government?

3. "Becoming NIST compliant would take a long time. It's too late for us."

Not true.

It's faster and easier than you think. For most manufacturers, you can have a clear plan of action to become NIST compliant within 90 days.

- 30 days to assess the "as is" environment.

- 30 days to develop a GAP assessment that identifies areas where you currently fall short of NIST requirements.

- 30 days to provide a list of recommended actions, including a project plan and timeline, of how you can meet the NIST guidelines.

Many companies already have some of the technology in place required for NIST compliance, which can make the assessment even less lengthy. In those cases, the assessment will focus on what process changes are needed to meet NIST compliance.

Read more in the blog post,
"3 Myths About NIST 800-171."

"What Manufacturers Should Know About **NIST Special Publication 800-171**"

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