



# AEROSPACE

## Compliance & Scalability

One of our aerospace manufacturing clients has been with us since 2010 and their story perfectly illustrates the capabilities of Avatara's DoD Platform to help businesses with compliance, multiple locations, and scalability needs.

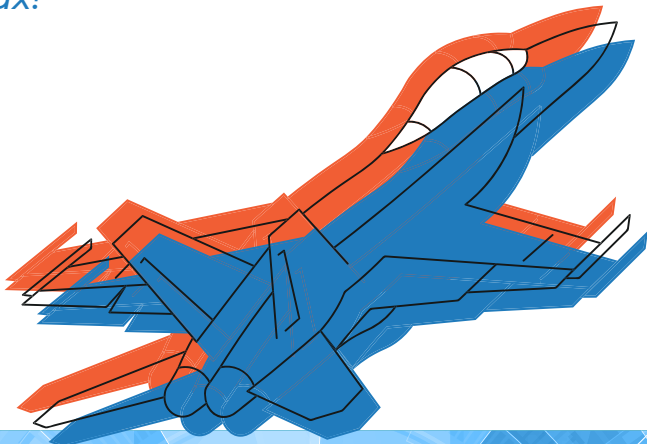
### PROBLEM

We have a number of aerospace manufacturer clients, but this one had a unique situation. Their primary market was building airplane parts to light assembly work to reduce costs and improve the speed of part completion for their customers. They have served everything from fighter and military helicopters to large commercial airplanes. They were so successful in growing their business that they were acquired and rolled into a larger conglomerate of other aerospace companies. Typically, when a business is acquired, the parent company leverages their resources and capabilities, including what they do for IT. But this was a different circumstance than most acquisitions because of how our client was strategically leveraging Avatara's DoD Platform to help grow their business.

Their parent company had a number of other aerospace companies under their umbrella and were struggling to find way to easily maintain DFARS compliance with each business. They had a number of DoD contracts on the table and needed an IT solution that could quickly meet DFARS compliance while simultaneously being able to handle the complexity of a variety of users that span from warehouse employees doing data entry for completed jobs, CNC machine operators building parts, and CAD engineers and CAM programmers doing heavy duty computing and design.

*"We've been with Avatara for 10 years and they've really helped us with cybersecurity compliance and most recently with the COVID-19 pandemic. Our new owners even picked them up and have integrated Avatara's DoD Platform into all of our sites. I've been working remotely for over 6 weeks and it's been very easy and have had robust access to all my data and applications - even Metal-Max!"*

- EVP & Chief Engineer



## AVATARA'S SOLUTION

The ownership of the new company approached us after discussions with our client about their IT and how they would roll it into their own. After an initial call explaining Avatara's DoD Platform, the parent company realized that it was the IT solution they were looking for to help with their growing productivity and collaboration pains between companies.

As they acquired businesses, their portfolio started to become increasingly geographically diverse and the problem of trying to unify each business under one controlled and predictable IT model kept getting more complicated. They already had a wide variety of IT users, but that number kept growing and now they also had offices spread out over the East Coast and Midwest.

**In addition to their primary concern about maintaining DFARS and preparing for CMMC compliance, we looked at their current pains and laid out how our solution would solve each issue:**

**DFARS Compliance:** Avatara's DoD Platform's private SSAE18 SOC 2 Type 2 data center environment is built to meet NIST SP 800-171 and CMMC with a 24x7 Security Operations Center, employee cybersecurity training, auditing tools, and more.

**Diverse User Base:** Warehouse employees were provided with terminal solutions for simple data entry, engineers received powerful graphics stations to run CAD software inside and outside the office with no performance degradation, and remote employees were able to work without skipping a beat.

**Support:** With users spread throughout time zones, supporting their IT needs became an issue. With 24x7x365 U.S.-based support they knew their employees would receive the help they needed when they needed it. Centralized data makes every office feel and operate as if they are under one roof, regardless of location.

**Scalability:** As a business that plans on organic and acquisition growth, Avatara's DoD Platform provided them with the ability to smoothly grow and acquire new businesses while seamlessly integrating them into the business at a predictable per user per month pricing model.