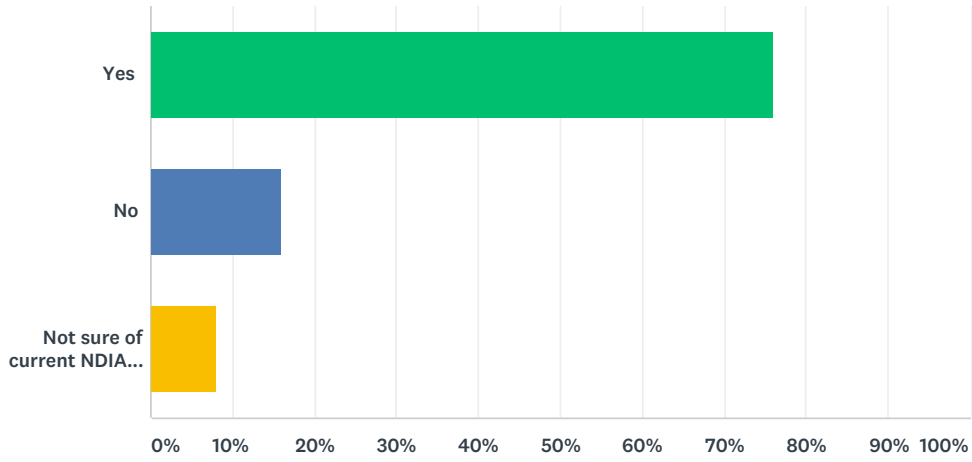


Q1 Are you an NDIA member?

Answered: 50 Skipped: 0



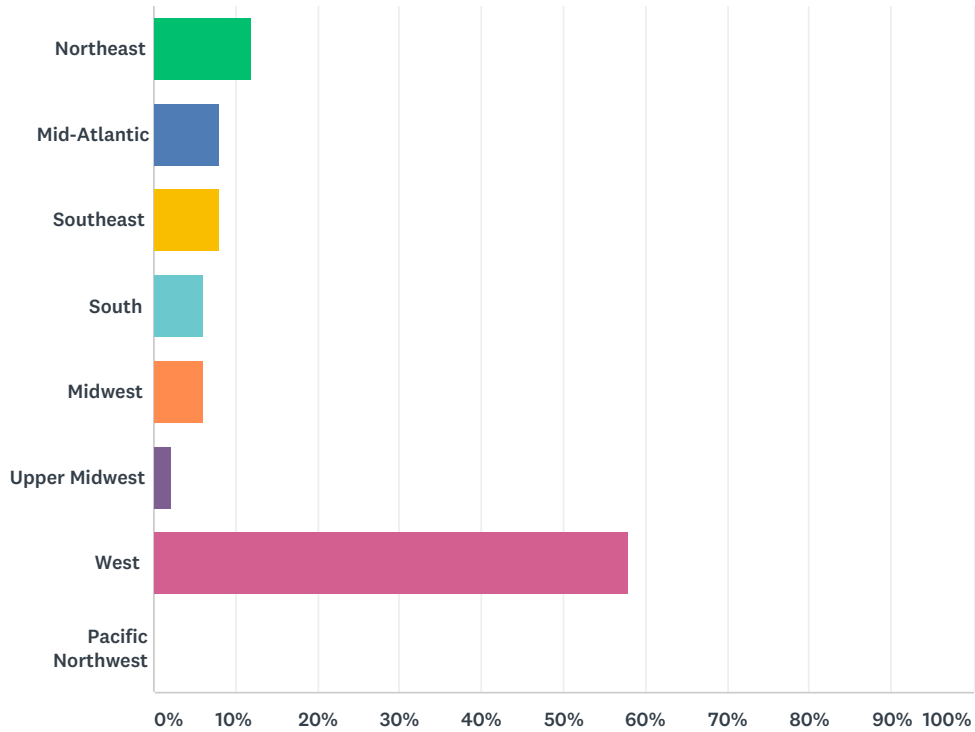
ANSWER CHOICES	RESPONSES	
Yes	76.00%	38
No	16.00%	8
Not sure of current NDIA membership status	8.00%	4
TOTAL		50

Q2 How long has your company been in existence?

Answered: 46 Skipped: 4

Q3 In what region of the country is your company headquartered?

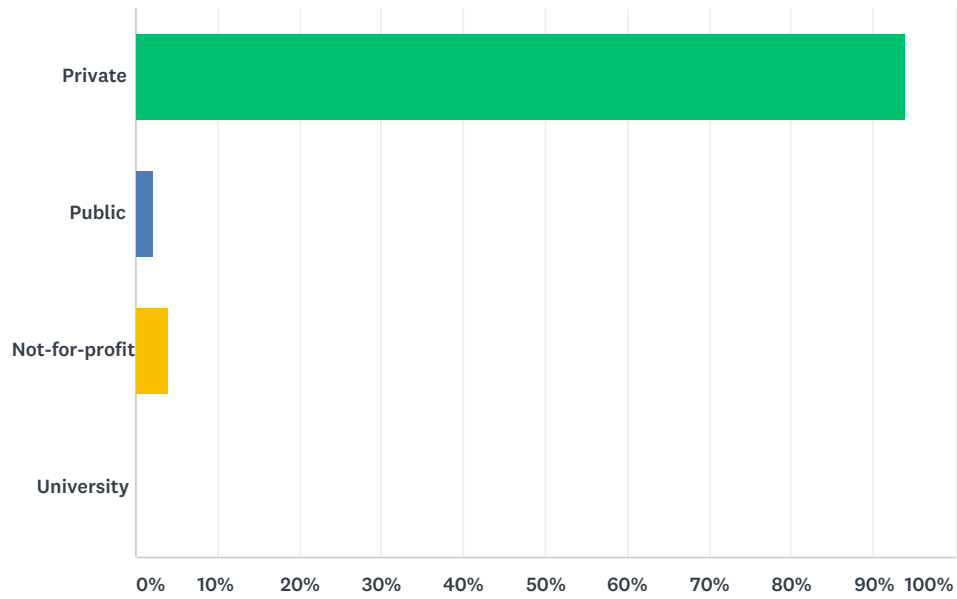
Answered: 50 Skipped: 0



ANSWER CHOICES	RESPONSES	
Northeast	12.00%	6
Mid-Atlantic	8.00%	4
Southeast	8.00%	4
South	6.00%	3
Midwest	6.00%	3
Upper Midwest	2.00%	1
West	58.00%	29
Pacific Northwest	0.00%	0
TOTAL		50

Q4 What type of entity is your company?

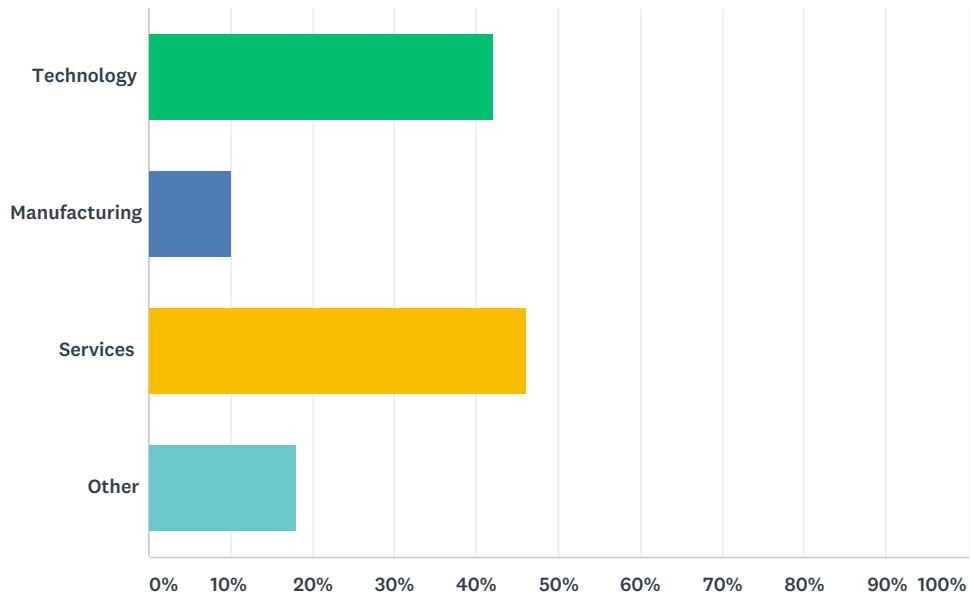
Answered: 50 Skipped: 0



ANSWER CHOICES	RESPONSES	
Private	94.00%	47
Public	2.00%	1
Not-for-profit	4.00%	2
University	0.00%	0
TOTAL		50

Q5 What industry is your government contracting work primarily in:

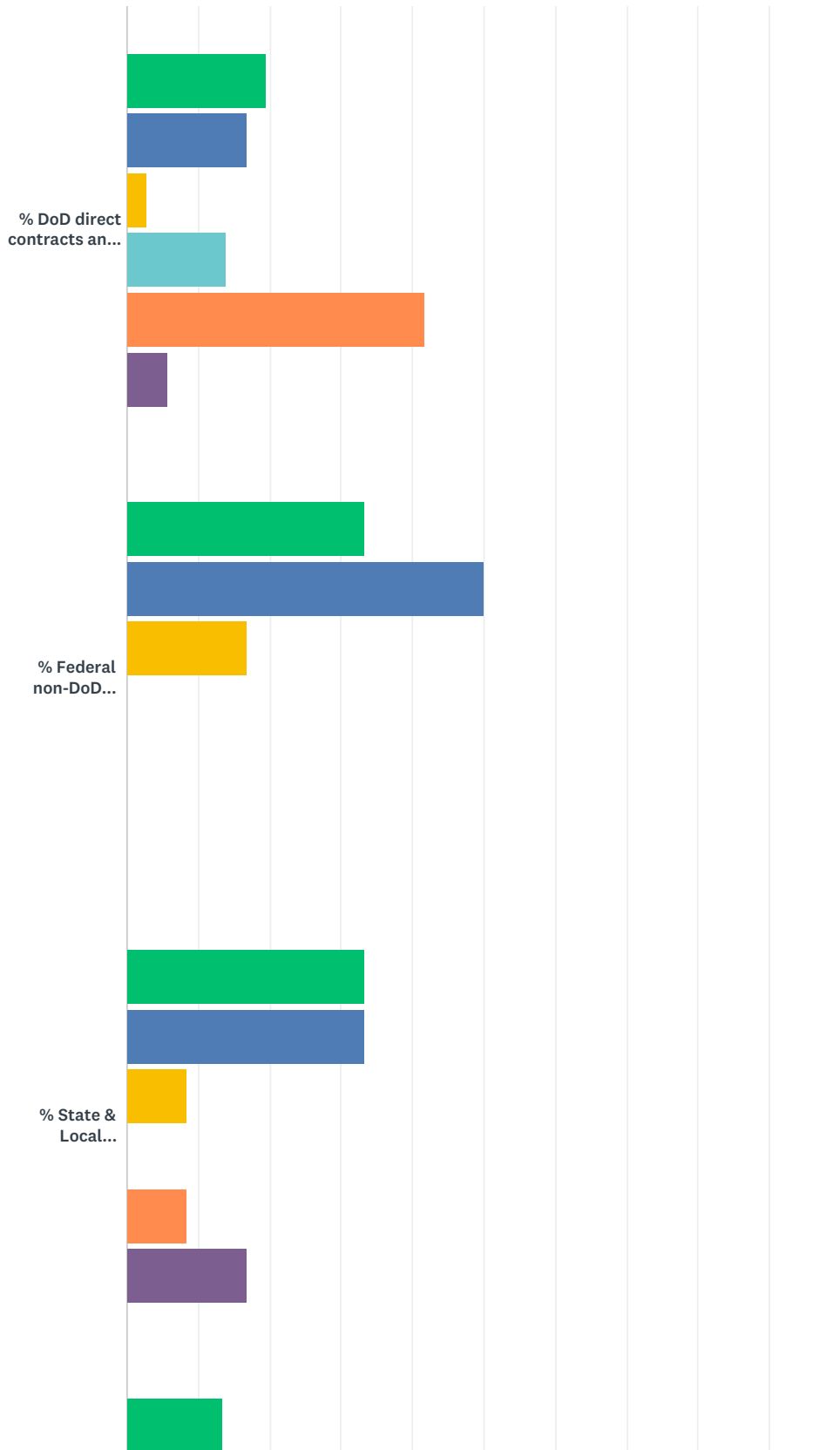
Answered: 50 Skipped: 0

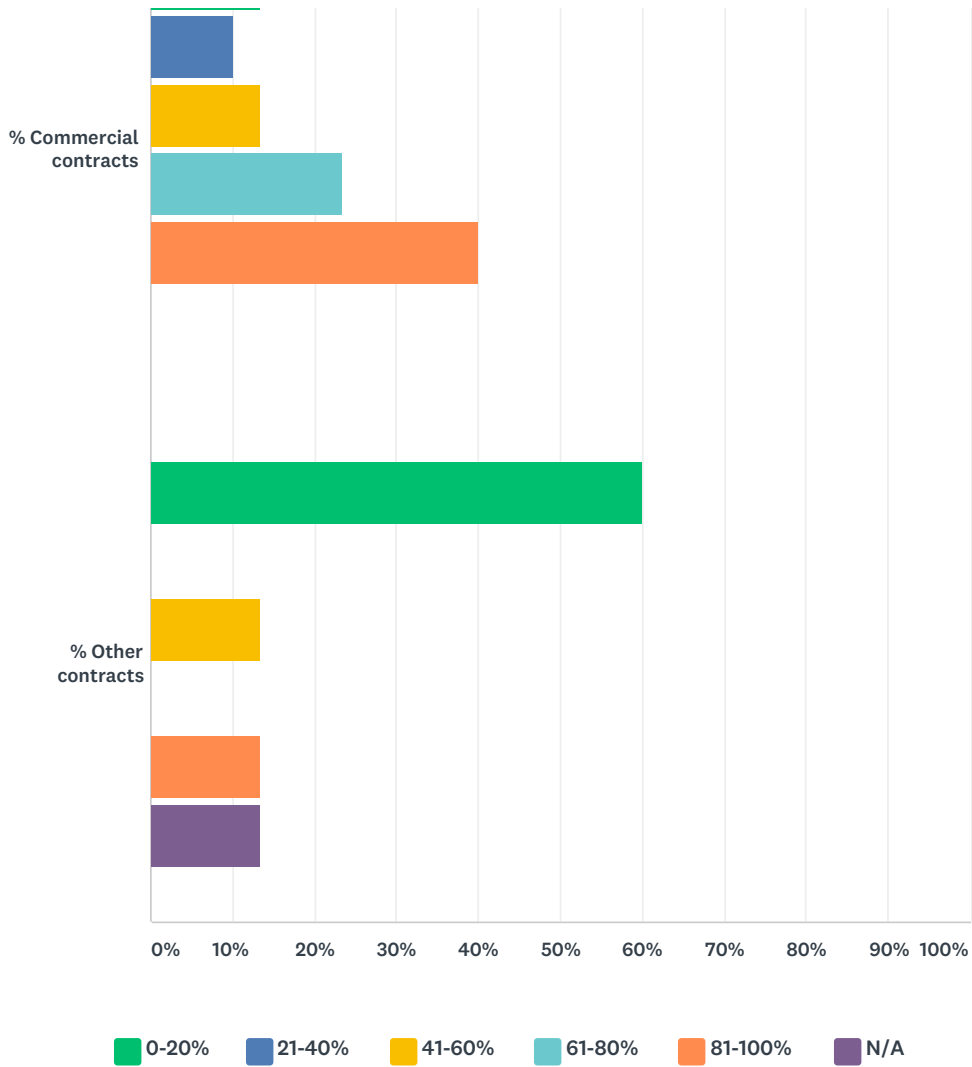


ANSWER CHOICES	RESPONSES	
Technology	42.00%	21
Manufacturing	10.00%	5
Services	46.00%	23
Other	18.00%	9
Total Respondents: 50		

Q6 Please provide percentages of business based on revenue, that total 100%

Answered: 49 Skipped: 1

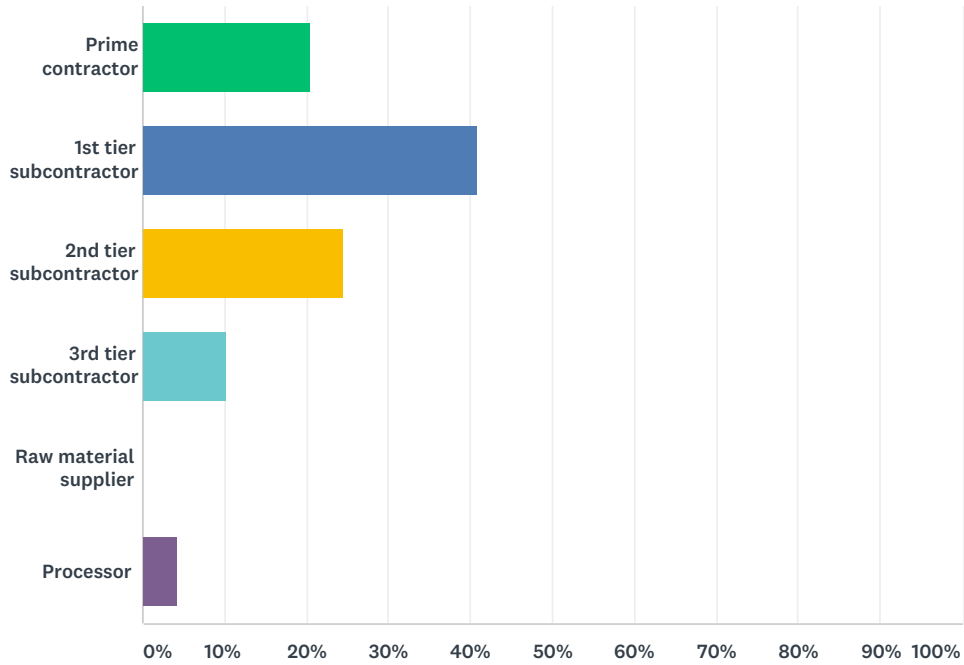




	0-20%	21-40%	41-60%	61-80%	81-100%	N/A	TOTAL	WEIGHTED AVERAGE
% DoD direct contracts and subcontracts	19.44% 7	16.67% 6	2.78% 1	13.89% 5	41.67% 15	5.56% 2	36	3.44
% Federal non-DoD contracts	33.33% 2	50.00% 3	16.67% 1	0.00% 0	0.00% 0	0.00% 0	6	1.83
% State & Local (including State/Local Education) government contracts	33.33% 4	33.33% 4	8.33% 1	0.00% 0	8.33% 1	16.67% 2	12	2.00
% Commercial contracts	13.33% 4	10.00% 3	13.33% 4	23.33% 7	40.00% 12	0.00% 0	30	3.67
% Other contracts	60.00% 9	0.00% 0	13.33% 2	0.00% 0	13.33% 2	13.33% 2	15	1.92

Q7 What is your company's primary position in the supply chain?

Answered: 49 Skipped: 1



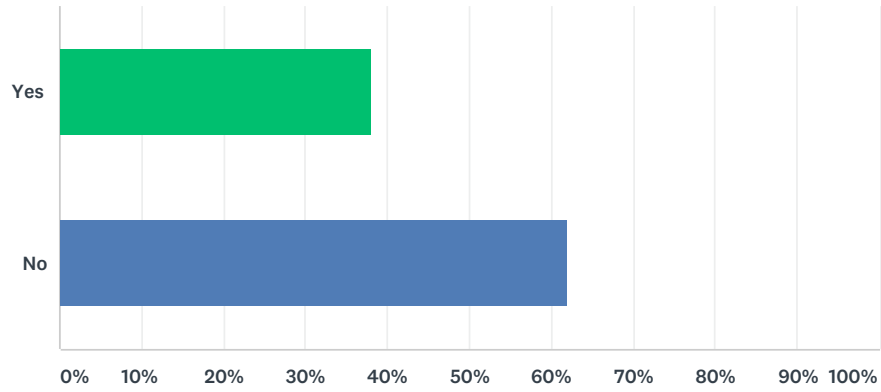
ANSWER CHOICES	RESPONSES	
Prime contractor	20.41%	10
1st tier subcontractor	40.82%	20
2nd tier subcontractor	24.49%	12
3rd tier subcontractor	10.20%	5
Raw material supplier	0.00%	0
Processor	4.08%	2
TOTAL		49

Q8 What is the number of employees in your company?

Answered: 50 Skipped: 0

Q9 Does your company perform classified work on behalf of the DoD?

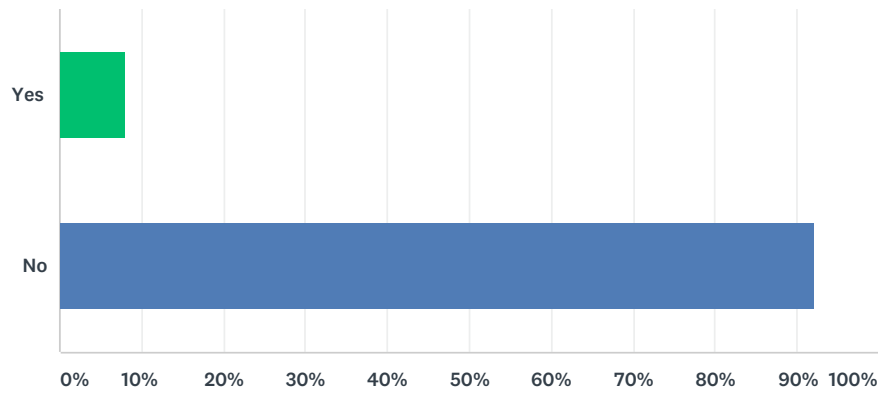
Answered: 50 Skipped: 0



ANSWER CHOICES	RESPONSES
Yes	38.00% 19
No	62.00% 31
TOTAL	50

Q10 Does your company support power, water, alarm, environmental, or other utility equipment or services for the DoD?

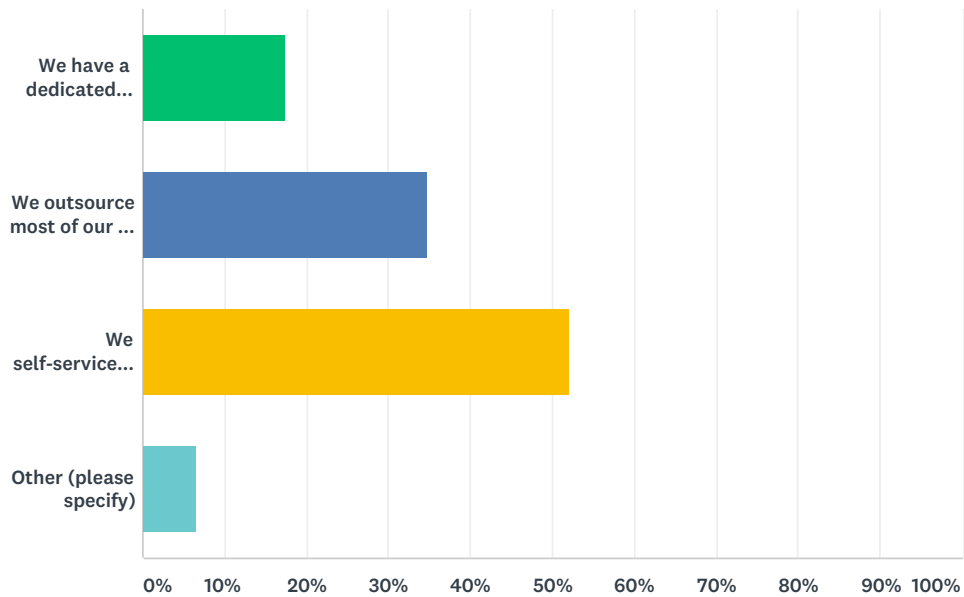
Answered: 50 Skipped: 0



ANSWER CHOICES	RESPONSES	
Yes	8.00%	4
No	92.00%	46
TOTAL		50

Q11 What type of IT services does your company use? (Select all that apply)

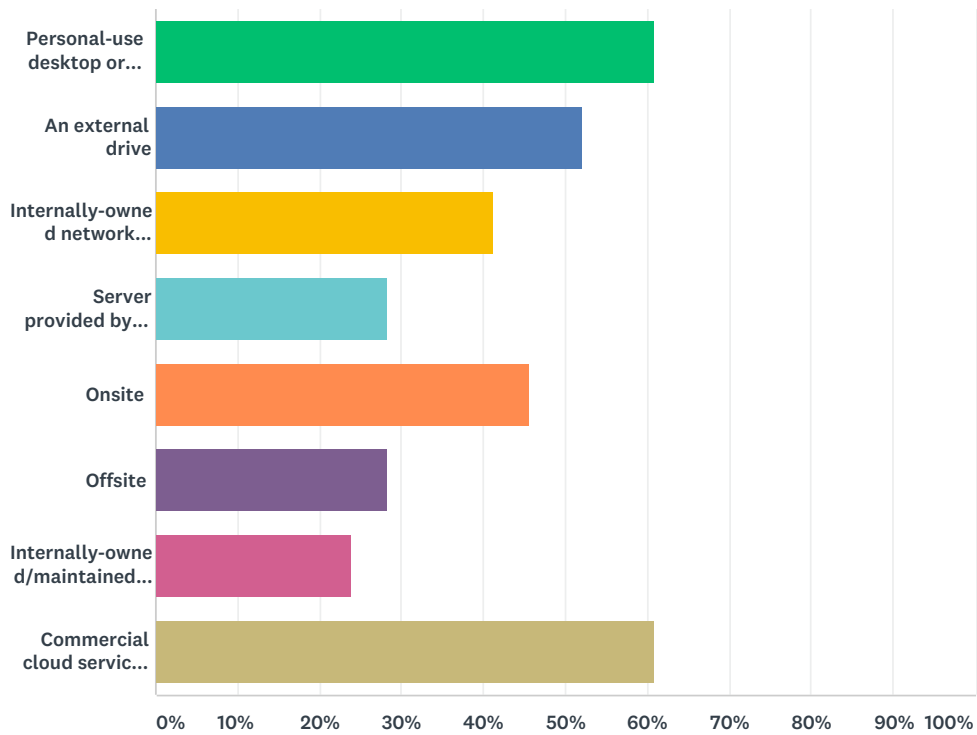
Answered: 46 Skipped: 4



ANSWER CHOICES	RESPONSES	
We have a dedicated in-house IT person or department	17.39%	8
We outsource most of our IT support to an external provider	34.78%	16
We self-service but do not have staff dedicated	52.17%	24
Other (please specify)	6.52%	3
Total Respondents: 46		

Q12 At your company, which of the following are possible methods to store data and documents? Select all that apply

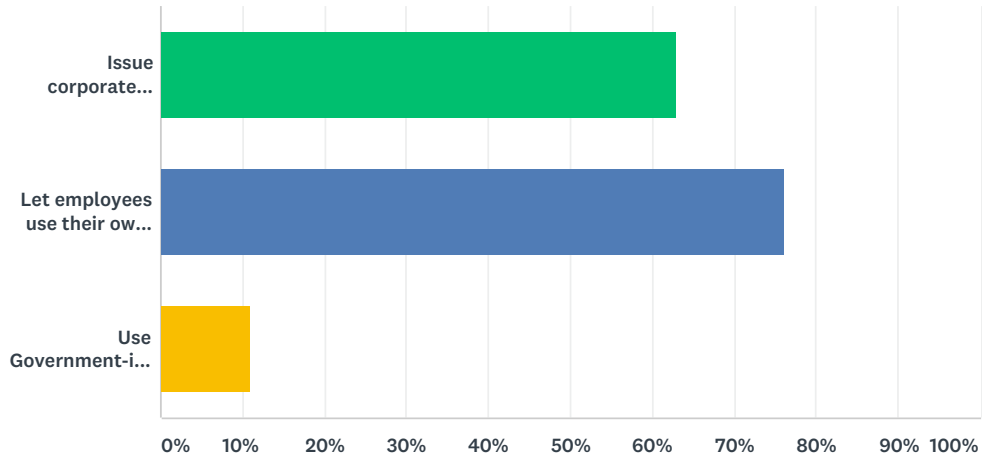
Answered: 46 Skipped: 4



ANSWER CHOICES	RESPONSES	
Personal-use desktop or laptop only	60.87%	28
An external drive	52.17%	24
Internally-owned network storage	41.30%	19
Server provided by managed-services company	28.26%	13
Onsite	45.65%	21
Offsite	28.26%	13
Internally-owned/maintained (private) cloud server	23.91%	11
Commercial cloud service (for example, Microsoft OneDrive, Apple iCloud, or Amazon Web Services)	60.87%	28
Total Respondents: 46		

Q13 Does your company (Select all that apply)

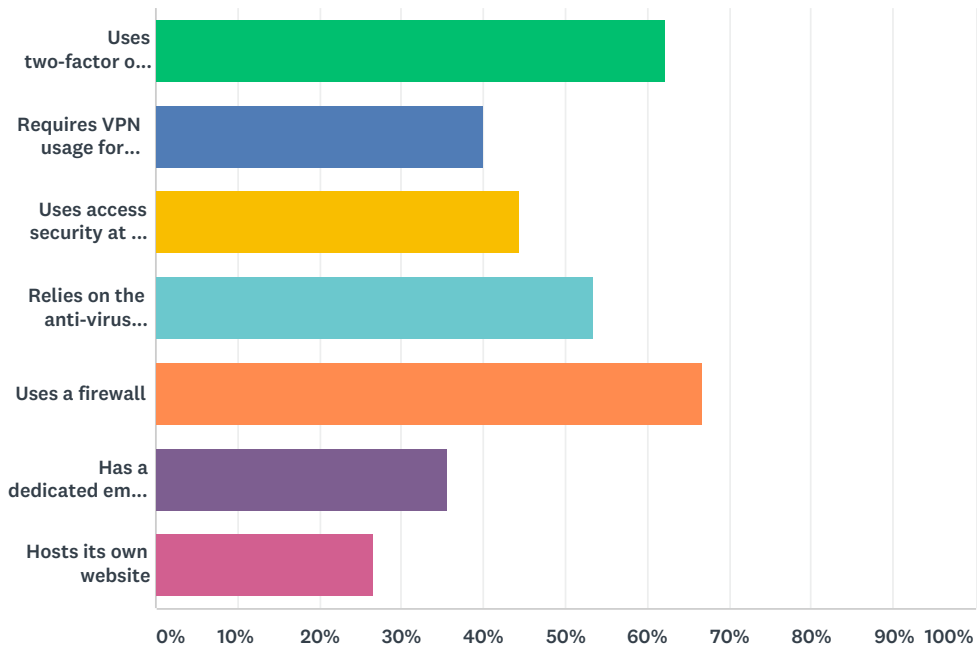
Answered: 46 Skipped: 4



ANSWER CHOICES	RESPONSES	
Issue corporate mobile phones, laptops or tablets for mobile use	63.04%	29
Let employees use their own mobile phones, laptops or tablets for corporate purposes	76.09%	35
Use Government-issued devices	10.87%	5
Total Respondents: 46		

Q14 Currently, my company (Select all that apply)

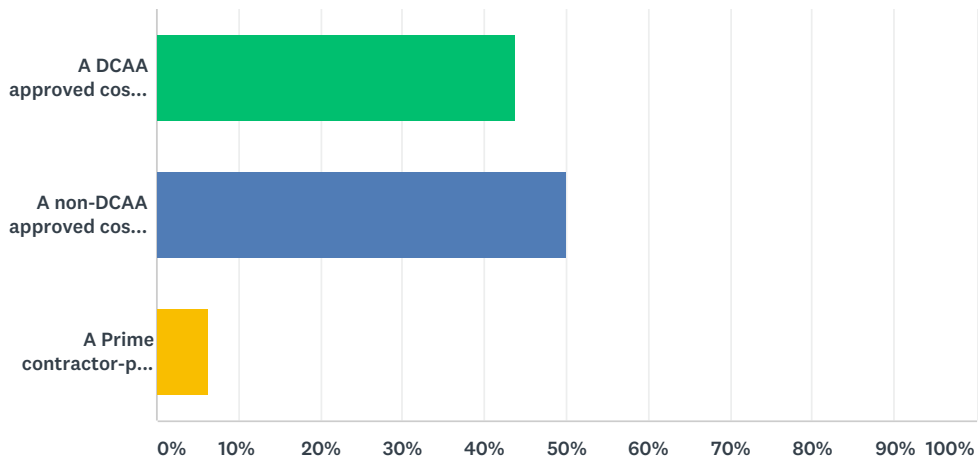
Answered: 45 Skipped: 5



ANSWER CHOICES	RESPONSES	
Uses two-factor or multi-factor authentication for log-ons	62.22%	28
Requires VPN usage for remote work	40.00%	18
Uses access security at the workspace in addition to door locks	44.44%	20
Relies on the anti-virus software that came installed on our equipment	53.33%	24
Uses a firewall	66.67%	30
Has a dedicated email server	35.56%	16
Hosts its own website	26.67%	12
Total Respondents: 45		

Q15 Does your company use any of the following accounting systems? (Select all that apply)

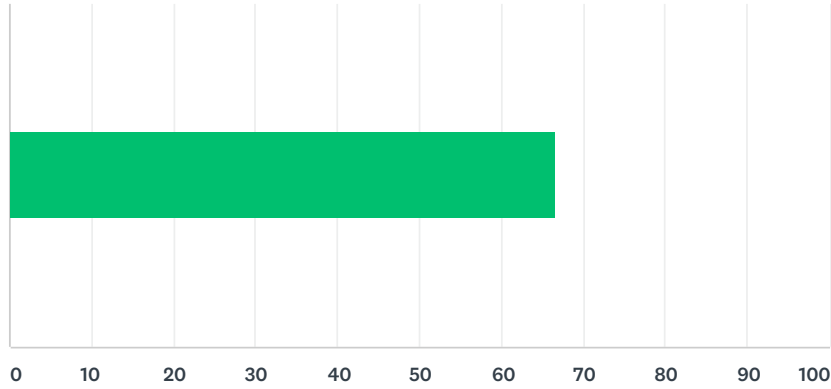
Answered: 32 Skipped: 18



ANSWER CHOICES	RESPONSES	
A DCAA approved cost accounting system	43.75%	14
A non-DCAA approved cost accounting system	50.00%	16
A Prime contractor-provided cost accounting system	6.25%	2
Total Respondents: 32		

Q16 How much do you agree with this statement? “We view security costs as being part of our corporate overhead that we factor into our DoD pricing.”

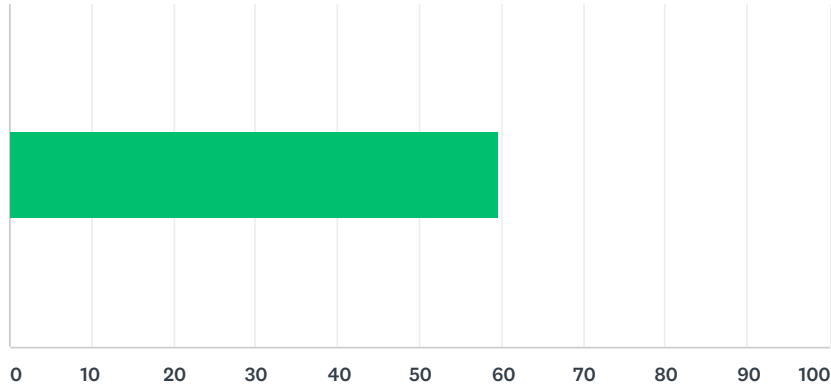
Answered: 40 Skipped: 10



ANSWER CHOICES	AVERAGE NUMBER	TOTAL NUMBER	RESPONSES
	67	2,662	40
Total Respondents: 40			

Q17 How much do you agree with this statement? “We view DFARS 7012 costs as being part of our corporate overhead that we factor into our DoD pricing.”

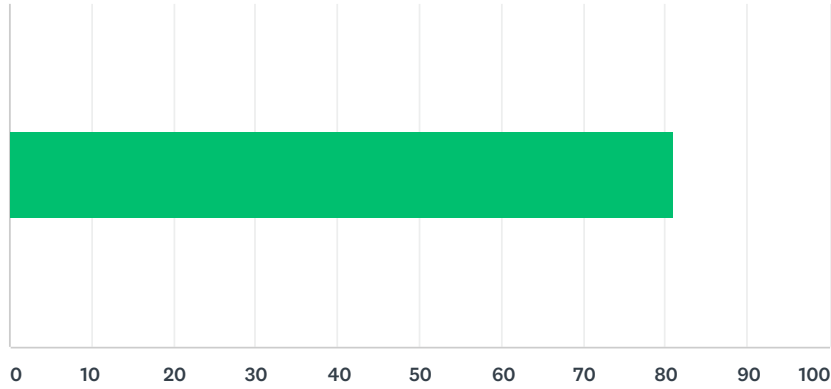
Answered: 40 Skipped: 10



ANSWER CHOICES	AVERAGE NUMBER	TOTAL NUMBER	RESPONSES
	60	2,387	40
Total Respondents: 40			

Q18 How much do you agree with this statement? “We should be able to directly charge DoD for the costs of complying with its specific DFARS 7012 requirements.”

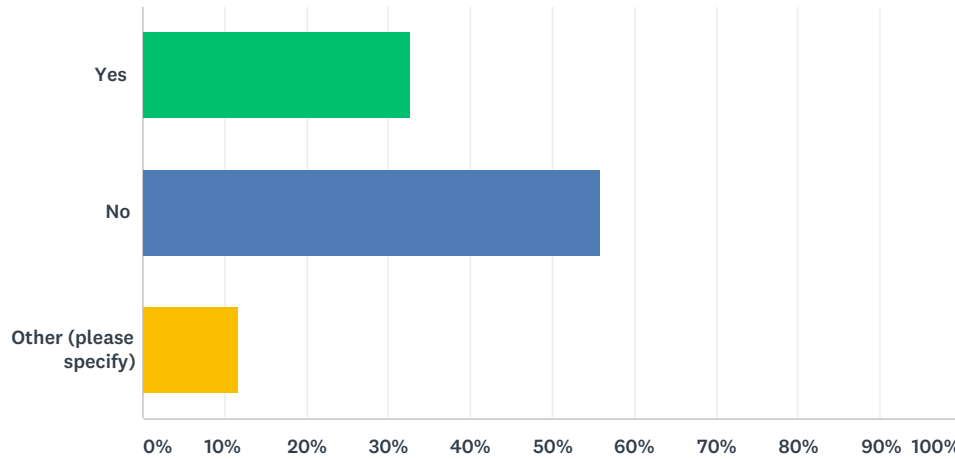
Answered: 41 Skipped: 9



ANSWER CHOICES	AVERAGE NUMBER	TOTAL NUMBER	RESPONSES
	81	3,320	41
Total Respondents: 41			

Q19 If you are still meeting the initial requirements of DFARS 7012 (e.g., developing or implementing your Plan of Actions and Milestones), have you estimated the costs of becoming compliant with DFARS 7012 requirements?

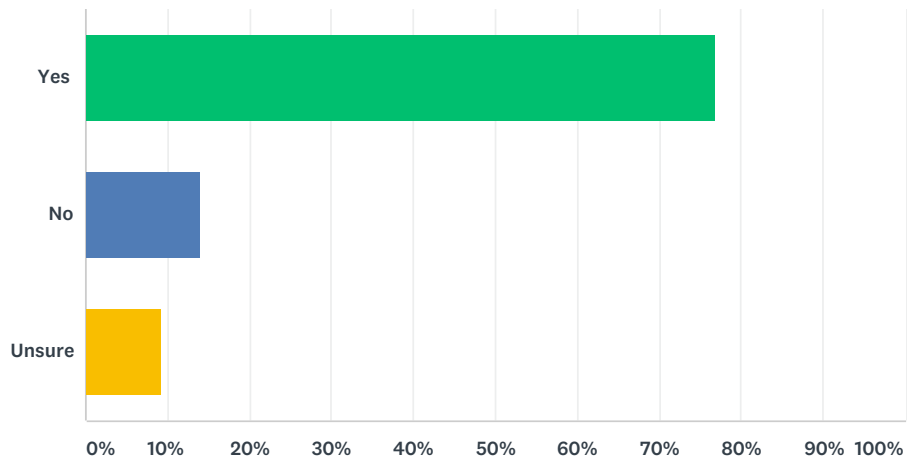
Answered: 43 Skipped: 7



ANSWER CHOICES	RESPONSES	
Yes	32.56%	14
No	55.81%	24
Other (please specify)	11.63%	5
TOTAL		43

Q20 Does your company estimate that ongoing compliance with DFARS 7012 is going to be a cost driver?

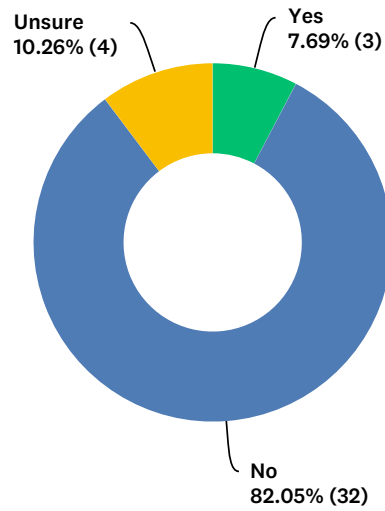
Answered: 43 Skipped: 7



ANSWER CHOICES	RESPONSES	
Yes	76.74%	33
No	13.95%	6
Unsure	9.30%	4
TOTAL		43

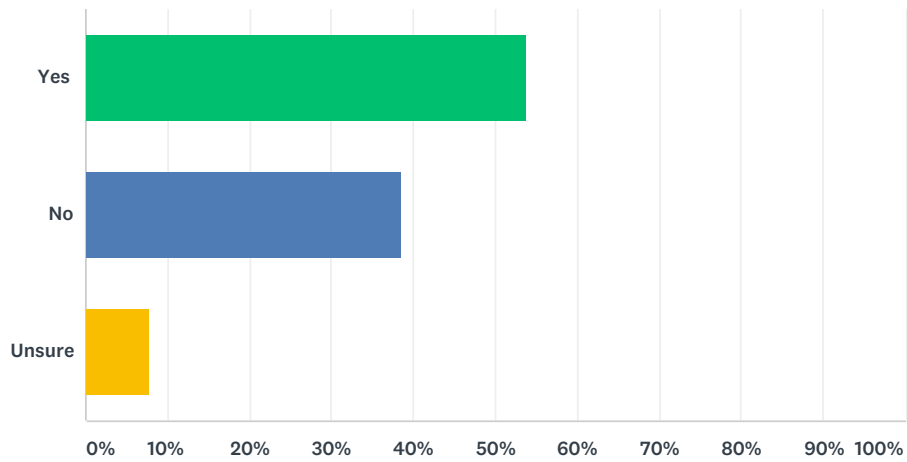
Q21 Has your company ever been the victim of a successful cyber attack?

Answered: 39 Skipped: 11



Q22 Does your company have a sense of the cost for responding to / recovering from a cybersecurity incident?

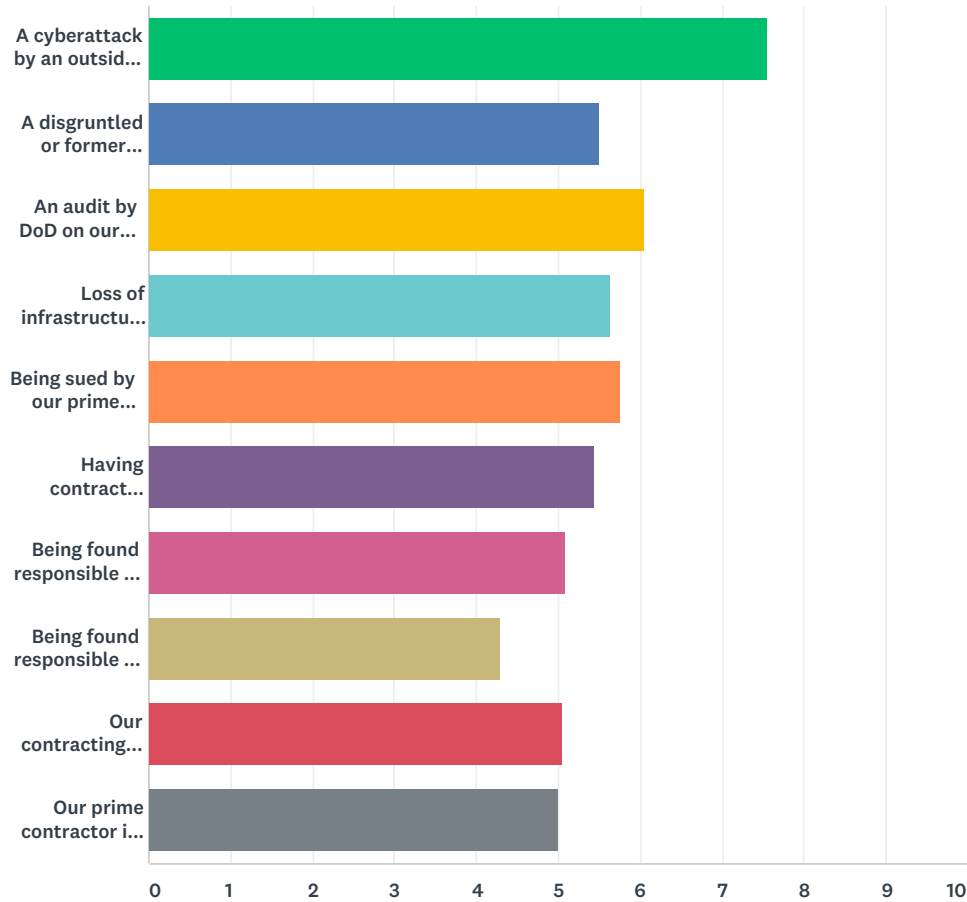
Answered: 39 Skipped: 11



ANSWER CHOICES	RESPONSES	
Yes	53.85%	21
No	38.46%	15
Unsure	7.69%	3
TOTAL		39

Q23 In your perception, which of these is the biggest threat? Please rank these in order of importance to your company, with 1 being most important and 10 being least important.

Answered: 39 Skipped: 11

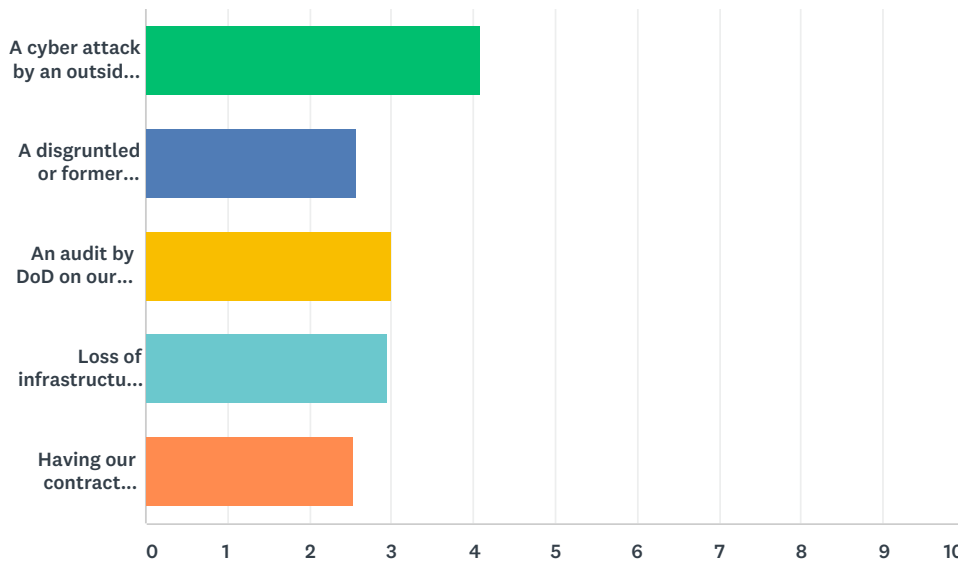


	1	2	3	4	5	6	7	8	9	10	TOTAL	SCORE
A cyberattack by an outside actor	44.74% 17	2.63% 1	10.53% 4	7.89% 3	7.89% 3	10.53% 4	5.26% 2	5.26% 2	2.63% 1	2.63% 1	38	7.5
A disgruntled or former employee wreaking havoc on our systems	11.43% 4	17.14% 6	8.57% 3	5.71% 2	8.57% 3	11.43% 4	2.86% 1	5.71% 2	8.57% 3	20.00% 7	35	5.5
An audit by DoD on our cybersecurity program	2.70% 1	18.92% 7	13.51% 5	10.81% 4	21.62% 8	5.41% 2	10.81% 4	0.00% 0	8.11% 3	8.11% 3	37	6.5

Loss of infrastructure (for example, power outage, fire, or environmental event) that could degrade our cybersecurity	10.81% 4	16.22% 6	5.41% 2	16.22% 6	0.00% 0	8.11% 3	8.11% 3	16.22% 6	10.81% 4	8.11% 3	37	5.
Being sued by our prime contractor for noncompliance	0.00% 0	8.33% 3	11.11% 4	19.44% 7	19.44% 7	16.67% 6	5.56% 2	13.89% 5	5.56% 2	0.00% 0	36	5.
Having contract recovery action taken against us by DoD or a prime for noncompliance	2.70% 1	8.11% 3	2.70% 1	16.22% 6	16.22% 6	18.92% 7	18.92% 7	8.11% 3	8.11% 3	0.00% 0	37	5.
Being found responsible for a major security breach that impacts personnel	2.70% 1	13.51% 5	10.81% 4	8.11% 3	5.41% 2	13.51% 5	2.70% 1	21.62% 8	18.92% 7	2.70% 1	37	5.
Being found responsible for a major security breach that impacts public safety	5.56% 2	5.56% 2	11.11% 4	2.78% 1	8.33% 3	2.78% 1	19.44% 7	5.56% 2	16.67% 6	22.22% 8	36	4.
Our contracting officer doesn't understand cybersecurity at all, and will impose unrealistic audit requirements	5.13% 2	7.69% 3	20.51% 8	2.56% 1	10.26% 4	5.13% 2	12.82% 5	7.69% 3	12.82% 5	15.38% 6	39	5.
Our prime contractor is going to use these requirements to squeeze us right off the contract	12.82% 5	5.13% 2	7.69% 3	12.82% 5	2.56% 1	7.69% 3	12.82% 5	12.82% 5	5.13% 2	20.51% 8	39	5.

Q24 How likely do you think each of these scenarios is? Please rank them in order of 1 (most likely) to 5 (least likely)

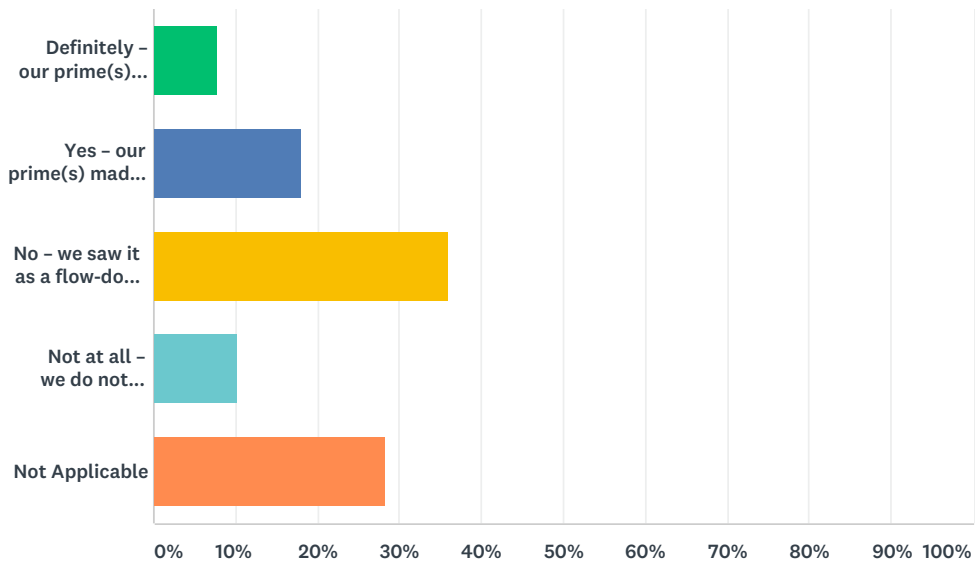
Answered: 39 Skipped: 11



	1	2	3	4	5	TOTAL	SCORE
A cyber attack by an outside actor	56.76% 21	18.92% 7	8.11% 3	8.11% 3	8.11% 3	37	4.08
A disgruntled or former employee wreaking havoc on our systems	6.06% 2	12.12% 4	39.39% 13	18.18% 6	24.24% 8	33	2.58
An audit by DoD on our cybersecurity program	8.33% 3	33.33% 12	19.44% 7	27.78% 10	11.11% 4	36	3.00
Loss of infrastructure (for example, power outage, fire, or environmental event) that could degrade our cybersecurity	21.62% 8	16.22% 6	16.22% 6	27.03% 10	18.92% 7	37	2.95
Having our contract rescinded by a contracting officer or a prime contractor because of poor cybersecurity implementation	7.89% 3	21.05% 8	21.05% 8	15.79% 6	34.21% 13	38	2.53

Q25 If you are a subcontractor, has your prime contractor(s) provided you with information about how to comply with the DFARS 7012 regulations?

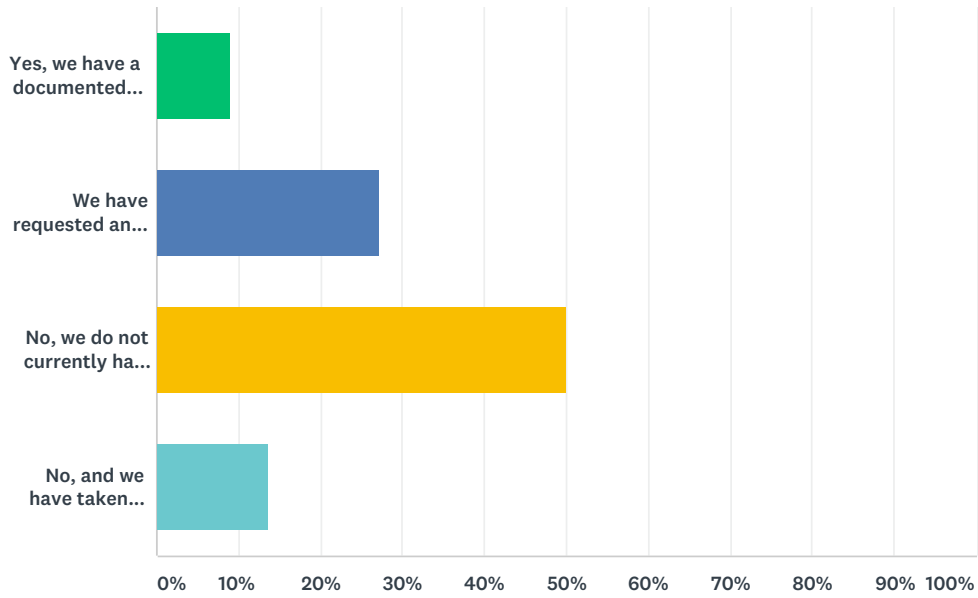
Answered: 39 Skipped: 11



ANSWER CHOICES	RESPONSES	
Definitely – our prime(s) has provided information on how to comply, and been accessible for questions and discussion	7.69%	3
Yes – our prime(s) made us aware of the requirement	17.95%	7
No – we saw it as a flow-down in our subcontract	35.90%	14
Not at all – we do not handle CUI	10.26%	4
Not Applicable	28.21%	11
TOTAL		39

Q26 If you are a Prime contractor, is (are) your subcontractor(s) in compliance with DFARS 7012 regulations?

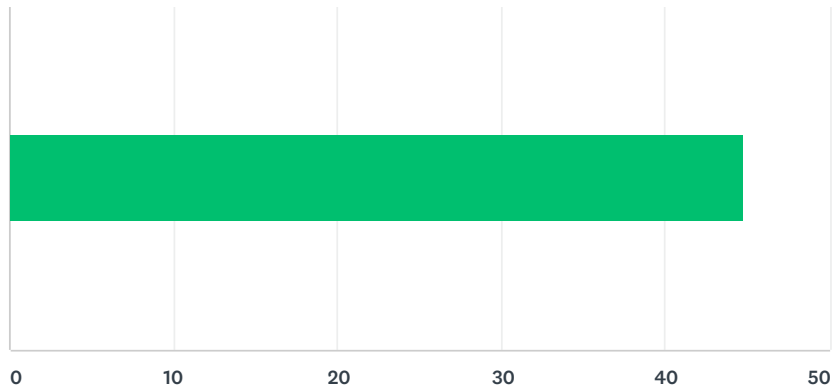
Answered: 22 Skipped: 28



ANSWER CHOICES	RESPONSES	
Yes, we have a documented System Security Plan (SSP) from the subcontractor	9.09%	2
We have requested an SSP from the subcontractor	27.27%	6
No, we do not currently have a documented SSP from the subcontractor	50.00%	11
No, and we have taken corrective action against the subcontractor	13.64%	3
TOTAL		22

Q27 How prepared, do you believe, is your company to comply with the DFARS 7012 requirements?

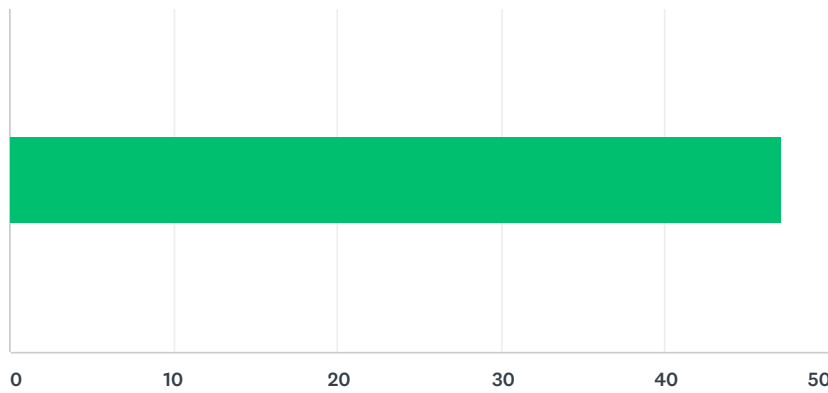
Answered: 37 Skipped: 13



ANSWER CHOICES	AVERAGE NUMBER	TOTAL NUMBER	RESPONSES
	45	1,658	37
Total Respondents: 37			

Q28 How confident are you in your ability to recover from a cyber incident in 24 hours?

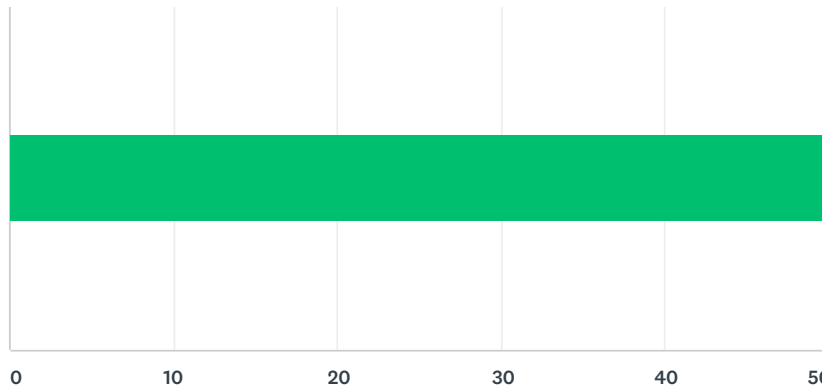
Answered: 39 Skipped: 11



ANSWER CHOICES	AVERAGE NUMBER	TOTAL NUMBER	RESPONSES
	47	1,837	39
Total Respondents: 39			

Q29 How adequate do you think the DFARS 7012 and NIST SP 800-171 guidance is, to achieve a comprehensive level of security?

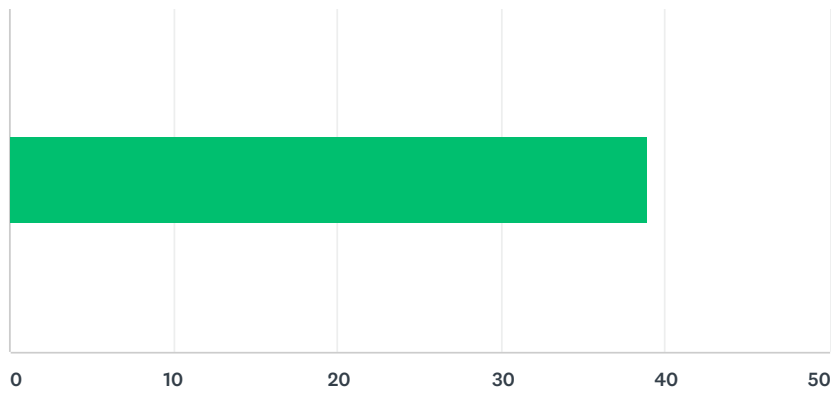
Answered: 37 Skipped: 13



ANSWER CHOICES	AVERAGE NUMBER	TOTAL NUMBER	RESPONSES
	50	1,835	37
Total Respondents: 37			

Q30 Rate your level of preparedness for a Defense Contract Management Agency (DCMA) cybersecurity audit?

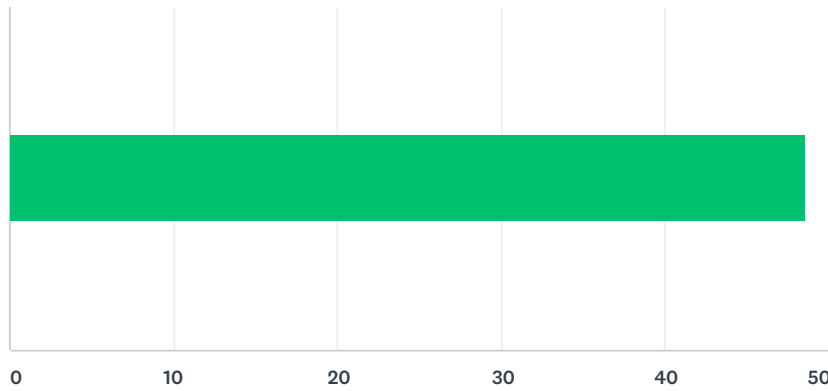
Answered: 37 Skipped: 13



ANSWER CHOICES	AVERAGE NUMBER	TOTAL NUMBER	RESPONSES
	39	1,439	37
Total Respondents: 37			

Q31 How much do you agree with this statement? "Our employees are well prepared to understand and respond to cybersecurity threats."

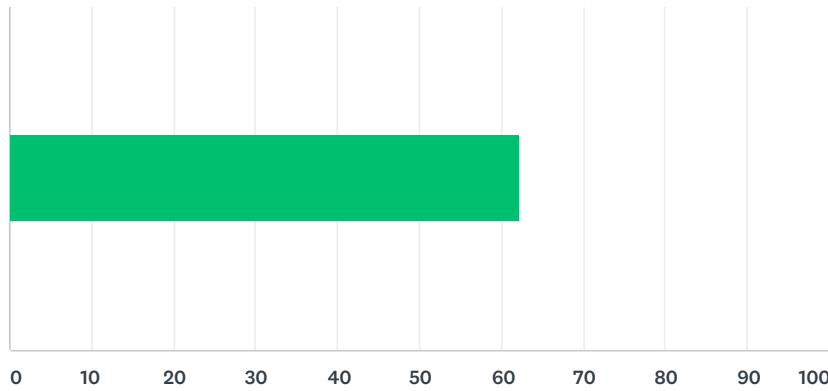
Answered: 37 Skipped: 13



ANSWER CHOICES	AVERAGE NUMBER	TOTAL NUMBER	RESPONSES
	49	1,797	37
Total Respondents: 37			

Q32 How much do you agree with this statement? "Our senior management has communicated that 7012 compliance is a priority."

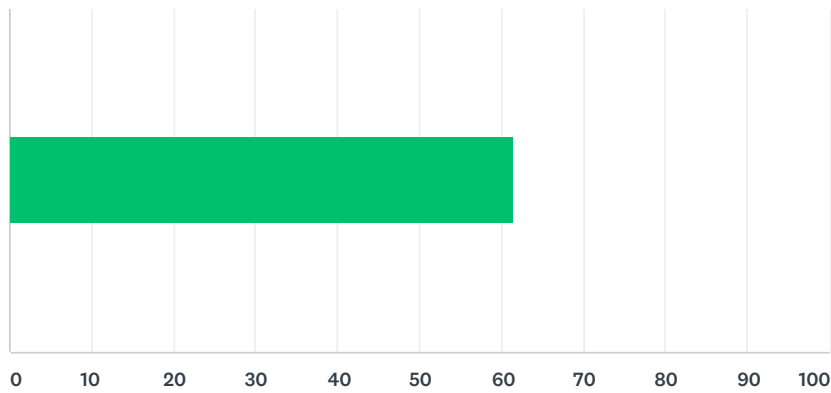
Answered: 35 Skipped: 15



ANSWER CHOICES	AVERAGE NUMBER	TOTAL NUMBER	RESPONSES
	62	2,174	35
Total Respondents: 35			

Q33 How much do you agree with this statement? "We may need outside consulting to help us comply with DFARS 7012 requirements."

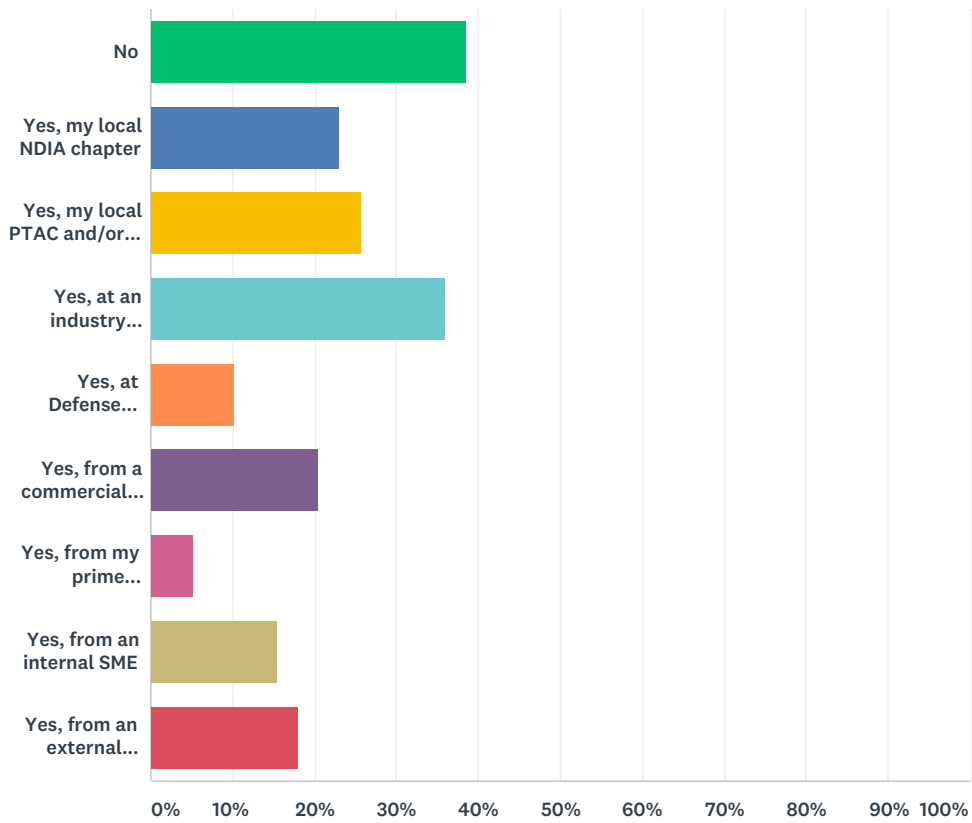
Answered: 37 Skipped: 13



ANSWER CHOICES	AVERAGE NUMBER	TOTAL NUMBER	RESPONSES
	61	2,273	37
Total Respondents: 37			

Q34 Have you attended any outside education or training for DFARS 7012 requirements? [select all that apply]

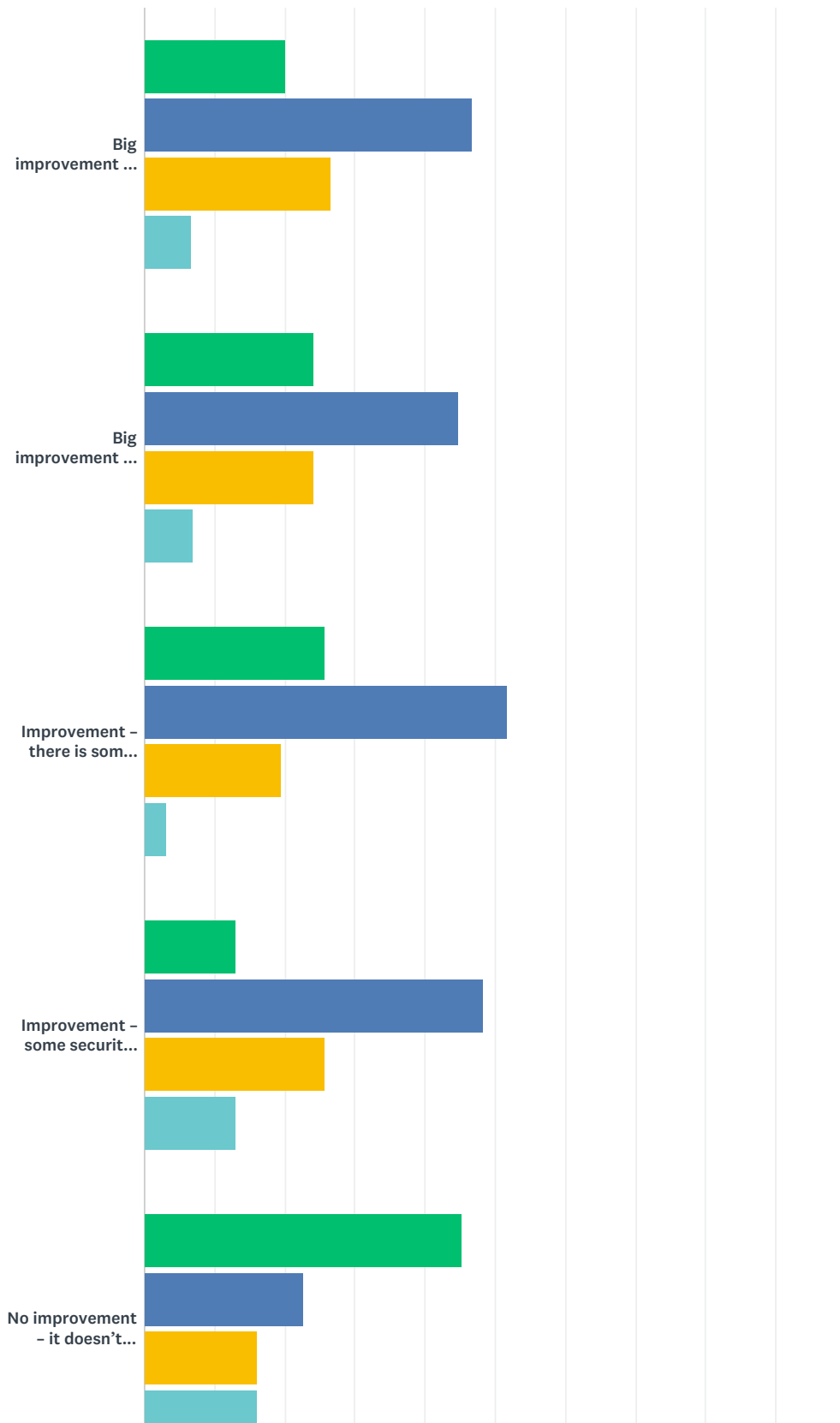
Answered: 39 Skipped: 11

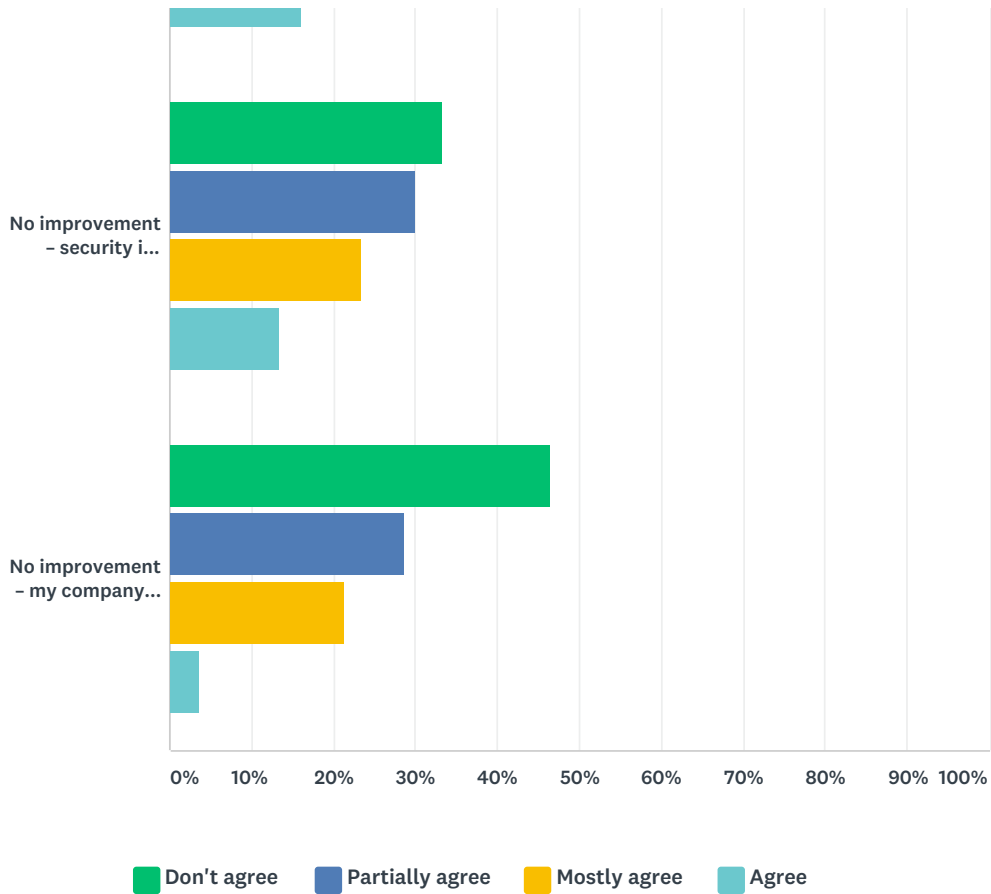


ANSWER CHOICES	RESPONSES	
No	38.46%	15
Yes, my local NDIA chapter	23.08%	9
Yes, my local PTAC and/or NIST MEP Center	25.64%	10
Yes, at an industry conference	35.90%	14
Yes, at Defense Acquisition University	10.26%	4
Yes, from a commercial security training provider	20.51%	8
Yes, from my prime contractor	5.13%	2
Yes, from an internal SME	15.38%	6
Yes, from an external consultant SME	17.95%	7
Total Respondents: 39		

Q35 How much do you believe the DFARS 7012 requirements will help DoD's operational security posture?

Answered: 35 Skipped: 15





	DON'T AGREE	PARTIALLY AGREE	MOSTLY AGREE	AGREE	TOTAL	WEIGHTED AVERAGE
Big improvement – these regulations really improve the overall security landscape to DoD	20.00% 6	46.67% 14	26.67% 8	6.67% 2	30	2.20
Big improvement – In our field, these regulations harden a specific type of vulnerability	24.14% 7	44.83% 13	24.14% 7	6.90% 2	29	2.14
Improvement – there is some uniformity to how much security vendors enact	25.81% 8	51.61% 16	19.35% 6	3.23% 1	31	2.00
Improvement – some security is better than no security	12.90% 4	48.39% 15	25.81% 8	12.90% 4	31	2.39
No improvement – it doesn't matter what vendors do. A determined adversary is going to achieve their goals against DoD	45.16% 14	22.58% 7	16.13% 5	16.13% 5	31	2.03
No improvement – security is getting better, but adversary capabilities got better too	33.33% 10	30.00% 9	23.33% 7	13.33% 4	30	2.17
No improvement – my company's security is better than our customers' security	46.43% 13	28.57% 8	21.43% 6	3.57% 1	28	1.82