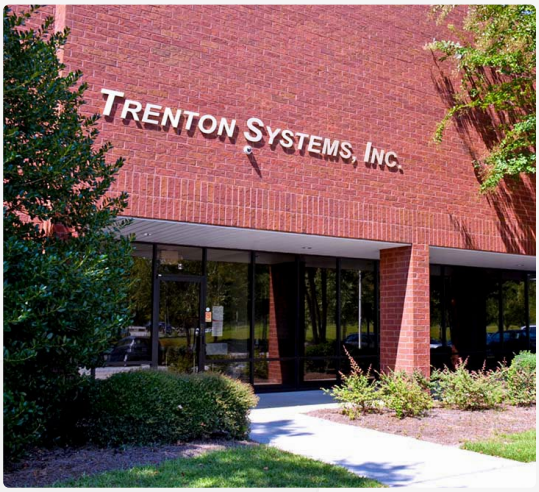
RADICL
THE FUTURE OF CYBERSECURITY

TRENTON SYSTEMS® | CASE STUDY

THE RADICL APPROACH TO COMPLIANCE

How Trenton Systems Turned CMMC Certification Into Its Largest Contract Ever.

EXECUTIVE SUMMARY



With 70% of its business tied to Department of Defense contracts, Trenton Systems knew it needed CMMC certification. With only a two-person IT team, they quickly learned that certain aspects of CMMC, like 24/7 threat monitoring, would be impossible.

They started working with RADICL for managed SOC services, built the documentation and evidence trail their assessors needed, and passed their CMMC assessment on schedule with a perfect score. **Two months later, they closed the largest contract in company history and cited their CMMC certification as a deciding factor in their favor.**

ABOUT TRENTON SYSTEMS

Trenton Systems is a ruggedized server manufacturer serving both commercial and defense customers, with DoD contracts making up a majority of its business. The company has grown from roughly 60 employees five years ago to over 100 today, supported day-to-day by a lean, two-person IT team.

> *RADICL has been an excellent company to work with. I've really appreciated all the help that I've gotten from everybody.*

JohnE Mullin
Director of IT,
Trenton Systems

THE CMMC CHALLENGE

When JohnE Mullin joined Trenton Systems five years ago, there was no IT department. Building one, and getting it ready for CMMC, became his primary mandate from day one.

Trenton knew CMMC compliance would be essential to protecting its existing DoD contracts and competing for new ones. But as the requirements came into focus, one gap stood out immediately: CMMC's expectation of continuous, 24/7 threat monitoring wasn't something a two-person internal team could realistically sustain. *"They said, really you need 24/7 to meet CMMC — you really can't do it on your own,"* said Mullin.

There was a harder, more philosophical problem underneath all of this, too. Compliance assessors don't just want a written policy — they want proof the policy is really working. Working with a different assessment group prior to RADICL, Mullin had no documented incident history to point to at all, and was told outright he might not pass simply for lack of evidence.

BEFORE RADICL

- ✗ Two-person IT team responsible for full CMMC readiness
- ✗ No internal capacity for 24/7 security monitoring
- ✗ Findings from an initial assessment put certification at risk
- ✗ No documented, auditable evidence trail of security events and response
- ✗ A hard CMMC deadline with direct revenue and contract implications

AFTER RADICL

- ✓ 24/7 SOC monitoring without adding internal headcount
- ✓ A documented, auditable trail of real security events for assessors
- ✓ Two critical pre-assessment findings resolved
- ✓ CMMC certification achieved on schedule and with a perfect score
- ✓ Direct, high-touch support from RADICL's team during the assessment window

THE SOLUTION

Trenton evaluated RADICL against larger, more well-known providers, including CrowdStrike and SentinelOne, before choosing RADICL for its SOC coverage.

Two things stood out: RADICL's specific focus on smaller defense industry companies, and its unwavering responsiveness. *"I felt that with a smaller company like RADICL, we weren't just going to be a small business that's 30th down the priority list,"* Mullin said.

With RADICL's SOC in place, Trenton closed two findings that had put its initial assessment at risk: removing personal-device access to the network and moving its CUI enclave fully to the cloud to eliminate a local-copy vulnerability. From there, RADICL's monitoring and documentation gave Trenton exactly what its assessors needed to see.

When a USB drive carrying malware was plugged into Trenton's network, RADICL's SOC created a full timestamped record of detection, response, and resolution.

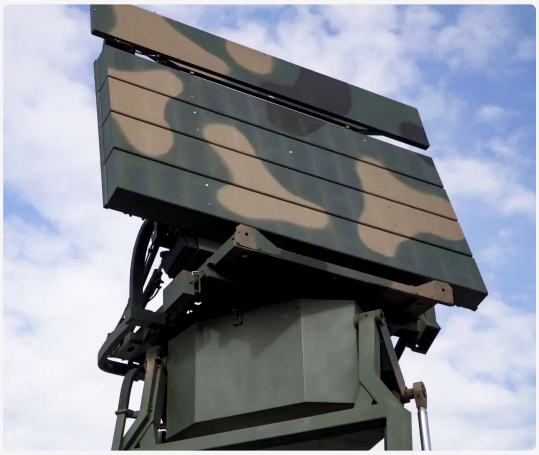
> *I had all the documentation from RADICL showing exactly the steps: they identified the USB drive, identified that it had malware on it, blocked it, and contacted me. All that documentation, the assessor really appreciated it because it showed them we were doing what we said we were doing.*

That same evidence trail helped on the routine side of running a hardware manufacturer, too. Trenton regularly works with custom BIOS builds that can trigger false-positive malware alerts. Each time, RADICL flagged the activity, verified it with Mullin, and whitelisted the tool once confirmed. It was another data point Trenton could show assessors as proof of an active, working security program.

"Some of the testing you did covered systems that weren't even flagged on our end," Mullin said. *"That was good, because I could show the assessors that we do proactive testing, and they liked that."*

Trenton passed its CMMC assessment in early June, with certification authorized just before July.

RESULTS



Trenton Systems became one of roughly 1,100 CMMC certified companies out of an estimated 80,000+ vendors in the Defense Industrial Base.

The payoff was immediate. Even while federal enforcement of the CMMC rule was temporarily paused, a prime contractor requested proof of Trenton's certification before awarding what Mullin described as the largest contract in company history. **Within two months of certification, Trenton won a contract worth roughly $70 million.**

"Even with it being on hold right now, having that opportunity to show them that yes, we do meet all these requirements is beneficial to us," Mullin said. *"It's definitely a competitive advantage."*

Mullin also pointed to responsiveness as the defining quality of the RADICL relationship. During Trenton's final audit push, an assessor raised a last-minute question. Mullin reached RADICL's Director of RAID, Josh Shepard, who was at the airport about to leave on vacation. Josh picked up and together they resolved it in about 30 minutes.

> *That's really what I've enjoyed working with RADICL: I know I can trust you, and if I have any issue I can reach out to pretty much anybody on your team. You just put in a ticket and it'll be taken care of.*

JohnE Mullin
Director of IT,
Trenton Systems

CONCLUSION

With certification secured, Trenton's small IT team can spend less time proving its security posture on demand and more time running the business, while treating CMMC as a standing competitive advantage rather than a one-time hurdle or a looming storm.

"I definitely recommend RADICL," Mullin said. *"It doesn't matter whether it's just me, or a company with hundreds of people behind them; they're willing to help."*

His advice to other defense contractors facing the same requirements: don't wait, and don't go it alone.

> *Start hitting it now. It is a very difficult audit, and it's going to take time. Find those partners you can work with that can take a section of it to help out. If you try to do it all yourself, you're going to have a hard time.*

HOW RADICL CAN HELP

RADICL was built to democratize access to enterprise-grade cybersecurity and compliance. Every day we serve organizations like Trenton Systems, getting them ready for their CMMC assessment and keeping them safe from advanced cyberthreats.