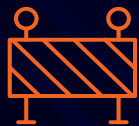


Family Operated Small Business Transforms into Modern, ITAR-Compliant Company with PreVeil



GOAL

Transform from a paper-based, mom-and-pop shop to a modern, ITAR-compliant CNC company that can receive valuable defense contracts.



SOLUTION

Delaware Metals deployed PreVeil's encrypted Email + Drive platform to share & receive sensitive drawings and achieve ITAR compliance. Since only 5 out of 25 employees handle CUI, they created a secure enclave, which, along with air gapping their manufacturing machines, simplified their compliance boundary & significantly reduced costs.



RESULTS

- **ITAR Compliant:** PreVeil meets the State Department's 120.54 encryption carveout, allowing companies to share ITAR data without it becoming an export.
- **Winning Defense Contracts:** Becoming ITAR compliant has enabled Delaware Metals to win valuable defense contracts from multinational companies.
- **Easy to Use:** Workers didn't need to learn any new technology, since PreVeil directly integrates with Outlook + File Explorer.
- **Reduced Costs:** Creating a secure enclave simplified their compliance journey and enabled them to continue using Commercial 365, instead of moving the entire company to expensive GCC High licenses.
- **Security for the Full Business:** They also use PreVeil to share + store Bookkeeping, Tax Returns and Employee records.



PreVeil made it so easy – it really was a no brainer. It's affordable, it integrates with everything, and it just works. I've never seen a vulnerability from them; it's just something we don't need to worry about.

– Jeff Lane, Operations and Compliance Manager

