

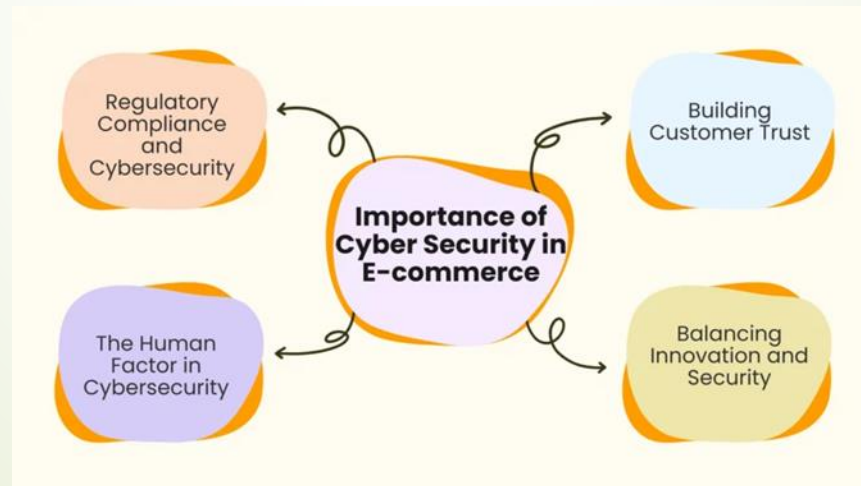


# Cybersecurity, NJ- GMIS & Public Procurement in New Jersey

Robert (Bob) McQueen  
Chief Technology Officer  
Township of Hamilton, Mercer County

# Why This Topic Matters

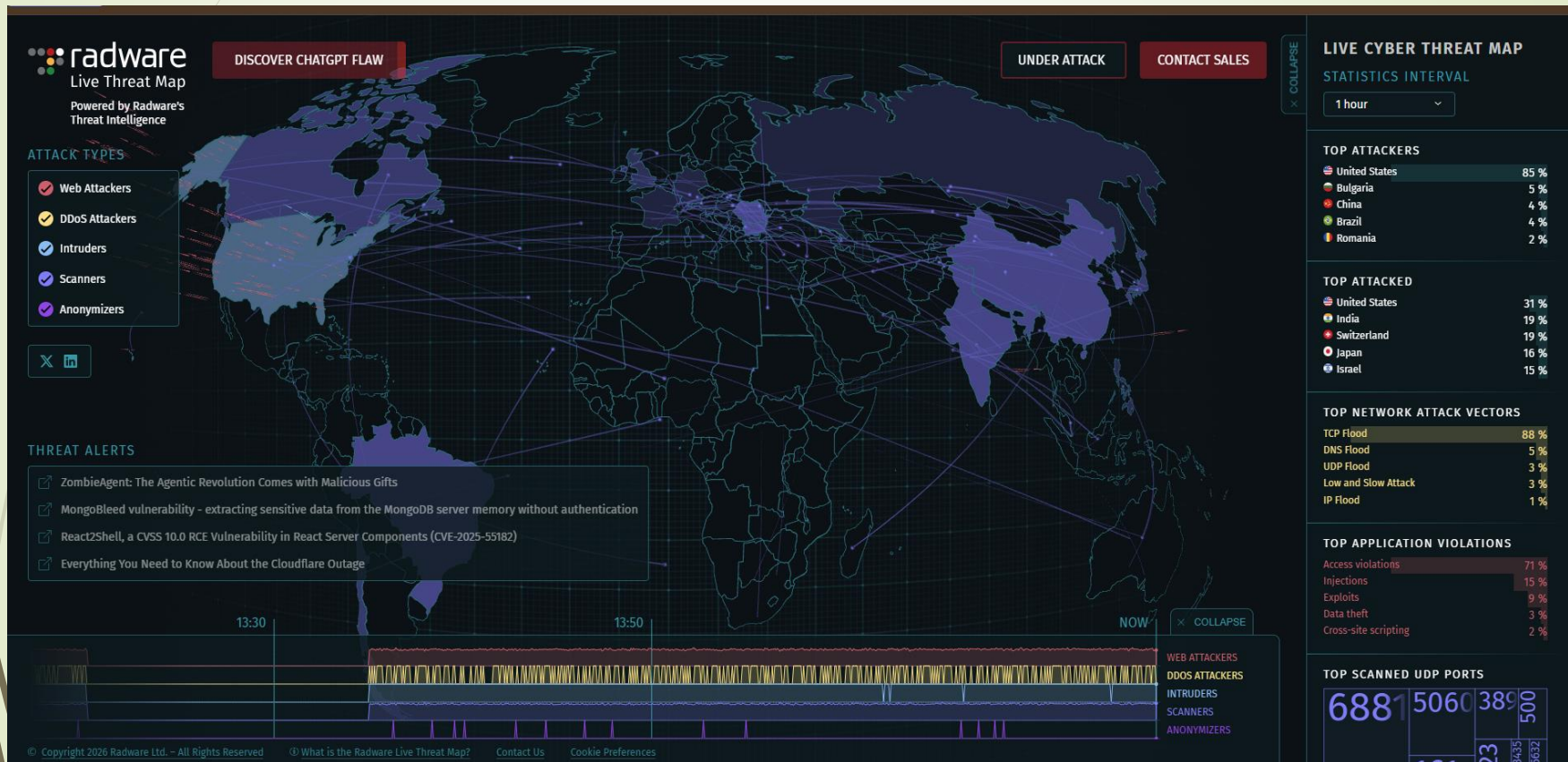
- Cyber incidents are increasing across NJ local government
  - Procurement decisions can reduce—or increase—risk
  - Technology and finance are now tightly connected



## Ransomware Attacks in December 2025

<u>Date</u>	<u>Victim</u>	<u>Summary</u>	<u>Threat Actor</u>	<u>Business Impact</u>	<u>Source Link</u>
December 13, 2025	Pierce County Library System	More than 340,000 impacted by cyber attack on library in large Washington county	INC Ransomware Gang	A cyber attack on the Pierce County Library System exposed personal data of more than 340,000 people, including names, birthdates and sensitive employee information. The attack was claimed by the INC ransomware gang.	<a href="#">Washington Library Attack</a>
December 15, 2025	Askul	Askul confirms theft of 740k customer records in ransomware attack	RansomHouse Group	A ransomware attack by the RansomHouse group on Japanese e-commerce firm Askul led to the theft of around 740,000 customer records including business and individual customer details, partner and employee information, and disrupted order and shipping operations.	<a href="#">Japanese e-commerce firm Askul Ransomware Attack</a>
December 22, 2025	Romania Waters	Romanian national water agency hit by BitLocker ransomware attack	BitLocker	A ransomware attack disrupted around 1000 IT systems at Romania national water agency disabling workstations servers email and GIS systems and forcing staff to rely on phone and radio communications while water operations remained unaffected and no threat actor was publicly named.	Source: <i>The Record</i>
December 24, 2025	Aflac	More than 22 million Aflac customers impacted by June data breach	Scattered Spider	Nearly 22.7 million Aflac customers had sensitive personal and health information including Social Security numbers, claims and medical data stolen in a June cyber attack tied to the insurance-sector-targeting Scattered Spider cybercrime group.	Source: <i>The Record</i>

# Live Threat Map



<https://livethreatmap.radware.com/>

# Session Objectives

- Understand today's cybersecurity risks
  - Learn what NJ-GMIS is and why it matters
  - Discuss real-world NJ procurement lessons



# The Cyber Threat Landscape

- Phishing is the most common attack method
  - Ransomware affects governments of all sizes
  - Most attacks start with email



# Why Local Governments Are Targeted


- Public information is widely available
  - Predictable payment processes
  - Limited staffing and resources



# Cybersecurity Is a Procurement Issue

- Vendors introduce risk
  - Payment processes are prime targets
  - Contracts define responsibility



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- “Adobe PDF file appears to be an official and legitimate invoice, but it contains stolen branding and logos in the watermark in the background and on the letterhead. The fraudulent invoice itemizes various fees due upon receipt. Unlike typical payment methods of checks or official portals, the remittance instructions in the invoice indicate payment is only through wire transfer, and the threat actors will provide those instructions upon request. If requested, the bank account information provided is not affiliated with the local municipality and may be linked to an out-of-state bank account. The threat actors further instruct their target to email them a signed copy of the invoice and the wire transfer payment receipt for confirmation. The invoice also states that this fee supports the administrative processing, legal evaluation, zoning compliance verification, and public notification procedures directly tied to the recipient’s application. If this fraudulent scheme is successful, the threat actors steal the funds and use the victim’s sensitive information and signature to commit identity theft, financial fraud, and other malicious activity.”



# NJ Example: Vendor Impersonation

- Email appears to be from a trusted vendor
  - Request to change ACH or wire info
  - Funds redirected to fraudulent account

NEWS

## **N.J. faces alarming threats in an unsettling extremism climate, officials warn**

Updated: Mar. 13, 2025, 7:57 a.m. | Published: Mar. 12, 2025, 9:00 a.m.



# Impact of These Incidents

- Funds often unrecoverable

“Sending funds to a cybercriminal leads to **direct financial loss**, potential **liability issues**, severe **reputational damage**, and significant emotional distress, often resulting in funds being unrecoverable, especially with quick conversions to crypto. Impacts hit individuals and businesses hard, with businesses facing legal battles over who pays (sender or receiver), while criminals profit and systems get more sophisticated, demanding better defenses and awareness, notes [Chubb Insurance](#) and [The Record from Recorded Future News](#). ”



## What is the purpose of **cyberattacks**?



Illegal or Unauthorized access to data



Extortion



Hurt the Competition's Business



Disrupt Business activity



Damage reputation

# Cyber attack shuts down N.J. city's government

Updated: Nov. 28, 2024, 5:15 p.m. | Published: Nov. 27, 2024, 5:56 p.m.

# Why These Attacks Work

- Trust in known vendors
  - Routine processes
  - Pressure to act quickly



# Procurement Controls That Help

- Independent verification
  - Written procedures
  - Separation of duties



# What Is NJ-GMIS?



NEW JERSEY  
CHAPTER OF GMIS  
INTERNATIONAL



PUBLIC-SECTOR IT  
LEADERS STATEWIDE



COLLABORATION  
AND EDUCATION

# Why NJ-GMIS Matters to Procurement



- Early threat awareness
- Shared vendor experiences
- Practical guidance



# Procurement Challenges in NJ

- Statutory compliance
  - Lowest bid vs best value
  - Rapid tech change

## The Hidden Cost of the Lowest Bid

For major construction projects

Lowest Bid Contractor	High-Value Contractor
 Hidden Costs	 Transparent Pricing
 Frequent Change Orders	 Fewer Change Orders
 Poor Quality	 High-Quality Workmanship
 Project Delays	 On-Time Delivery

# Cybersecurity Questions to Ask



# Contracts Matter



- Breach notification
  - Data ownership
  - Vendor accountability

# Cooperative Purchasing

- Efficiency benefits
  - Security may be outdated
  - Local review still required



# IT-Procurement Partnerships

- Early involvement
  - Shared accountability
  - Ongoing communication



# Key Takeaways

■ Southern NJ Chapter – NIGP | NJ-GMIS  
(Chapter of GMIS International) |  
Cybersecurity & Public Procurement



# Questions & Discussion

## ➤ Open Q&A

