

## OUR APPROACH TO CMMC PREPARATION

*No two organizations are the same, so how could we expect their cybersecurity and compliance approaches to be? **Small businesses**, in particular, struggle for a variety of reasons, including budget constraints, limited familiarity with the subject matter, and the struggle to find time for yet another hat which needs to be worn.*

*We emphasize solutions for cyber compliance **that work in the real world**, rather than expecting your organization to squeeze into a “one-size-fits-all” mold.*



### **Kickoff & Project Planning**

The first thing we do is get a picture of customers’ current state of compliance, desired outcomes, timeline, and restrictions. Armed with an understanding of our customers’ unique situations, we build a plan to get from where they are to where they want to be, including clear responsibilities for all stakeholders.



### **Execution & Feedback**

We provide support, insight, and guidance on requirements and implementation. Through regular check-ins, we monitor project status, get input from customers, and adjust the plan accordingly to keep things moving in the right direction.



### **Evidence Collection & Assessment Prep**

Throughout projects, we gather evidence of practice to give assessors, ensuring artifacts are organized and readily accessible. We help identify points of contact for CMMC topics and provide coaching on interacting with assessors effectively.



### **C3PAO Assessment & POA&Ms**

During customers’ assessments, we can participate in the process by providing clarification, defending implementation applicability, and ensuring customers understand what assessors are looking for. If needed, we help develop plans of action & milestones (POA&Ms) to get from a *Conditional* status to *Certified*.



### **Ongoing Compliance & Continuous Improvement**

CMMC is not a one-time exercise, so we help customers build sustainable practices, stay on top of required maintenance, track the compliance impact of organizational changes, perform annual self assessments, and begin preparing for CMMC’s transition to NIST SP 800-171 Revision 3.