



CMMC ASSESSMENTS: Real Stories, Practical Insights, and the Human Factor

Our Speakers



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Agenda



- Latest CMMC Updates
- Impact on the Defense Industrial Base (DIB)
- The CMMC Assessment At A Glance
- DIBCAC vs C3PAO Assessments
- The Human Factor as the "Gray Area"
- Top 10 Lessons Learned & Key Takeaways
- Q&A

Latest CMMC Updates

- 48 CFR published and CMMC is Official
- The new DFARS Clause: 252.204-7021
- CMMC Phase 1 - enforcement begins November 10
- Phased rollout

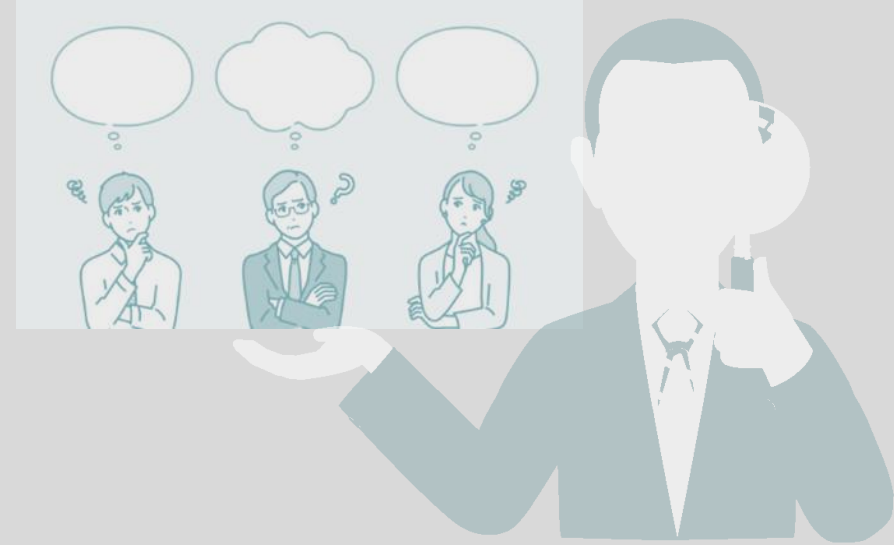


Impact on The DIB



**What we're
hearing**

CMMC Assessment Process at-a-Glance



Phase 1: Conduct the pre assessment

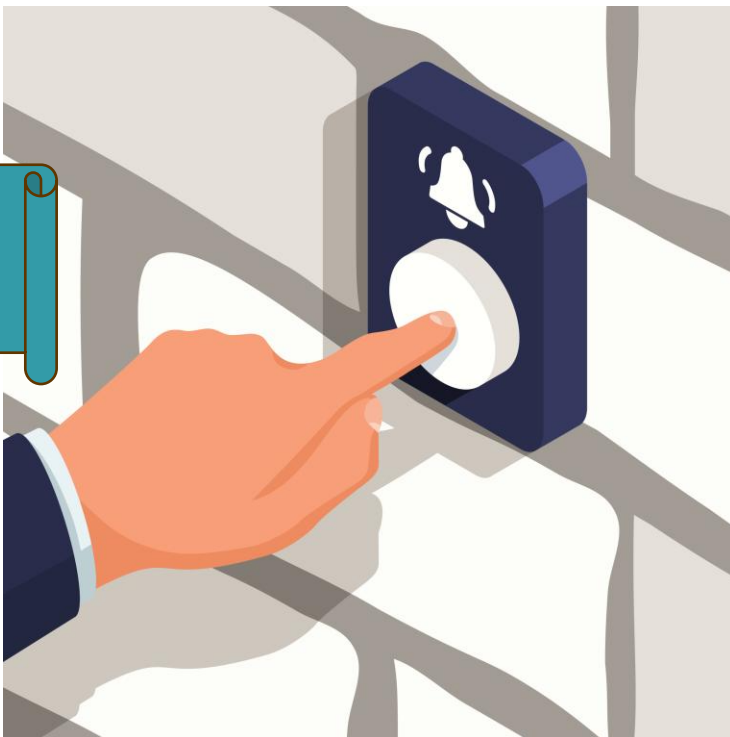
Phase 2: Assess conformity to security requirements

Phase 3: Complete and report assessment results

Phase 4: Issue certificate and close out POA&M

DIBCAC vs. C3PAO Assessment

DIBCAC Assessor



- May arrive unannounced
- Treats you as live/production environment
- No time to scramble



C3PAO Assessor

- Pre-scheduled
- You control the timeline
- Opportunity to prep evidence, organize systems

The Human Factor as The Gray Area



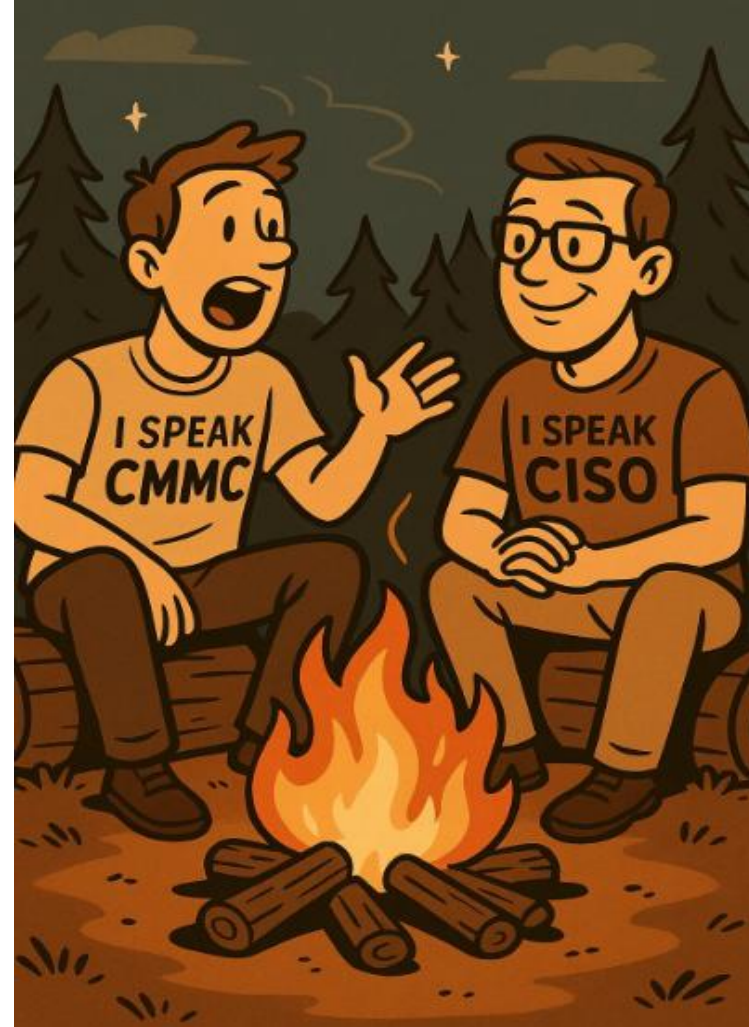
Where People Create Variance

- Different Backgrounds
- Approaches
- Philosophies
- Experience
- Personalities
- Different Control interpretations

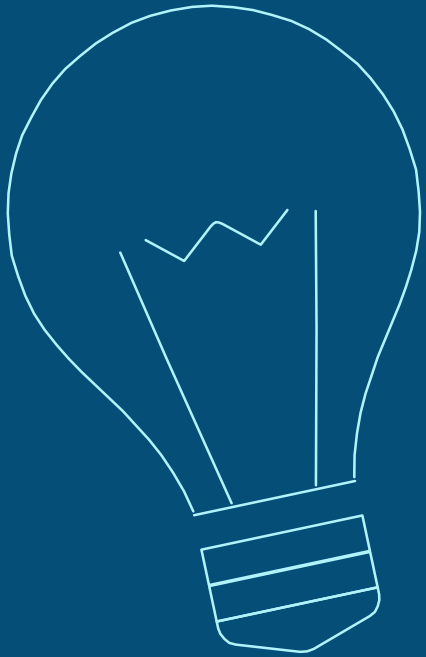


CMMC Assessment: Top 3 Stories + Strategies

- "I think I'm ready, but planning some changes...Should I proceed with what I have today?"
- Joint Ventures, SSP & Boundaries
- Printers & Media

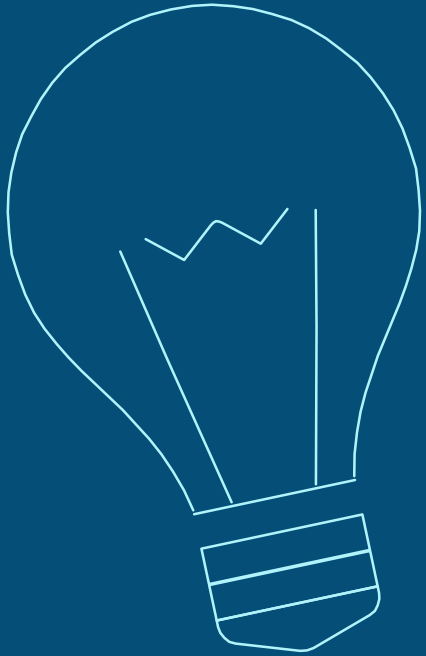


Top 10 Lessons Learned & Key Takeaways



10. Gray Areas Exist — Embrace & Own Them Early
9. Pre Assessment Matters
8. Think Like an Assessor, Speak Their Language
7. Your SSP is a Mission Doc, Not a Brochure
6. Inventory is the Foundation
5. Training Takes the Longest
4. Have a Platform & Evidence Presentation Strategy

Top 10 Lessons Learned & Key Takeaways



3. Scope Smart: Know Thy Boundary

2. Structured Approach – Set Guardrails

1. Be Honest

Questions?

Thank you.

Feel free to contact us:

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