



Partner Product Guide

Cybersecurity Maturity Model Certification (CMMC)

This guide equips Trusted Advisors to confidently sell C3's all-in-one CMMC solution. Built for small and mid-sized defense contractors, it simplifies compliance with expert support, sales tools, and clear qualification steps helping partners drive revenue while keeping clients contract-ready.

What Is CMMC?

The Cybersecurity Maturity Model Certification (CMMC) is a Department of Defense (DoD) requirement designed to ensure defense contractors meet critical cybersecurity standards. Any company handling Controlled Unclassified Information (CUI) must comply to bid on or keep DoD contracts.

Features

C3 delivers a comprehensive CMMC solution designed specifically for small and mid-sized businesses. We combine expert-led services, documentation, tools, and guidance into a single package.

- ✓ Solutions built to meet NIST 800-171 assessment support
- ✓ System Security Plan (SSP) and POA&M development
- ✓ Microsoft 365 GCC High onboarding, licensing & migration
- ✓ Managed IT support, 24/7 SOC, and continuous compliance monitoring
- ✓ Dedicated CMMC compliance advisor
- ✓ SPRS submission support
- ✓ Subscription-based pricing

Client Profile: Who to Target

Small to mid-sized government contractors
Companies in the Defense Industrial Base (DIB)
Organizations handling Controlled Unclassified Information (CUI)
Businesses seeking to meet or maintain CMMC Level 2
Clients without dedicated cybersecurity/compliance staff

Why Your Clients Need C3 for CMMC Compliance

- 1 CMMC is Required to Win or Keep DoD Contracts**
Over 300,000 U.S. defense contractors must meet CMMC requirements to bid on, renew, or retain DoD contracts. Non-compliance puts revenue at risk.
- 2 Prime Contractors Are Requiring Proof of Compliance Now**
Many primes won't issue subcontracts without documented NIST 800-171 self-assessments, SPRS scores, or a clear CMMC roadmap.
- 3 Compliance Is Complex, Especially for SMBs**
Most small and mid-sized defense contractors lack in-house cybersecurity or compliance expertise. C3 simplifies the entire process.
- 4 Documentation & Readiness Gaps Are Common**
Clients often don't have a System Security Plan (SSP), POA&M, or assessment-ready documentation. C3 delivers all of it.
- 5 The Threat Landscape Is Accelerating**
Rising threats and DoD scrutiny require more than static policies—C3 delivers ongoing monitoring and proactive support.
- 6 Failed Audits Mean Lost Contracts**
Without a trusted partner like C3, clients risk failing third-party assessments and being removed from the DoD supply chain.
- 7 CMMC Isn't Just a Box to Check, It's a Business Enabler**
With C3, compliance becomes a competitive edge protecting contracts, strengthening security, and building trust.



Questions to Ask

-  Do you work with the DoD or subcontract for a prime contractor?
-  Have you been told you need to meet CMMC? Do you know your required level?
-  Are you pursuing DoD contracts or planning IT/compliance upgrades in the next year?
-  Is your business growing faster than your cybersecurity can support?
-  How confident are you in your current IT setup for security and compliance?
-  Are you running into issues that could affect contract eligibility or operations?
-  How much time does your team spend managing compliance and would you offload it?
-  What do you have in place for detecting and resolving IT or security issues?
-  Do you feel your systems protect sensitive data and meet NIST and SPRS requirements?
-  Are you concerned about evolving cyber threats and your ability to respond quickly?
-  Is it important to reduce compliance friction so your team can stay focused?
-  Are you trying to cut compliance costs without risking contract readiness?
-  Do you need a solution that fits your specific workflows and contract needs?
-  How do you see your compliance strategy evolving over the next few years?
-  Are you considering platforms like Microsoft 365 GCC High or AI tools to support secure collaboration?

Partner Benefits



Grow Recurring Revenue

Subscription-based pricing with strong partner margins



Strengthen Client Retention

Help clients win and maintain DoD contracts



Sell with Confidence

C3 manages delivery design and implementation to assessment prep



Access Sales & Marketing Support

Get co-branded materials, training, and sales enablement tools



Expand Your Role

Be the expert your clients trust for federal compliance guidance



Hands-Off Implementation

You close the deal, we handle the rest



Stand Out in the Channel

Few competitors offer comprehensive CMMC solutions



Interested in learning more about our Channel Partner Program?
Contact us at partners@c3isit.com