



Partner Vertical Guide

Defense Industrial Base (DIB)

C3 helps defense contractors meet CMMC Level 2 and NIST 800-171 requirements with comprehensive solutions that simplify compliance and strengthen security. Built for the DIB, C3 enables partners to deliver high-value, recurring services without needing compliance expertise.

C3's Unique Advantage

- 1 Deep DIB Expertise**
With 10+ years of experience, C3 specializes in IT, cybersecurity, and compliance solutions tailored to the unique needs of the Defense Industrial Base.
- 2 Certified & Compliance-Driven**
C3 holds dual CMMC Level 2 certifications as both an MSP and MSSP highlighting their capability to guide contractors through DoD compliance.
- 3 Elite Microsoft Partnership**
C3 is one of the few providers in Microsoft's prestigious AOS-G program, enabling C3 to sell Microsoft 365 GCC High licenses directly to clients.
- 4 Integrated Cyber + IT Stack**
CMMC requires IT, cybersecurity, and compliance expertise: from a System Security Plan (SSP) to a POA&M to fill your gaps to assessment-ready documentation. C3 delivers all of it.
- 5 Proven CMMC Design**
C3's comprehensive approach has passed multiple CMMC level 2 assessments giving your customers confidence they will pass their assessment.

Solutions

C3 Command: A managed CMMC solution that minimizes client effort by providing a CMMC-ready architecture, managed IT, cybersecurity, and compliance services, and assessment support for Level 2 compliance.

C3 Catalyst: A managed platform that includes a CMMC-specific architecture and the managed IT, cybersecurity, and compliance expertise to achieve CMMC Level 2.

Managed IT & Cybersecurity: Tailored managed services focused on delivering a secure IT environment, including Microsoft 365/Azure environments, a 24/7 SOC, and Tier 1 support desk.

Client Profile: Who to Target



Small to mid-sized government contractors



Businesses seeking to meet or maintain CMMC Level 2



Companies in the Defense Industrial Base (DIB)



Clients without dedicated cybersecurity/compliance staff



Organizations handling Controlled Unclassified Information (CUI)



Clients that work with data subject to ITAR requirements

Customer Questions

- ▶ What percentage of your business works with the DoD?
- ▶ Have you been informed which CMMC Level will apply to your contract(s)?
- ▶ Where do you stand in your CMMC or NIST 800-171 compliance journey—just starting, mid-way, or assessment-ready?
- ▶ Do you have internal IT and security teams managing compliance, or do you outsource those functions?
- ▶ Are you confident your current policies and technical controls meet DFARS and CMMC requirements?
- ▶ Have you conducted a formal gap assessment aligned to NIST 800-171?
- ▶ Do you have a centralized way to manage compliance documentation and evidence collection?
- ▶ How are you currently monitoring and enforcing compliance across your IT environment?
- ▶ Do you have an upcoming contract or renewal that will depend on CMMC certification?
- ▶ What would be the impact if you were unable to meet compliance deadlines?
- ▶ Would a comprehensive compliance solution that includes a purpose-built CMMC environment, documentation, and technical and assessment support be valuable to your team?
- ▶ If we could shorten your path to CMMC Level 2 with minimal internal disruption, would you be open to a conversation?



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