
CHOOSING A CMMC SERVICE PROVIDER

Questions to Ask and Red Flags to Watch For

Selecting the right CMMC service provider can affect your organization's cybersecurity readiness, costs and path to certification. Use these questions to evaluate experience, understand services and clarify expectations.

01. EVALUATE EXPERIENCE

- 01 How many Defense Industrial Base (DIB) manufacturers are current clients?
- 02 What percent of your business is DIB related?
- 03 How many of your manufacturing clients are classified as “small” (less than 20 employees) or “medium-sized” (less than 100 employees)?
- 04 How many of your clients have successfully achieved certification?
- 05 What is the average length of time between performing the initial CMMC-related gap analysis and achieving certification? Please provide 1-2 recommendations.
- 06 Which cybersecurity certifications does your staff and organization possess? Please provide a list with associated employee names.
- 07 How much of the CMMC-related work you conduct is performed by subcontractors? Please provide examples of the work that you subcontract.
- 08 Has your organization achieved CMMC Level 2 certification readiness? If so, please provide documentation.
- 09 Which services do you provide: gap analysis, remediation, and/or certification?

02. UNDERSTANDING RED FLAGS

Watch for potential warning signs when evaluating CMMC service providers.

	A provider that hands you a checklist to figure out your own remediation plan
	Extremely low costs (if it's too good to be true, it probably is)
	Use of generic policies with no customization
	Providers that suggest that they have special influence over CMMC assessors
	Companies that guarantee or promise certification
	Providers that use subcontractors to perform all the work
	Consultants that can identify gaps but cannot help fix them

MAKE AN INFORMED DECISION

CCAT's vetted provider list and these resources are designed to help you evaluate your options and make informed decisions with confidence.

You don't have to navigate this journey alone. CCAT is here to help you along the way.

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