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Corporation

AIC vs Microsoft (CMMC Partners)

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Head-to-head for Microsoft partners who sell Microsoft 365 GCC and GCC High to defense contractors working toward Cybersecurity Maturity Model Certification (CMMC). The tenant covers email, files, identity, and device management. Customers still need a privileged credential vault, recorded administrator sessions, and evidence. Analog Informatics Corporation (AIC) CMMC AIC Privileged Access adds those pieces to the tenant you already manage. Buyer page: AIC vs Microsoft GCC High.

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At a Glance

Criterion	AIC Privileged Access	Attach a Named PAM Product to GCC High	Winner
Published per privileged user per month	\$89	Keeper \$98.50 [2]; CyberArk \$125.10 [3]; BeyondTrust \$131.67 [4]	AIC
5 administrators, 12 months	\$5,340	Keeper \$5,910; CyberArk \$7,506; BeyondTrust \$7,900	AIC
Vault for server, network, and local admin passwords	Included	Not included in GCC or GCC High	AIC
Brokered SSH, RDP, and VNC with command restriction	Included	Not included in GCC or GCC High	AIC
Later-year partner residual, published	20%	Unpublished on the named PAM partner cards	AIC
Replaces Microsoft 365	No. Supplements the tenant	No	Tie

Why Microsoft Partners Choose AIC

- **Lower cost to your customer.** \$89 per privileged user per month, below every published privileged access price we compared.
- **Startup fees waived for 2026.** On every order placed on or before December 31, 2026.
- **More margin for you.** Partner discounts on every new sale and every renewal, and a higher discount on registered deals.
- **Fast to stand up.** Deploy in the customer's Azure subscription, ready to configure in under 5 minutes, or on the customer's own hardware.
- **Fits the tenant.** Sign-in through Microsoft Entra ID. Audit records forward to syslog and Windows Event Log for Microsoft Sentinel or another Security Information and Event Management (SIEM) tool.
- **Customer-controlled.** The customer owns the infrastructure, the keys, and the audit records. Your team administers inside the customer's environment.
- **Unlimited free partner support.** No per-incident fees. Escalation to the engineers who build the product.
- **Low-risk, experienced vendor.** Our developers and support engineers have built standard security software for prime contractors, Defense Industrial Base (DIB) suppliers, and the Intelligence Community for more than 30 years. Building cybersecurity software since 1993.
- **Partners guide the roadmap.** Tell us what your customers need. Planned features are built in the order customers and partners ask for them.

The Gaps in a Microsoft CMMC Tenant

CMMC Need	Microsoft 365 GCC or GCC High	AIC Privileged Access
Entra and Azure role elevation	Entra Privileged Identity Management with Entra ID P2 [1]	Works alongside it
Vault and rotation for server, network, database, and local administrator passwords	Not included	Available now
Brokered SSH, RDP, and VNC sessions in the browser, with approvals	Not included	Available now
Command restriction on brokered sessions	Not included	Available now
Session recording with replay	Not included	Level 3
Endpoint privilege elevation on Windows, Mac, and Unix/Linux	Windows only, through Intune Endpoint Privilege Management	Available now
Configuration compliance with Current State Compliance (CSC) and repair	Windows-focused, through Intune and Defender	Available now
Assessment Binder sections for privileged access	Not included	Available now
Audit retention the customer sets, forwarded to SIEM	Depends on license	Available now

AIC Privileged Access

Term	Value
Price	\$89 per privileged user per month
Minimum	5 privileged users (\$445 per month)
Startup	\$1,500, waived for orders on or before December 31, 2026
Managed systems	10 per privileged user, pooled across the order
Extra managed systems	\$14 per system per month
Support	Standard support included, unlimited requests
Requires	A Microsoft 365 GCC or GCC High tenant

Not included: email, file sharing, the document vault, and training. Customers who need those can order AIC CMMC Level 2 or Level 3.

Price per Privileged User, Published Sources

Product	Published Price	Per User per Month
AIC Privileged Access	\$89 per user per month	\$89.00
Keeper FedRAMP Enterprise plus PAM add-on	\$72 plus \$1,110 per user per year [2]	\$98.50
CyberArk Privilege Cloud Standard (Texas DIR catalog)	\$125.10 per user per month [3]	\$125.10
BeyondTrust Password Safe Named User Cloud (GSA list, 2023)	\$1,580 per user per year [4]	\$131.67
CyberArk Privilege Cloud Standard, 25 users (AWS Marketplace)	\$44,712 per year [5]	\$149.04
Delinea Secret Server	Quote; minimum annual contract \$20,000 to \$50,000 or more [6]	Quote

For 5 administrators over 12 months: AIC \$5,340, Keeper \$5,910, CyberArk \$7,506, BeyondTrust \$7,900.

How It Works with Your Microsoft Practice

1. Keep selling and managing the Microsoft 365 GCC or GCC High tenant.
2. Deploy AIC in the customer's Azure subscription or on their hardware.
3. Connect sign-in to Entra ID.
4. Put administrator accounts in the AIC vault and route admin sessions through AIC.
5. Forward AIC audit records to the customer's SIEM.
6. Give the assessor the privileged access sections of the Assessment Binder.

Questions Partners Ask

Does AIC replace Microsoft 365? No. AIC Privileged Access supplements GCC and GCC High. The customer keeps Microsoft for email, files, and device management.

Does Entra Privileged Identity Management already cover this? Entra Privileged Identity Management controls Entra and Azure roles and groups [1]. It does not vault server and network passwords or record SSH and RDP sessions.

What do partners earn? Partner discounts on every new sale and every renewal, with a higher discount on registered deals. See MSP and partner program.

What does support cost? Nothing. Standard support is included with unlimited requests for customers and partners.

Help Set Our Roadmap

Partners and customers guide our feature set. If your customers need something we list as Planned, or something we do not list at all, tell us.

[Request a feature](#) | [Become a partner](#) | [Request a demo](#) | [All comparisons](#)

Sources and Notes

1. Microsoft Entra licensing; Privileged Identity Management requires P2 or ID Governance and covers Entra and Azure roles and groups.
<https://learn.microsoft.com/en-us/entra/fundamentals/licensing>. Retrieved 2026-10-09.
2. Keeper FedRAMP price list dated January 30, 2025: Enterprise \$72 per user per year, KS-GOV-PAM add-on \$1,110 per user per year.
https://www.freeitdata.com/wp-content/uploads/2026/01/Freeit_595_Pricing_Keeper.pdf. Retrieved 2026-10-09.
PAM add-on licensed per user: <https://docs.keeper.io/keeperpam/privileged-access-manager/getting-started/keeperpam-licensing>.
3. CyberArk Privilege Cloud Standard, \$125.10 per user per month, Texas DIR-CPO-5912 catalog. https://4142176.fs1.hubspotusercontent-na1.net/hubfs/4142176/_MARKETING/_ARCHIVE/Webflow%20PDFs/Contracts/DI R-CPO-5912/T3%20DIR%20CyberArk%20Product%20Catalog.pdf. Retrieved 2026-10-09.
4. BeyondTrust Password Safe Named User Cloud, \$1,580 per year list, GSA price list via Carahsoft, 2023.
https://static.carahsoft.com/concrete/files/5216/9773/8371/BeyondTrust_GSA_Pricelist_Carahsoft_2023.pdf. Retrieved 2026-10-09. Prices may have changed since 2023.
5. CyberArk Privilege Cloud on AWS Marketplace, 25 Standard users, \$44,712 for 12 months. <https://aws.amazon.com/marketplace/pp/prodview-f74pdtffmnlii>. Retrieved 2026-10-09.
6. Delinea pricing reports from buyers. <https://www.vendr.com/marketplace/delinea>. Retrieved 2026-10-09.

About This Comparison

Competitor information comes from the public sources listed above and was collected on October 9, 2026. Prices, packages, and features change, and resellers may quote different prices. This information is not guaranteed to be accurate or complete. Confirm current terms with each vendor before you buy. AIC prices are list prices from the AIC CMMC price list dated October 9, 2026.

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