



Analog Informatics™
Corporation

AIC vs Kiteworks

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Head-to-head Cybersecurity Maturity Model Certification (CMMC) comparison: Analog Informatics Corporation (AIC) versus Kiteworks. Kiteworks sells governed file exchange for sensitive content, including Controlled Unclassified Information (CUI). The Kiteworks Business package is not the vendor's Level 2 CUI product [1]. The CMMC scorecard is on CMMC software comparison.

[Download this comparison \(PDF\)](#)

At a Glance

Criterion	AIC Level 2	Kiteworks	Winner
Published CMMC Year 1, 25-user kit	\$19,800	Enterprise is quote [2]	AIC on the published kit
Published file-share price	Included	Business \$25.50 per user per month [1]	See vendor. Business is not their Level 2 CUI SKU
Privileged vault, sessions, and elevation	Included	Not in published plans	AIC
Configuration compliance with repair	Included	Not in published plans	AIC
Assessment Binder from live records	Included	Not in published plans	AIC
Tagged file exchange / content inspect	Partial	Yes	Kiteworks on the file platform

What Each Product Does

Kiteworks sells tagged file exchange. AIC CMMC Level 2 is the complete kit: AIC secure share and the AIC email server for CUI, plus privileged access, configuration compliance on machines that connect, training and attestation, and the Assessment Binder, on one server in Azure or on your hardware.

How AIC Wins This Deal

Order **AIC CMMC Level 2**. Deploy it in your Microsoft Azure subscription (ready to configure in under 5 minutes) or on hardware you own. Share CUI through AIC secure share. Send CUI mail through the included email server. Configuration compliance

records which machines connected. Training attestations and the Assessment Binder sit on the same server.

You Turn On	Included in Level 2
CUI email server and file sharing	25 mailboxes and 25 share users
Privileged vault, brokered sessions, endpoint elevation	25 managed systems
Configuration compliance on connecting machines	Available now (extra systems = \$8 per month)
Training and Assessment Binder	25 training seats; binder from live evidence

Year 1 in 2026: \$19,800 at a published price. Kiteworks Enterprise is quote only [2]. Business is not the Kiteworks CUI SKU [1].

Upgrade path. FCI only? Start on Level 1 at \$149 per month (5 share users, binder, connecting-machine scans). Upgrade in place to Level 2 when CUI arrives, and to Level 3 for isolated Jump with session recording. Records carry over.

Switch credit. If Kiteworks is prepaid and still has unused term, AIC credits that unused prepaid remainder against Year 1 of Level 2, up to twelve months of the AIC package. See Competitive Switch Credit.

Why Defense Contractors and MSPs Choose AIC

- **Published price.** AIC Level 2 is \$1,650 per month with 25 users and 25 systems included. No quote needed.
- **Startup fees waived for 2026.** On every CMMC package ordered on or before December 31, 2026.
- **Deploy your way.** On your own hardware (on-premises), or in your Microsoft Azure subscription, ready to configure in under 5 minutes.
- **You stay in control.** You own the infrastructure, the encryption keys, and the audit records.
- **One integrated kit.** CUI email and file sharing, vault, privileged sessions, endpoint elevation, configuration compliance, training and attestation, and the Assessment Binder in one product.
- **MSP and partner friendly.** Partner discounts on every sale and every renewal, a higher discount on registered deals, and unlimited free support for partners.
- **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.

- **You guide the roadmap.** Features we do not have yet are marked Planned and built in the order customers ask for them.

Kiteworks Pricing

Kiteworks Package	Published Price	Vendor Note
Business	\$25.50 per user per month [1]	"Not recommended for DoD suppliers seeking CMMC 2.0 Level 2" [1]
Enterprise	Quote [2]	Supports "nearly 90%" of Level 2 requirements [2]

What a Level 2 Program Still Needs After Kiteworks

Need	Kiteworks Enterprise	AIC Level 2
Secure CUI file sharing and email	Yes	Available now
Vault for server, network, and local admin passwords, with rotation	Not in published plans	Available now
Brokered SSH, RDP, and VNC sessions with command restriction	Not in published plans	Available now
Endpoint privilege elevation on Windows, Mac, and Unix/Linux	Not in published plans	Available now
Configuration compliance with repair	Not in published plans	Available now
Training assignment, attestation, and reminders	Not in published plans	Available now
Assessment Binder from live control evidence	Not in published plans	Available now

The AIC Package That Replaces Kiteworks

- **AIC CMMC Level 2 at \$1,650 per month.** CUI email, file sharing, privileged access, connecting-machine evidence, training, and the Assessment Binder. Published price. 25 of each included.
- **AIC CMMC Level 1 at \$149 per month.** FCI share, binder, and connecting-machine scans. Upgrade in place to Level 2.

Questions Buyers Ask

How much does Kiteworks cost for CMMC Level 2? Kiteworks publishes Business at \$25.50 per user per month but says it is not recommended for CMMC Level 2 [1]. Enterprise is priced by quote [2].

What is an alternative to Kiteworks for CMMC? AIC Level 2 includes CUI email and file sharing plus privileged access, configuration compliance, training, and the Assessment Binder at a published \$1,650 per month.

Help Set Our Roadmap

Customers guide our feature set. If you need something we list as Planned, or something we do not list at all, tell us. Requests from customers and partners decide what we build next.

[Request a feature](#) | [Request a demo](#) | [See CMMC pricing](#) | [All comparisons](#)

Sources and Notes

1. Kiteworks Business package, \$25.50 per user per month, with the vendor's CMMC Level 2 note. <https://www.kiteworks.com/store/kite-works-business-package/>. Retrieved 2026-10-09.
2. Kiteworks Enterprise, quote only, "nearly 90%" of Level 2. <https://www.kiteworks.com/get-started/>. 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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