



Analog Informatics™
Corporation

AIC vs Virtru

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Head-to-head Cybersecurity Maturity Model Certification (CMMC) comparison: Analog Informatics Corporation (AIC) versus Virtru. Virtru encrypts email and files inside Gmail, Microsoft Outlook, and other tools so contractors can send Controlled Unclassified Information (CUI) without moving their mailbox. The CMMC scorecard is on CMMC software comparison.

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

At a Glance

Criterion	AIC Level 2	Virtru	Winner
Published Year 1	\$19,800 for 25 users	\$5,988 for 5 users [1]	Virtru on the 5-user encryption line
Encrypted CUI email inside current mail	Included	Yes	Tie on encryption in place
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
Keys and records on infrastructure you own	Yes	Hosted service	AIC

What Each Product Does

Virtru encrypts mail in the mailbox you already have. AIC CMMC Level 2 is the complete kit: the AIC email server for CUI, file sharing, privileged access, configuration compliance on connecting machines, training, and the Assessment Binder. You do not add an encryption overlay and then shop for the rest.

How AIC Wins This Deal

Order **AIC CMMC Level 2**. Deploy it in Azure or on your hardware. Turn on the included CUI email server. Everyday Gmail or Microsoft 365 can stay for non-CUI work. Connecting-machine scans, training attestations, and privileged access land in the same Assessment Binder.

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
Training and Assessment Binder	25 seats; binder from live evidence

Year 1 in 2026: \$19,800 for 25 users and 25 systems. Virtru Compliance is \$5,988 for 5 users and none of the privileged-access or connecting-machine tools [1].

Upgrade path. FCI only? Start on Level 1 at \$149 per month. Upgrade in place to Level 2, then Level 3. Records carry over.

Switch credit. If Virtru 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

- **More included per dollar.** AIC Level 2 covers CUI email and file sharing plus privileged access, configuration compliance, training, and evidence for 25 users at a published \$1,650 per month.
- **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.
- **Everyday mail stays put.** Move CUI into the AIC email server. You do not encrypt the whole company mailbox.
- **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.

Virtru Pricing

Virtru Plan	Published Price
Compliance	\$499 per month, includes 5 users, billed annually [1]

Virtru raised the Compliance plan from \$399 per month [2]. Virtru describes the plan as FedRAMP Moderate [1]. Prices for more than 5 users are not published.

What a Level 2 Program Still Needs After Virtru

Need	Virtru Compliance	AIC Level 2
Encrypted CUI email and files	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
Keys and records on infrastructure you own	Hosted service	Available now

Price Comparison

Item	Virtru Compliance	AIC Level 2
Users included	5	25
Systems with privileged access and configuration compliance	None	25
Year 1	\$5,988 for 5 users [1]	\$19,800 for 25 users and 25 systems
Per included user per year	\$1,198	\$1,200, with privileged access, configuration compliance, training, and evidence included

Questions Buyers Ask

How much does Virtru cost for CMMC? Virtru publishes its Compliance plan at \$499 per month with 5 users, billed annually [1].

What is an alternative to Virtru for CMMC Level 2? AIC Level 2 includes CUI email and file sharing plus the privileged access, configuration compliance, training, and evidence tools email encryption does not cover.

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. Virtru pricing and packages: Compliance plan \$499 per month, 5 users, billed annually, FedRAMP Moderate. <https://www.virtru.com/data-security-platform/pricing-packages>. Retrieved 2026-10-09.
2. Virtru pricing history. <https://pricingsaas.com/companies/virtru>. 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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