



Analog Informatics™  
Corporation

# AIC vs Exostar

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Head-to-head Cybersecurity Maturity Model Certification (CMMC) comparison: Analog Informatics Corporation (AIC) versus Exostar. Exostar sells a managed Microsoft 365 workspace for Controlled Unclassified Information (CUI). AIC sells the control plane you or your Managed Service Provider (MSP) operate. The CMMC scorecard is on CMMC software comparison.

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

## At a Glance

| Criterion                                            | AIC Level 2  | Exostar                                          | Winner                          |
|------------------------------------------------------|--------------|--------------------------------------------------|---------------------------------|
| Year 1, 25 users at Level 2                          | \$19,800     | \$24,702 plus items not priced [1][3][4]         | <b>AIC</b>                      |
| Published CUI workspace                              | Included     | \$50 per user per month, SMB, up to 75 users [1] | <b>AIC</b> on the published kit |
| Privileged vault, sessions, and elevation            | Included     | Not in published plans                           | <b>AIC</b>                      |
| Configuration compliance with repair                 | Included     | Not in published plans                           | <b>AIC</b>                      |
| Hosted CUI desktop                                   | Not included | That is the Exostar job                          | Exostar on the hosted desktop   |
| Runs on hardware or a cloud subscription you control | Yes          | Vendor-operated tenant                           | <b>AIC</b>                      |

## What Each Product Does

Exostar sells a managed Microsoft 365 workspace. AIC CMMC Level 2 is the complete kit you run in Azure or on your hardware: CUI email and files, privileged access, configuration compliance on connecting machines, training, and the Assessment Binder. A prime portal login is not the enclave. Your Managed Service Provider (MSP) can operate AIC and keep the services invoice.

## How AIC Wins This Deal

Order **AIC CMMC Level 2**. Deploy it in your Azure subscription (ready to configure in under 5 minutes) or on premises. Turn on the included email server and secure share.

Scan connecting machines. Assign training. The Assessment Binder fills from live evidence. If a prime still requires an Exostar Certify login, that portal is not a reason to buy Exostar as the CMMC program.

| 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 against \$24,702 for the Exostar stack priced below, before items that stack leaves unpriced.

**Upgrade path.** FCI only? Start on Level 1. Need a smaller first invoice? Start on Level 2 Essentials, then upgrade in place to full Level 2. Level 3 adds isolated Jump with session recording. Records carry over.

## Why Defense Contractors and MSPs Choose AIC

- **More features in one kit.** AIC Level 2 includes CUI email and file sharing plus privileged access, configuration compliance, training and attestation, and the Assessment Binder.
- **Support from the people who build it.** Unlimited support requests at no charge for customers and partners, with escalation to our engineers.
- **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.
- **Lower price on every term.** AIC Level 2 is \$19,800 for Year 1 in 2026, against \$24,702 for the Exostar stack priced below, before the items that stack leaves unpriced.
- **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.
- **Managed Service Provider (MSP) and partner friendly.** Partner discounts on every sale and every renewal, a higher discount on registered deals, and unlimited free support for partners.

## Features

| Feature                                                             | Exostar Managed Microsoft 365 | AIC Level 2   |
|---------------------------------------------------------------------|-------------------------------|---------------|
| CUI email and file collaboration                                    | 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 |
| Runs on hardware you own                                            | No                            | Available now |

## Support

|                                       | Exostar Stack                                                    | AIC Level 2                                                               |
|---------------------------------------|------------------------------------------------------------------|---------------------------------------------------------------------------|
| Vendors to call for the Level 2 tools | 3: Exostar, a privileged access vendor, and a compliance tracker | 1                                                                         |
| Support requests                      | Per each vendor's terms                                          | Unlimited, at no charge                                                   |
| Who answers                           | Per each vendor's terms                                          | Support engineers, with escalation to the engineers who build the product |
| Partner support                       | Per each vendor's terms                                          | Unlimited and free for partners                                           |

## A Low-risk, Experienced Vendor

- **More than 30 years of security software.** Our developers and support engineers have built standard security software for prime contractors, DIB suppliers, and the Intelligence Community.
- **Building cybersecurity software since 1993.**
- **One integrated kit.** The tools that run the controls and the Assessment Binder that shows the evidence come from one vendor, so there are no gaps between products.
- **Your data stays with you.** The kit runs on hardware you own or in your own Azure subscription, not in a shared tenant.
- **Grow in place.** Level 2 upgrades to Level 3 on the same AIC Server, and your records carry over.

## You Guide the 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.

## Pricing

AIC Level 2 is lower than the Exostar stack on every term, and it includes the configuration compliance, endpoint elevation, and training the Exostar stack leaves unpriced.

| Exostar Plan                      | Published Price                             |
|-----------------------------------|---------------------------------------------|
| Managed Microsoft 365, SMB        | \$50 per user per month, up to 75 users [1] |
| Managed Microsoft 365, Enterprise | Custom price [1]                            |

Independent reviewers report Exostar pricing as quote-based for larger customers and note Microsoft licensing may be separate [2].

## Year 1 for 25 Users at Level 2

| Item                                                   | Exostar Stack                         | AIC Level 2                     |
|--------------------------------------------------------|---------------------------------------|---------------------------------|
| Managed Microsoft 365, 25 users                        | \$15,000 [1]                          | CUI email and files included    |
| Privileged access, 5 administrators                    | \$7,506 [3]                           | Included                        |
| Compliance tracking                                    | \$2,196 [4]                           | Included                        |
| Configuration compliance, endpoint elevation, training | Not priced                            | Included                        |
| <b>Year 1</b>                                          | <b>\$24,702 plus items not priced</b> | <b>\$19,800 ordered in 2026</b> |

| AIC Level 2 Term                      | Year 1   | Below the Exostar Stack By |
|---------------------------------------|----------|----------------------------|
| List price, monthly                   | \$21,300 | \$3,402                    |
| Ordered by December 31, 2026, monthly | \$19,800 | \$4,902                    |
| Yearly prepay, ordered in 2026        | \$16,830 | \$7,872                    |

## Questions Buyers Ask

**How much does Exostar cost for CMMC?** Exostar publishes its SMB Managed Microsoft 365 plan at \$50 per user per month for up to 75 users [1]. Larger plans are custom priced.

**What is an alternative to Exostar?** AIC Level 2 includes CUI email and file sharing plus privileged access, configuration compliance, training and attestation, and the Assessment Binder. Year 1 is \$19,800 when ordered in 2026, below the \$24,702 Exostar stack.

**Is AIC less expensive than Exostar?** Yes, for the 25-user Level 2 stack on this page. AIC Level 2 is lower on the monthly list price, on 2026 orders, and on yearly prepay.

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

## Sources and Notes

1. Exostar Managed Microsoft 365 solution brief: SMB plan \$50 per user per month up to 75 users; Enterprise custom. <https://www.exostar.com/resources/solution-brief-exostars-managed-microsoft-365/>. Retrieved 2026-10-09.
2. Exostar CMMC review. <https://thedefensecompliancereport.com/exostar-cmmc-review/>. Retrieved 2026-10-09.
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/DIR-CPO-5912/T3%20DIR%20CyberArk%20Product%20Catalog.pdf](https://4142176.fs1.hubspotusercontent-na1.net/hubfs/4142176/_MARKETING/_ARCHIVE/Webflow%20PDFs/Contracts/DIR-CPO-5912/T3%20DIR%20CyberArk%20Product%20Catalog.pdf). Retrieved 2026-10-09. Five users for 12 months.
4. FutureFeed Innovator \$99 per month plus CMMC Level 2 framework \$1,008 per year. <https://futurefeed.co/pricing/>. 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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