



Analog Informatics™
Corporation

AIC vs Totem

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Head-to-head Cybersecurity Maturity Model Certification (CMMC) comparison: Analog Informatics Corporation (AIC) versus Totem. Totem sells compliance software and services for small defense contractors, including HRDN-IT. AIC sells the systems that produce the evidence. The CMMC scorecard is on CMMC software comparison.

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

At a Glance

Criterion	AIC Level 2	Totem	Winner
Published or reported tracker Year 1	Included in \$19,800	HRDN-IT \$6,495 to \$19,995 per year [1]	Totem on a tracker-only invoice
CUI email and file sharing	Included	Not in published plans	AIC
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	Documentation	AIC
Hosted offer that can be retired	Software you run	ZCaaS reported as sunset [1]	AIC

What Each Product Does

Totem helps document and track CMMC. AIC CMMC Level 2 is the complete kit: the tools that create the evidence (CUI email, files, privileged access, configuration compliance on connecting machines, training) and the Assessment Binder that shows it, on one server.

How AIC Wins This Deal

Order **AIC CMMC Level 2** (or Level 1 if you handle only Federal Contract Information). Deploy in Azure or on your hardware. Connecting-machine scans, training attestations, and privileged-session records write into the Assessment Binder. You do not buy a tracker and then shop for the runtime.

Year 1 in 2026: Level 1 \$1,788; Level 2 \$19,800. A June 2026 review reports Totem HRDN-IT at \$6,495 to \$19,995 per year plus a Level 2 gap assessment at \$21,200 [1], still without the runtime kit.

Upgrade path. Start on the Free plan or Level 1. Upgrade in place to Level 2, then Level 3. Connecting-machine scans and training write into the Assessment Binder. Records carry over.

Why Defense Contractors and MSPs Choose AIC

- **Tools that run the controls, not only track them.** AIC Level 2 includes the systems that create the evidence: vault, privileged sessions, endpoint elevation, configuration compliance, training, and the Assessment Binder.
- **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.
- **A stable product.** Your program does not depend on a hosted offer that can be retired.
- **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.

Totem Pricing

Totem Offer	Reported Price
HRDN-IT	\$6,495 to \$19,995 per year, as reported June 26, 2026 [1]
Level 2 gap assessment service	\$21,200 [1]
Zero-trust compliance as a service (ZCaaS)	Reported as sunset [1]

What a Level 2 Program Still Needs

Need	Totem HRDN-IT	AIC Level 2
Compliance tracking and documentation	Yes	Available now, from live evidence
CUI email and file sharing	Not in published plans	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	See vendor	Available now

Price Comparison

Item	Totem	AIC Level 2
Software, Year 1	\$6,495 to \$19,995 [1]	\$19,800, or \$16,830 on a yearly prepay
Gap assessment service	\$21,200 [1]	Not included; the Assessment Binder organizes evidence for your assessor
CUI email, files, privileged access, configuration compliance	Separate purchase	Included

Questions Buyers Ask

How much does Totem cost? A June 2026 review reports HRDN-IT at \$6,495 to \$19,995 per year and a Level 2 gap assessment at \$21,200 [1].

What happened to Totem ZCaaS? The same review reports the ZCaaS offer as sunset [1]. Confirm current status with Totem.

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. Totem CMMC review: HRDN-IT \$6,495 to \$19,995 per year as of June 26, 2026; ZCaaS sunset; Level 2 gap assessment \$21,200.
<https://thedefensecompliancereport.com/totem-cmmc-review/>. 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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