



Analog Informatics™
Corporation

AIC vs DIY Microsoft 365 and Spreadsheets

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Head-to-head Cybersecurity Maturity Model Certification (CMMC) comparison: Analog Informatics Corporation (AIC) versus do-it-yourself (DIY) Microsoft 365, Original Equipment Manufacturer (OEM) Windows, and a spreadsheet. Microsoft 365, a Federal Risk and Authorization Management Program (FedRAMP) tenant, OEM Windows, and a workbook are seats, a laptop, and a file. They are not an enclave. The CMMC scorecard is on CMMC software comparison.

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

At a Glance

Criterion	AIC Level 1 or Level 2	DIY Microsoft 365 + OEM Windows + Spreadsheet	Winner
Published software Year 1, Level 1	\$1,788 ordered in 2026	Near \$0 on the software line	DIY on the invoice you can see
Published software Year 1, Level 2	\$19,800 ordered in 2026	Near \$0 on the software line	DIY on the invoice you can see
Configuration compliance on connecting systems	Included	Not included. OEM Windows is the operating system	AIC
Assessment Binder from live records	Included	A file someone typed	AIC
Attributable, server-timestamped attestations	Included	Not included	AIC
Recorded privileged access (Level 2)	Included	Not included	AIC

A \$0 tracker is not the lower-cost program. The hours, the failed interview, and assessor time move off the software line.

What Each Product Does

Microsoft 365 is mail, files, and identity. OEM Windows is the operating system that shipped with the PC. A spreadsheet is a file. AIC CMMC Level 2 is the program: CUI email server, file sharing, privileged access, configuration compliance on connecting machines, training, and the Assessment Binder. Everyday Microsoft 365 can stay. A workbook is not the program.

How AIC Wins This Deal

Order **AIC CMMC Level 1** for Federal Contract Information (FCI) or **Level 2** for Controlled Unclassified Information (CUI). Deploy in Azure or on your hardware. Connecting-machine scans, training attestations, and privileged-session records write into the Assessment Binder. Move work mail off Microsoft 365 Home or Family before you start. Commercial SOC 2 is a different program. It is not a reason to run CMMC in a spreadsheet.

Upgrade path. Free plan to Level 1 to Level 2 to Level 3 on the same server. Records carry over. Extra connecting machines add at \$8 per month without changing products.

The Kit People Treat as Free

Buyers often collapse four Microsoft seats into "we have Office." Ask which.

What You Already Pay	What It Is	What It Is Not
Microsoft 365 Home / Personal / Family	Consumer mailbox and OneDrive	Not a work tenant. Not for FCI or CUI
Microsoft 365 Commercial (Business / Enterprise)	Everyday mail, Teams, SharePoint	Not a CUI tenant
Microsoft 365 GCC	Government Community Cloud productivity	Better boundary than commercial. Still not configuration compliance, a living binder, or privileged access
Microsoft 365 FedRAMP-authorized path (typically GCC High / Azure Government)	Inheritance for Microsoft's services	Connecting laptops, local admin, privileged sessions, and attestations are still yours. AIC vs Microsoft GCC High
A GRC product you already bought	Connector tests and a trust center	Not an air-gapped Defense Industrial Base (DIB) enclave
OEM Windows	The operating system on the hardware	Not a configuration compliance scan, not an attestation, not a privileged-access record
Spreadsheets	A file someone typed	Not attributable, not server-timestamped, not a rescanable findings ledger

Everyday Microsoft 365 can stay. AIC is software you run. You still pay Microsoft for the office suite. CUI mail can run on the AIC email server in Azure. AIC does not wrap compute.

Published AIC Program Prices

Job	AIC Package	Year 1, Startup Waived in 2026
FCI connecting systems and the Assessment Binder	Level 1	\$1,788
CUI enclave plus privileged access	Level 2	\$19,800
Level 2 plus Level 3 enhanced controls	Level 3	\$63,000

See CMMC pricing. Privileged Access Management (PAM) is a Level 2 fact. Do not treat a local-admin column in a workbook as a reason to buy PAM on Level 1.

Questions Buyers Ask

Is Microsoft 365 enough for CMMC? It covers mail, files, and identity for the SKU you bought. It does not scan connecting systems, collect signed training, or record who used a privileged credential on a file server.

Is a spreadsheet enough evidence? A workbook is a file. An assessor who asks for a live scan, an attestation by person and document version, or who used a privileged credential is not reading a cell.

Do I have to leave Microsoft 365? No. Everyday Microsoft 365 can stay. CUI and privileged access run in AIC. Upgrade in place when you need more.

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

Sources and Notes

1. Analog Informatics Corporation CMMC price list dated October 9, 2026: Level 1 \$149 per month (\$1,788 Year 1 with the 2026 startup waiver), Level 2 \$1,650 per month (\$19,800 Year 1), Level 3 \$5,250 per month (\$63,000 Year 1).
2. Microsoft 365 Home, commercial, GCC, and GCC High are Microsoft productivity SKUs. They are not a CMMC assessment program. Confirm current license terms with Microsoft.

About This Comparison

This page describes product availability and published AIC list prices dated October 9, 2026. It is not an assessment result, a certification, or legal advice. Confirm current Microsoft terms with Microsoft before you buy.

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An assessment organization, certification body, or regulator decides whether a requirement is satisfied.