



Analog Informatics™
Corporation

AIC vs BeyondTrust (CMMC Kit)

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Head-to-head Cybersecurity Maturity Model Certification (CMMC) comparison: Analog Informatics Corporation (AIC) versus BeyondTrust Password Safe and Privileged Remote Access. BeyondTrust sells vault, remote access, and endpoint privilege as separate suites. AIC Level 2 is one invoice. Enterprise head-to-head is AIC vs BeyondTrust. The CMMC scorecard is on CMMC software comparison.

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

At a Glance

Criterion	AIC	BeyondTrust Password Safe Named User Cloud	Winner
Published PAM attach	\$89 per privileged user per month (AIC Privileged Access)	About \$131.67 per user per month [1]	AIC
CMMC Level 2 Year 1, 25-user kit	\$19,800	Vault plus remote access plus endpoint suites	AIC on the published kit
Vault, remote access, and endpoint privilege	Included	Separate suites	AIC on one invoice
Configuration compliance with repair	Included	Not in published CMMC kit plans	AIC
Assessment Binder and training attestation	Included	Not in published CMMC kit plans	AIC

What Each Product Does

BeyondTrust sells vault, remote access, and endpoint privilege. AIC CMMC Level 2 includes those jobs plus CUI email and files, configuration compliance on connecting machines, training, and the Assessment Binder, on one invoice.

How AIC Wins This Deal

Order **AIC CMMC Level 2**. Vault, brokered SSH, RDP, and VNC, endpoint elevation, CUI email, connecting-machine scans, training, and the binder sit on one server.

Upgrade path. Level 1 or AIC Privileged Access to Level 2 to Level 3 on the same server. Session recording is in the Level 3 kit (isolated Jump). Connecting-machine scans and training write into the Assessment Binder. Records carry over.

Why Defense Contractors and MSPs Choose AIC

- **Lower cost.** AIC Privileged Access is \$89 per privileged user per month, against about \$131.67 for BeyondTrust Password Safe Named User Cloud on a GSA list [1].
- **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 vault, the keys, and the audit records.
- **One integrated kit.** AIC Level 2 adds Controlled Unclassified Information (CUI) email and file sharing, configuration compliance, training and attestation, and the Assessment Binder to privileged access.
- **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.

BeyondTrust Pricing

BeyondTrust Product	GSA List Price [1]
Password Safe Named User Cloud	\$1,580 per user per year (about \$131.67 per month)
Password Safe Cloud, per asset	\$183 per asset per year
Privileged Remote Access Cloud (PRAU-CLOUD)	\$2,070 per year, per listed unit

The GSA price list is dated 2023. Prices may have changed since then.

Price Comparison, 5 Administrators for 12 Months

Product	Per User per Month	12 Months
AIC Privileged Access (10 systems per user, pooled)	\$89	\$5,340
BeyondTrust Password Safe Named User Cloud	\$131.67 [1]	\$7,900

Recorded remote sessions in BeyondTrust are a separate product, Privileged Remote Access, at \$2,070 per year per listed unit [1]. AIC includes session recording in the Level 3 kit.

What a Level 2 Program Needs Beyond Privileged Access

Need	BeyondTrust	AIC Level 2
Vault and rotation for administrator credentials	Yes	Available now
Recorded remote sessions	Privileged Remote Access, priced separately [1]	Available now, SSH, RDP, and VNC with command restriction
CUI email and file sharing	Not included	Available now
Configuration compliance with repair	Not included	Available now
Training assignment, attestation, and reminders	Not included	Available now
Assessment Binder from live control evidence	Not included	Available now

Questions Buyers Ask

How much does BeyondTrust Password Safe cost? A 2023 GSA price list shows Password Safe Named User Cloud at \$1,580 per user per year [1].

What is a cheaper alternative to BeyondTrust for CMMC? AIC Privileged Access is \$89 per privileged user per month. AIC Level 2 includes vault, brokered sessions with command restriction, and the rest of the Level 2 kit for \$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. BeyondTrust GSA price list via Carahsoft, 2023: Password Safe Named User Cloud \$1,580 per year; PS-CLOUD \$183 per asset per year; PRAU-CLOUD \$2,070 per year.
https://static.carahsoft.com/concrete/files/5216/9773/8371/BeyondTrust_GSA_Pricelist_Carahsoft_2023.pdf. Retrieved 2026-10-09. Prices may have changed since 2023.

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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