



Analog Informatics™
Corporation

AIC vs Managed CMMC Service Firms

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Head-to-head Cybersecurity Maturity Model Certification (CMMC) comparison: Analog Informatics Corporation (AIC) versus managed CMMC service firms such as Summit 7, CyberSheath, C3 Integrated Solutions, and Steel Root [1][2][3][4]. Those firms sell people plus a stack. AIC sells software a Managed Service Provider (MSP) or customer IT team runs. The CMMC scorecard is on CMMC software comparison.

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

At a Glance

Criterion	AIC	Managed CMMC Service Firm	Winner
Published software Year 1, Level 2	\$19,800	Unpublished. No public software list [1][2][3][4]	AIC on the published software line
What you buy	Software you or your MSP operate	Hours and a managed outcome	See vendor for services; AIC for a repeatable kit
Customer relationship	You or your MSP keep it	The national firm often holds it	AIC when you want to keep the account
Physical, personnel, and assessor facilitation	Not included. Those stay people work	Included in a managed engagement	Service firm on people work
Configuration compliance, binder, privileged access	Included in the kit	Depends on that firm's stack	See vendor

Do not treat AIC software as a lower-priced Summit 7, CyberSheath, C3, or Steel Root retainer. Those firms do not publish a software rate card we can put on this page.

What Each Product Does

Managed CMMC firms sell an engagement: stand up a tenant, write documentation, and sit with you at assessment. AIC CMMC Level 2 is the integrated kit that engagement should run: CUI email and files, privileged access, configuration compliance on connecting machines, training, and the Assessment Binder. AIC does not replace consultants for physical security or personnel screening, and AIC is not a CMMC Third-Party Assessment Organization (C3PAO).

How AIC Wins This Deal

Order **AIC CMMC Level 2** (or Level 1 for FCI). Your Managed Service Provider (MSP) deploys it in your Azure subscription or on your hardware and keeps the services invoice. Connecting-machine scans, training attestations, and privileged sessions write into the Assessment Binder. Ask any national CMMC brand whether their evidence plane is live or a spreadsheet. The winning answer is AIC.

Upgrade path. Level 1 to Level 2 to Level 3 on the same server. The MSP does not re-onboard the roster. Records carry over. See Why partners choose AIC.

Published AIC Software Prices

Job	AIC Package	Year 1, Startup Waived in 2026
Repeatable FCI kit the MSP operates	Level 1	\$1,788
CUI plus privileged access the MSP operates	Level 2	\$19,800

A managed CMMC retainer is a quote from that firm. It is not a software list AIC undercuts.

Questions Buyers and Partners Ask

Is AIC cheaper than Summit 7 or CyberSheath? Those firms do not publish a software list [1][2][3][4]. Compare AIC to published software. Compare a services retainer to a services retainer.

Does AIC replace the consultants? No. Physical security, personnel screening, awareness content the organization owns, and assessor facilitation stay people work.

Can my MSP run AIC and keep the customer? Yes. AIC licenses the customer. The MSP administers inside the customer's environment and keeps the services invoice.

[Request a demo](#) | [Why partners choose AIC](#) | [All comparisons](#)

Sources and Notes

1. Summit 7 public site. Services firm. No published CMMC software rate card on the pages reviewed. <https://www.summit7.us/>. Retrieved 2026-10-09.
2. CyberSheath public site. Services firm. No published CMMC software rate card on the pages reviewed. <https://www.cybersheath.com/>. Retrieved 2026-10-09.
3. C3 Integrated Solutions public site. Services firm. No published CMMC software rate card on the pages reviewed. <https://c3isolutions.com/>. Retrieved 2026-10-09.
4. Steel Root public site. Services firm. No published CMMC software rate card on the pages reviewed. <https://www.steelroot.us/>. Retrieved 2026-10-09.
5. Analog Informatics Corporation CMMC price list dated October 9, 2026: Level 1 \$1,788 Year 1 and Level 2 \$19,800 Year 1 with the 2026 startup waiver.

About This Comparison

Competitor information comes from the public sources listed above and was collected on October 9, 2026. Those firms sell services. This page does not invent a software price for them. Confirm current terms with each firm before you buy. AIC prices are list prices from the AIC CMMC price list dated October 9, 2026.

Summit 7, CyberSheath, C3 Integrated Solutions, and Steel Root are trademarks of their owners. AIC is not affiliated with or endorsed by them.

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