



Analog Informatics™
Corporation

AIC vs BeyondTrust

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Head-to-head Privileged Access Management (PAM): Analog Informatics Corporation (AIC) versus BeyondTrust Password Safe. CMMC kit gaps are on BeyondTrust alternatives.

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

At a Glance

Criterion	AIC Privileged Access	BeyondTrust Password Safe Named User Cloud	Winner
Published per user per month	\$89	\$131.67 (\$1,580 per year) [1]	AIC
5 users, 12 months	\$5,340	\$7,900 [1]	AIC
Recorded remote sessions	Included in the AIC session module	Separate Privileged Remote Access product, \$2,070 per listed unit per year [1]	AIC on one SKU versus two
Per-asset meter	Extra systems \$14 per system per month on AIC Privileged Access	Password Safe Cloud \$183 per asset per year [1]	Different meters. See notes
Published partner residual	20% later year [2]	Unpublished [3]	AIC
Co-delivery of services	AIC does not take the services [2]	Co-delivery and professional services [4]	AIC for a partner who keeps the work

The GSA list is dated 2023. Confirm current BeyondTrust terms.

Pricing

Product	Published Price	Source
AIC Privileged Access	\$89 per privileged user per month	AIC CMMC price list, 2026-10-09
Password Safe Named User Cloud	\$1,580 per user per year	GSA / Carahsoft 2023 [1]
Password Safe Cloud, per asset	\$183 per asset per year	GSA / Carahsoft 2023 [1]
Privileged Remote Access Cloud	\$2,070 per listed unit per year	GSA / Carahsoft 2023 [1]

AIC Enterprise Privilege Suite™ is priced by quote.

Where BeyondTrust Fits

BeyondTrust fits organizations that already run Password Safe or Privileged Remote Access and will buy CMMC email, training, and evidence as other products.

Questions Buyers Ask

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

Is session recording included? On BeyondTrust, Privileged Remote Access is a separate listed product [1]. AIC includes brokered SSH, RDP, and VNC sessions in the PAM module.

[All PAM comparisons](#) | [CMMC BeyondTrust page](#) | [Request a demo](#)

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.
2. Analog Informatics Corporation MSP Agreement and Reseller Agreement, Fee Schedule (Section 4.9). Price list dated 2026-10-09.
3. BeyondTrust enhanced partner program: no percent published.
<https://www.beyondtrust.com/press/beyondtrust-enhanced-partner-program->

simplifies-incentives-and-enables-partners-to-maximize-profits. Retrieved 2026-10-09.

4. BeyondTrust PartnerTrust co-delivery, May 17, 2023.

<https://www.beyondtrust.com/press/beyondtrust-enhances-its-partner-program-to-support-better-enablement-greater-engagement-and-simplified-processes>.

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. This information is not guaranteed to be accurate or complete. Confirm current terms with each vendor before you buy. AIC Privileged Access prices are list prices from the AIC CMMC price list dated October 9, 2026. AIC Enterprise Privilege Suite™ is priced by quote.

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