Analog Informatics™ Corporation

Partners

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Analog Informatics Corporation (AIC) is partner friendly. We work with Managed Service Providers (MSPs), resellers, independent software vendors (ISVs), technology partners, and implementation and migration service providers. We work with the partners our customers already use. We do not ask a customer to replace a trusted partner to use AIC products.

Independent C3PAOs and auditors across the frameworks we support can use our evidence-review resources. Our directory will help customers contact assessment organizations and identify the services each provides.

We partner in the United States and internationally. The product ships with 18 language packs, and the website maps **AIC Enterprise Privilege Suite™** to United States and international standards, so a partner can sell and deliver in its own market. See International partners.

Build a Practice Around Privileged Access

Every regulated customer has to control its administrator accounts. Cybersecurity Maturity Model Certification (CMMC), National Institute of Standards and Technology (NIST) SP 800-53, and other frameworks ask for least privilege, separate administrator accounts, logged privileged functions, and multifactor authentication. Those are privileged access controls.

Many service providers know networks, email, and compliance documentation. Fewer know the privileged access market, and their customers still need it. Analog Informatics Corporation (AIC) puts privileged access, assessment evidence, and workforce training records into one product family, and we teach your team to sell it and run it.

One Platform

Privileged identity, privileged access, governance, and assessment evidence for cloud, on-premises, enclave, and air-gapped sites.

Published Prices

Quote a customer from published price lists.

45 Sourced Comparisons

Answer the Competitor question with dated, footnoted facts.

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Our Commercial Partners Sell and Deliver Two Products

- **AIC Enterprise Privilege Suite™** - Privileged Identity Management (PIM), Privileged Access Management (PAM), Privileged User Management (PUM), governance, audit, and compliance evidence.
- **AIC CMMC Complete™** - Level 1, Level 2, and Level 3 kits for the Cybersecurity Maturity Model Certification (CMMC).

Partner Types

Managed Service Provider

Operates **AIC Enterprise Privilege Suite™** or **AIC CMMC Complete™** for its customers, inside each customer boundary

Managed Service Providers

Reseller

Quotes and sells **AIC Enterprise Privilege Suite™** and **AIC CMMC Complete™** to its customers

Resellers

Technology partner and ISV

Connects its product to **AIC Enterprise Privilege Suite™**, or builds AIC into its own offer

Technology partners and ISVs

Implementation and migration service provider

Implements security controls, remediates findings, supports readiness, and prepares evidence under customer-authorized permissions; independent audit sign-off is a separate responsibility.

Service providers

International partner

Sells and delivers outside the United States in the local language

International partners

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C3PAO

Independently assesses customers and reviews evidence, with assessor resources and customer introductions.

C3PAO partners

C3PAO participation is an independent assessment relationship. The reseller and MSP sales benefits below describe commercial partner roles.

Why Partners Choose AIC

- **Marketing that brings you customers.** AIC exhibits at national and local cybersecurity and industry shows. Partners join our booth at most events at no cost. We pass the leads we collect to partners by the regions and industry segments they serve, and we meet with those customers together. See Events.
- **Listed in the AIC Partner Directory.** Your company, services, and website.
- **Free demo sites and Not For Resale (NFR) copies.** Use a free AIC-hosted demo site, or host your own NFR instance on your machines or in Microsoft Azure Commercial Cloud. Partners receive NFR (not-for-resale), internal-only, non-production licenses for all products and versions, for training and demonstration purposes only.
- **Margin on sales and renewals.** Partner discounts on every new sale and every renewal. Discounts depend on the order, registration, billing arrangement, and renewal terms. See Partner Commercial Terms.
- **Our sales team on your calls.** AIC sales engineers and sales staff join your calls with customers. Unlimited partner support requests, with escalation to the engineers who build the product.
- **Free online training.** For partners and customers, from what Privileged Identity Management (PIM) and Privileged Access Management (PAM) are to running AIC products.
- **Simple deal registration.** Register a customer opportunity in one short form.
- **Partners keep the customer relationship.** We work with the customer's existing reseller, Managed Service Provider (MSP), or service provider.
- **Localized product and content.** See Localization.

New to Privileged Access? Start Here

- What Is PAM?

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- What Is PIM?
- Industry Terms
- Partner Competitive Analysis
- Compare Privileged Access
- CMMC Competitive Analysis

A Long-Term Partner in Your Customer's Success

We need you and your customers to succeed with AIC. Bring us the complex use cases, difficult integrations, and operating problems that a feature checklist doesn't capture. We want to understand what the customer needs and work with you to make the technology useful in their environment.

If the product or its instructions fall short, tell us where. Feedback from customers and partners helps shape improvements. We aim to earn your confidence and recommendations through a working relationship that lasts.

Our products include guides, cookbooks, recipes, and training materials at no additional charge. Use that foundation to build repeatable services around continuous security and compliance: rotate credentials, review privileged sessions, repair supported configuration findings, verify rescans, and retain training attestations. That gives customers a practical alternative to recurring audit-preparation emergencies.

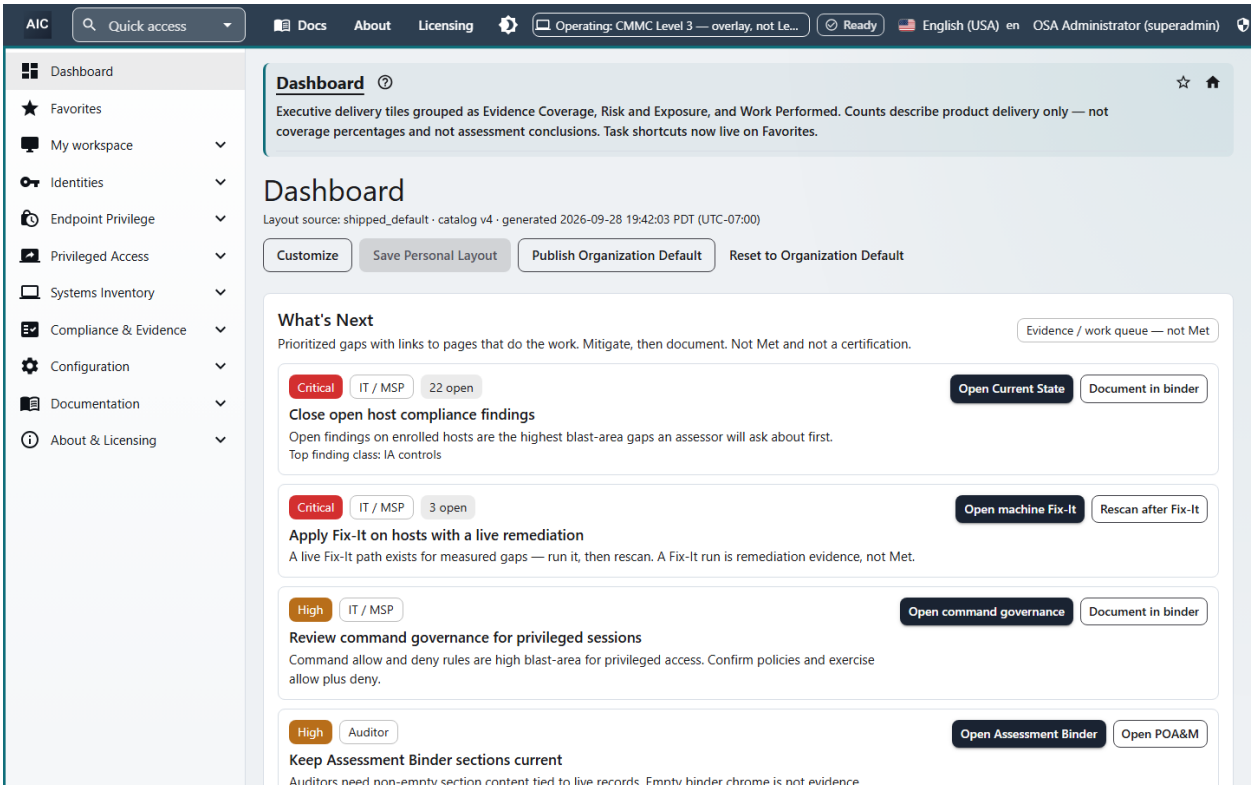
AIC is a member of MxD (Manufacturing x Digital), the National Center for Cybersecurity in Manufacturing. See About.

Partner Benefit: NFR Demo Instances

Use a free AIC-hosted demo site, or host your own Not For Resale (NFR) demo instance on your machines or in Microsoft Azure Commercial Cloud.

Partners receive NFR (not-for-resale), internal-only, non-production licenses for all products and versions, for training and demonstration purposes only.

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The dashboard puts the next security and compliance tasks first, with one click to the page that fixes each one.

Explore This Topic

- Integrated Security and GRC for MSPs and Partners
- GRC and Continuous Compliance
- Partner Benefits
- Register a Customer Opportunity

Become an AIC Partner

Tell us about your market, customers, and the partner role that fits your organization.

Become a Partner

CMMC Deployment Responsibilities

AIC CMMC Complete™ is customer-deployed commercial software. The client is responsible for deployment, configuration, and FCI/CUI data migration, typically with an MSP or qualified provider under the client's control. Analog Informatics does not manage the customer's CMMC systems.

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Auditor and Readiness Resources

For product orientation, evidence-review exercises, and independent assessor contacts, visit C3PAO Partners and Auditor Resources.

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