COMPETITIVE ANALYSIS

Analog Informatics vs. a DIY Microsoft 365 Environment - Competitive Analysis

Compare AIC with a DIY Microsoft 365 environment: credential controls, evidence, operating work and customer-run on-premises, cloud or air-gapped deployment.

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Analog Informatics Corporation

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Strengths and customer fit

Where AIC fits

Choose AIC when shared administrative credentials, repeatable configuration repairs and current assessment evidence consume the team’s time. Credential changes, approved sessions and technical findings can feed the same operating record while your team controls the installation.

Suitable customers: A small security team that needs repeatable privileged controls and evidence, or a sensitive mission that requires customer-operated software inside a local or disconnected boundary.

Where the alternative fits

A capable internal team can reuse licenses, scripts and controls it already owns, choose specialist products and tailor workflows. That flexibility has value when the organization can maintain the integrations, recover failures and produce reliable evidence without depending on a workbook alone.

Suitable customers: An organization with an experienced engineering team, established tools and a tested operating design whose customization or existing investment makes continued internal integration worthwhile.

Who controls deployment and secrets?

Would you delegate control of your most sensitive systems and secrets without knowing who can administer them, where those people are located, and who is accountable for their actions?

AIC is installed where you choose and managed by you. Your organization controls who may use, retrieve or change its managed secrets. Choosing cloud or hybrid infrastructure does not require you to give an outside SaaS operator control of those decisions.

Run AIC on premises, in a cloud account you control, in a hybrid environment, or on air-gapped systems for sensitive missions. You choose where the software runs, who administers it and who may use, retrieve or change the secrets it manages. AIC has no standing access to your installation. Air-gapped deployments can be installed, licensed and updated without a network connection to AIC.

For sensitive work, the server's location is only part of the decision. Your organization chooses the people and approved providers that administer AIC, where they work and which secrets they may access. You control any support access you grant. Cloud infrastructure permissions, local identity services, audit storage, backups and recovery copies remain part of the deployment you choose.

A German operation can install and manage AIC in Germany, while a French operation does the same in France. Each country team can retain control of its secrets and decide which records it shares with the wider organization. This supports country-specific contracts and operating requirements. If a contract or policy requires particular records to stay in the country, include any logs, backups and recovery copies that contain those records.

Related AIC guidance: Air-gapped operation · Security and customer control · Hosting and operating responsibilities

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Deployment comparison

Management service

Analog Informatics: Customer-operated installable software; on-premises, customer-cloud or hybrid.

a DIY Microsoft 365 environment: A DIY environment can mix cloud subscriptions, installed software and internally operated processes. Its operating model is defined by the components and the people assigned to run them.

Customer hardware or cloud account

Analog Informatics: The customer chooses supported hardware or cloud systems and its approved administrators.

a DIY Microsoft 365 environment: Local components can run on your hardware or cloud accounts when their licenses and architecture allow it. Provider-operated Microsoft services retain their own service boundaries.

Disconnected mission

Analog Informatics: Air-gapped installation, licensing and updates without a network connection to AIC; local dependencies and transfer procedures remain part of the design.

a DIY Microsoft 365 environment: Local controls can be designed for disconnected work, but cloud services require their service connections. Demonstrate the complete isolated workflow, including licensing, updates, identity and recovery.

Secret and evidence custody

Analog Informatics: Customer-controlled installation and selected storage, including logs, recordings, exports and backups.

a DIY Microsoft 365 environment: Records can be distributed across Microsoft services, local tools, workbooks, shared folders and backups. Map each actual location and access path instead of assuming one system holds everything.

Support and operator access

Analog Informatics: The customer decides which administrators or approved providers get access and controls any support access it grants.

a DIY Microsoft 365 environment: Your administrators, selected providers and the operators of each cloud service may have different access. Document identities, permissions, support approvals and operator locations for every component.

Country-local operation

Analog Informatics: The customer can install and manage software in its selected country and include backups, support and recovery in the data map.

a DIY Microsoft 365 environment: Evaluate the exact service, operators, locations, record copies and support arrangement; do not infer access control from a provider address or cloud region alone.

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Provider independence

Analog Informatics: Retain usable exports, independent emergency access and tested backups; licensed operation still depends on an active license.

a DIY Microsoft 365 environment: Your organization retains its records only if its export, backup and recovery design works. Supplier contract changes can affect individual components; preserve independent access and a tested replacement path.

CQ01 · Alternatives and switching

What are the best alternatives to a DIY Microsoft 365 environment?

Analog Informatics: AIC is a strong shortlist choice when you need customer-deployed privileged security and continuous compliance across on-premises and cloud assets. Select alternatives by the job: operating controls, managed services, content collaboration or enterprise governance. A single universal winner would hide those differences.

a DIY Microsoft 365 environment: Use your present Microsoft tools, add an operating security platform such as AIC, or engage a provider to run an agreed design. Choose by the missing work, not the number of products.

AIC references: supported platforms · requirements mapping

CQ02 · Alternatives and switching

Which suppliers support alternatives to a DIY Microsoft 365 environment?

Analog Informatics: AIC competes with privileged-access platforms and overlapping security/GRC software, and with the software portion of CMMC enclave offerings. Infrastructure providers and independent assessors can also be partners in an AIC deployment; they are not interchangeable replacements.

a DIY Microsoft 365 environment: This is a delivery category rather than one supplier. Microsoft, specialist security vendors, internal engineers and service providers can supply different parts of the alternative design.

AIC references: supported platforms · requirements mapping

CQ03 · Alternatives and switching

How does AIC compare with a DIY Microsoft 365 environment?

Analog Informatics: For a DIY buyer, the replacement decision concerns specific scripts, controls and evidence work rather than the Microsoft subscription as a whole. AIC combines discovery and management of human and non-human identities with controlled access, automated collection, remediation and reporting. Passwords, SSH keys, certificates and API keys are in scope. Customers retain control of the deployed environment, credentials and evidence.

a DIY Microsoft 365 environment: A DIY design integrates selected licenses, scripts and processes. AIC supplies credential management, controlled administration and compliance evidence in one customer-operated platform; the customer still runs the environment.

AIC references: supported platforms · requirements mapping

CQ04 · Alternatives and switching

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Can AIC replace a DIY Microsoft 365 environment, or do I need both?

Analog Informatics: Replace overlapping functions after proving the required workload and preserving records. Retain a useful external GRC program, content service, cloud platform or MSP where it still does work you need. AIC can supply operational evidence to a wider program through supported interfaces and agreed mappings.

a DIY Microsoft 365 environment: Keep Microsoft services that perform required work. Replace an individual script, evidence tracker or security function only after AIC has demonstrated that job and preserved the records you need.

AIC references: supported platforms · requirements mapping

CQ05 · Alternatives and switching

Why would I switch from a DIY Microsoft 365 environment?

Analog Informatics: Switch when customer control, automated corrective action, privileged access or consolidation solves a demonstrated operating problem. A new logo alone is not a reason. Show the improvement on one real workflow before changing production access.

a DIY Microsoft 365 environment: Change when failed credential changes, unsupported scripts or manual evidence reconstruction create recurring work. Retain a successful internal design when AIC would not improve those outcomes.

AIC references: supported platforms · requirements mapping

CQ06 · Alternatives and switching

Is there a self-hosted alternative to a DIY Microsoft 365 environment?

Analog Informatics: Yes. AIC is commercial software deployed in your environment, on-premises or in your own cloud account. Its documented hosting options include disconnected deployments. Other vendors may also offer self-hosting; compare the actual edition.

a DIY Microsoft 365 environment: Yes. AIC is installable software. A DIY stack may also include self-hosted products; Microsoft cloud services and local components must be evaluated separately.

AIC references: supported platforms · requirements mapping

CQ07 · Alternatives and switching

Can I replace several security tools with one platform?

Analog Informatics: AIC can consolidate privileged credentials, access, configuration remediation and security-compliance evidence with built-in GRC. Package entitlements matter. Broader corporate governance, specialist collaboration and staffed services may remain separate purchases.

a DIY Microsoft 365 environment: You can combine tools yourself or consolidate overlapping functions into AIC. A spreadsheet does not perform a control, but it may remain useful for an organizational task with a named owner.

AIC references: supported platforms · requirements mapping

CQ08 · Alternatives and switching

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What will I lose-and gain-by switching?

Analog Informatics: You gain a customer-operated path from identity discovery through security action to evidence. You may give up vendor-specific connectors, hosted operations or governance features if you retire them. Inventory those dependencies and retain useful functions until the replacement is proven.

a DIY Microsoft 365 environment: DIY preserves customization and existing investment. AIC can reduce integration and corrective work. Retiring a tool can remove a connector or workflow, so test the replacement before removing it.

AIC references: supported platforms · requirements mapping

CQ09 · Capabilities and coverage

Does this solution solve my whole problem, or only part of it?

Analog Informatics: AIC supplies an integrated security platform and CMMC kits. People still own risk decisions, policies, physical practices and customer-specific operation. Choose the product and scope that cover your technical work; do not equate a software package with every organizational duty.

a DIY Microsoft 365 environment: No generic DIY list establishes complete coverage. Identify the actual controls, evidence records, people and dependencies in your design, then compare them with the selected AIC package.

AIC references: supported platforms · requirements mapping

CQ10 · Capabilities and coverage

Which features are included, and which require another product?

Analog Informatics: Enterprise packages and CMMC levels have different inclusions. The CMMC Level 2 list includes PIM, PAM, PUM, IGA, audit, secure sharing, training/attestation and application launch; Level 1 has a narrower scope. Enterprise audit/training entitlements vary by edition. Use the current product price list for the exact order.

a DIY Microsoft 365 environment: DIY includes what you actually license, build and maintain. Microsoft licenses, endpoint controls, monitoring, credential rotation and documentation are separate components unless the design explicitly integrates them.

AIC references: supported platforms · requirements mapping

CQ11 · Capabilities and coverage

Does it manage both on-premises and cloud systems?

Analog Informatics: Yes. AIC discovers and manages credentials on connected devices, applications, systems, websites and web services across on-premises and cloud environments. Integration kits support management of most on-premises and cloud systems and infrastructure. Customers retain control of the deployed platform, credentials and evidence.

a DIY Microsoft 365 environment: A DIY architecture can span on-premises and cloud systems. Each management tool still needs the required connectivity, permissions and supported operations for the targets it manages.

AIC references: supported platforms · requirements mapping

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CQ12 · Capabilities and coverage

Does it support Windows, Linux, network devices, and legacy systems?

Analog Informatics: AIC provides integration kits to manage most on-premises and cloud systems and infrastructure. Documented targets include Windows, Linux/Unix/macOS, AD/LDAP, databases, cloud identities, Cisco, ESXi and management controllers, with browser automation and scripts extending integration to websites, web services and other systems. Match the integration kit and supported operations to the specific device, application, version and protocol.

a DIY Microsoft 365 environment: Support depends on the selected tools and scripts. Test the exact Windows, Linux, network-device and older-application operations; a Microsoft productivity license does not establish that coverage.

AIC references: supported platforms · requirements mapping

CQ13 · Capabilities and coverage

Does it discover accounts and credentials I don’t know about?

Analog Informatics: Yes. AIC discovers human and non-human accounts and credentials across connected devices, applications, systems, websites and web services, on-premises and in cloud environments. Integration kits connect discovery and credential management to the target systems. Review discovered ownership and dependencies before applying changes.

a DIY Microsoft 365 environment: Only if your selected discovery tools or scripts search those sources. Compare their findings with known service accounts, dormant accounts and embedded credentials before considering the inventory complete.

AIC references: supported platforms · requirements mapping

CQ14 · Capabilities and coverage

Does it manage non-human identities, service accounts, and AI-agent credentials?

Analog Informatics: Yes. AIC manages non-human identities and their credentials alongside human identities. For an AI agent, identify its actual account, API key or certificate and its target service. Managing that identity is distinct from claiming a native connector to every AI runtime.

a DIY Microsoft 365 environment: Only if the design manages those identities and their credentials. Identify the application account, key or certificate for each service and AI workload, along with its owner and recovery procedure.

AIC references: supported platforms · requirements mapping

CQ15 · Capabilities and coverage

Can it manage passwords, SSH keys, certificates, and API keys?

Analog Informatics: Yes. Current capabilities include passwords, SSH keys, certificates and API keys. Verify lifecycle operations against each target-for example issuance, rotation, revocation and dependent application updates-rather than assuming every credential type uses the same mechanism.

a DIY Microsoft 365 environment: Different tools may manage passwords, SSH keys, certificates and API keys. Document who issues, rotates, revokes and propagates each type rather than treating an inventory row as lifecycle management.

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AIC references: supported platforms · requirements mapping

CQ16 · Capabilities and coverage

Does it fix problems automatically, or just tell me they exist?

Analog Informatics: AIC automates discovery, collection, remediation and reporting. Mitigations can run automatically or be surfaced for an administrator to resolve manually. Initial deployment generates a blast-radius report; the administrator can address one finding or all findings at their own pace. Exceptions generate real-time events, including email and text notifications.

a DIY Microsoft 365 environment: Automation is whatever your team builds or buys. A workbook can record a finding; a tool or approved procedure must make the correction and verify the outcome.

AIC references: supported platforms · requirements mapping

CQ17 · Capabilities and coverage

Does it provide controlled access without exposing credentials?

Analog Informatics: Yes. PAM supplies controlled sessions without disclosing the target credential to the user. PIM can provide approved credential access when that is the required workflow. Test the selected protocol, recording and emergency-access path.

a DIY Microsoft 365 environment: A broker, vault, session tool or equivalent control is required for access without disclosing target credentials. Shared passwords copied from a workbook do not provide that behavior.

AIC references: supported platforms · requirements mapping

CQ18 · Capabilities and coverage

Can it remove standing privileges and expire approved access automatically?

Analog Informatics: Approved, limited-time access and expiry are part of the privileged-access workflow. Use named people, specified targets, purpose and duration instead of shared standing administration. Test revocation at the target and termination of an already-open session for the chosen protocol.

a DIY Microsoft 365 environment: That depends on the selected identity and elevation controls. Exercise an approved request through expiration, including an existing session and emergency access, rather than relying on a policy statement.

AIC references: supported platforms · requirements mapping

CQ19 · Deployment and customer control

Is it SaaS, self-hosted software, or a managed service?

Analog Informatics: AIC supplies customer-deployed commercial software. The customer or its selected provider operates it. Do not price that as though AIC were also supplying a staffed managed security operation.

a DIY Microsoft 365 environment: A DIY environment can mix cloud subscriptions, installed software and internally operated processes. Its operating model is defined by the components and the people assigned to run them.

AIC references: air gapped · security · shared responsibility

CQ20 · Deployment and customer control

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Can I run it on my own hardware or in my own cloud account?

Analog Informatics: Yes. Deploy on customer hardware or supported VMs in the customer's cloud account. The platform documentation distinguishes server hosting from credential-management targets; cloud hosting remains subject to the selected infrastructure and contract requirements.

a DIY Microsoft 365 environment: Local components can run on your hardware or cloud accounts when their licenses and architecture allow it. Provider-operated Microsoft services retain their own service boundaries.

AIC references: air gapped · security · shared responsibility

CQ21 · Deployment and customer control

Can it operate in an air-gapped or disconnected environment?

Analog Informatics: Run AIC on premises, in a cloud account you control, in a hybrid environment, or on air-gapped systems for sensitive missions. You choose where the software runs, who administers it and who may use, retrieve or change the secrets it manages. AIC has no standing access to your installation. Air-gapped deployments can be installed, licensed and updated without a network connection to AIC. Design the local identity, time, recovery and approved transfer procedures for that mission. External notifications and integrations need their own permitted communication paths.

a DIY Microsoft 365 environment: Local controls can be designed for disconnected work, but cloud services require their service connections. Demonstrate the complete isolated workflow, including licensing, updates, identity and recovery.

AIC references: air gapped · security · shared responsibility

CQ22 · Deployment and customer control

Where are my credentials, logs, and compliance evidence stored?

Analog Informatics: Credentials and compliance evidence reside in the customer-deployed environment and its chosen storage/backup architecture. Include replicated logs, exports and backups in the data map. Customer deployment does not automatically determine every external notification or integration destination.

a DIY Microsoft 365 environment: Records can be distributed across Microsoft services, local tools, workbooks, shared folders and backups. Map each actual location and access path instead of assuming one system holds everything.

AIC references: air gapped · security · shared responsibility

CQ23 · Deployment and customer control

Who can access my data-including the vendor and its support staff?

Analog Informatics: Access is assigned to customer-authorized roles and delegated operators. Establish named administrators, scoped reviewer access and approval for support sessions. The support-access method depends on the deployment; configure and record it rather than granting standing administrative access by default.

a DIY Microsoft 365 environment: Your administrators, selected providers and the operators of each cloud service may have different access. Document identities, permissions, support approvals and operator locations for every component.

AIC references: air gapped · security · shared responsibility

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CQ24 · Deployment and customer control

Can I control retention, export my records, and leave without losing evidence?

Analog Informatics: Customers can export credentials, audit logs and compliance evidence in usable formats. Documented evidence outputs include binder PDF and OSCAL. Data can still be exported from an installation after its license expires, although licensed operation stops. Include the required export formats, backups and retention settings in the exit plan.

a DIY Microsoft 365 environment: Export and retention depend on each product and your own procedures. Exercise a usable export and restoration before canceling a subscription or removing an internally maintained tool.

AIC references: air gapped · security · shared responsibility

CQ25 · Deployment and customer control

Can my MSP operate it while I retain control?

Analog Informatics: Yes. The customer can select an MSP or qualified provider to operate the software while retaining control of the environment. Give the operator scoped access and retain customer oversight of approvals, records and recovery.

a DIY Microsoft 365 environment: Yes, if the contracts and technical roles give your provider appropriate access. Keep customer-owned administration, records and emergency recovery rather than making one provider’s account the only route in.

AIC references: air gapped · security · shared responsibility

CQ26 · Deployment and customer control

What happens if the vendor’s service is unavailable?

Analog Informatics: Credential and session services can remain available during Internet or license-service outages in a supported customer-deployed configuration. Local infrastructure and identity dependencies must remain available; external email/text delivery needs a working communication path. A temporary connectivity outage is different from license expiry: operation stops when the license expires, while data export remains available.

a DIY Microsoft 365 environment: An outage affects the components that depend on that supplier. Test local administration and recovery separately from Microsoft cloud access, email delivery and external identity services.

AIC references: air gapped · security · shared responsibility

CQ27 · CMMC and continuous compliance

Do I need a full enclave, or will secure email and document sharing be enough?

Analog Informatics: Follow the FCI/CUI data flow. Email/files alone do not address an application, engineering workstation or machine that processes the data outside that boundary. AIC offers customer-deployed enclave and broader privileged-security functions; select the boundary around the actual work.

a DIY Microsoft 365 environment: The required boundary follows the work involving FCI or CUI. Email and document sharing may be only part of that work; applications, endpoints, administration and evidence must also be addressed.

AIC references: supported platforms · requirements mapping

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CQ28 · CMMC and continuous compliance

Which CMMC requirements does the software perform, assist with, or document?

Analog Informatics: AIC's requirement-level mapping distinguishes controls the kit performs, activities it assists and evidence it records. Privileged access, credential management, automated collection and remediation operate within the selected package; management decisions and organizational procedures remain assigned to people. Use the level-specific mapping for each assessment objective.

a DIY Microsoft 365 environment: There is no standard DIY control implementation. Map each actual product and procedure to the applicable requirements and identify inherited, performed, assisted and organizational work.

AIC references: supported platforms · requirements mapping

CQ29 · CMMC and continuous compliance

What remains my responsibility or my MSP's responsibility?

Analog Informatics: The customer and chosen MSP handle deployment configuration, FCI/CUI migration, operation, exceptions and organizational practices. Management owns risk decisions. AIC supplies software and its documented capabilities; professional assessment is a separate role.

a DIY Microsoft 365 environment: Your organization owns the architecture, configuration, account review, incident response, policies, physical practices and evidence quality unless a specific provider contract assigns a task elsewhere.

AIC references: supported platforms · requirements mapping

CQ30 · CMMC and continuous compliance

Does it continuously collect evidence, or will we still gather screenshots before an assessment?

Analog Informatics: Automated collection and reporting are current AIC capabilities. Keep control evidence current as the environment operates. Organizational interviews, policy decisions and physical procedures still need their own records; the goal is to stop reconstructing technical evidence before every review.

a DIY Microsoft 365 environment: Only configured connectors, logs and scheduled collection provide recurring evidence. A manually updated workbook does not demonstrate that a control kept running between reviews.

AIC references: supported platforms · requirements mapping

CQ31 · CMMC and continuous compliance

Can it detect drift and remediate problems between assessments?

Analog Informatics: Yes. Continuous discovery and remediation are the operating model, with real-time exception events and automated reporting. Define the checks, permitted corrections and exception owners for the deployed scope.

a DIY Microsoft 365 environment: Drift detection and repair require configured monitoring and an approved correction process. Show a deliberate configuration change being detected, repaired and recorded on a representative system.

AIC references: supported platforms · requirements mapping

CQ32 · CMMC and continuous compliance

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Does it track training, attestations, access approvals, and corrective actions?

Analog Informatics: AIC has training assignments, attestations and attempt records, privileged approval workflows, risk records and corrective evidence. Match package entitlements and the deployed workflow; do not substitute a training record for evidence that a person understood and followed a procedure.

a DIY Microsoft 365 environment: Your chosen systems must provide each workflow. A training completion entry, an access approval and a corrective-action record need attributable owners, dates and the relevant version or change.

AIC references: supported platforms · requirements mapping

CQ33 · CMMC and continuous compliance

Can auditors review current evidence without disrupting IT?

Analog Informatics: AIC provides engagement/evidence workflows and controlled disclosure to reviewers. Prepare scoped access and current reports so IT does not repeat data collection for every request. Auditors still decide what additional evidence they need.

a DIY Microsoft 365 environment: Reviewers can use exported records or scoped access to the selected systems. Organize the evidence and permissions so an assessment does not require administrators to recreate every technical event.

AIC references: supported platforms · requirements mapping

CQ34 · CMMC and continuous compliance

Can it support multiple frameworks without duplicating work?

Analog Informatics: AIC has framework mappings, assessments, control history and evidence records across multiple standards. Reuse a record where its scope and time period support the relevant control; a framework’s presence in a catalog is not equal automation of every requirement.

a DIY Microsoft 365 environment: A DIY team can reuse control records across frameworks through its own mappings. Maintain the shared source evidence and document where framework-specific interpretation or additional work differs.

AIC references: supported platforms · requirements mapping

CQ35 · CMMC and continuous compliance

Can it replace our security-focused GRC tool or feed our existing GRC system?

Analog Informatics: Both approaches are possible. AIC’s own GRC can serve a defined security-compliance scope, while supported exports and event interfaces feed a larger enterprise GRC program. Agree identifiers, fields, retention and ownership before claiming a particular integration is turnkey.

a DIY Microsoft 365 environment: Your design can retain a GRC system or feed one through supported integrations. A collection of exports is not automatically a maintained mapping, and a security tool does not necessarily replace corporate governance.

AIC references: supported platforms · requirements mapping

CQ36 · Cost and value

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What is the total cost-not just the advertised subscription?

Analog Informatics: Total cost includes the selected AIC license, infrastructure, third-party licenses, implementation, operating labor, backups and independent assessment. Published AIC prices remain on the product pricing pages. Compare equal workloads and responsibilities rather than software price against a staffed service.

a DIY Microsoft 365 environment: Include existing licenses, new tools, internal engineering, recurring operation, backups, support, assessment preparation and transition costs. A low software invoice does not establish a low operating cost.

AIC references: pricing · pricing

CQ37 · Cost and value

Is pricing based on users, administrators, identities, systems, or usage?

Analog Informatics: AIC licenses by systems, applications and users, with product-specific package allowances. Counts of human and non-human identities, accounts or credentials do not determine license counts or pricing. Use the current product price list for the applicable meters and entitlements.

a DIY Microsoft 365 environment: Each selected product has its own licensing units. Count the actual Microsoft users and any systems, administrators, usage or storage measured by the other tools; there is no category-wide unit.

AIC references: pricing · pricing

CQ38 · Cost and value

Are non-human identities charged separately?

Analog Informatics: Human and non-human account counts are not used for AIC license counts or pricing. Passwords, SSH keys, certificates and API keys do not introduce a per-identity charge. Licensed systems, applications and users still determine the selected package and capacity.

a DIY Microsoft 365 environment: That depends on the relevant identity and security products. Document treatment of service accounts, application identities, API calls and certificates in the quote rather than extrapolating from employee seats.

AIC references: pricing · pricing

CQ39 · Cost and value

What costs extra: connectors, reporting, storage, support, or audit access?

Analog Informatics: Enterprise editions and CMMC packages have different allowances for functions and capacity. Free best-effort support is available to all customers; a guaranteed support SLA requires an enterprise support agreement. Infrastructure, third-party software and provider services are separate. Use the current order and price list for exact inclusions.

a DIY Microsoft 365 environment: Connectors, storage, premium support and assessment services may be separate purchases. Internal development and maintenance also consume resources even when no external invoice identifies them.

AIC references: pricing · pricing

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CQ40 · Cost and value

What infrastructure and third-party licenses will I need?

Analog Informatics: Supply supported compute, storage, backup, networking and the operating-system/application licenses the design uses. Customer-cloud deployments incur that provider's charges. Include resilient administration and independent recovery access, not only the minimum server specification.

a DIY Microsoft 365 environment: Supply the infrastructure and operating-system, application and security licenses used by your architecture. Keep cloud infrastructure charges separate from the licenses and labor that operate the controls.

AIC references: pricing · pricing

CQ41 · Cost and value

How much staff time does it take to operate?

Analog Informatics: Automation reduces repeated collection, reporting and corrective work, but there is no verified universal staffing figure for an AIC deployment. Measure setup effort and recurring exception/review time in a representative pilot, including the systems automation cannot reach.

a DIY Microsoft 365 environment: The organization must maintain integrations, handle exceptions, update tools and preserve evidence. Measure routine operation and a failed change; no universal staffing figure applies to a DIY design.

AIC references: pricing · pricing

CQ42 · Cost and value

Which manual tasks and existing subscriptions could it eliminate?

Analog Informatics: Candidates include manual credential inventories, repeated rotation work, screenshot collection, evidence assembly and overlapping security/GRC subscriptions. Retire a tool only after its required workflows, records and integrations have been reproduced or deliberately retained elsewhere.

a DIY Microsoft 365 environment: Reusable automation may eliminate repeated inventories, password changes and evidence copying. It can also create maintenance work, so measure the exception rate and support effort before retiring another product.

AIC references: pricing · pricing

CQ43 · Cost and value

How do costs change as the company grows?

Analog Informatics: Growth changes licensed systems, applications and users, infrastructure, evidence retention and operating effort. Human and non-human account counts do not drive AIC licensing. Apply the selected package allowances to the forecast and include infrastructure and operating costs.

a DIY Microsoft 365 environment: Growth changes user and infrastructure licenses, storage, evidence volume and the work required to keep integrations reliable. Forecast the actual architecture rather than multiplying one advertised seat price.

AIC references: pricing · pricing

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CQ44 · Cost and value

For hosted VDI, what compute, storage, performance, and usage limits apply?

Analog Informatics: AIC software is not a vendor-hosted VDI seat with a universal CPU/RAM allowance. The customer selects infrastructure capacity. For a marketplace instance or secure-enclave offer, size compute, storage, concurrency, GPU needs and cloud consumption against the actual workload.

a DIY Microsoft 365 environment: There is no standard DIY virtual-desktop specification. If your design includes VDI, price its actual compute, storage, application performance, concurrency, support and consumption limits.

AIC references: pricing · pricing

CQ45 · Implementation and migration

Can it work with our existing environment, or must we start over?

Analog Informatics: Both. AIC discovers and remediates issues in existing brownfield environments and generates greenfield enclaves. Initial deployment produces a blast-radius report so the administrator can fix one finding or all findings at their own pace. Existing business applications do not all have to move into a new hosted desktop.

a DIY Microsoft 365 environment: Usually the existing environment is the starting point. Identify which controls and records stay, which integrations change and where an AIC pilot would run without disturbing everyday services.

AIC references: supported platforms · requirements mapping

CQ46 · Implementation and migration

How quickly can we deploy a new enclave?

Analog Informatics: AIC can generate greenfield enclaves in minutes. That describes enclave generation, not the time to migrate data, integrate every application, train staff or complete an organizational assessment. Scope those subsequent tasks explicitly.

a DIY Microsoft 365 environment: Deployment duration depends on the starting configuration, staff availability, data movement and required controls. Measure readiness through a working access and recovery scenario; a tenant purchase alone is not deployment.

AIC references: supported platforms · requirements mapping

CQ47 · Implementation and migration

How long does it take to discover and secure existing systems?

Analog Informatics: No universal time is established for an entire environment. Discovery reachability, account access, dependencies, change windows and the number of exceptions affect the work. Run a measured sample and scale the plan from its findings.

a DIY Microsoft 365 environment: Discovery speed depends on reachable sources and permissions. Securing an account also requires dependency review, a successful change and verified operation of the applications that use it.

AIC references: supported platforms · requirements mapping

CQ48 · Implementation and migration

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Can we introduce it gradually without interrupting operations?

Analog Informatics: Begin with the initial blast-radius report and choose which findings to address first. Administrators can remediate one finding or all findings at their own pace, using automatic mitigation or manual action. Use change windows, dependency checks and recovery plans to bring an existing environment under control in stages.

a DIY Microsoft 365 environment: Yes. Introduce a defined tool or workflow for a selected group, preserve current access and test recovery. Avoid having two schedules rotate the same credential independently.

AIC references: supported platforms · requirements mapping

CQ49 · Implementation and migration

How do we migrate credentials, policies, and evidence?

Analog Informatics: Inventory credentials and dependencies; map policies; export and preserve historical evidence; pilot import/rotation and reviewer access; then retire old access in stages. Verify export formats and recovery before the change. CMMC data migration belongs to the customer or chosen provider.

a DIY Microsoft 365 environment: Migration is component-specific. Inventory the accounts, policies and records, map their formats and permissions, test an import and retain an independently readable copy before retiring the source.

AIC references: supported platforms · requirements mapping

CQ50 · Implementation and migration

Who handles configuration, migration, and ongoing operations?

Analog Informatics: The customer or its MSP/qualified provider configures, migrates and operates the environment. AIC supplies commercial software and product guidance. Allocate monitoring, backup, update and exception duties to named owners.

a DIY Microsoft 365 environment: Your employees or contracted provider perform the work assigned in the project plan. A software purchase does not automatically transfer responsibility for configuration, migration or ongoing operation.

AIC references: supported platforms · requirements mapping

CQ51 · Implementation and migration

What training, deployment guides, and support are included?

Analog Informatics: All customers receive free best-effort support without a guaranteed SLA. Non-enterprise email support typically responds within 24-72 hours. Purchased enterprise support agreements provide a four-hour response commitment, 24 hours a day, seven days a week; this is a response commitment, not a resolution deadline. Guides, cookbooks, recipes and training materials are included with the products. AIC recommends the customer’s existing MSP or service provider for direct operational support.

a DIY Microsoft 365 environment: Training and support come from each supplier and your internal documentation. Specify who can repair a failed integration and support an isolated site after the original developer is unavailable.

AIC references: supported platforms · requirements mapping

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CQ52 · Implementation and migration

Can we test it on our own systems before committing?

Analog Informatics: AIC offers a free 30-day trial of every product. Use the trial to test discovery, controlled access, remediation, evidence exports and exception handling on representative systems. Agree authorized targets and success criteria before connecting production assets.

a DIY Microsoft 365 environment: Use a representative pilot with permitted test accounts and real target types. Evaluate routine access, a failed change, evidence export and recovery before committing the wider organization.

AIC references: supported platforms · requirements mapping

CQ53 · Vendor credibility and fit

Who supplies and supports this type of environment?

Analog Informatics: Analog Informatics Corporation develops AIC Enterprise Privilege Suite and AIC CMMC Complete. Our cybersecurity experience spans decades. A company founding date is not established in these source materials; discuss the team’s relevant deployment experience and request references for your environment.

a DIY Microsoft 365 environment: There is no single DIY company or support history. Assess Microsoft and each supplier separately, plus the organization’s ability to maintain its own scripts, documentation and incident coverage.

AIC references: supported platforms · requirements mapping

CQ54 · Vendor credibility and fit

Does it understand organizations like ours?

Analog Informatics: Evaluate AIC against your actual operating problem: shared administration, non-human credentials, brownfield remediation, enclave deployment or current audit evidence. Bring the relevant architecture and constraints to the demonstration; a sector label alone is not proof of fit.

a DIY Microsoft 365 environment: Your own team knows the business, but specialist deployment and control expertise still matters. Test the actual workflow and staffing constraints rather than treating internal ownership as proof of readiness.

AIC references: supported platforms · requirements mapping

CQ55 · Vendor credibility and fit

Can it demonstrate our specific use case?

Analog Informatics: Use one real scenario: discover an identity, approve limited access, perform a correction, verify it, then inspect the resulting evidence and exception notification. Include one on-premises and one cloud target where both matter to the purchase.

a DIY Microsoft 365 environment: Yes, through a pilot of your actual design. Include a shared service credential, an approved administrative session, a configuration repair and the evidence available afterward.

AIC references: supported platforms · requirements mapping

CQ56 · Vendor credibility and fit

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What do customers say about reliability and support?

Analog Informatics: No independently verified customer reliability or support measurements are supplied here. Request a customer reference with comparable scale and deployment constraints, and evaluate it alongside the support agreement.

a DIY Microsoft 365 environment: Use internal incident and change records plus references for the selected products. This comparison supplies no independent reliability or customer-satisfaction measurement for your particular DIY design.

AIC references: supported platforms · requirements mapping

CQ57 · Vendor credibility and fit

What are its limitations?

Analog Informatics: Product/package coverage, supported targets and operational dependencies define the boundary. Broad SaaS connector parity, universal bidirectional GRC integration, a full LMS and every financial-risk function have not been established. Customer control does not eliminate licensing, backup or operating obligations.

a DIY Microsoft 365 environment: The limits are the selected products, supported targets, integration quality and staffing. Document manual dependencies and single-person knowledge instead of treating every possible script as a maintained capability.

AIC references: supported platforms · requirements mapping

CQ58 · Vendor credibility and fit

Which capabilities are available today, and which are roadmap items?

Analog Informatics: Use the released functions and entitlements of the selected AIC product and CMMC level for a purchase today. AIC’s broader platform includes PIM, PAM, PUM, IGA, GRC, CLM and CIAM. Competing features remain within future development scope without a commitment to a particular feature or release date.

a DIY Microsoft 365 environment: Only functions installed, configured and demonstrated in your environment are available today. A planned script, future Microsoft feature or proposed integration remains future work until released and verified.

AIC references: supported platforms · requirements mapping

CQ59 · Vendor credibility and fit

How does it handle vulnerabilities and security updates?

Analog Informatics: Vulnerability notification considers severity, likelihood, impact and which customers may be affected. AIC generally responds within 24 hours to a severe vulnerability report and typically has a mitigation within 24 hours of notice. These are typical best-effort practices, not guaranteed mitigation deadlines; the specific issue determines the work required. Customers and their providers incorporate mitigations and updates into their controlled operating process, including offline deployments.

a DIY Microsoft 365 environment: Each supplier issues its own updates; your team coordinates their application and tests compatibility. Include the approved transfer and verification procedure for disconnected systems.

AIC references: security

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CQ60 · Vendor credibility and fit

Will it work with our existing vendors and service providers?

Analog Informatics: AIC works alongside Microsoft, existing infrastructure, MSPs and external GRC using supported integrations and exports. Agree the version, fields, permissions and operating responsibilities for each connection.

a DIY Microsoft 365 environment: Compatibility depends on each integration, version, permission and provider role. Trace one change and its evidence across the proposed systems rather than assuming a shared vendor name makes them work together.

AIC references: supported platforms · requirements mapping

CQ61 · Vendor credibility and fit

What happens to our deployment if the vendor is acquired or changes direction?

Analog Informatics: Customers retain control of their deployed environment, credentials and evidence. AIC software stops operating when its license expires, but data can still be exported from the expired installation. Customer deployment does not mean perpetual licensed operation. Maintain tested backups and independent emergency access, and include exports in the exit plan.

a DIY Microsoft 365 environment: Your organization retains its records only if its export, backup and recovery design works. Supplier contract changes can affect individual components; preserve independent access and a tested replacement path.

AIC references: supported platforms · requirements mapping

Sources and scope

Deployment and customer-control statements reflect the product owner’s November 20, 2026 instructions and AIC’s documented deployment model. The alternative is a category rather than one standardized product or contract. Specific unverified service terms and implementation details are identified in the answers.

- https://analoginfo.com/supported-platforms
- https://analoginfo.com/cmmc/pricing
- https://analoginfo.com/cmmc/requirements-mapping
- https://analoginfo.com/security
- https://analoginfo.com/air-gapped
- https://analoginfo.com/shared-responsibility
- https://analoginfo.com/cmmc/compare/microsoft-gcc-high
- https://analoginfo.com/cmmc/compare/aws-govcloud

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