

CMMC

Cybersecurity Maturity Model Certification



The Most Important Regulation for 2020

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- What is CMMC (Cybersecurity Maturity Model Certification)
- Which agencies are requiring the standards
- Do I need it for my business
- Which companies are required to have it
- If I'm a subcontractor, will I need to have CMMC
- When will I need to have CMMC in place
- Is there a grace period or is it optional for small businesses
- How do I leverage this program to help me win more contracts
- Where can I get help to implement CMMC
- Sneak peek into the upcoming class: Contracting Trends for Government Contractors





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WHO IS REQUIRING CMMC?

- Department of Defense
- The Office of the Under Secretary of Defense for Acquisition and Sustainment (OUSD(A&S)) recognizes that security is foundational to acquisition and **SHOULD NOT** be traded along with cost, schedule, and performance moving forward.
- DoD will work with the Defense Industrial Base (DIB) sector to enhance the protection of controlled unclassified information (CUI) within the supply chain.



WHAT IS CMMC?

- **CMMC stands for “Cybersecurity Maturity Model Certification”.**
- **The CMMC will encompass multiple maturity levels that ranges from “Basic Cybersecurity Hygiene” to “Advanced”.**
- **CMMC level requirement will be in RFP sections L and M and use as a “go / no go decision.”**

What is CMMC?

- CMMC builds upon existing regulations
- DFARS 252.204-7012 & NIST SP 800-171
- Unlike NIST 800-171, the CMMC will **NOT** contain a self-attestation component

CMMC 5 LEVELS

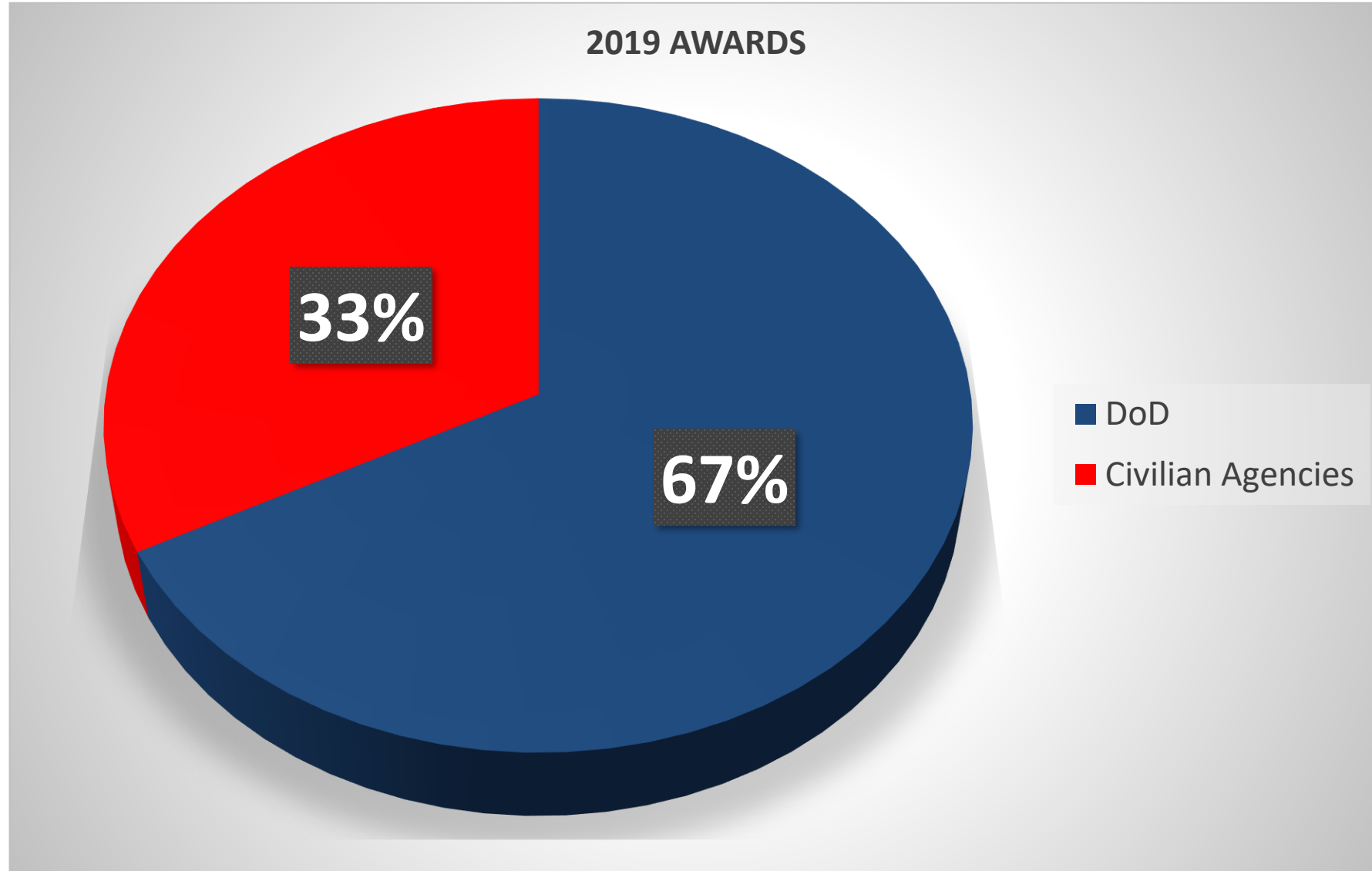


Do I need it for my business?

- **EVERY** organization that does business with the DoD will be required to undergo an audit by an authorized auditing entity
- **Prime Contractors** prior to bidding on a contract
- **Subcontractors** with primes on DoD projects

DoD Awards 2019

- DoD \$387 B
- Civilian \$188 B
- **Total: \$575 B**



Why is CMMC Needed?

Cybercrime is costly (Losses)

\$100 billion USA

\$600 billion worldwide

When will I need to have CMMC in place?

- **January 2020:** The official CMMC Levels and requirements will be released along with training materials for the independent CMMC Accreditation Board (CMMC AB) to use for training auditors and C3PAO's.
- **February-May 2020:** The initial round of assessors will be trained
- **June-September 2020:** Initial round of audits will begin for a select number of DoD Programs/RFI's with the required CMMC Levels identified and contractors wishing to bid on those Programs will need to be certified to the required Level in order to receive the RFP.
- **October 2020 and beyond:** DoD contractors will need to get certified by an accredited Assessor/C3PAO in order to bid on new work

How do I leverage CMMC to help me win more contracts?

- If you want to gain a competitive advantage, you might consider being **FIRST** in line to achieve the highest CMMC Level that lines up with your business objectives.

REVIEW CMMC FAQ

- **FAQ:**
- <https://www.acq.osd.mil/cmmc/faq.html>
- **Guide:**
- https://www.acq.osd.mil/cmmc/docs/CMMC_Version0.7_UpdatedCompiledDeliverable_20191209.pdf

WHERE CAN I GET HELP on CMMC?

- **GCA is putting together a collaboration of cyber experts to help our members**
- **Stay tune for more updates...**

UPCOMING CLASS...

GOVERNMENT CONTRACTING TRENDS 2020

- **GSA AMAZON PORTAL**
- **POSSIBLE WAR IN MIDDLE-EAST**
- **ELECTION YEAR**
- **SECTION 809 UPDATE**
- **PLUS MORE...**



QUESTIONS?

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