
CMMC

What Every Shop Needs to Know

Presented by Armando | Dicar Networks



Cybersecurity Readiness for Manufacturing



What We're Seeing Right Now



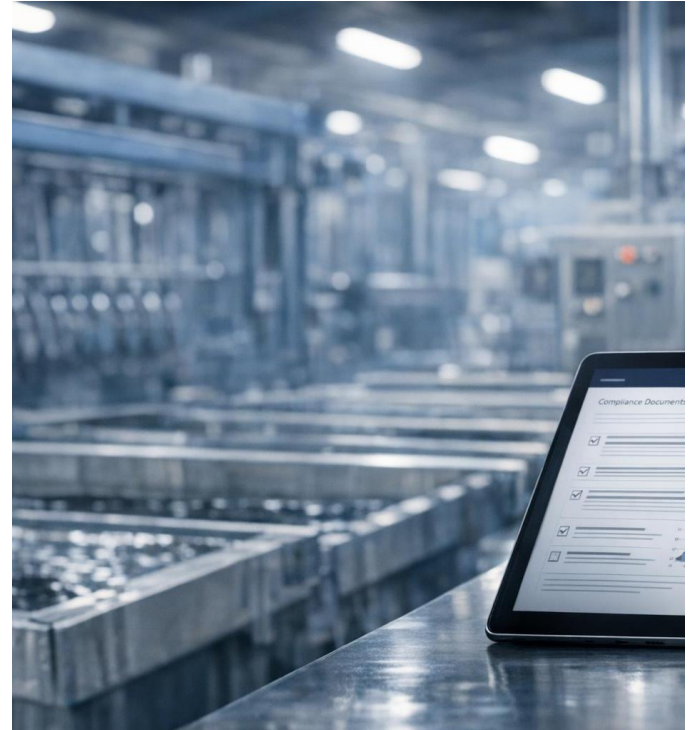
Primes Are Pushing Down



Small Shops Are Not Exempt



Contract Language Is Changing



The Reality Check

THE BIGGEST MISCONCEPTION

"We're too small for this to apply to us."

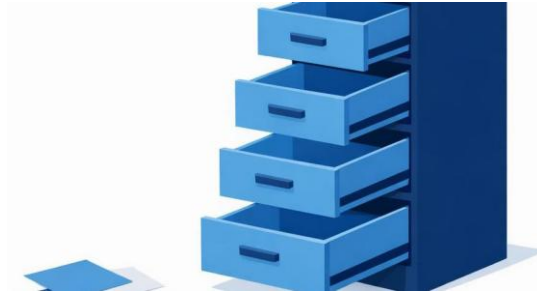


The Reality Check

WHAT SURPRISES PEOPLE

The biggest challenge isn't the technology.

It's the lack of documentation.



Why Now



Mandatory Requirements



Early Movers Win



Contracts at Stake





CMCC Is a Business Continuity Conversation

You don't have to solve everything overnight. Just start moving.

Up Next: Sean Harris | Chief Risk & Compliance Officer, ITS

CMMC

Cybersecurity Maturity Model Certification



INTELLIGENT
TECHNICAL SOLUTIONS

Presented by

Sean Harris

CCP | ITS Intelligent Technical Solutions

What is CMMC?

A plain-language primer for DoW contractors.



The short version

CMMC is the Department of War's framework for verifying that contractors who handle sensitive government data are protecting it. Not just saying they are.

Level 1

17 practices

Foundational hygiene. Self-assessed annually.

Level 2

110 NIST 800-171 controls

Most CUI contracts. C3PAO third-party assessment.

Level 3

Advanced controls

High-value programs. Government-led assessment. ITS does not assist with this.

Who does it apply to?



Prime contractors

Direct DoW contracts handling FCI or CUI



Subcontractors

If the prime flows down CMMC requirements — and most do



Defense supply chain

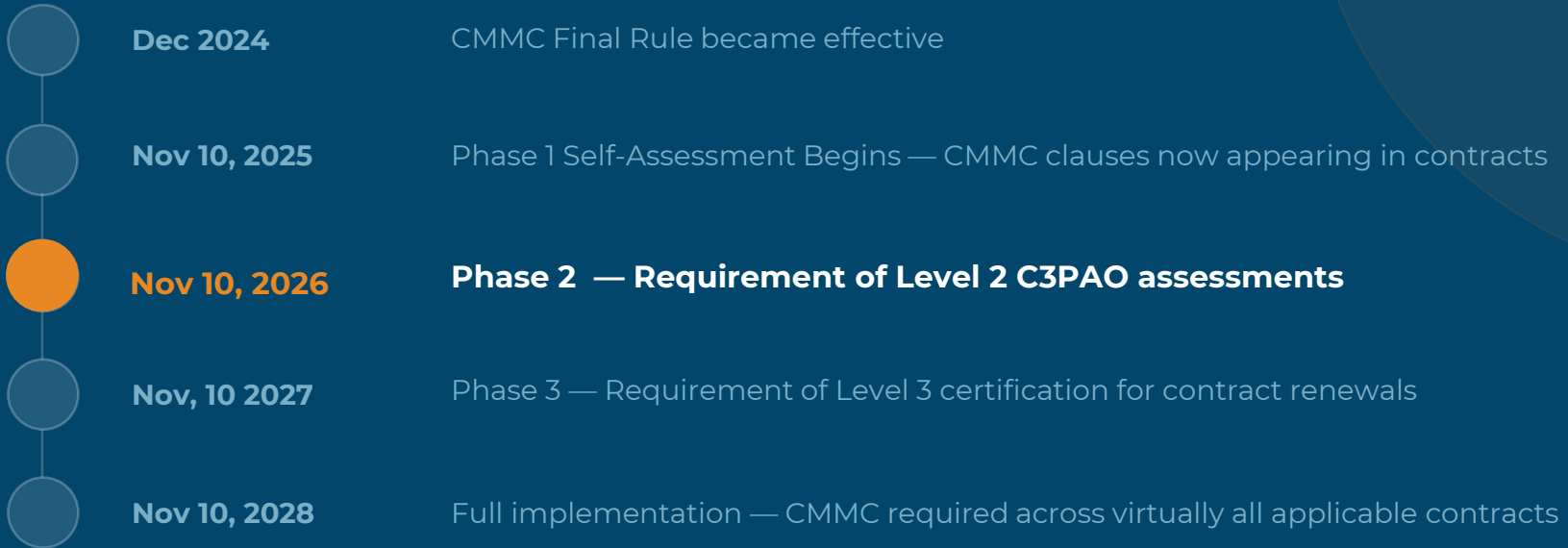
Suppliers, vendors, support services touching DoW data



IT and cloud providers

Anyone storing, processing, or transmitting covered data

The enforcement window is open. Most companies are behind.



If you are waiting to start, you are already behind. Assessments take months. Evidence collection takes longer.

A few questions worth sitting with.

You don't have to answer out loud. But you should know the answer.



Do you have a current SPRS score on file — and can you prove it reflects your actual security posture today?



If you have an SSP, how long is it? If it is not hundreds of pages, it is likely incomplete.



Can you pull the evidence that supports every control you have claimed to have implemented?



Does your current IT provider have anyone on staff with a CCP or CCA certification?



If a former employee filed a whistleblower complaint tomorrow, how confident are you in your documentation?

This is not a compliance checkbox. It is a federal fraud statute.

Real settlements. Real companies.



Treble Damages

3x the value of all contracts where compliance was falsely certified



Whistleblower Bounty

Insiders receive 15-30% of recovered funds. Your own employees can file.



No Breach Required

You can be liable even if no data was ever stolen. False certification is enough.

\$11.25M

Health Net / TRICARE

Falsely certified cybersecurity compliance 2015-2018. Ignored audit findings.

\$4.6M

MORSE Corp

Overstated NIST 800-171 score in SPRS. Whistleblower was a former employee.

\$9M

Aerojet Rocketdyne

Misrepresented compliance across DoD contracts. Concealed known gaps.

\$1.25M

Penn State University

Inflated SPRS scores across 15 DoD and NASA contracts. Filed by former CIO.

In FY2025 alone the DOJ recovered \$52 million in cybersecurity-related False Claims Act settlements. Enforcement is accelerating.

What we see when we walk in the door.

A honest look at the gap between what companies think they have and what assessors will find.



The SPRS Score

What we see

Self-assessed at 95+. No evidence collected. A number was entered, not earned.

What it needs to be

Score reflects actual implementation. Every control is supported by documented evidence.

The SSP

What we see

A few dozen pages. Looks thorough. Would not survive an assessor for 10 minutes.

What it needs to be

Hundreds of pages. Covers all 110 controls with 320 objectives. Built to withstand scrutiny.

Evidence

What we see

"We do that." No screenshots, no policies, no interview records. Nothing an auditor can touch.

What it needs to be

Testing artifacts, interview records, and direct evidence for every objective. Audit-ready.

The IT Provider

What we see

Registered Practitioner at best. Three-hour open-book training. No C3PAO relationships.

What it needs to be

CCP and CCA certified. Active C3PAO relationships. Real assessments in progress.



WHY ITS

The partner you need is rare.

Most IT providers cannot do this. They have not done it. They are learning alongside you — on your dime and your timeline.

Sean Harris, CCP

Certified CMMC Professional — the same certification level held by the assessors themselves. Currently guiding clients through live assessments.

What makes this different.



CCP + CCA Certified

Same credentials as the assessors evaluating you



C3PAO Relationships

We sit with clients in assessments. We know what gets through.



MSP + MSSP + Governance

One team. No over-engineered solutions you cannot maintain.



15 Policies, Built for You

We produce the full SSP and policy set. Hundreds of pages.



Live Clients in Assessment

Real-time feedback from assessments happening right now.

This is not just a compliance decision.

What is the value of getting this right — and the true cost of getting it wrong?



What you gain.



Keep Your Contracts

Non-compliant suppliers are already being cut from prime contractor vendor networks. Up to 80% of revenue can be at risk.



Win New Business

CMMC opens doors to contracts that competitors without certification cannot bid on. It becomes a competitive advantage.



Reduce Insurance Cost

Documented, tested compliance demonstrates due diligence and can directly reduce cyber insurance premiums.



Eliminate Legal Exposure

Proper documentation is your defense. A CCP-guided SSP is categorically different from an internal IT team's attempt.

What you risk.



Contract Loss

Existing contracts will add CMMC clauses at renewal. Non-compliance means non-renewal.



Treble Damages

Three times the contract value. Per false claim. Every invoice submitted under a falsely certified contract is exposure.



Whistleblower Risk

A single disgruntled employee reporting your SPRS score to the DOJ can trigger a federal investigation.



Brand and Rep Damage

FCA settlements become public record. Your clients, partners, and primes will find out.

CMMC

Cybersecurity Maturity Model Certification



INTELLIGENT
TECHNICAL SOLUTIONS

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Sean Harris

CCP | ITS Intelligent Technical Solutions

A proven process. No surprises.

01

~2 hrs

Scoping Call

Understand your environment, contract types, and where you stand today.

02

8-9 mtgs

Baselining

Work through all 110 controls. Identify gaps. Document current state.

03

~weeks

Policy Development

ITS produces 15 policies that meet all 320 objectives and form your SSP.

04

~40 hrs

Evidence Collection

Gather artifacts, run testing, conduct interviews. Build the evidence package.

05

1-2 mtgs

Pre-Assessment Review

Walk through your documentation before the C3PAO. Scripts included.

06

scheduled

C3PAO Assessment

ITS sits with you. Our C3PAO relationships mean we know what to expect.

Intelligent Technical Solutions

Enterprise-grade IT, cybersecurity, and compliance for growing businesses.



12

Offices Nationwide

Always local. Always available.

20+

Years Serving Businesses

We have been at this a long time.

91+

CompTIA Certified Techs

Not a junior bench. Senior experts.

Inc.

5000 List 2024

Fastest-growing companies in America.

Our mission is to ensure businesses can reach their full potential with enterprise-grade technology that supports their current and future needs, without going over budget. The people you meet are the people doing the work.

Managed IT

Cybersecurity

Compliance &
CMMC

vCIO Strategy

Cloud

Co-Managed IT

AI Consulting

MSP + MSSP + Governance under one roof. One team. One relationship. No finger-pointing.

Recognized for doing this right.

Awards and certifications earned, not bought.



Industry Awards

2026

SonicWall MSP
Partner of the
Year

2025

MSP Titans of the
Industry

2024

Inc. 5000 Fastest-
Growing
Companies

2024

CRN Fast Growth
150

2024

CRN Solution
Provider 500

2024

Top 250 MSSP
Alert

2024

Channel Futures
MSP 501

2023

CRN Triple Crown
Award

2023

CRN Tech Elite
250

Certifications



SOC 2 Type II Certified

Independently audited security controls



HIPAA Compliance Certified

Healthcare data protection standards



CCP Certified Staff

Same credentials as CMMC assessors



91 CompTIA Certified Techs

Industry-standard technical excellence



59 Microsoft Certified Techs

Deep Microsoft 365 and Azure expertise

WHAT OUR CLIENTS SAY

Not our words. Theirs.



“

I felt good about our relationship when we started and I feel even better about it now. I have ITS on my side. It inspired a lot of confidence in me.

Matt Ryan

The Niello Company

“

It has been a great experience. We were able to strengthen our security, upgrade our systems, and have our questions answered. Worth every penny.

Kathy Mickelson

Tower Arch Capital

“

They truly care about their clients protection. ITS is truly concerned about ensuring they have proper visibility across the entire IT environment.

Marty Landry

Field Effect

“

I have been working with ITS for close to eight years. It has only been a fantastic and beneficial partnership.

Jay Pepper Martens

SF Association of REALTORS

Intelligent Technical Solutions

Managed IT | Cybersecurity | Compliance | vCIO Strategy



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Offices Nationwide

CCP

Certified CMMC
Professionals on staff

3-in-1

MSP + MSSP + Governance
under one roof

Live

Clients in active C3PAO
assessments now

- ✓ We combine MSP, MSSP, and compliance under one roof
- ✓ The people you meet are the people doing the work
- ✓ We do not over-engineer. We scope first and build what you need
- ✓ References available from clients we have guided through the process
- ✓ National reach with 12 offices across the US
- ✓ Deep relationships with C3PAOs — we know what assessors look for
- ✓ No surprises. We have never had a client go over scope
- ✓ We stay with you after the assessment. This is not a one-time project

The best time to start was last year.

The second best time is today.

01

30-Minute Scoping Call

Tell us where you are. We will tell you what it takes to get where you need to be. No commitment, no pitch.

02

Gap Assessment

We walk through your environment, your SPRS score, your SSP, and your evidence. Honest findings only.

03

Engagement + Roadmap

A scoped, priced engagement with a clear path to your C3PAO assessment. Nothing you do not need.



Sean Harris | CCP | Intelligent Technical Solutions

References available upon request | itsasap.com

Chicago | Detroit | Las Vegas | Los Angeles | Oakland | Olympia | Phoenix | Portland | Reno | Sacramento | San Francisco | Seattle

JOIN US

CMMC Webinar

The next hour of detail we couldn't cover tonight.

DATE Wednesday, June 11, 2026

TIME 11:00 AM – 12:00 PM Pacific

COST Free for MFANC guests



Can't make it? Register anyway —
we'll send you the recording.

Scan the code to register →