

A Tale of Two Contractors

Navigating the CMMC Journey

Two contractors with the same goal.
Two very different outcomes.
One simple truth.

Early on, this contractor saw CMMC as an opportunity...

Began preparing immediately & completed a CMMC readiness assessment

Went through a JSVA and was ready when their prime asked about their compliance

They were able to achieve numerous new contracts, picking up business from others that were not ready to take CMMC seriously



- CMMC readiness through JSVA
- New business secured

This contractor did not, and delayed taking action toward CMMC ...

Did not focus on CMMC readiness

Experienced a spot audit from their prime contractor and they couldn't produce the necessary SPRS score or evidence of CMMC readiness.

Their prime contractor pulled out of their long-standing relationship



- Spot audit failure
- Lost contract

The Simple Truth

Being proactive about CMMC compliance is not about avoiding penalties, it's about securing your business's future and protecting our nation's security.

It's not too late, talk to Redspin today about:

- Managed CMMC Cloud Services
- CMMC Consulting & Training
- CMMC Readiness
- CMMC Certification