



## CMMC Case Study: Overview

The Pyramid Consulting company has been in business for over 12 years providing the Department of Defense (DoD) and various Intelligence Agencies with staff augmentation as well as training. They have grown from 10 employees to more than 100 employees. They operate globally with operations in New Mexico, Arizona, California, Florida, Germany, and Washington DC Metro area. They are dispersed with employees working remotely and roaming to various customer locations to satisfy their contractual requirements.

Pyramid Consulting IT Director, Bob Smith approached Hyper Vigilance to first understand the full requirements and responsibilities involved with complying with National Institute of Standards and Technology (NIST) 800-171 Security Requirements and the Cybersecurity Maturity Model Certification (CMMC). They are a cleared contractor and are looking to achieve a CMMC Level 3 because they anticipate that contracts they plan to pursue as a prime contractor will shortly require this level of certification. Bob began by reviewing the requirements and realized that the cost of doing the majority of this work in-house was cost prohibitive and they needed to find a service provider to assist them with getting them secured and compliant.

*"I quickly realized CMMC and NIST 171 compliance was complex and a large undertaking. Thankfully we have Hyper Vigilance as we wouldn't be close to compliance without them."*

### **IT Director, Pyramid Consulting**

However, when receiving quotes from vendors, nearly every one of them offered only partial solutions leaving Pyramid with gaps as large as 60% of the requirements. Just for clarification, there are a good portion of requirements in CMMC that are not technical, though Bob was looking for technical and consulting services to help with both the technical and management requirement gaps. Some of the costs Bob received ranged from \$88 to \$125 per user per month. However, the majority of these solutions only provided compliant email, file storage, and compliance documentation. They did not provide the security and compliance monthly activities, endpoint device security and management, and other fundamental IT and security functions required to comply with NIST and CMMC.

# APPROACH

- **CMMC Holistic Solution:** Leveraging our technical experience staff and technology partners we prepared Pyramid for compliance through delivering a combination of managed security, compliance and IT services.
- **Integrating Compliance into The Business:** Compliance doesn't need to disrupt the business. We provided policy and procedural templates, consulting services, and automations that leveraged cost effective solutions that integrate into existing business processes.
- **Advance Threat Protection:** We created security configuration and behavioral baselines that managed and controlled unauthorized changes, vulnerabilities, and real-time attacks against their business.
- **Compliance Evidence:** We provided all the evidence and ongoing reports to demonstrate compliance that's organized in a neatly prepared format designed so any auditor will be able to being assessing the organization on day one.

## RESULTS



**40%**

Licensing cost savings



**\$350K**

Total-cost of Ownership Savings (Annually)



**CMMC Ready**

CMMC Level Targeted for Compliance

## CONCLUSION

Pyramid is not the only small business experiencing these challenges. Small businesses are finding it hard to find solutions that can provide turnkey capabilities assisting them to reach a full compliant state while minimizing time commitment away from the business. Katie Arrington, DoD Chief Information Security Officer, stated that CMMC compliance is an allowable cost. Therefore, for most small and medium sized companies building this capability and service in-house would put themselves at a significant disadvantage on price by up to 3 times. Whether you're looking to comply with CMMC Level 1 or CMMC Level 3 and you don't want the hassle or want to take on the additional cost of doing it yourself, Hyper Vigilance has an affordable and effective solution that has been proven to save your company thousands of dollars each year. Contact Hyper Vigilance today to see what the Total Cost of Ownership would be for your organization.

