

# The ROI of CMMC Compliance: Is it Worth it?

By Dean Graves

With the **October 1 deadline** rapidly approaching, it's time to make a decision if you haven't already.

You should already be aware if this effects your business, and if you aren't, it includes DoD prime contractors, subcontractors, suppliers at all tiers, and service providers handling Federal Contract Information (FCI) or Controlled Unclassified Information (CUI).

The process of making the necessary adjustments to achieve CMMC 2.0 compliance can be time-consuming and costly, which is causing some firms to question whether the effort and cost of attaining it is worth the trouble. At Freeman Clarke, we are here to tell you it is, and to let you in on a little secret: it doesn't have to be as time-consuming or costly as you may think! More on that later, but, for now, here's why we believe the answer is unequivocally yes:

## **Future-Proof Your Business**

Beyond just keeping existing DoD contracts (or those with DoD prime contractors) and maintaining the opportunity for future federal contracts, regulatory trends indicate that similar compliance standards may soon be adopted by other sectors, such as healthcare, infrastructure, and aerospace. Achieving and maintaining compliance will put you ahead of the curve, giving you a competitive edge when new regulations come into play.

## **Stand Out in the Market**

Holding CMMC 2.0 certification is a mark of excellence, signaling to partners and clients that you meet its stringent standards. Even outside of the defense space, this builds confidence and strengthens your reputation amongst your competitors. Compliance signals that your firm is secure, reliable, and low risk.

## **Strengthen Your Cyber Defenses**

Because CMMC 2.0 certification raises the bar for how your systems are secured and managed, your business benefits from an added layer of protection, including:

- Tighter control over who can access what
- Better visibility into where your risks are
- A stronger foundation for detecting and containing threats
- Clearer expectations around security responsibilities

Beyond maintaining your DoD contracts, CMMC 2.0 compliance strengthens how you operate and puts you in a better position to compete. By investing now, you protect what is at stake and stay ready for whatever comes next.

### **A Custom Solution: Not All or Nothing.**

Founded in 2012, Freeman Clarke's team of experienced CIOs, CTOs, and CISOs specializes in guiding mid-market businesses through complex compliance landscapes, including CMMC 2.0, making readiness understandable, affordable, and achievable.

We bridge the business and compliance gap with several flexible leadership options, designed for your business, no matter your preference: DIY (do it yourself...with some guidance from us), DWY (doing it with you...balancing your bandwidth and budget), and DFY (do for you...let you focus on your business and leave it to us).

Our team has extensive experience and is ready to:

- Guide your team through the CMMC compliance process
- Simplify what needs to get done, in what order, and support you as you get it done (and beyond!)
- Provide tools and leadership to get you audit-ready
- Strengthen your security posture for the long haul

Contact us today to explore which flexible option works best for your business!