

# CMMC

FACTS, FICTION, AND WHAT YOU NEED TO KNOW **NOW**.



## WEBINAR

SEPTEMBER 30

Get actionable steps and your important questions answered





**RICK HILL, PMP, RP**

SR. VICE PRESIDENT  
HUMANTOUCH, LLC.

**Head of the Cybersecurity Consulting Business** at HumanTouch (RPO & Candidate C3PAO)

Former **Principal at Booz Allen Hamilton**

Computer Engineer, PMP, **RP**

BS and MBA from **Johns Hopkins University**

**Published** in National Defense News, and is a frequent contributor to AFCEA, Washington Business Journal, and G2Xchange

Led several **cyber panel discussions** for Federal News Radio



**REGISTERED PRACTITIONER**

**CMMC-AB MARKETPLACE**



**CYBER COMPLIANCE**

**EXPERIENCE**

**NIST PARAMETERS**

Rick's hands-on experience with NIST parameters includes leading the contractor team that generated the initial 800 series guidance.

**SPECIALTIES**

Cyber Risk  
Surface Area Threat  
Vulnerability Management  
Federal Civil & Financial  
Services Sector



**JAMES NORRIS, RP**

CYBER RISK ADVISOR  
HUMANTOUCH, LLC.

**Cyber Risk Advisor and Registered Practitioner** at HumanTouch (**RPO & Candidate**)

**Published on CMMC** in American Security Today

Cybersecurity **Mentor**

**Certified** in Sophos and Fortinet

Past performance with **SIEMs** – AlienVault, LogRhythm, Wazuh, Splunk

**EDR** – Carbon Black, Sophos, Fortinet



**REGISTERED PRACTITIONER**

**CMMC-AB MARKETPLACE**



**CYBER COMPLIANCE**

**EXPERIENCE**

**SPECIALTIES**

24/7/365 Network Security Monitoring, vSOC, mSOC, SIEM | Phishing Awareness Training | Professional Consulting Services - VMaaS, Vulnerability Assessments, Penetration Testing, Incident Response, PCI, HIPAA, Hitrust, GDPR, NIST, CMMC

## SURVEY QUESTION

How many of you have **started** your CMMC Certification or entered your **800-171 results** into SPRS?



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## What is being said in the **marketplace**

RECENT NEWS

TO LEARN MORE, CLICK THE TITLE OF  
THE ARTICLE FOR THE LINK

[Defense Industry Waits on Costly Trump-Era Cyber Rule Update](#)

[Not Just CMMC: New DoD Rule Creates Two Cybersecurity Assessment Frameworks](#)

[With CMMC certification, slow and steady wins the race](#)

[The Pitfalls of Factoring in Security and CMMC Costs](#)

## SURVEY QUESTION

Will CMMC **really** be a requirement?



## What is also being said in the **marketplace**

TO LEARN MORE,  
CLICK THE LINK

RECENT NEWS

Pentagon Official Says CMMC Changes Will be Finalized 'Very Soon'

[Link](#)

DoD Wants Industry to Continue With CMMC Prep Amid Program Review

[Link](#)

### Reputable Source:

Christine Michienzi,  
Chief Technology Officer,  
The Office of the Secretary of Defense

## DFARS requirements

DEFENSE FEDERAL ACQUISITION REGULATION SUPPLEMENT

**Purpose is to shore up lax cybersecurity across the US DIB.** The challenge has been that, under DFARS 7012, a high percentage of suppliers have been self-attesting to DFARS compliance without verifiably bringing their systems and processes into compliance.

The **DFARS 7020 clause informs suppliers** that the DoD has the right to access “facilities, systems and personnel” that manage, process, store, or transmit controlled unclassified information.

**DFARS 252.204-7020** (DFAR 7020)

**DFARS 252.204-7012** (DFAR 7012)



# What it means **for you**

IF YOU ARE CMMC COMPLIANT



**Awarded**  
DoD  
contracts



**Maintain**  
your  
business



**Safeguard**  
your  
organization



**Protect**  
national  
security

# What is **CMMC**

CYBERSECURITY MATURITY MODEL CERTIFICATION



**A unifying standard** for the implementation of cybersecurity across the Defense Industry Base (DIB)

CMMC is designed to **provide increased assurance to the DoD** that a DIB company can **adequately protect CUI**

## Controlled Unclassified Information (**CUI**)

WHAT IS IT?

TO LEARN MORE ABOUT CUI:  
[HTTPS://WWW.ARCHIVES.GOV/CUI](https://www.archives.gov/cui)

**CUI is information the Government** creates or possesses, or that a contractor creates or possesses for or on behalf of the Government, that a law, regulation, or Government-wide policy **requires an agency to handle using safeguarding controls**

- Information that is marked or identified as requiring protection under the CUI program.
- Minimum Security Requirements in a non-federal information system: **NIST SP 800-171**

## SURVEY QUESTION

Do you currently have **CUI** in your IT infrastructure?



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# CUI consists of **20 categories**

EXAMPLES OF CATEGORIES IN THE DOD THAT CAN APPLY TO YOU:

NATIONAL ARCHIVES AND  
RECORDS ADMINISTRATION  
(NARA)

## PROVISIONAL:

Homeland Security  
Agreement Information  
Homeland Security  
Enforcement Information  
Information Systems  
Vulnerability Information –  
Homeland  
International Agreement  
Information – Homeland  
Operations Security  
Information  
Personnel Security  
Information  
Physical Security –  
Homeland  
Privacy Information  
Sensitive Personally  
Identifiable Information

## DEFENSE:

Controlled Technical  
Information  
DoD Critical Infrastructure  
Security Information  
Naval Nuclear Propulsion  
Information  
Unclassified Controlled  
Nuclear Information –  
Defense

## INTELLIGENCE:

Agriculture  
Foreign Intelligence  
Surveillance Act  
Foreign Intelligence  
Surveillance Act Business  
Records  
General Intelligence  
Geodetic Product  
Information  
Intelligence Financial  
Records  
Internal Data  
Operations Security

## PROCUREMENT & ACQUISITION:

General Procurement and  
Acquisition  
Small Business Research  
and Technology  
Source Selection

## CUI Markings for Unclassified Documents

### Example of markings on a CUI document with portion markings.

If all the sub-paragraphs or sub-bullet points carry the same classification as the main paragraph or bullet point, portion marking is not required for the sub-paragraphs or sub-bullet points.

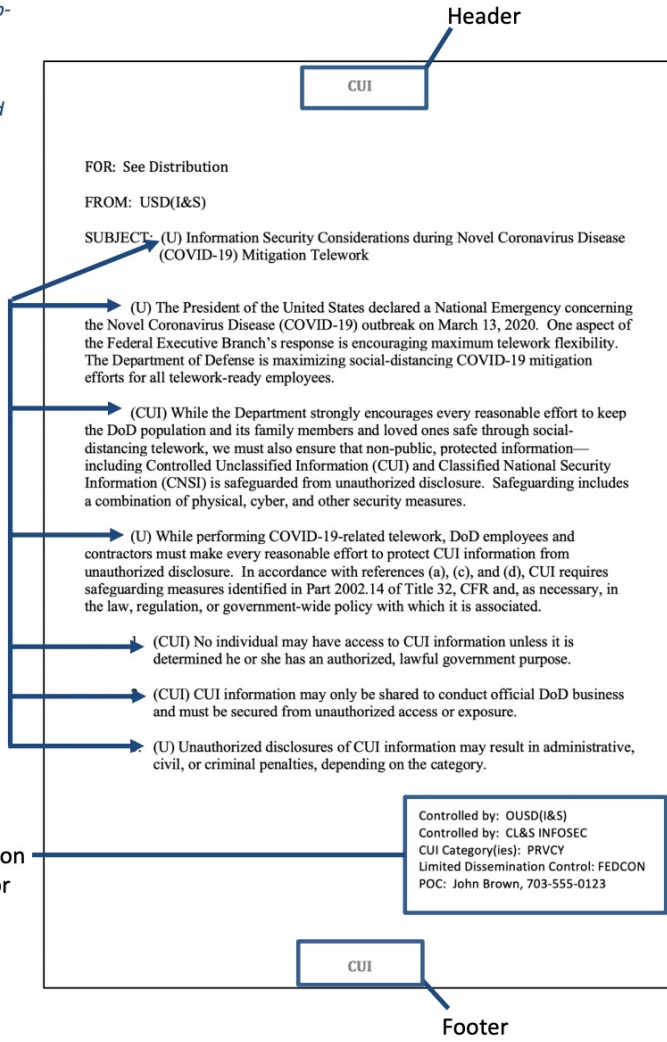
However, if any of the sub-paragraphs or sub-bullet points carry different classifications from the main paragraph or bullet point, portion marking is required for all the sub-paragraphs or sub-bullet points as demonstrated here.

#### Portion marks

Portions include subjects, titles, paragraphs and sub-paragraphs, bullet points and sub-bullet points, headings, pictures, graphs, charts, maps, reference list, etc.

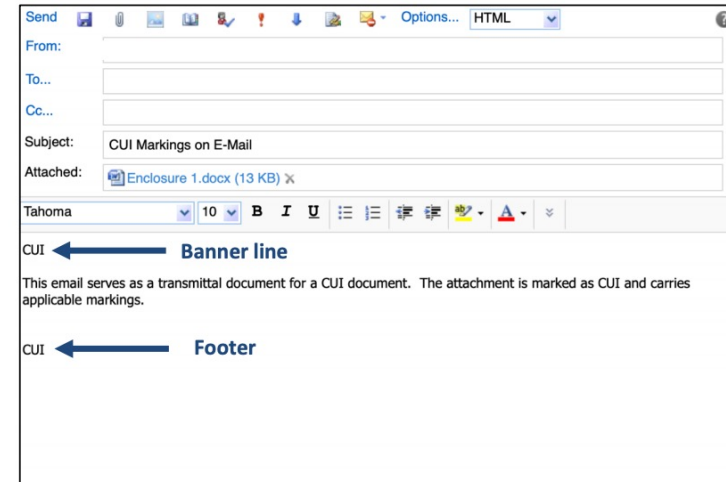
The CUI designation indicator block does not require a portion mark.

#### CUI Designation Indicator



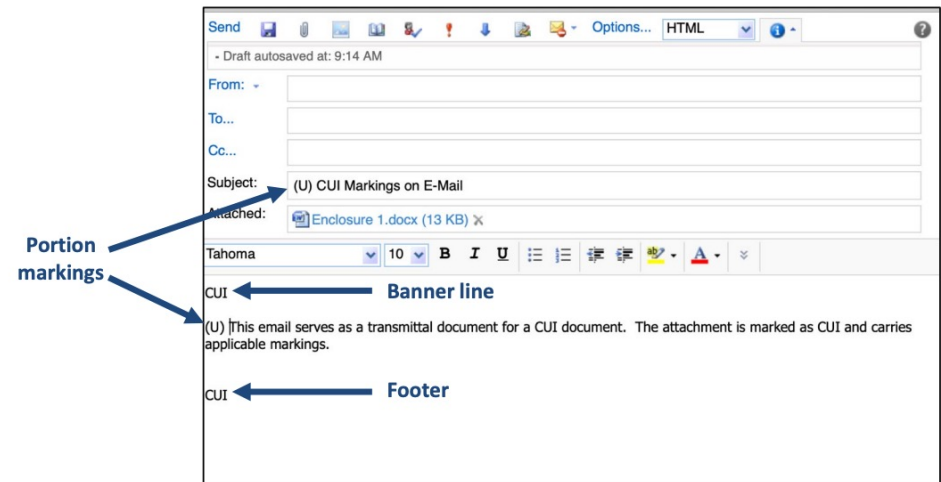
## CUI Markings for Unclassified Documents

### Minimum markings



The CUI designation indicator block does not need to be placed on an unclassified e-mail that serves as a transmittal document for a CUI document. As an option, the banner and footer lines can read: CUI (with attachment)

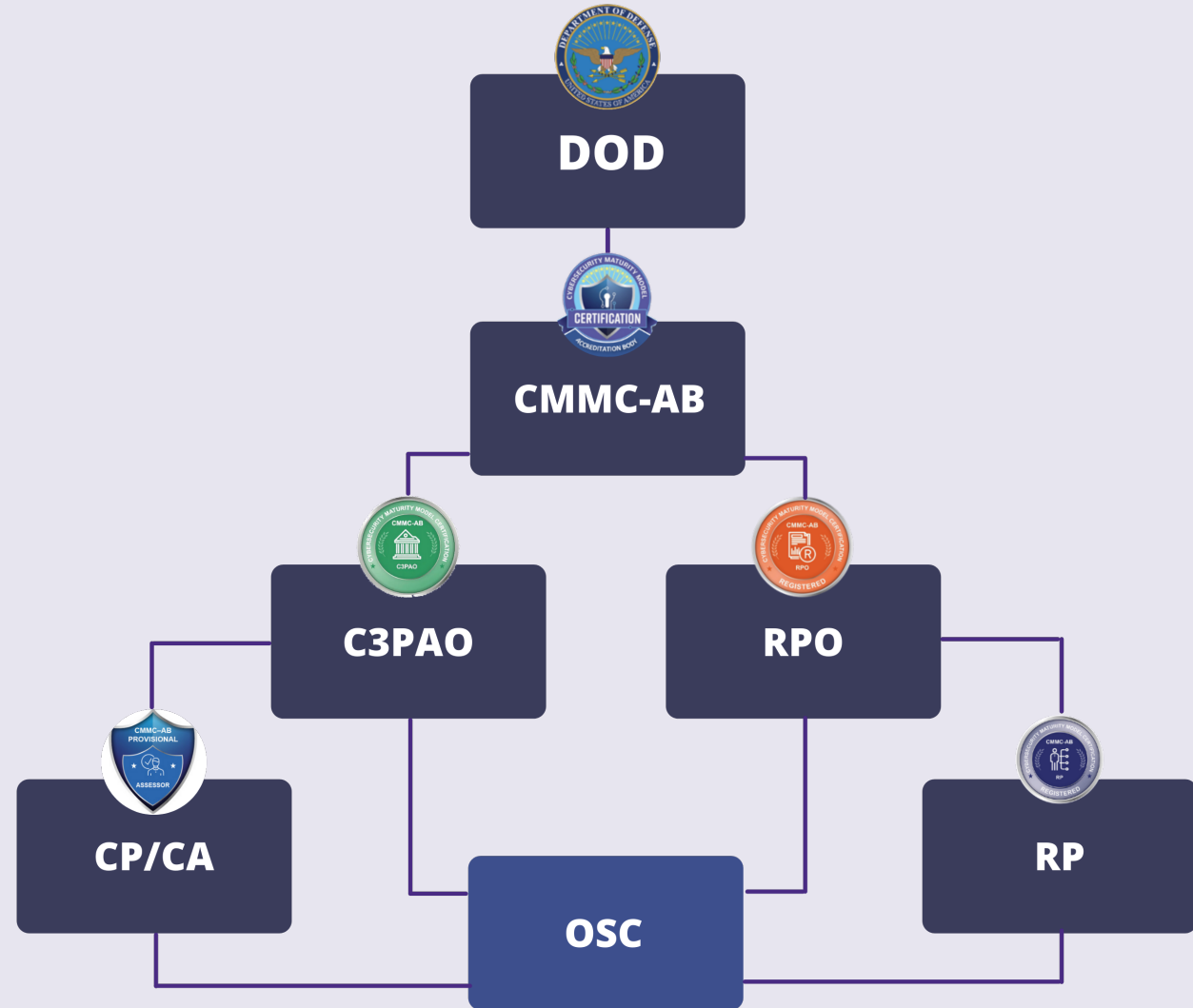
### Portion markings included



## Who are the players?

As an Organization Seeking Certification (OSC), you'll directly interact with:

- Registered Practitioners
- Registered Provider Organization
- Third-party Assessment Organization
- Certified CMMC Professionals





## SURVEY QUESTION

How many of you understand the **scope** of the CMMC?



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# CMMC Compliance Levels

SOURCE: OFFICE OF THE UNDERSECRETARY OF DEFENSE, UNCLASSIFIED



# CMMC Model Structure

SOURCE: CYBERSECURITY MATURITY MODEL CERTIFICATION ACCREDITATION BODY



# 10 Steps to CMMC

SOURCE: CYBERSECURITY MATURITY MODEL CERTIFICATION ACCREDITATION BODY

**NIST 800-171:** This is where NIST fits into CMMC, it's the true first step - the baseline assessment of your security posture.

1

**Understand** CMMC requirements

2

**Identify** your scope.  
Enterprise, Organization Unit  
or Program Enclave

3

**Identify** the desired Maturity Level

4

**Baseline** organization against the practices & processes for the CMMC level

5

**Close** any identified gaps to satisfy POA&M and finalize SSP

6

**Find** a C3PAO on the CMMC-AB Marketplace

7

**Conduct** the Assessment with C3PAO's Certified Assessment team

8

**Allowance** of up to 90 days to resolve findings (if any)

9

**CMMC-AB** reviews submitted assessment

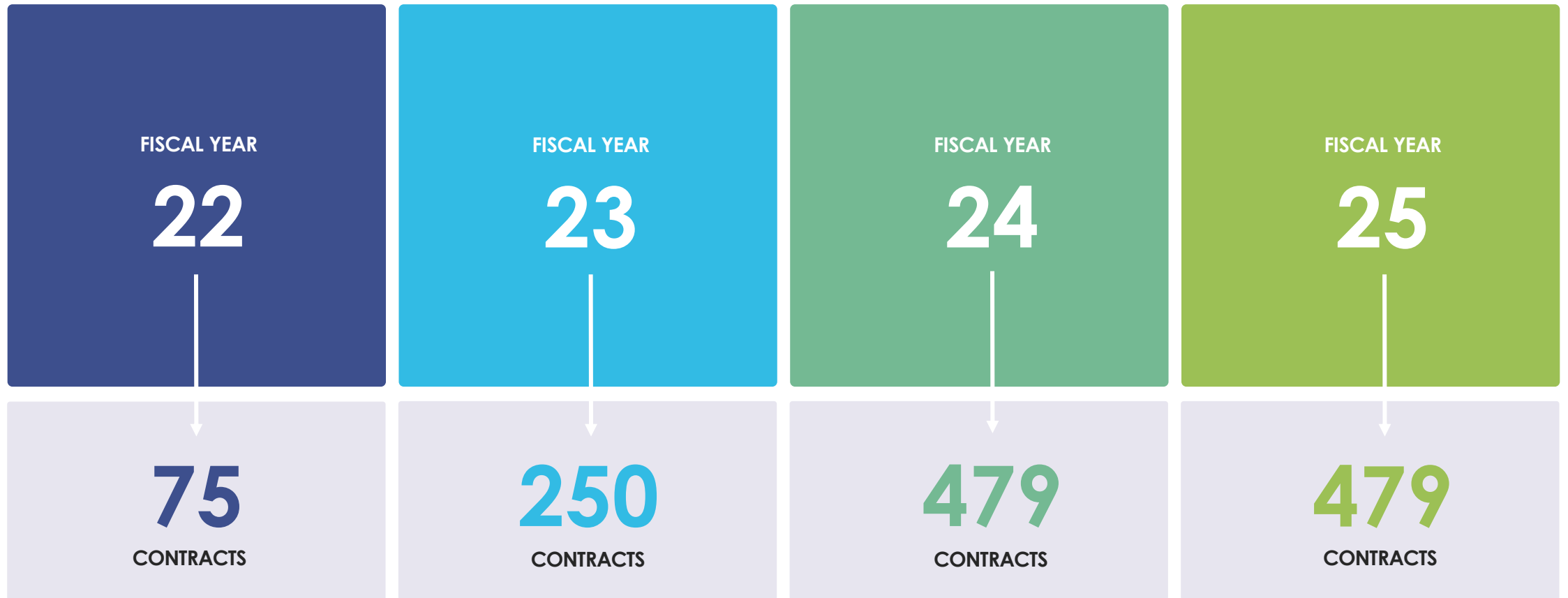
10

**Upon** approval: 3-year certification is issued

# Projected CMMC Roll-out

TOTAL NUMBER OF CONTRACTS WITH CMMC REQUIREMENT, PER FISCAL YEAR

SOURCE: OFFICE OF THE  
UNDERSECRETARY OF DEFENSE,  
UNCLASSIFIED



## SURVEY QUESTION

What **CMMC requirements** do you see showing up in Federal procurements?



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## Summary

WE'VE COVERED A LOT

Do **not** wait.

It's **going** to happen

It's not a question as to **IF**

It's a question as to **WHEN**

### **Protect yourself, ask RPOs:**

Are they registered with the CMMC-AB? (Check the CMMC-AB Marketplace)

Do they have Registered Practitioners (RPs) on their staff?

**Please** talk to multiple RPOs and compare.

Make sure your advisor **understands the CMMC process.**

## OPEN DISCUSSION

How many of you have been approached by somebody **trying to sell you CMMC services** – how do you know how to pick the right service provider?



**Anyone willing to share?**  
So, others can learn.

# Resources

FOR MORE INFO, CLICK THE LINK

[CMMC Insight/Articles](#)

[CMMC Marketplace – search RPOs for reputable consult](#)

[CMMC Model & Assessment Guides](#)

[Office of the Under Secretary of Defense for Acquisition & Sustainment  
Cybersecurity Maturity Model Certification - CMMC FAQs](#)

[The U.S. National Archives and Records Administration - Controlled Unclassified  
Information](#)

[DoD initiated program called “Project Spectrum” to address Cybersecurity  
threats](#)

[CUI Quick Reference Guide](#)

[CUI Info Sheet](#)

[CUI Handbook](#)

[CUI](#)

[Maryland MEP](#)

[Funding and assistance for Defense Contractors to comply with the DFARS and NIST 800-  
171 Standards for cybersecurity](#)

[Manufacturing Extension Partnership – SMBs that manufacture or procure parts and  
supplies](#)

[Microsoft Product Placement for CMMC – understand what MS offerings \(e.g., O365,  
Azure, GCC\) cover what aspects of CMMC](#)

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