

FREE READINESS GUIDE

THE CMMC READINESS TEST

12 questions worth asking, before your certification clock runs out.

110

CONTROLS TO MEET

12

QUESTIONS TO ASK

1

PARTNER WHO KNOWS BOTH

L2

CONSIST.TECH / PROTECT. COMPLY. GROW.

ATLANTA, GA

YOUR DEADLINE ISN'T MOVING

Your CMMC Level 2 assessment date is already circled on the calendar. It won't move. The assessor showing up to check your work won't move either. Somewhere between now and then, your MSP gets you across the finish line, or you end up standing in front of a C3PAO holding a stack of half-finished paperwork and an explanation nobody wants to hear.

Here's the part most companies don't realize until it's too late. Keeping servers patched and users logged in is one job. Walking a company through 110 controls, a System Security Plan, and a real third party assessment is an entirely different one, built on different muscles. From a distance the two jobs look alike. Stand closer and they barely resemble each other.

So before your next contract deadline forces the issue, put these 12 questions in front of your provider. What they say, or what they dodge, will tell you everything you need to know.

SECTION 1: TRACK RECORD

- 01 ☐ How many organizations have you taken through a full CMMC Level 2 assessment, start to finish?
- 02 ☐ Can you name the C3PAO you worked with on your most recent certification?
- 03 ☐ Do you have a documented, repeatable CMMC methodology, or are you building the plane while flying it?
- 04 ☐ Who on your team has actually written a System Security Plan before, and can we talk to that person directly?

If the answer sounds like "we're learning alongside you," that's useful to know now rather than after your assessment date arrives. It just means you'll want a clear plan in place for closing that gap.

WHERE IT STOPS AND COMPLIANCE STARTS

SECTION 2: TECHNICAL DEPTH

- 05 ☐ Can you map our current environment against all 110 NIST 800-171 controls today, or does that get outsourced to someone else?
- 06 ☐ How do you draw the CUI boundary in a hybrid or cloud environment, and what happens where the lines get blurry?
- 07 ☐ What's your plan for the paperwork? The policies, procedures, and evidence an assessor will actually sit down and read?
- 08 ☐ Do you build the compliant infrastructure yourselves, or does that piece get quietly handed off to a subcontractor we've never met?

Day-to-day IT support and CUI enclave architecture draw on different skill sets. Asking this question upfront simply helps you understand which one you're getting, before it matters most.

SECTION 3: AFTER THE AUDIT

- 09 ☐ What happens the day after we pass? Does your involvement quietly end, or does it just change shape?
- 10 ☐ How do you keep our compliance posture intact month over month, not just for the day the assessor happened to look?
- 11 ☐ If a control quietly drifts out of compliance six months from now, who actually catches it, and how fast?
- 12 ☐ Are you willing to operate as our certified, compliant MSP for the long haul, or is this strictly a one-and-done project for you?

WHAT THIS COMES DOWN TO

Most MSPs answer two or three of these questions with real confidence. Fewer answer all twelve, and that's not a knock on them. Managed IT and CMMC compliance are genuinely different disciplines. It's simply worth confirming which one you're getting well before your assessment date arrives, not after.

Consist.Tech does both, under one roof, with one team. We map your compliance roadmap, then build the environment that actually meets the standard. We walk beside you through certification day itself. Afterward, we stay on as your compliant MSP long after the assessor packs up the laptop and drives home.

No handoffs. No mystery subcontractors. No gap between the people who advised you and the people who actually have to make it work when something breaks at 2 a.m.

SEE HOW YOUR SETUP HOLDS UP

Get a free CMMC gap assessment from a team that has already done this before, not one still figuring it out on your dime.

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