



SECURE THE DIB

Summer Camp



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**Trailblazing CMMC:
Finding a Path with Guardian
MSP and Vigilance MSSP**



The Top 3 CMMC Priorities for the DIB

WHERE ARE YOU ON THE JOURNEY?

Choosing an
Integrated Platform
or Point Solutions

1

GCC HIGH



Implementing NIST
Controls (110) and
Assessment Obj. (320)

2

CMMC PROJECT

Insourcing or
Outsourcing Security
Expertise

3





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Do I Need an MSP
to do CMMC?

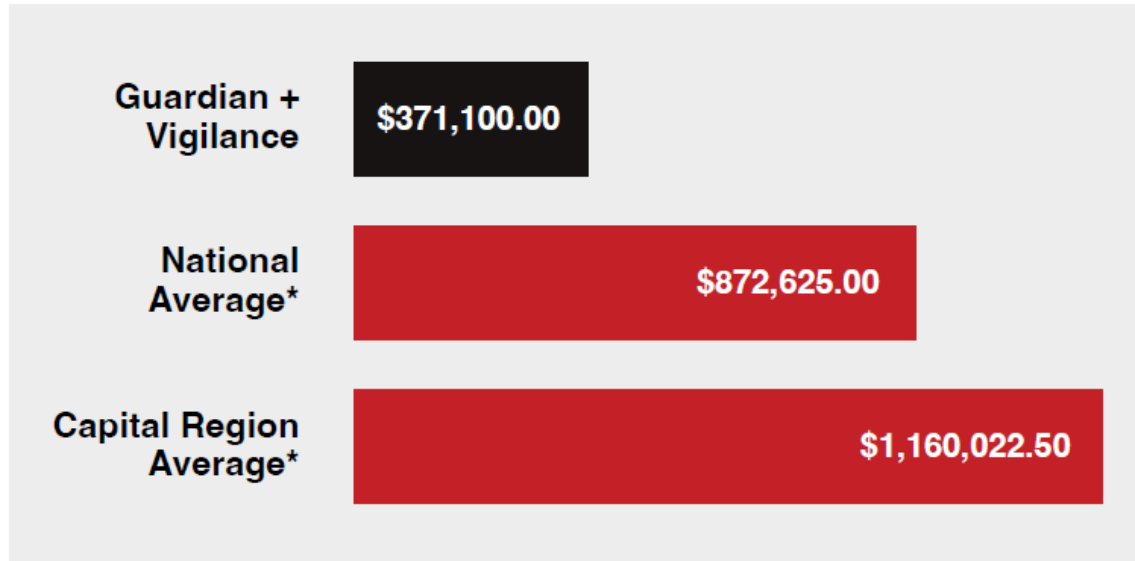
What is the MSP ROI?

1. **Staff Training** or “Re-Skilling” to handle cloud complexities
2. **Staff Time** on migration and support could have a high opportunity cost when not available to support other initiatives
3. **Overtime and Burnout** could affect morale, productivity and lead to turnover
4. **Mistakes from inexperience** can be costly to fix, create performance, security or compliance issues and create inefficient and higher-than-expected costs
5. **Security Incidents** leading to financial, reputational and regulatory impact

(DIY is costly)

Annual Cost Savings

200 EMPLOYEES



Scope of Support

- 75 Full Users
- 125 Government Onsite/
Manufacturing User
- 2 Firewall
- 6 Wireless Access Points
- 6 Switches
- 6 Servers
- 6 Server Backups
- 1 Security Operations
- 81 Security Operations Agents

57% - 68%

Annual Savings

Cost Benefit Analysis

200 EMPLOYEES

Job Title**	National Average* Salary + Benefits Wrap (~+30%)	Capital Region Average* Salary + Benefits Wrap (~+30%)
Helpdesk (Tier 1)	\$60,125.00	\$79,966.90
Helpdesk (Tier 2)	\$70,850.00	\$93,658.50
Helpdesk (Tier 3)	\$85,475.00	\$113,682.50
IT Director	\$207,025.00	\$275,343.90
Cloud Engineer	\$159,575.00	\$212,235.40
Compliance Officer	\$101,725.00	\$135,294.90
Security Analyst	\$187,850.00	\$249,840.50
Total Annual Cost:	\$872,625.00	\$1,160,022.50



User & Device Support
Office 365 Tenant Administration
Azure Government Administration
Server Management
Network Infrastructure Management
Incident Response & Threat Monitoring
Phone System Management
SSP/POAM Support

\$371,100.00

Cybersecurity Workforce Demand

663,434

cybersecurity
job openings

1,129,659

employed in the
cybersecurity workforce

Source: CyberSeek June 2023



83%

of corporate
boards recommend
increasing IT
security
headcount

Source: Fortinet 2023
Cybersecurity Skills Gap

Few business leaders in critical sectors feel confident that they have the talent they need



Source: WEF Global Cybersecurity Outlook 2023

3.4

million

global
shortage of
cybersecurity
professionals



Source: #SC22 2022 Cybersecurity Workforce Study

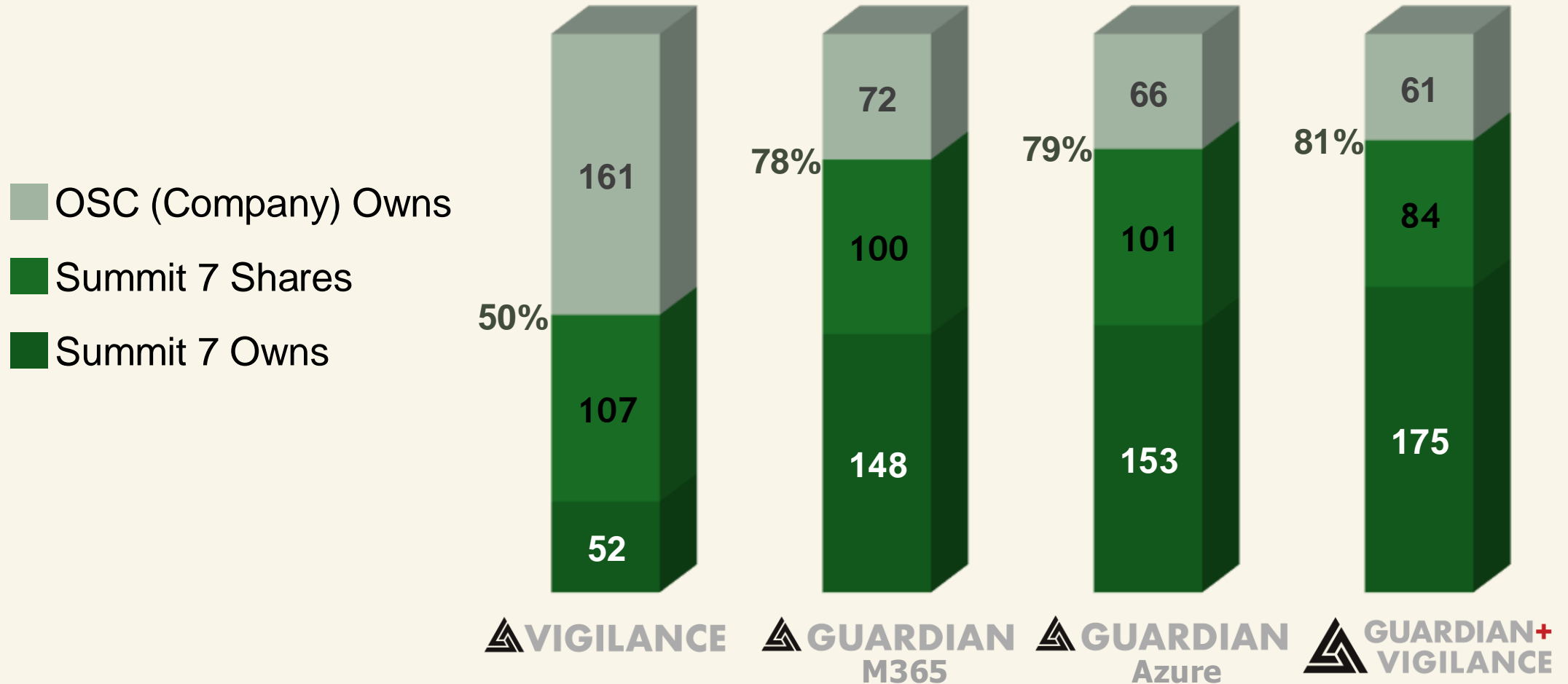


By 2025, **lack of talent or human failure** will be responsible for over half of significant cybersecurity incidents

Source: Gartner Predicts 2023

CMMC Level 2 Assessment Objectives Coverage

NIST 800-171 Assessment Objectives (320)



NOTE: Assessment Objectives are only for the Cloud Platforms Covered



We've done this compliance thing a few times.

11

Passed DoD Client Assessments (3) JSVA's

215+

Employees, All US Persons

500+

CMMC/NIST Implementations

900+

Clients- we only support Defense contractors

2024 Microsoft Global Security Partner of the Year Finalist

- Microsoft's #1 AOSG/GCC High Partner
- Summit 7 is the only Azure Expert MSP Microsoft Partner focused on the Microsoft Government Cloud
- 11 Microsoft Advanced Specializations
- Vigilance Service validated into the Microsoft MXDR Partner Program
- Microsoft Partner of the Year for Security in 2020 & Compliance in 2020 and 2022

For those of you that are risk adverse, we also carry a \$15,000,000 cybersecurity insurance policy

FAQ: Managed Services

IT, COMPLIANCE, & SECURITY OPERATIONS



Do you plan on getting CMMC L2 Certified?

Yes - we've already submitted our request.

Do you have cybersecurity insurance?

Yes - \$15,000,000

What is your average client success survey?

★★★★★
4.8/5
(1.3K+ ratings)

Have your clients passed DoD Audits?

Yes - 8 of them

Do you have a facility clearance?

Speak with our team



Do you require CUI & ITAR training?

Yes - all employees

Do you outsource any of your support?

No - Only Summit 7 Staff

How many MSP clients do you have?

101 - as of 1/2024

How many CCPs and CCAs do you have?

4 CCAs and 20 CCPs

Do you have an Azure Expert MSP Certification?

Yes - we are the only one certified in the Microsoft Government Cloud.



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Does my MSP need to be
CMMC Certified?



Does my MSP/MSSP need to be CMMC Certified?

(2) If the OSA utilizes an External Service Provider (ESP), other than a Cloud Service Provider (CSP), **the ESP must have a CMMC Level 2 Final Certification Assessment**. If the ESP is internal to the OSA, the security requirements implemented by the ESP should be listed in the OSA's SSP to show connection to its in-scope environment. In the CMMC Program,

CUI or Security Protection Data (e.g., log data, configuration data), must be processed, stored, or transmitted on the ESP assets to be considered an ESP. If using a CSP for Level 2 Self-Assessment, see § 170.16(c)(2). If using a CSP for Level 2 Certification Assessment, see § 170.17(c)(5).

(d) *CMMC Level 3 scoping*. Prior to performing a Level 3 CMMC assessment,

Source: CMMC Proposed Rule



Summit 7 is 100% on track for CMMC Compliance

We are the #1 Compliant MSP/MSSP Provider for the DIB

CMMC Level 2

Summit 7 is on contract with a C3PAO to provide an assessment as soon as 32CFR Part 170 is finalized.
Expected 1QCY25.

SPRS Score

Summit 7 maintains a **110 Basic Assessment Score in SPRS** using the DoD Assessment Methodology. This is the highest possible score and covers the 15 FAR 52.204-21 requirements*

DFARS 7019

Summit 7 performs an annual basic assessment using CMMC Certified Assessors and Professionals executing the DoD Assessment Methodology



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**GUARDIAN+
VIGILANCE**



What is Guardian (MSP) and Vigilance (MSSP)?

GUARDIAN



User & Device Support



Office 365 Tenant Administration



Azure Government Administration



SSP/POAM Management

VIGILANCE



24/7 Threat & Intel Support



Incident Response



MxDR



Security Posture Monitoring



Microsoft Sentinel (SIEM)

GUARDIAN



OneDrive



SharePoint



Exchange



Teams



Azure
Active
Directory



Azure
Backup



Azure
Bastion



Azure
Conditional
Access



Azure
Firewall



Azure
Multi-Factor
Authentication



Data Loss
Prevention



Intune



Network
Security
Groups



Purview
Information
Protection



Virtual
Machine



Virtual
Networks



VPN
Gateway

VIGILANCE



Azure Log
Analytics



Defender for
Office 365



Defender for
Identity



Defender for
Endpoint



Defender for
Cloud Apps

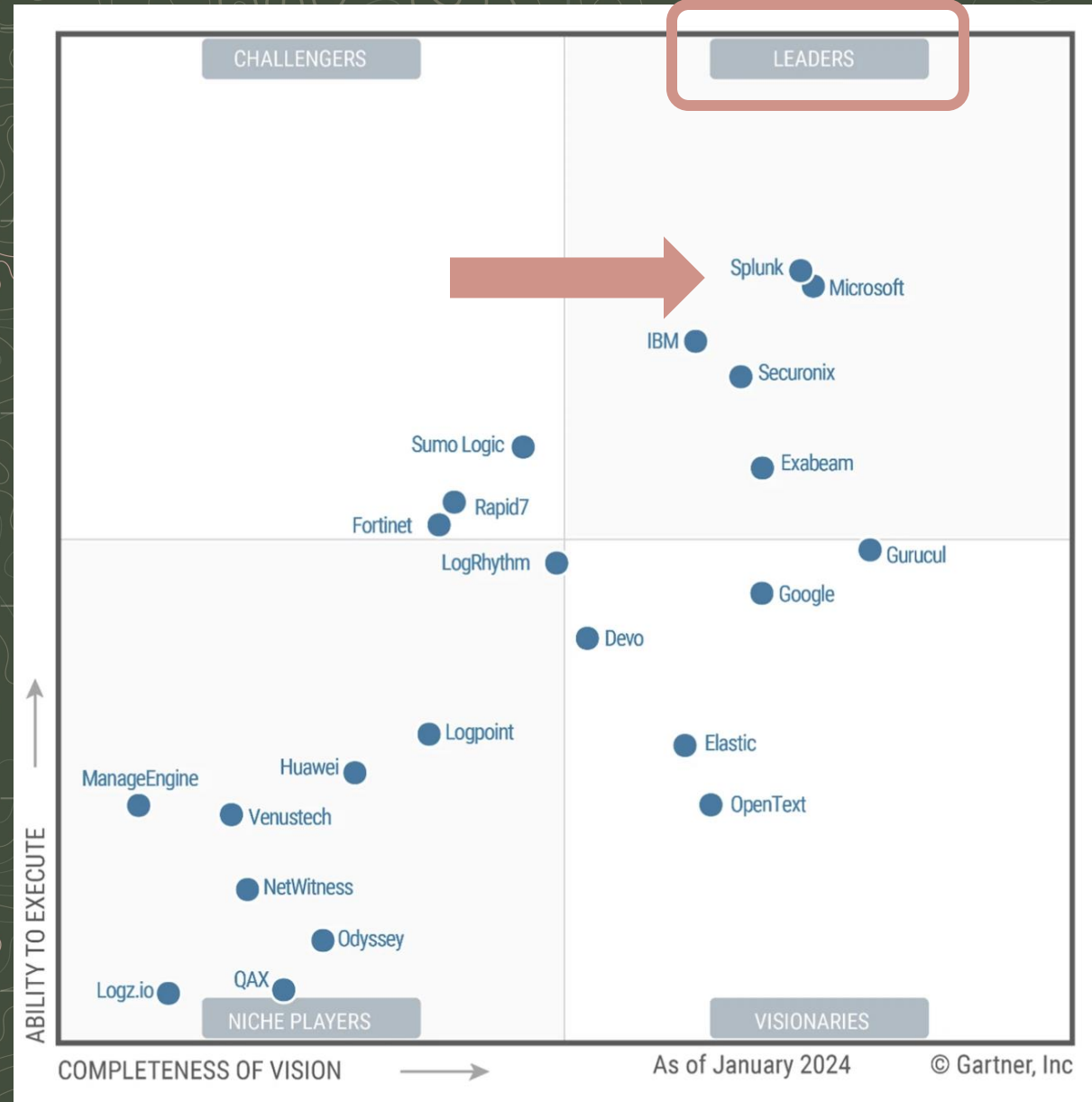


Microsoft
Sentinel (SIEM)



Microsoft Sentinel

Leader in the 2024 Gartner Magic Quadrant for Security Information and Event Management (SIEM)





Microsoft Defender for Endpoint

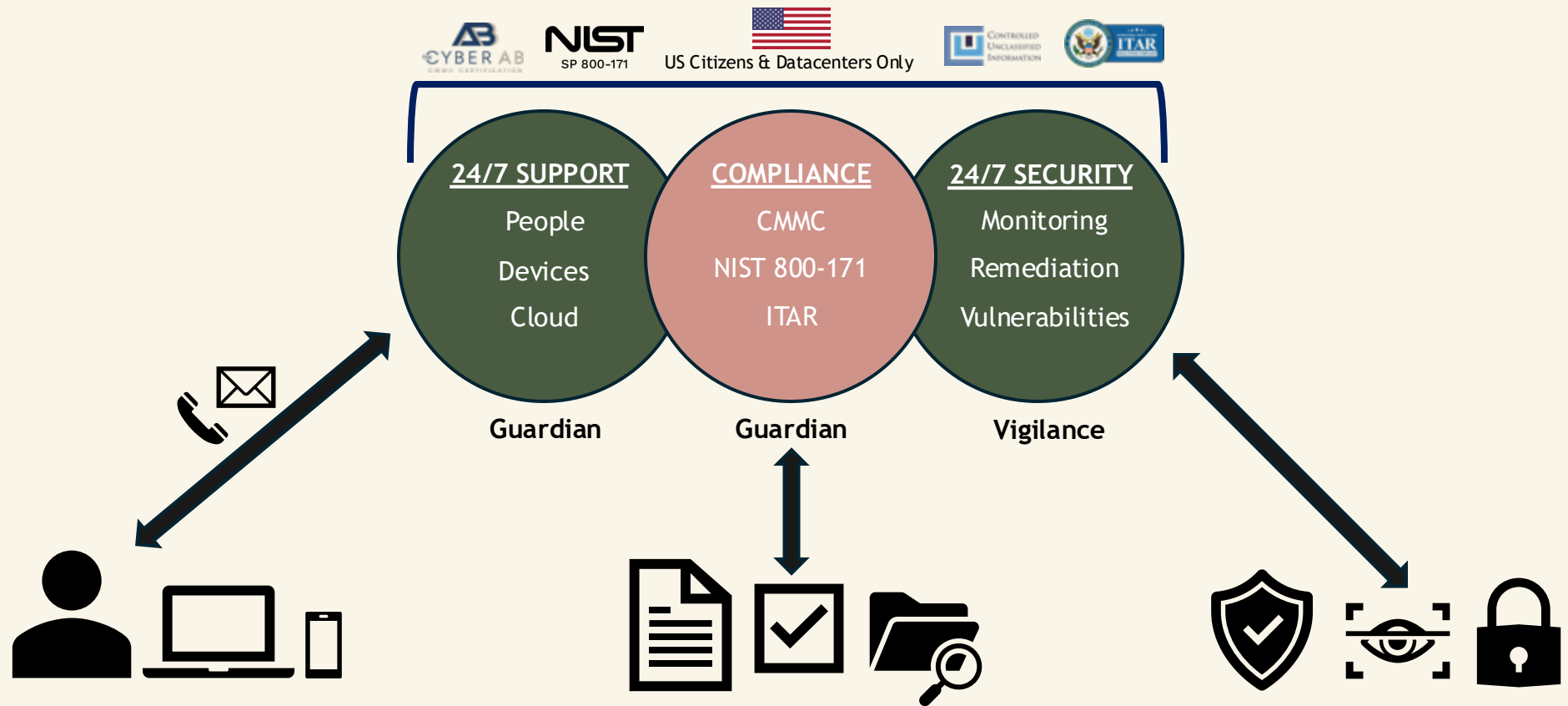
Leader in the 2023 Gartner Magic Quadrant for Endpoint Protection Platforms





How do Managed Services Work?

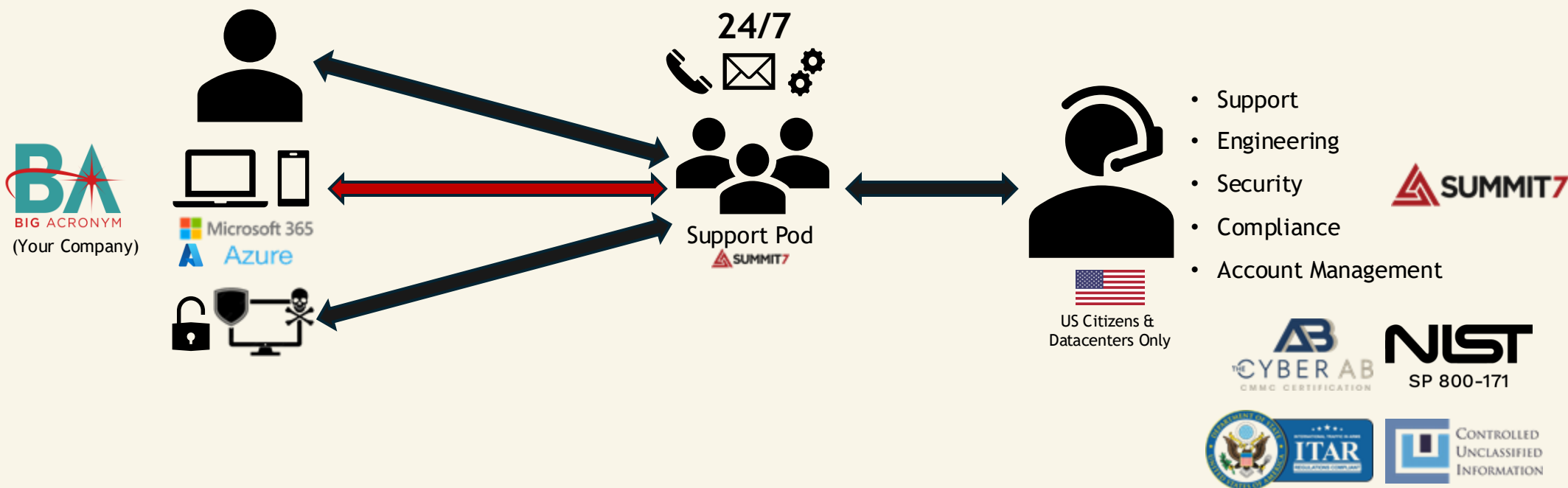
IT Support, Compliance, and Security Operations





How do we support you?

IT Support, Compliance, and Security Operations



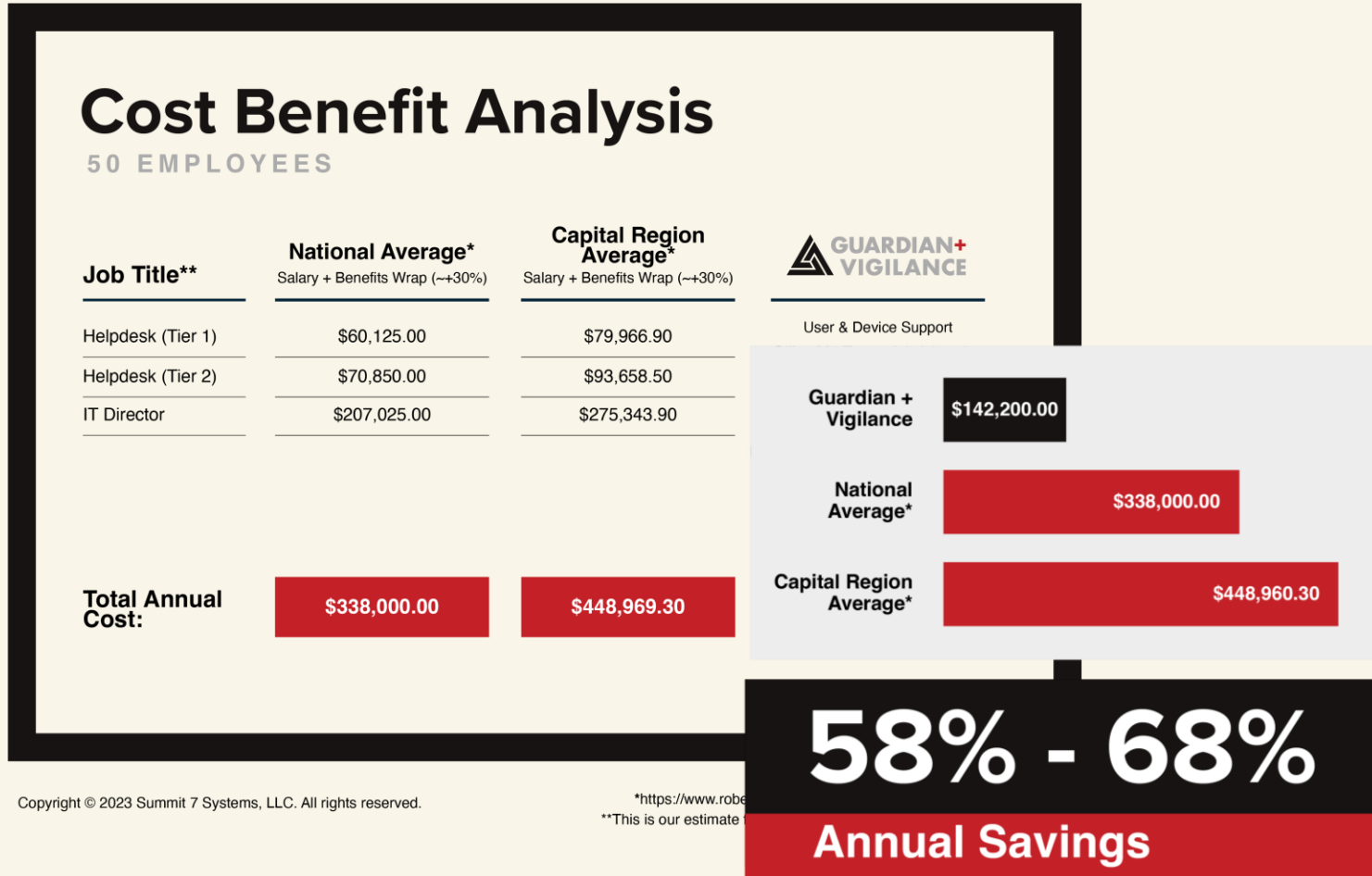


How to Find the Right Managed IT and Managed Security Provider for CMMC Whitepaper





Cost Benefit Analysis for Managed Services Whitepaper





Vigilance: Security Incident Summary

VIGILANCE
Managed Security Services

Security Incident Summary

This report demonstrates how Vigilance MxDR services effectively responds to threats and breaches with gold standard detection and response. Providing incident source, affected resources, and recommendations.

SUMMIT7

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Introduction

Security Incident Summary

Cybersecurity incidents can have a devastating impact on a company's operations and reputation. Vigilance (MSSP) is dedicated to providing the tools and expertise needed to safeguard critical data and assets.

This report from a real-life scenario will provide valuable insights into the mechanisms Vigilance has in place to protect against emerging threats.

The goal of this summary is not only to highlight the effectiveness of Vigilance but also to provide tangible proof that our client's investment in cybersecurity is justified. By examining real-life examples of our threat detection capabilities, we can demonstrate how our clients can stay ahead of cybercriminals and minimize the potential damage of a breach.



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