Kieri Compliance Documentation (KCD)
Business Justification

What it does…

The KCD is a battle-tested set of policies, procedures, and checklists written in plain English to give you a program for complying with CMMC Level 2 requirements.

These are editable Office documents that, when tailored for your environment and followed, will structure required activities for CMMC compliance and create evidence that each activity was performed on schedule.

Who it's for …

This documentation package provides templates that are easily applicable to enclaves and smaller businesses (1-1,000 users).

The KCD is written to be compatible with any technology solutions, but organizations using Office 365 and Windows 10 will need less customization.

> **What's included?**
> - Policies
> - Procedures
> - User Agreements
> - Checklists
> - System Security Plan
> - Self-Assessment Plan

Business Justification for Cybersecurity

If you are a defense contractor, it is virtually guaranteed that your contracts *already* include DFARS 252.204-7012, which is a contract clause that requires very strong cybersecurity to protect sensitive information (like schematics and blueprints) related to your contract.

In addition, the DoD has stated that they intend to require third-party assessments of their defense contractors to prove that the cybersecurity is being performed. Renewing and upcoming contracts are expected to include this third-party assessment requirement after 2023, until it is fully rolled out in 2026. Third-party assessments will require policies and other documentation to pass.

This is **both** an **existential threat** to businesses that depend on DoD contracts and an **opportunity to out-compete your peers** by becoming CMMC compliant first.

Business Justification for Documentation Templates

To create the CMMC compliance documents took us more than 700 hours of work to create the initial drafts, test them, incorporate lessons learned, do self-assessments to find gaps, and make painstaking revisions. This is a very typical amount of effort when starting from scratch with policies and procedures and the system security plan. And remember that we had access to compliance experts with special training in CMMC and DFARS 252.204-7012 to do this.

What it would cost to replicate this effort to create compliance documentation:

Creating CMMC documentation from scratch with CMMC Provisional Assessors as Subject Matter Experts	SME ($200/hour * 700 hours)	**$140,000** likely to pass assessment but expensive!
Creating CMMC documentation from scratch with an internal system administrator	internal work ($60/hour * 1000 hours)	**$60,000** danger of failing assessment due to lack of SME, and still expensive

In comparison, if you purchase the KCD, your estimated compliance documentation costs:

KCD License **+ your team customizes it**	$4,700 license + internal work ($60/hour * 100 hours)	**$ 10,700** sometimes doesn't get done if there are competing priorities. Make sure to get an SME review
KCD License + Kieri SME hours to kick-start the effort	$4,700 license + internal work ($60/hour * 50 hours) + Kieri SME ($250/hour * 25 hours)	**$13,950** will get done and SME has reviewed your program

Business Justification for the Kieri Compliance Documentation

The KCD is a holistic program for compliance, not just a set of generic policies that you stash in a filing cabinet. Every activity in the KCD is designed to create evidence that your organization is performing compliance in a mature and repeatable way.

The KCD is designed to make compliance tasks as efficient as possible. CMMC compliance takes a lot of work – we can't help that. But we include a lot of lessons-learned from our own journey so that you can save time by skipping re-work and by streamlining standard maintenance activities. **We include hundreds of examples and instructions throughout so that you know what "right" looks like.**

We use simple Microsoft Word and Excel files for the program. You don't have to worry about losing all your records if you stop paying fees to a compliance website. The initial purchase gets you an unlimited lifetime license to use the templates within your organization and 12 months-worth of updates (just in case CMMC version 3.0 comes out).

Because the KCD includes functional policies, user agreements, procedures, checklists, databases, and a pre-written system security plan, **more than 240 out of 320 assessment objectives** are partially or fully met just by using the KCD in your organization.

The KCD is based on the documents and procedures Kieri Solutions used to pass their CMMC assessment by the DoD. **It is battle tested.**

More information: https://www.kieri.com/kcd