



A Smart CMMC Level 2 Strategy Saving \$300k and the MSPs Contract

*Compliance
Scorecard's expertise
saved our client's
budget and probably
our relationship too.
We looked like pros,
and our client got a
practical, certifiable
path forward.*

Introduction

When a regional MSP supporting a manufacturing client faced CMMC Level 2 requirements, they received shocking guidance from another provider: move the entire IT environment to Microsoft GCC High.

The projected \$300K price tag and operational disruption could have jeopardized the client's defense contracts, and their trust in the MSP. Compliance Scorecard was brought in to validate the requirement, explore smarter alternatives, and protect both the budget and the business.

Get to Know the Client

A regional IT MSP supporting a manufacturing client in the defense sector. The client needed to achieve CMMC Level 2 certification to retain and expand their Department of Defense contracts, while minimizing cost and disruption to their day-to-day operations.

The Challenge

The client was told that achieving compliance required migrating their entire IT environment to Microsoft GCC High, **an expensive, disruptive overhaul.**

Beyond the \$300K cost, this approach **risked unnecessary downtime, staff retraining, and replacing systems that were already performing well.**

Choosing Compliance Scorecard

The MSP knew they needed a partner who could cut through generic “one-size-fits-all” advice and focus on practical, evidence-based solutions. Compliance Scorecard’s proven methodology for CMMC scoping, gap assessments, and roadmap development offered exactly that: **a tailored approach designed to meet requirements without wasting resources.**

Cutting Costs Without Cutting Corners

- Conducted a **precise scoping exercise** to pinpoint exactly where Controlled Unclassified Information (CUI) lived and moved.
- Designed a **smart enclave-based boundary strategy** using commercially available tools, eliminating the need for full environment migration.
- Delivered a complete **gap assessment and prioritized roadmap** to bring systems into CMMC Level 2 alignment.
- Provided the MSP with clear, actionable direction for implementation, isolation, and preservation of existing systems.

Conclusion

This engagement showcased how **the right compliance strategy can protect both the bottom line and the client relationship**. By taking the time to accurately define the scope of CUI and applying targeted solutions instead of blanket overhauls, Compliance Scorecard helped the MSP deliver exactly what their manufacturing client needed to achieve CMMC Level 2 readiness without the unnecessary cost and chaos of a full GCC High migration.

Beyond the immediate savings of \$300K, the project reinforced the MSP's role as a trusted advisor, **strengthening their client's confidence** in both their technical capabilities and strategic decision-making. The isolated enclave approach **provided a sustainable framework for ongoing compliance**, ensuring that the client's environment remains aligned with DFARS, ITAR, and CMMC requirements without constant reinvention.

Most importantly, the manufacturing client retained their defense contracts and avoided operational disruptions that could have jeopardized delivery schedules and relationships with the DoD. **The MSP emerged from the process not only with a stronger client bond but with a proven, repeatable strategy they can apply to future engagements positioning them for long-term growth** in the highly competitive defense supply chain market.

Want to see how Compliance Scorecard can help you?

Compliance Scorecard empowers MSPs to operationalize compliance. With our product and peer-group solutions, you can turn compliance management into a strategic practice that drives business growth. Join a Live Demo and see the game-changing impact for yourself.



Compliance Scorecard

Compliance Scorecard is a leading provider of Compliance-as-a-Service (CaaS) solutions for Managed Service Providers. Created by an MSP for MSPs, we streamline compliance operations for MSPs, turning compliance management into a strategic practice that allows MSPs to scale. Offering both product and peer-group solutions, our combination of expertise, support, and product put us in a unique position to help MSPs across the globe master any challenge related to GRC (Governance, Risk and Compliance). Compliance Scorecard is the compliance toolkit every MSP needs to check every box with ease.

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