

# CMMC 2.0 IN PRACTICE.

## Avoiding the top 5 contractor pitfalls.

CMMC 2.0 is no longer theoretical. The final rule is here – and contractors must now demonstrate readiness rather than plans or intent. This brief distills what matters most for the organizations handling Controlled Unclassified Information.

### CRITICAL INSIGHTS

## For organizations handling CUI, CMMC 2.0 will directly impact:

Downstream risk surfaces quickly when readiness hasn't kept pace.



### Proposal Competitiveness

Readiness is now a bid-qualifying criterion.



### Revenue Continuity

Delays threaten recompetes and active contracts.



### Contract Eligibility

No alignment, no award – full stop.

### — THE FIVE PITFALLS

## Where readiness typically breaks down.

- 1 The rollout will move faster than expected**  
Despite “phased” language, CMMC clauses will appear quickly in new DoD solicitations.
- 2 Scoping determines the difficulty of certification**  
Poorly defined CUI boundaries increase cost, complexity, and audit risk.
- 3 Documentation is the leading cause of assessment delays**  
Most readiness gaps stem from incomplete SSPs, POA&Ms, and missing evidence – not technology.
- 4 C3PAO availability will be limited**  
As demand increases, assessment scheduling delays are inevitable without early planning.
- 5 POA&Ms have limits**  
They cannot be used for all controls, and overreliance may jeopardize certification.

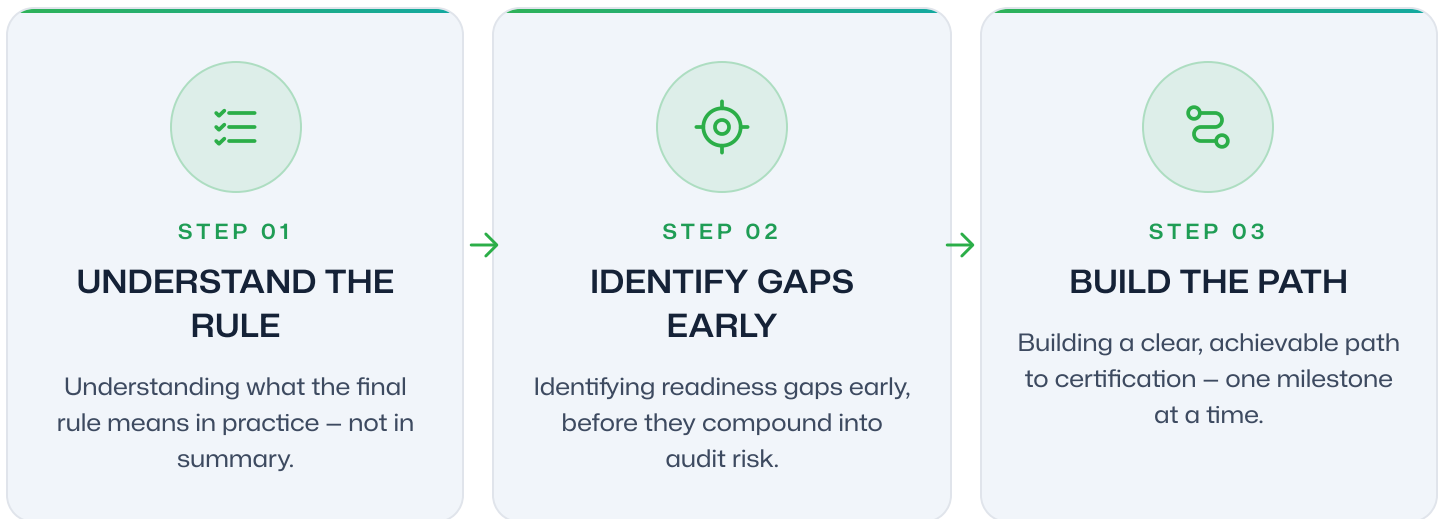
# Can you say “yes” to every one of these?

-  Our CUI environment is clearly defined
-  Our System Security Plan is complete and current
-  Evidence exists for implemented NIST 800-171 controls
-  We've assessed our readiness for Level 2
-  We understand what a C3PAO assessment will require

— IF YOU CAN'T ANSWER YES · YOUR PATH IS AT RISK

## What successful contractors do next.

They move beyond rule summaries – and focus on three things that separate certified organizations from stalled ones.



COMPANION BRIEF

### Read the CMMC 2.0 Insights Brief.

Learn what the final rule means for your organization, how to assess readiness, and what to prioritize in the next 90 days – grounded in Fortreum’s frontline CMMC expertise.

CMMC 2.0 INSIGHTS BRIEF

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NIST 800-171 CONTROLS