Kiteworks

SOLUTION BRIEF

FOR MSP AND MSSP REGISTERED PRACTITIONERS

Build Your CMMC Practice on a Platform That Delivers

Kiteworks Gives MSP and MSSP RPOs the FedRAMP-Authorized, CMMC-Ready Foundation Their DIB Clients Need — and 90% of Level 2 Coverage Built In

CMMC 2.0 | FedRAMP Moderate | DFARS 7012 | NIST SP 800-171

The Challenge

Your defense industrial base clients are under real deadline pressure. CMMC 2.0 Phase 2 enforcement — requiring mandatory C3PAO-assessed Level 2 certification — is in effect. More than 80,000 DIB contractors need Level 2 assessment, and the vast majority will turn to their MSP or MSSP first. Building a CMMC practice requires more than policy expertise: Your clients need a technology platform that actually satisfies the 110 NIST SP 800-171 controls a C3PAO will scrutinize. Assembling that stack from individual point solutions is slow, expensive, and hard to audit.

The Kiteworks Advantage for RPOs

Kiteworks is the only platform that addresses 90% of CMMC 2.0 Level 2 requirements out of the box — covering access control, audit accountability, configuration management, identification and authentication, system integrity, and more. As a FedRAMP Moderate Authorized platform (authorized since June 2017, not self-attested equivalency), Kiteworks satisfies DFARS 7012 cloud security requirements definitively. You deliver a unified, single-tenant secure data exchange environment to each DIB client, backed by immutable audit logs and automated compliance reporting that make C3PAO assessment preparation measurably faster.

The Market Opportunity Is Real

90%
CMMC Level 2 Requirements Addressed Out of the Box

80K+
DIB Contractors Requiring Level 2 C3PAO Assessment

$28K+
FCA Penalty Per False Attestation, Plus Treble Damages

How RPOs Deliver CMMC With Kiteworks

1 ASSESS

Scope the Client's CUI Environment

Map all data flows where controlled unclassified information is sent, shared, received, or stored. Kiteworks compliance reports and gap-analysis templates accelerate scoping and identify the controls your client still needs to address in policy or process.

2 DEPLOY

Stand Up a Dedicated Single-Tenant Instance

Each DIB client gets a fully isolated Kiteworks environment — dedicated infrastructure, dedicated encryption keys, no shared CUI exposure. Deployment options include on-premises, private cloud, or FedRAMP-hosted, depending on your client's contract requirements.

3 GOVERN

Apply Policies Across Every CUI Channel

Configure attribute-based access controls, DLP rules, email encryption policies, and file transfer governance across all channels from a single control plane. Kiteworks unifies secure email, file sharing, managed file transfer, SFTP, and web forms — one policy engine, one immutable audit log.

4 CERTIFY

Accelerate C3PAO Assessment Readiness

Kiteworks automated compliance reporting reduces audit preparation overhead by up to 90%. Pre-built CMMC reports, immutable and tamper-evident logs, and comprehensive data lineage give your client's C3PAO a complete, auditor-ready evidence package from day one.

Every CUI Channel Your Clients Use — Governed and Audited

Secure Email With CUI Protection

Automated encryption and anomaly detection prevent unauthorized CUI disclosure via email — no user training or additional software required.

Governed File Sharing and Collaboration

Granular access controls, possessionless editing, and secure external sharing let DIB employees collaborate without exposing CUI outside authorized boundaries.

Managed File Transfer and SFTP

High-volume, automated CUI transfers — including large files — with full audit trails and encryption in transit and at rest.

Secure Data Forms for CUI Intake

Replace unprotected email submissions with encrypted, policy-governed data forms that capture and route CUI safely from contractors and partners.

Unified Audit Log and SIEM Integration

A single, tamper-evident log covers every channel interaction. Real-time SIEM feeds keep your client's security operations team current with zero throttling.

FedRAMP Moderate Authorized Since 2017

DoW DFARS 7012 requires cloud service providers to be FedRAMP Moderate Authorized or equivalent. Kiteworks carries the actual authorization — confirmed annually by a certified 3PAO.

Ready to Build Your CMMC Practice With Kiteworks?

www.kiteworks.com/partners