

Top 5 Reasons Small DIB Contractors Choose Kiteworks for CMMC 2.0

How Scope Reduction and Days-to-Deploy Architecture Keep Small Defense Contractors in the DoD Market

Small businesses make up roughly 73% of the Defense Industrial Base yet bear a disproportionate share of CMMC cost—industry estimates put per-employee compliance spend at \$2,500 to \$4,600 for small contractors, versus \$600 to \$1,000 at enterprise scale. Analysts project that 15% to 20% of the DIB—between 33,000 and 44,000 companies—may exit the defense market entirely rather than absorb the burden. With Phase 2 third-party assessments beginning November 10, 2026, small contractors need a path that compresses scope, eliminates tool sprawl, and replaces years of remediation work with deployable architecture.

1

Reduce Your CMMC Scope by 60% or More with a CUI Enclave

Scope reduction is the single most effective lever a small contractor must control CMMC cost—industry data shows enclave architectures cut remediation expenses by 20% to 40% and total compliance budgets by 60% to 65% versus protecting an entire general-purpose IT environment. Kiteworks deploys as a dedicated CUI enclave that isolates Controlled Unclassified Information from your day-to-day business systems, so only the enclave falls inside the assessment boundary. Fewer systems in scope means fewer controls to remediate, fewer logs to retain, and a smaller, faster, cheaper C3PAO assessment.

2

No In-House Compliance Team Required

Most small contractors do not have a CISO, a SOC, or a dedicated compliance staff—and they do not have time to hire one before November 2026. Kiteworks delivers preconfigured technical controls covering up to 90% of CMMC Level 2 practices at deployment, so you inherit architecture instead of building it. Encryption (SC-8, SC-13, SC-28), access control (AC-2 through AC-22), audit logging (AU-2 through AU-12), and identification and authentication (IA-2 through IA-12) ship working out of the box. The platform produces a System Security Plan and continuous control evidence automatically, so a 10-person shop can pass a Level 2 assessment without hiring a compliance team that doubles its headcount.

3

Days to Deploy—No GCC High Migration

Microsoft GCC High migrations consume 12 to 18 months and run from \$300,000 to over \$1 million—a tab small contractors cannot pay, and a timeline that does not fit inside the Phase 2 window. Even after migration, contractors must individually configure SharePoint, Exchange, Teams, OneDrive, and Azure Information Protection, then maintain fragmented audit logs across all of them. Kiteworks deploys in days as a single-tenant hardened virtual appliance that coexists with your existing Microsoft 365 productivity—you do not rip and replace your stack. That is the difference between meeting the November 2026 deadline and missing it.

4

One Audit Trail Your Prime Contractor Will Accept

Primes are now accountable for the cybersecurity posture of their supply chain, and they are tightening vendor vetting accordingly—small subs that cannot demonstrate CMMC readiness are being cut from bid lists. A Kiteworks survey found 62% of organizations lack adequate governance controls and 34% are immature on third-party CUI access. Kiteworks consolidates email, secure file sharing, MFT, SFTP, data forms, AI agents, and APIs under one policy engine and one immutable audit log. When a prime asks for evidence of how you handle their CUI, you produce a single tamper-evident record—not a stitched-together story across five separate Microsoft products.

5

Predictable Cost, Procurable Through Carahsoft

Small contractors cannot afford budget surprises, and CMMC compliance projects are notorious for them. Kiteworks delivers a predictable subscription cost in place of multi-vendor tool stacks and the per-employee licensing math that inflates GCC High deals. Level 2 controls inherited from Kiteworks' continuous FedRAMP Moderate Authorization (held since June 2017) are pre-validated, compressing assessment timelines by 50% or more. The offering is procurable through Carahsoft via GSA Schedule, NASA SEWP V, and E&I.

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