Quantification Analysis
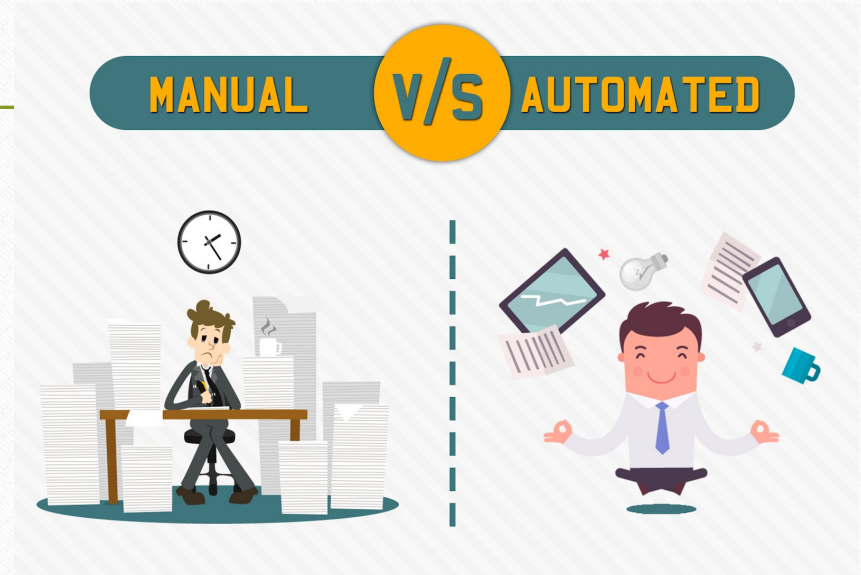## (Applied Research Associates, Inc.)

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CHRISTOPHER KYRIACOU | JAMIE SUTTON | NATHAN CHONG | SAFEE GHAFOORI | DAVE FULLER

Current Business Process Overview

ARA Chief of Security directs admin at all 13 branches to:

1. Manually audit for CMMC compliance
2. Report findings to security team for remediation
3. Ensure remediation is implemented through follow-ups

MANUAL **V/S** AUTOMATED

https://tech.jumia.com/img/posts/not-your-kind-of-automation/manual-vs-automated.png

Baseline vs. Anticipated Business Processes

Baseline Business Process	Anticipated Business Process
Manually auditing for compliance	Automated audit for compliance
Manually reporting findings to security team	Automated report generation

Business Impact Comparison

4

CMMC Compliance

Cost

-Labor costs reduced by $3,030-$12,660/yr. per admin

-Company reputation-maintain and gain contracts

-Implementation = $0

Schedule

-Time used for manual audits are refocused to other business goals

-76.5 to 316.5 hours/year saved per admin

Performance

-Automatic audits performed *daily* instead of manual audits performed *monthly*

-Continuous compliance with CMMC standards

Business Impact Comparison Charts

Intangible Costs:

- Increase performance efficiency: *Daily audit*
- Refocus labor
- Sustain company reputation
- Achieve & sustain CMMC level 3

Tangible Costs:

- Save on labor: *$3,060 to $12,660 yearly (Per admin)*
- Time saved: *76.5 to 316.5 hrs yearly (Per admin)*
- Implementation costs: *$0.00 (Open Source)*
- Maintenance: *Client employs proper personnel*

TIME TO CONDUCT INITIAL AUDIT

	Manual	Automated
Minutes	600	10

■ Minutes

Minutes (Y-axis), Type (X-axis)
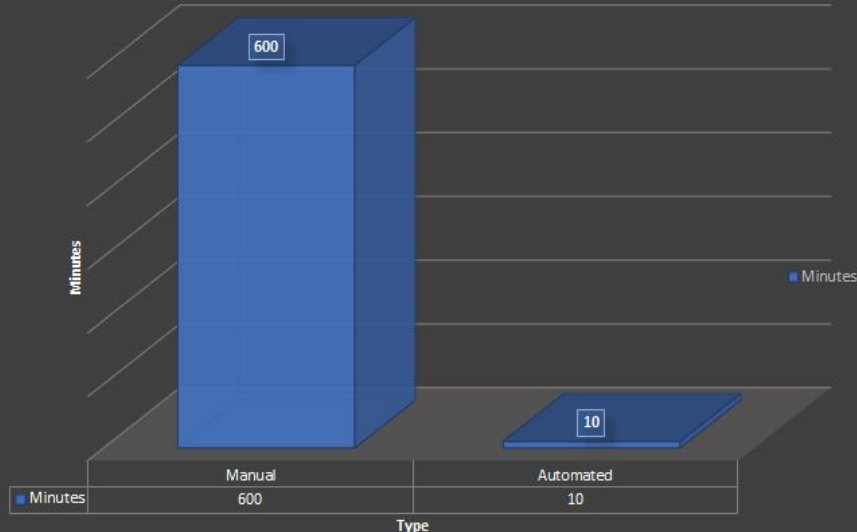
Business Impacted by CMMC Compliance (Next 2-5 Yrs.)

$150,000,000.00
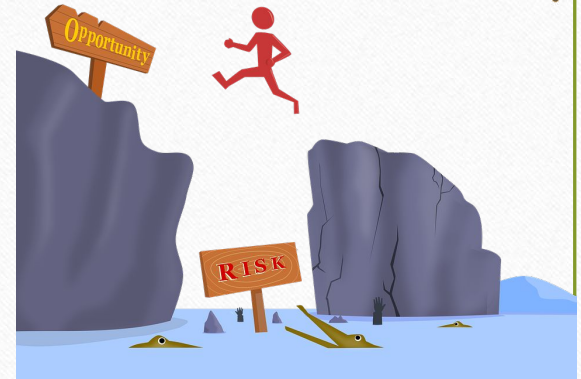
$350,000,000.00

■ Not Impacted ■ Impacted

Major Risk Areas

Although processes are well-documented:

-Unable to access ARA's systems directly

-Had to mirror ARA's system with simulation
   -potential risks within their environment

-Potential shared knowledge constraints

Quantification Analysis
(Applied Research Associates, Inc.)

Thank you!

Any Questions?

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