

# WAYPOINT COMPLIANCE ADVISORY, LLC

*Navigating Federal Compliance*

SBA CERTIFIED SDVOSB

| Certified 02/03/2026 | UEI: K2NVWB4QXKN6 | CAGE: 14Z63

## CONTACT INFORMATION

Cameron Hopkin, Principal Consultant  
cameron@waypointca.com  
waypointca.com  
DeLand, Florida

## CORE COMPETENCIES

- CMMC 2.0 Assessments
- FedRAMP Consulting
- Security Assessments
- Fractional CISO Services
- AI Security & Governance
- Incident Response Planning

## KEY METRICS

- 21+** Years IT/Security Experience  
**10** Years U.S. Navy Service  
**52+** Critical Vulnerabilities Fixed  
**\$17M+** Budget Oversight Experience  
**35%** Cost Reduction Achieved  
**90%** VA Disability Rating

## CERTIFICATIONS

CISSP | CEH | CHFI  
MS Cybersecurity & Info Assurance  
BS Software Engineering  
MBA (Expected Dec 2026)

## NAICS CODES

541512 - Computer Systems Design  
541519 - Other Computer Services  
541611 - Management Consulting  
541690 - Other Technical Consulting  
611420 - Computer Training

## COMPANY OVERVIEW

Waypoint Compliance Advisory is an SBA-certified Service-Disabled Veteran-Owned Small Business (SDVOSB) specializing in cybersecurity compliance consulting for federal and state government contractors. We deliver practical, mission-focused solutions grounded in 21+ years of real-world implementation experience.

## PAST PERFORMANCE

### Security Engineering Manager

- Corporate Tools / Northwest Registered Agent (Current)*
- Lead Red, Blue, and Orange security teams
  - AI-powered fraud detection and security automation
  - Comprehensive security program oversight

### Lead Security Engineer

*HHS Office of Inspector General (via Excella)*

- Federal healthcare cybersecurity compliance
- Security controls for sensitive government systems
- Vulnerability management and risk assessments

### Combat Systems Supply Officer

*U.S. Navy (2000-2010)*

- Managed \$17M+ defense procurement budgets
- Led 28-person technical teams
- Security clearance and contract compliance

## DIFFERENTIATORS

- ✓ Direct federal agency experience (HHS OIG, USCIS)
- ✓ Current security clearance eligibility
- ✓ Both technical depth and business acumen
- ✓ Military precision meets compliance expertise
- ✓ Practical solutions, not just documentation
- ✓ Florida MFMP registered vendor