

Top 10 Business Lessons Learned from Kahua's Own CMMC Journey

CMMC alignment has shifted the way Kahua does business. Internally, it has resulted in more resilient systems and proactive employee ownership. Externally, our customers now have greater confidence that their capital program technology will deliver enhanced security and monitoring capabilities, furthering the digitization for some of the largest programs in the country. See how we learned to ask the hard questions, invest the right resources, and commit to continuous improvements.

Security is part of business culture, and everyone plays a part. The path to CMMC will be worth the effort for you, too!

See our Top 10 Business Lessons Learned to help you navigate your CMMC compliance journey!

- 1 Becoming FedRAMP certified was a big lift for Kahua: It took time, money, and effort. But the payoff made the hard work worth it. Certification opened the door to new business, built trust with customers, and gave us a real competitive edge.
- 2 It isn't something you check off once and forget. Your people need a real process to track and manage your evidence over time—because the work never stops. A simple checklist won't cut it. A solid, ongoing system in place not only keeps you compliant; it also protects your business and builds trust with your customers. This is why Kahua has built a dedicated app for tracking CMMC.
- 3 When Kahua was founded, cybersecurity was a minor concern. Today, it's one of our biggest concerns, and the risks will only grow. Staying secure isn't a one-time project. It's part of our culture, how we do business every day. And it's not just a Department of Defense problem; our industry should make these standards our own. Security is never "done," but the companies that treat it seriously are the ones that last.
- 4 You don't always know where the gaps are in your systems until something big happens. For Kahua, the SolarWinds incident was a wake-up call. Even trusted tools can become weak spots. It showed us the value of digging deeper, asking hard questions, and not assuming everything is safe just because it's always worked. That shift in mindset made our business stronger and better prepared.
- 5 If you're not tracking security at the enterprise level, you may not even realize what's hitting you. The number of attacks that happen daily is shocking—not just a few, but thousands. Some threats inflict damage immediately and must be addressed immediately. Without the right reporting and visibility, you're flying blind. Once the right tools are in place, you see the full picture, and everything changes.
- 6 You may not appreciate the value of your data until you hear what's happening to others. Once we started listening to real stories about data breaches, lost information, and businesses being shut down, it hit home. Protecting our data isn't just an IT thing, it keeps the business running. That perspective made the tough changes feel worth it.
- 7 Finding the right CMMC consultant isn't easy. Not many firms have the right credentials, and they might not truly understand your business. Kahua learned the hard way: you can't just hire the first name on the list. Take the time to ask questions, dig in, and find a partner who understands your goals. The right fit makes all the difference in getting certification done right.
- 8 CMMC isn't something you can just bolt on, you need people who understand it. Kahua realized we had to either train our current team, or bring in new talent who knew the security requirements and how to manage the systems we have in place. It was an investment, but the right people made all the difference in doing it right and staying ahead.
- 9 You don't control the timeline. The process has two parts: understanding where you stand, and making the necessary fixes. Part one—getting advice on your current situation—is critical. Otherwise, you're just guessing. There's no shortcut. Start now, because the sooner you begin, the better prepared you'll be.
- 10 Success stories are hard to find, but those out there are gold. Kahua made a point to learn from other companies that had been through the process, and their lessons saved us time, money, and mistakes. Don't try to figure it all out on your own. Look for those who've done it right and learn everything you can from them.

Being among the first companies to step up and get CMMC certified attracts attention and builds trust. Early movers in cybersecurity and compliance stand out. They become the names people remember and rely on. Take action early, and take the chance to lead and shape your reputation in the industry.

Want to get your company up to speed with CMMC, but not sure where to start?

See How **Kahua** Can Help You Fast-Track CMMC Compliance

