

Maika'i Guide |

CMMC Consultant Project Experience Evaluation Checklist

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Developed by

Maika'i Solutions

Assess Your Path to CMMC Compliance - Find the Right Consultant Today:

This checklist is designed to help you evaluate potential CMMC consultants and ensure they're the right fit for your organization's cybersecurity compliance needs. Use it to assess their expertise, approach, and alignment with your specific goals, making the process of achieving CMMC certification smoother and more effective.

What to expect:

Answer a series of targeted questions to evaluate your CMMC consultants, providing you with key factors to consider.

BEGIN QUIZ



CMMC Consultant Selection Checklist:

1. Expertise & Approach:

Not Just a Salesperson – Does the consultant focus on solving your specific challenges rather than just selling a service?

☐ YES☐ NO

Tailored Guidance – Do they take time to understand your business and compliance needs, or do they offer a one-size-fits-all solution?

☐ YES☐ NO

Structured Process – Is their approach broken into clear, manageable phases (Gap Analysis, Remediation, C3PAO Assistance), or is it vague?

☐ YES☐ NO

2. Transparency & Flexibility:

Clear Pricing – Do they provide up-front, structured pricing, or are there hidden fees?

☐ YES☐ NO

Flexible Engagement – Are you locked into all phases, or can you choose to work with another provider at different stages?

☐ YES☐ NO

Realistic Timelines – Do they set clear expectations on how long each phase will take?

☐ YES☐ NO

3. Track Record & Reliability

Proven Results – Can they share case studies or examples of companies they've helped achieve CMMC compliance?

☐ YES☐ NO

Government Contracting Knowledge – Do they understand the contracting landscape, primes, and compliance deadlines?

☐ YES☐ NO[NEXT](#)

4. Communication & Support

Responsive & Engaged – Do they ask insight questions and actively listen to your concerns?

☐ YES☐ NO

Straightforward & No Gimmicks – Are they clear about expectations, or do they use vague promises to close the deal?

☐ YES☐ NO

Ongoing Support – Do they just hand you to-do list, or do they help execute a real roadmap?

☐ YES☐ NO

5. Urgency Without Pressure:

Scheduling Transparency – Do they provide Realistic availability, or do they create artificial urgency?

☐ YES☐ NO

Help You Plan Ahead – Do they emphasize long-term compliance success, or just getting you certified for a single contract?

☐ YES☐ NO

Respect Your Decision Making Process – Do they allow your time to finalize decisions while ensuring you stay on track

☐ YES☐ NO

FINISH



MAHALO!

Complimentary Consultation:

Once you've completed this pre-assessment, schedule a call with our experts to discuss your results and explore actionable steps to enhance your compliance posture.



MAIKA'I
SOLUTIONS

EMAIL: info@maikaiconsulting.com

PHONE: +1 (808) 480-9337

ADDRESS:
200 N Vineyard Blvd
Ste A325 - #170
Honolulu, HI 96817
USA