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 **Centrend**

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# TECHNOLOGY RESULTS NEWSLETTER

## THE COMPLIANCE REPORT: CENTREND CMMC WATCH

### It Only Takes One Gap to Fail Compliance

One missed log or control can cost your contract. CMMC Level 2 gaps now mean lost trust and revenue.

### What Feels Minor Can Lead to Major Penalties

One missing policy can cost more than a breach. The DoD now enforces audits and proof at every level. Many contractors still fall behind on documentation and training. Compliance isn't paperwork it's protection. It secures contracts, strengthens credibility, and keeps business moving.

### 2025 Compliance Check: True Stories 1. Contract Paused: CMMC Gap

A Virginia subcontractor failed a CMMC review for missing MFA and training. Their contract was paused, delaying work and causing delays.



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### CMMC Enforcement Starts Nov. Are 10. Are You Award-Ready?



**Compliance Gap:** Outdated access protocols. Without audit logs or user tracking, they failed verification costing three weeks of downtime and client trust.

► **With Centrend:** Automated logs, MFA enforcement, and continuous compliance tracking keep your contracts secure and audit-ready.

## 2. Access Denied: Expired Cert.

A Massachusetts IT subcontractor lost eligibility to bid when their self-attestation lapsed. The portal flagged an expired certificate and incomplete annual training proof.

► **With Centrend:** Renewal tracking and reminders keep certifications current and clients confident.



# 5 CMMC MISTAKES THAT COST CONTRACTS

## 1. No Evidence = No Compliance

Last October, a Maryland defense contractor failed a Level 2 review when assessors found missing MFA proof and incomplete training logs. The contract was suspended pending remediation. With deadlines missed and deliverables frozen, the company lost months of revenue and reputation.

- **One overlooked control can halt contracts, payments, and progress.**
- **Without documented evidence, compliance claims collapse under review.**
- **Readiness isn't a one-time task it's an ongoing discipline your business depends on.**

## 2. One Gap - Instant Suspension

A Virginia subcontractor's renewal audit revealed missing MFA records and outdated policies. The DoD paused their eligibility until evidence was verified. Work stalled, invoices froze, and reputation took a hit.

- **Even one missing control can halt progress.**
- **Update policies and training before renewal reviews.**

## 3. Evidence Missing = Money Lost

In September 2025, a Midwest manufacturer lost a \$1.2 million renewal because screenshots and logs were scattered across departments. Reviewers flagged "incomplete evidence."

- **Centralize documentation and version tracking.**
- **Assign one compliance owner per CMMC control.**

## 4. "We Still Didn't Know" Violation

A defense vendor claimed ignorance of new DoD clauses. Their contract was pulled after a failed spot check. Regulators don't excuse oversight they document it.

- **Monitor rule updates and attestation deadlines.**
- **Schedule quarterly gap reviews with your CMMC advisor.**

## 5. Outdated Systems = Failure

A contractor using legacy servers failed vulnerability scans during a Level 2 assessment. Without patch logs or mitigation plans, they couldn't certify.

- **Outdated systems are Easy Targets.**
- **Missed updates = Open Doors for Cybercriminals.**





# Meet **Paul LaFlamme** **The Standard** **Behind Centrend**

Paul LaFlamme doesn't just build IT systems, he builds standards. For over 20 years, Paul has helped defense and commercial teams turn compliance into a competitive advantage. Named one of Worcester Business Journal's Top 40 Under 40, he is known for aligning security, strategy, and smart execution.

With CMMC expertise and a results-driven focus, Paul helps organizations translate complex regulations into clear, workable systems that pass real audits and perform in the field.



**Paul Laflamme**

CEO, Centrend

With 20+ years of expertise, Paul leads Centrend with a compliance-driven IT mindset. As a CMMC-registered practitioner, he delivers solutions built on credibility, audit readiness, and measurable security outcomes.



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In a digital era defined by accountability, Paul LaFlamme stands out by strengthening what matters most trust. His focus on proactive defense and continuous improvement helps clients stay certified, reduce risk, and lead with confidence. He doesn't follow standards he defines them.



## **CMMC** in **Massachusetts**

### **Smart Compliance** **Stronger Defense**

Across Massachusetts, contractors are strengthening their defense posture ahead of CMMC Level 2 enforcement. From manufacturing to non-profits, organizations are recognizing that compliance isn't just a checklist it's proof of trust and credibility.

Centrend, led by Paul LaFlamme, helps businesses achieve audit-ready compliance with tailored controls, policy automation, and continuous security monitoring that keeps companies secure, verified, and contract-ready all year long.



## SMALL GAPS BIG COMPLIANCE COST

Most compliance failures start small a missed log entry, outdated access control, or skipped training session. One overlooked control can pause contracts, delay payments, and trigger expensive audits. Compliance readiness isn't about perfection it's about documented proof. Start with a CMMC Gap Assessment to uncover weak spots, strengthen policies, and ensure continuous audit readiness. In compliance, evidence always beats excuses and keeps trust intact.



### 1. Start With Proof

You can't defend what you can't document. Run an internal readiness check now.

### 2. Lock Down Access

Missing MFA or expired roles can derail an audit. Review quarterly.

### 3. Keep Evidence Organized

Versioned policies and screenshots save time and contracts during review.

### 4. Train Your Team For Awareness

Compliance fails when people do. Keep your team audit-ready and alert year-round.

Stay audit-ready around the clock. Compliance doesn't end after hours. Continuous monitoring keeps systems aligned, logs current, and evidence complete before audits begin. As needs evolve, grow smart. Managed or co-managed support scales with your contracts. With Centrend, readiness isn't maintained it's mastered.



## REAL COMPLIANCE REAL RESULTS

"Centrend helped us close our CMMC gaps fast, with clear guidance, zero downtime, and full audit confidence."

- Pat Joyce, Thunderline Z

"For over 10 years, Centrend has kept our systems secure and documentation audit-ready. True peace of mind."

- Michael Gick, Publick House Historic Inn

"Paul's team streamlined our CMMC process. Smooth, precise, and professional."

- Devin Brown, J & J Machine

## REFER A BUSINESS. HELP THEM STAY COMPLIANT

Know a contractor still behind on CMMC? Refer them, and when they onboard, you earn **\$250 Credit**. They gain compliance. You gain rewards. Together, we keep the defense network secure.

## CATCH GAPS EARLY STAY AUDIT-READY

Unsure if your policies meet CMMC Level 2? [Book a Free Readiness Call](#) at [Centrend.com](https://www.centrend.com) real guidance from local compliance experts, no pressure.



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