



TECHNOLOGY RESULTS NEWSLETTER

NEW YEAR COMPLIANCE REPORT: WIN **BIDS** AND **KEEP** RENEWALS

It Takes One Gap to Lose Renewals

One missing cloud log, access review, or MFA record can cost your next award. In 2026, CMMC Level 2 proof will decide bids, renewals, and revenue.

Small Gaps Can Block Award Decisions

One outdated cloud policy can stall a renewal fast. Identity, access, and backups must be provable. Many teams still miss logs, role reviews, and training records. Compliance isn't paperwork. It's proof that keeps contracts moving.

CMMC Rule Moves Into Contracts

Recent updates show CMMC requirements rolling into solicitations in phases. If you can't show evidence on demand, eligibility can vanish before award.



Compliance Gap: Shared cloud access and missing logs hit review. Without MFA proof and audit trails, assessors couldn't validate controls, stalling new awards and key renewals during peak season.

► **With Centrend:** Automated cloud logs, MFA enforcement, and continuous evidence tracking keep your controls provable, and bid-ready through 2026 renewals.

2. Access Locked: Proof Expired Fast

A subcontractor lost bid eligibility when a cloud attestation expired. The portal flagged an outdated cert plus missing annual training proof during a renewal check. It took days to restore access.

► **With Centrend:** Dashboards and evidence checks keep certifications current and audit-ready 24/7.



5 CMMC CLOUD MISSTEPS THAT COST RENEWALS

1. Proof Missing = Bid Blocked

A review found shared admin access, missing MFA proof, and incomplete cloud logs. The award was paused until evidence was produced. With deadlines tightening, the team lost time, margin, and confidence from buyer. The bid window closed before proof landed. Renewals were at risk.

- One missing cloud log can stall awards, invoices approvals in 2026.
- Without verifiable evidence, controls won't pass renewal review.
- Readiness isn't seasonal. It's a daily discipline your bids depend on now.

2. One Gap = Instant Award Suspension

A year end check flagged missing MFA proof and outdated access rules. Eligibility paused until proof cleared. Work stalled, invoices froze, and trust slipped. Reviews were redone before award.

- Even one missed control can halt progress.
- Update cloud policies and training before renewals.

3. Evidence Missing = Renewal Lost

A renewal slipped when logs and screenshots lived in too many places. Reviewers flagged incomplete evidence, slowing approval, shipping, and payment. Teams chased files daily.

- Centralize cloud evidence and version tracking.
- Assign one owner per CMMC cloud control.

4. Assessor Scrutiny = Bid Risk!

Jan 2026: A DoD watchdog audit warned gaps in vetting some C3PAOs. If your assessor is questioned, your certification can be delayed and bids can pause. Verify them early. Pick wisely.

- Verify your C3PAO authorization for '26.
- Keep assessment evidence cleanly.

5. Legacy Cloud = Audit Failure, Today!

Legacy configs failed verification after vulnerabilities surfaced. Without patch proof or mitigation notes, the team couldn't resolve findings fast for awards.

- Outdated setups are easy targets.
- Missed updates open doors fast.



Meet Paul LaFlamme

The CMMC Vision Behind Centrend

Paul LaFlamme builds compliance that helps teams win bids and keep renewals in 2026. For 20+ years, he has guided defense and commercial organizations to turn CMMC and cloud security into audit-ready operations. Recognized by Worcester Business Journal's Top 40 Under 40, he's known for aligning security, strategy, and execution fast.

With deep CMMC and cloud expertise, Paul turns complex requirements into clear controls, clean evidence, and systems that hold up in real audits so contracts move forward, not back for rework.



Paul Laflamme

CEO, Centrend

With 20+ years of experience, Paul leads Centrend with a cloud-first, compliance-driven mindset. As a CMMC-registered practitioner, he delivers controls, clean evidence, and security outcomes, so clients stay eligible, pass renewals, and grow with confidence.

 www.centrend.com

In 2026 proof is the new price of admission. Paul LaFlamme helps clients build verifiable logs, access control, and evidence that reviewers can confirm fast. A recent DoD's OIG audit spotlighted assessor vetting risks. Another reason to stay ready and documented before awards slip.



CMMC 2026 in Massachusetts

Be Audit Ready All CMMC Year 2026

Across Massachusetts, contractors are tightening cloud security to stay eligible as CMMC requirements appear in solicitations, options, and renewals. From manufacturing to non-profits, teams are learning that compliance is not a checklist. It is proof buyers can verify fast.

Centrend, led by Paul LaFlamme, helps businesses stay contract-ready with tailored controls, policy automation, and evidence workflows. We keep access, logs, and reviews aligned so audits clear, renewals stay on track, and bids do not stall at yearend.



SMALL CMMC GAPS BIG COMPLIANCE COSTS

Most bid and renewal losses start small: a skipped access review, stale role, or missing log export. One overlooked control can pause awards, slow option year renewals, and trigger costly rechecks. Readiness isn't about perfection; it's about provable cloud evidence. Start with a CMMC Cloud Gap Assessment to confirm MFA, logging, and backups, tighten policies, and keep proof ready before solicitations hit. Evidence wins reviews and protects revenue fast.



1. Start With CMMC Proof

You can't win bids with what you can't show. Run a proof check today.

2. Lock Down Cloud Access

Missing MFA or stale roles can fail bids. Audit access monthly now.

3. Keep Evidence Cloud-Ready

Export logs and screenshots. Store proof by control for bid renewals.

4. Train Your Team For Holidays

Renewal season means more risk. Keep teams alert, audit-ready, consistent!!

Stay bid ready around the clock. Renewals don't wait for cleanup. Continuous monitoring keeps access aligned, logs exporting, and evidence complete before reviews start. As contracts shift, stay smart. A recent DoD OIG audit warned of C3PAO vetting gaps. Choose assessors carefully and keep proof tight now. Always



REAL COMPLIANCE REAL RESULTS

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

- **Michael Gick, Publick House Historic Inn**

"Paul's team smoothed our CMMC cloud review. Precise, fast, and professional."

- **Devin Brown, J & J Machine**

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

- **Pat Joyce, Thunderline Z**

REFER A BUSINESS. HELP THEM WIN BIDS+RENEWALS!

Know a contractor still behind on CMMC cloud readiness? Refer them and when they onboard, you earn **\$250 Credit**. They gain bid ready cloud controls. You gain rewards. Together, we keep the supply chain secure for renewals in '26.

CATCH CMMC GAPS STAY AUDIT-READY

Unsure if your policies and logs meet CMMC Level 2? Book a Bid & Renewal Call at [Centrend.com](https://www.centrend.com) clear guidance from compliance experts, no pressure in 2026.



www.centrend.com