

KEYNOTE SPEAKER · CMMC

CMMC Keynote Speaker

For Federal Contractors and the Defense Industrial Base

30

YEARS

200+

COMPLIANCE
ASSESSMENTS

85

KEYNOTES

16

PUBLISHED BOOKS

WHY CARL FOR THIS TOPIC

CMMC is no longer a future deadline. It's the current operating reality for the defense industrial base, and the gap between what contractors think they're doing and what an assessor will actually find is wider than most leadership teams realize. SSPs that haven't been touched in two years. POA&Ms tracking controls that were never going to be implemented.

Carl B. Johnson has 30 years inside the rules that govern federal contractors. As CISO at **Cleared Systems**, he leads CMMC, NIST 800-171, and CUI compliance engagements for federal contractors and DIB suppliers, and is the author of multiple books on CMMC 2.0 and CUI for federal contractors.

For DIB events, federal contracting summits, and government-contractor conferences, Carl delivers practical, decision-focused content that moves the needle on compliance maturity. The audience leaves not just understanding what CMMC requires, but knowing what to fix this quarter to be ready for assessment.

AVAILABLE SESSIONS

SIGNATURE KEYNOTE

CUI, NIST 800-171, and CMMC for Federal Contractors

The practical roadmap to CMMC compliance, built from active assessment engagements. Covers the structural difference between Level 1 and Level 2, why most SSPs fail under scrutiny, the POA&M rules contractors are still misunderstanding, and the failure patterns auditors are flagging.

BEST FOR DIB summits, federal contractor associations, government contracting conferences

DURATION 45–90 minutes

EXECUTIVE BRIEFING

CMMC for the C-Suite

Focused briefing for federal contractor executives, board members, and senior leadership. Cuts through the technical detail to focus on what leadership needs to decide, fund, and oversee — including the realistic cost-and-timeline picture for getting to Level 2 readiness.

BEST FOR Federal contractor executive teams, boards, prime contractor leadership

DURATION 20–30 minutes plus Q&A

WORKSHOP

SSP, POA&M, and CMMC Audit Readiness Workshop

Hands-on session for compliance leads, IT directors, and the people who have to produce the artifacts that get assessed. Walks through what an assessment-ready SSP looks like, the specific evidence patterns assessors expect, and the audit-prep workflow.

BEST FOR Compliance, IT, and security leadership in federal contracting organizations

DURATION 3–4 hours

WHO THIS IS FOR

- Defense industrial base summits
- Federal contractor associations
- NDIA, AFCEA, and similar industry events
- Government contracting conferences
- Prime contractor leadership offsites
- Subcontractor compliance forums
- State and SLED contractor events
- Cybersecurity events serving the federal market

WHAT AUDIENCES WALK AWAY WITH

- ✓ A clear understanding of the difference between CMMC Level 1 and Level 2 and which one applies to their contracts
- ✓ The specific structural elements assessors look for in an SSP and why most SSPs fail
- ✓ Current rules on POA&Ms — what's allowed, what's time-limited, which controls are not POA&M-eligible
- ✓ A practical framework for scoping CUI accurately rather than over- or under-scoping it
- ✓ The realistic cost and timeline picture for getting an unprepared organization to assessment-ready

COMMON QUESTIONS

Our audience is mostly small-to-medium contractors. Is the content right for them?

Yes. SMB contractors are where CMMC pressure is most acute — same compliance obligations as primes but rarely the same resources. Carl's content is built for organizations making smart triage decisions on limited budgets.

Can the talk address Level 1 contractors as well as Level 2?

Yes. Most DIB audiences contain a mix — some contractors only handle FCI, others process CUI. The signature keynote covers both levels.

Is this current as of the latest CMMC rule?

Yes. Carl runs active CMMC engagements every week, so the content reflects current rule status, current assessor practice, and current DoD guidance.

Booking inquiries: <https://carlbjohnson.com/#contact>

Topic page: <https://carlbjohnson.com/speaking/cmmc-keynote-speaker>

Carl leads compliance strategy at **Cleared Systems**.

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