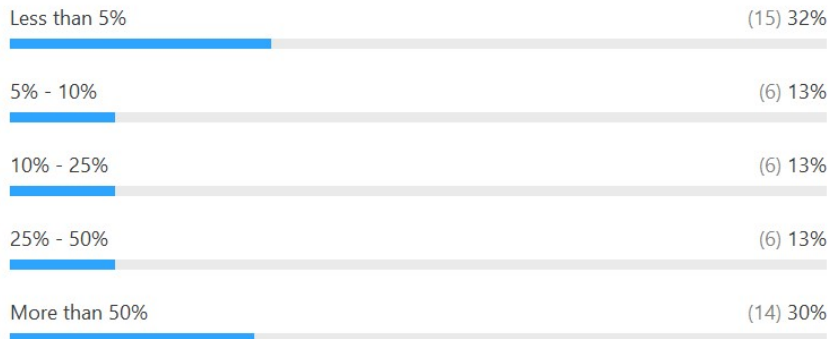**1. What percentage of your business is related to the U.S. defense market?**

Less than 5%                                                 (15) 32%

5% - 10% (6) 13%

10% - 25% (6) 13%

25% - 50% (6) 13%

More than 50% (14) 30%

**2. Do you plan to seek to CMMC certification?**

Yes (28) 60%

No (3) 6%

Don't Know (16) 34%

**3. If so, what CMMC level?**

Level 1 (3) 6%

Level 2 (0) 0%

Level 3 (17) 36%

Level 4 (1) 2%

Level 5 (1) 2%

Don't Know (25) 53%
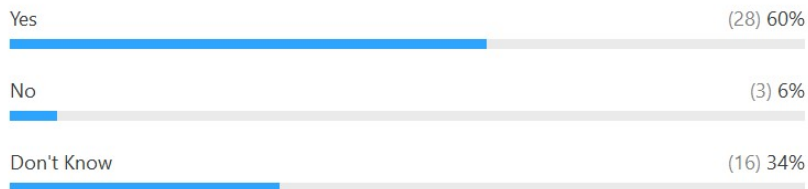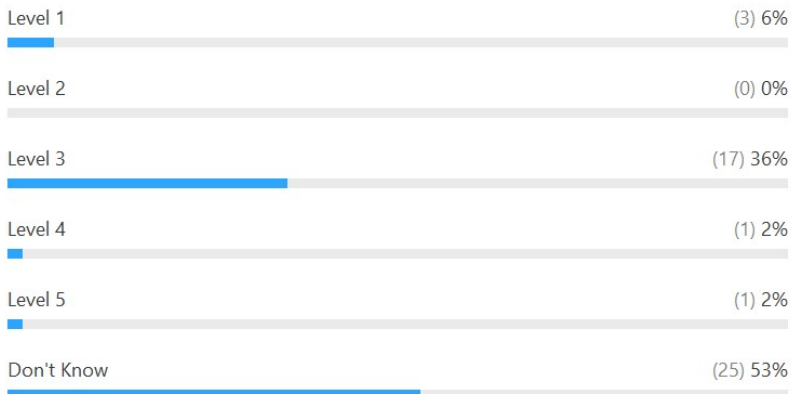
## 4. What are your concerns related to CMMC (check all that apply): (Multiple choice)

Cost / Manpower                                   (29/47) 62%

Upgrading equipment                               (10/47) 21%

Uncertainty / Poor Implementation                 (23/47) 49%

Compliance Risk                                   (16/47) 34%

Other                                             (10/47) 21%
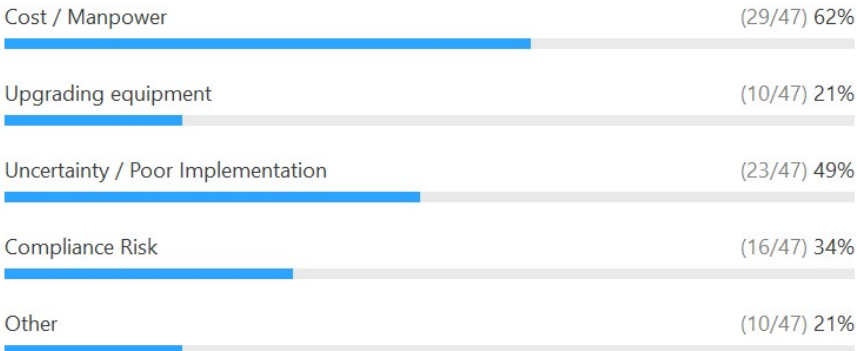
## 5. How much do you expect CMMC to cost your business?

Less than $25,000                                 (16) 34%

$25,000 - $50,000                                 (13) 28%

$50,000 - $100,000                                (7) 15%

$100,000 - $200,000                               (8) 17%

More than $200,000                                (3) 6%
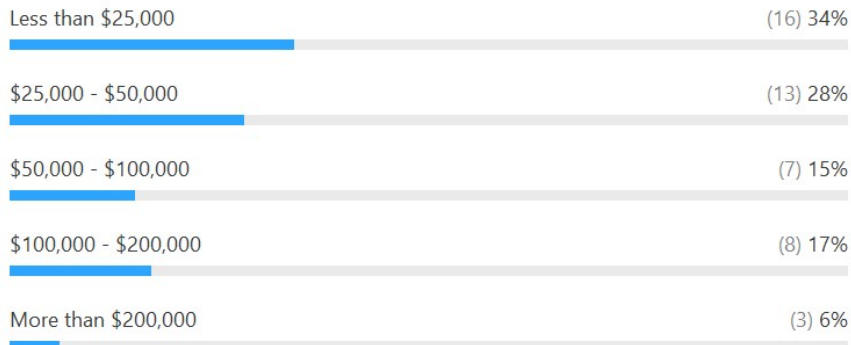
## 6. At what point does it no longer make financial sense for your company to get certified under CMMC?

Less than $25,000                                 (12) 26%

$25,000 - $50,000                                 (4) 9%

$50,000 - $100,000                                (10) 21%

$100,000 - $200,000                               (5) 11%

More than $200,000                                (9) 19%

We'll pay what it takes                           (7) 15%
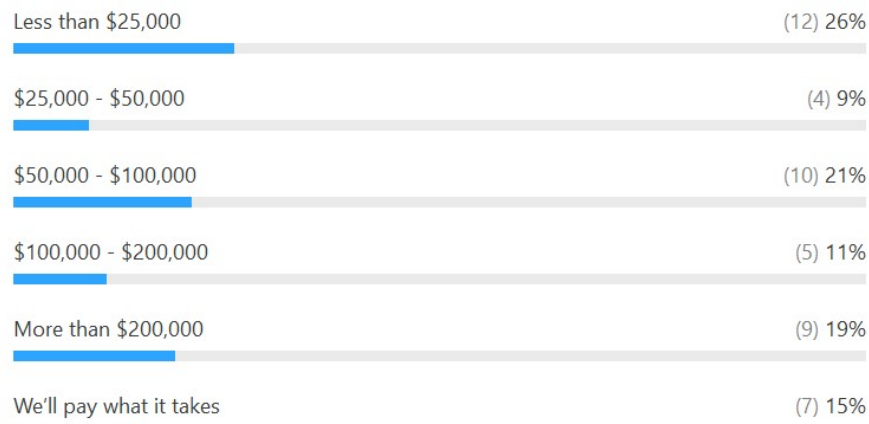
**7. Do you believe that CMMC will improve the cybersecurity posture of the defense industrial base?**

Yes
(23) 49%

No
(2) 4%

Don't Know
(22) 47%
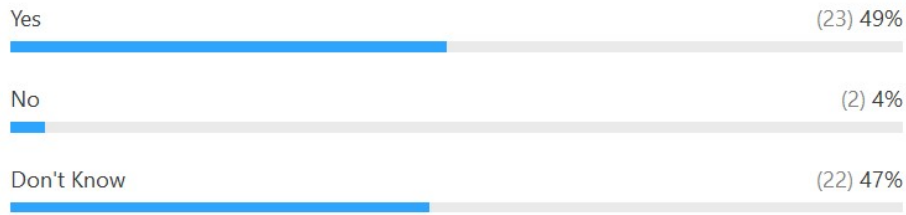
**8. Do you believe that CMMC will shrink the defense industrial base for electronics by exacting too high a cost on small- and medium-sized electronics manufacturers?**

Yes and significantly
(16) 34%

Yes but only slightly
(13) 28%

No
(4) 9%

Don't Know
(14) 30%