

GCC High Decision Worksheet

Use this worksheet to determine whether your organization needs Microsoft 365 GCC High—and what it will take to get there.

Part 1: Do You Need GCC High?

CONTRACT TEST

Review your current and target contracts. Check all that apply:

- Contract references DFARS 252.204-7012
- Contract references ITAR or EAR
- Contract specifies “Covered Defense Information” (CDI)
- Contract explicitly requires GCC High
- Contract requires U.S.-only personnel access to data
- Prime contractor requires GCC High for collaboration

If you checked any box → GCC High is likely required.

DATA TEST

What types of data do you handle in Microsoft 365? Check all that apply:

- CAD files or technical drawings
- Source code for defense projects
- Schematics, tolerances, or performance specs
- Export-controlled technical data (ITAR/EAR)
- Controlled Technical Information (CTI)
- Other Covered Defense Information (CDI)

If you checked any box → GCC High is strongly recommended.

INTEGRATION TEST

Which tools connect to your current Microsoft 365 environment? List them below—these will need review before migration.

| Tool / App | Purpose | Gov Version Available? |
|------------|---------|---|
| | | <input type="checkbox"/> Yes <input type="checkbox"/> No <input type="checkbox"/> Unknown |
| | | <input type="checkbox"/> Yes <input type="checkbox"/> No <input type="checkbox"/> Unknown |
| | | <input type="checkbox"/> Yes <input type="checkbox"/> No <input type="checkbox"/> Unknown |
| | | <input type="checkbox"/> Yes <input type="checkbox"/> No <input type="checkbox"/> Unknown |

| Tool / App | Purpose | Gov Version Available? |
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| | | <input type="checkbox"/> Yes <input type="checkbox"/> No <input type="checkbox"/> Unknown |

Common integration issues: CRMs (Salesforce, HubSpot), storage (Dropbox, Box, Google Drive), collaboration tools (Slack, Zoom), Power Automate flows, Teams apps and bots.

If you have 3+ integrations without Gov versions → budget extra time and cost for rework.

Part 2: Cost Estimate

LICENSING DELTA

| Item | Your Estimate |
|--|---------------|
| Current Microsoft 365 annual cost | \$ |
| GCC High premium (multiply by 1.5–1.7) | \$ |
| Annual licensing increase | \$ |

HIDDEN COSTS (FIRST YEAR)

| Category | Typical Range | Your Estimate |
|--------------------------------------|--------------------------|---------------|
| Migration and implementation | \$15,000–\$50,000 | \$ |
| Integration rework | \$5,000–\$30,000 | \$ |
| Training and change management | \$2,000–\$15,000 | \$ |
| Total first-year hidden costs | \$22,000–\$95,000 | \$ |

Part 3: Timeline Checklist

Check off each milestone and note your target date:

| Milestone | Target Date | Done |
|--|-------------|--------------------------|
| Executive decision to evaluate GCC High | | <input type="checkbox"/> |
| Integration and dependency inventory complete | | <input type="checkbox"/> |
| Scope defined (full migration, enclave, or hybrid) | | <input type="checkbox"/> |
| Reseller and eligibility verification started | | <input type="checkbox"/> |
| Microsoft eligibility approved | | <input type="checkbox"/> |

| Milestone | Target Date | Done |
|--|-------------|--------------------------|
| Migration partner engaged | | <input type="checkbox"/> |
| Compliance documentation started (SSP, policies) | | <input type="checkbox"/> |
| Migration complete | | <input type="checkbox"/> |
| User training complete | | <input type="checkbox"/> |
| CMMC assessment or contract deadline | | <input type="checkbox"/> |

Rule of thumb: Start 6–9 months before you need GCC High operational. Complex environments need 9–12 months.

Your Decision

Based on this worksheet:

- GCC High required — Contract or data test triggered (or prime contractor mandates it)
- GCC High recommended — Risk outweighs cost
- GCC may be sufficient — No triggers, but validate with compliance partner
- Need more information — Schedule a consultation

Next Step

Schedule a free 30-minute consultation to review your worksheet with our team. We'll help you validate your decision and scope a realistic migration plan.

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