

The Coeus Chronicle

INSIGHT WITH FORESIGHT

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TRUSTED IT, CYBERSECURITY, AND CLOUD ADVISORS



Welcome to the Coeus Chronicle, your monthly briefing from **Coeus Consulting**.

We bring clarity to the technology decisions shaping modern businesses.

The Omen

Signals of Change

CMMC Hits the Brakes, Not Reverse



On July 13, the Department of War immediately suspended CMMC Phase II requirements that had been scheduled to take effect November 10 and launched a 60-day review of the certification program. The Department cited compliance costs and barriers affecting small and non-traditional defense suppliers. But the pause did not eliminate the underlying cybersecurity obligations: Phase I self-assessment requirements remain in force, and defense contractors and subcontractors are still required to protect covered defense information.

Coeus Perspective: CMMC timelines and certification mechanics may change, but the security problem they are intended to address has not. Contractors that build around durable controls, evidence, and continuous protection are better positioned than organizations that treat compliance as a one-time exercise aimed at a specific audit date.

Coeus Insight: Do not unwind CMMC preparation because a deadline moved. Continue strengthening the controls, documentation, evidence, and remediation process behind the requirement so the organization is prepared when the revised path becomes clear.

Source: Department of War, "Forging the Arsenal of Freedom: Department of War Suspends CMMC Phase II Requirements," July 13, 2026.

The Proven Path

Strategies for Today

Security Training Actually Works

Security awareness training is often treated as a compliance obligation, but new industry data shows what happens when it becomes an ongoing program instead. KnowBe4's 2026 Phishing by Industry Benchmarking Report analyzed 42 million simulated phishing tests across 14.8 million users at 64,000 organizations. Before training, 33.2% of users were considered likely to engage with a phishing attempt. After 90 days of recurring training and simulations, that fell to 20.1%, and after one year it fell to 4.2%, a 79% reduction in phishing susceptibility.

Coeus Perspective: People are not a security control that can be configured once. Attack techniques change, employees change, and habits fade. Short, recurring education reinforced by realistic simulations gives employees repeated opportunities to recognize new tactics and build better instincts.

Coeus Insight: Measure whether employees are becoming harder to fool over time. Security awareness should be a continuous improvement program, not an annual completion statistic.

Source: KnowBe4, "2026 Phishing by Industry Benchmarking Report," July 7, 2026.



The Horizon

Preparing for Tomorrow



AI Is Getting a Meter

For years, business software budgets have been built around predictable per-user licenses. AI is introducing a different model. In July, Gartner warned CFOs that token consumption is becoming a meaningful operating expense and recommended token metering to connect AI usage with business value. McKinsey separately reported that 93% of respondents in its enterprise AI FinOps survey had exceeded their AI budgets, with costs becoming harder to predict as organizations move from occasional prompts to automated and agentic workflows.

Coeus Perspective: The economics of AI increasingly resemble cloud computing more than traditional software. Model choice, token consumption, context size, API calls, automation frequency, and agent behavior can all change the cost of performing the same business task. A flat license price may no longer tell you what an AI-enabled process actually costs. AI FinOps may become as normal as cloud cost management. Businesses should know which AI workflows are consuming resources, who owns them, what guardrails apply, and what the resulting business outcome is worth. The goal is not to use the fewest tokens. It is to make sure growing AI consumption produces measurable value.

Coeus Insight: Start measuring AI by the cost of producing a useful business outcome, not simply by the cost of a license or an individual token. Visibility into usage and value will become increasingly important as AI moves into automated workflows.

Sources: Gartner, "How CFOs Can Control AI Token Costs Before They Drive Budget Variances," July 8, 2026; McKinsey & Company, "The Cost of Intelligence: How CIOs Can Manage AI Demand at Scale," July 20, 2026.

The Agora

Meet Coeus

Arizona Aerospace Summit

In Person | July 15 | Tucson Convention Center | Table 38

Arizona's aerospace, aviation, defense, space, advanced manufacturing, government, and technology communities are coming together this month at the Arizona Aerospace Summit. Coeus Consulting will be exhibiting alongside organizations from across the state's aerospace ecosystem to discuss the technology and cybersecurity challenges facing growing aerospace and defense businesses, including CMMC readiness, managed IT, cloud, and security.

Event Details

ARIZONA AEROSPACE SUMMIT

JULY 15 | TUCSON CONVENTION CENTER

COEUS CONSULTING - TABLE 38

Aerospace | Defense | Space | Advanced Manufacturing



About Coeus Consulting

Coeus Consulting helps growing businesses make technology more secure, reliable, and predictable. From our Phoenix headquarters, we bring enterprise-level discipline to managed IT, cybersecurity, cloud, and compliance for businesses across the Southwest.