

# Overview of the FedRAMP Connect Process



FedRAMP

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## AGENDA

- Updates to the Process
- Demand and Prioritization Criteria
- Evaluation Methodology
- Business Case Submission
- Timeline and Next Steps
- Questions



This webinar will cover everything you need to know to be successful in participating in FedRAMP Connect, including any changes that were made to the process.

- All of the information we are sharing today is also documented in detail in the **JAB Prioritization Criteria and Guidance document**, which is posted in the resources section of [fedramp.gov](https://fedramp.gov).
- **We recommend reading this document carefully before beginning the FedRAMP Connect process.**

# Updates to the Process



The FedRAMP PMO is increasing the frequency of FedRAMP Connect to quarterly.

- The FedRAMP PMO will now aim to **prioritize three (3) CSPs each quarter.**
- **Business Cases will be collected on a rolling basis and there will be cut off dates for each quarter's prioritization decision.**
- CSPs are still required to become FedRAMP Ready within 60-days of being prioritized and **must also be able to kick-off with the JAB within 90-days.**



The FedRAMP Business Case will focus on gathering basic CSP information and demand verification.

- CSPs must submit a Business Case to [info@fedramp.gov](mailto:info@fedramp.gov) comprised of a **simple PDF form and excel worksheet gathering demand information**.
- The FedRAMP PMO will initially **only analyze demand and FedRAMP Ready status** of interested CSPs.
- The PMO **may** ask qualified CSPs to present on how they meet the additional preferential criteria, if needed, and their ability to kick-off with the JAB within 90-days.

# Demand and Prioritization Criteria

Demand remains the primary prioritization criterion. There are several ways demand for a vendor's CSO is evaluated:

<b>Current Agency Use</b>	<ul style="list-style-type: none"> <li>Existing unique Federal Agency customers</li> </ul>
<b>Indirect Demand</b>	<ul style="list-style-type: none"> <li>Evidence of FedRAMP authorized cloud services that use the service and the number of FedRAMP ATOs issued for that FedRAMP CSO</li> </ul>
<b>Potential Agency Use</b>	<ul style="list-style-type: none"> <li>Federal customers using your on premise or commercial version that are interested in moving to your CSO or government version</li> <li>Government RFIs, RFQs, RFPs, and pending awards</li> <li>Use by State, Local, Tribal, Territorial, Federally Funded Research Centers (FFRDCs) and Labs</li> </ul>





Demand from OMB and Agencies is also evaluated.

<b>OMB Policy, Priorities, Shared Services</b>	<ul style="list-style-type: none"><li>▪ Alignment with National strategy and policies</li><li>▪ CSP provides a new solution to existing Federal requirements (such as CDM or HSPD-12)</li><li>▪ CSP provides a solution for existing Federal mandates where there are large areas of Agency deficiencies</li></ul>
<b>Agency Defined Demand</b>	<ul style="list-style-type: none"><li>▪ Official requests by Agencies to the FedRAMP PMO</li></ul>



The FedRAMP PMO's initial down-selection of CSPs is based on demand and FedRAMP Ready status.



**Demand from federal customers**  
is more important than demand  
from non-federal customers.

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Demand is more important than a  
CSP being **FedRAMP Ready**.

When Business Cases are evaluated and considered equal in demand and FedRAMP Ready status, **the JAB Preferences and a CSP's ability to kick-off with the JAB within 90-days will become a major consideration.**

# Evaluation Methodology

Vendors must go through three stages of evaluation to be prioritized to work with the JAB toward a P-ATO.

Phase One: Down Select	Phase Two: Criteria Validation	Phase Three: Selection
<ul style="list-style-type: none"> <li>▪ Evaluate Business Cases</li> <li>▪ Present to JAB scoring analysis and recommendation</li> <li>▪ JAB reviews the recommendation and makes changes</li> </ul>	<ul style="list-style-type: none"> <li>▪ Down-selected CSPs present on their ability to become FedRAMP Ready, kick-off with the JAB and other preferential criteria</li> <li>▪ PMO and JAB evaluate the CSPs</li> <li>▪ <b>OPTIONAL:</b> PMO holds an event with the CIO Council and JAB representatives for the CSPs to present their Business Case</li> </ul>	<ul style="list-style-type: none"> <li>▪ PMO reviews final evaluations and presents a recommendation to the JAB and CIO Council</li> <li>▪ JAB reviews recommendation and makes a final determination on the prioritized vendors</li> </ul>



## Phase One: Demand Scoring

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In order for a CSP to pass the demand go / no-go criteria for prioritization, a CSP is required to provide verification demand from the equivalent of six customers.

Current Agency Use	1 point
Indirect Demand	.5 points
Potential Agency Use	.25 points
OMB Policy, Priorities, Shared Services	Varies
Agency Defined Demand	Varies

# Business Case Submission



# First Requirement: FedRAMP Business Case Form

The FedRAMP Business Case Form is a two page clickable PDF.

The information gathered in the Business Case includes:

- Basic information about the CSP and CSO
- How the CSO meets OMB Priorities, which is one of the ways to show demand
- A Service Description providing evaluators with an understanding of **the value of the CSO** to the federal government

**FEDRAMP BUSINESS CASE**  
FOR JAB PRIORITIZATION

Insert CSP Name  
Insert Submission Date

**I. Cloud Service Provider (CSP) And Cloud Service Offering (CSO) Information**

1.1 CSP Name:

1.2 System Name:

1.3 CSP Website:

1.4 Two Points of Contact  
(Name, Email, and Phone Number):

1.5 Cloud service Model:  
☐ SaaS  
☐ IaaS  
☐ PaaS

1.6 Deployment Model:  
☐ Public Cloud  
☐ Government Only Cloud  
☐ Fed Government Only Cloud  
☐ DoD Cloud

1.7 FIPS 199 Impact Level:  
☐ High  
☐ Moderate  
☐ Low

1.8a Do you own your entire infrastructure? ☐ No ☐ Yes

1.8b If no, what is the name of the JAB Authorized infrastructure you are using?  
(If you are using an Agency Authorized infrastructure, you are not eligible for a JAB P-ATO.)

1.9 Is the CSO FedRAMP Ready? ☐ No ☐ Yes

1.10 Is your CSO aligned with OMB Policy/Priorities/Shared Services? ☐ No ☐ Yes  
If yes, describe below:



## Second Requirement: Demand Worksheet

In order to accurately evaluate demand, the PMO has developed an excel worksheet for CSPs to complete to show proof of demand. Information gathered in this worksheet includes:

<b>Current Federal Customers</b>	<ul style="list-style-type: none"><li>▪ List all existing unique Federal Agency customers</li></ul>
<b>Indirect Customers</b>	<ul style="list-style-type: none"><li>▪ List the FedRAMP authorized CSOs that use your service and the number of FedRAMP ATOs issued for that FedRAMP authorized CSO (available on <a href="https://marketplace.fedramp.gov">marketplace.fedramp.gov</a>)</li></ul>
<b>State, Local, Tribal, Territorial, Federally Funded Research Centers (FFRDCs) and Labs</b>	<ul style="list-style-type: none"><li>▪ List current use of your proposed CSO by State, Local, Tribal, Territorial, Federally Funded Research Centers (FFRDCs) and Lab customers</li></ul>
<b>Federal Agency RFIs, RFPs, RFQs</b>	<ul style="list-style-type: none"><li>▪ List Federal Government RFIs, RFQs, and RFPs that you have proposed your CSO to in the last 18 months</li></ul>





- CSPs also have the option of providing a **single PDF of letters/communications that provide proof of potential demand.**
- These letters/communications can come from:
  - **Potential new Federal customers**
  - **Current Federal customers interested in moving to your cloud version or government instance**
- The FedRAMP PMO has developed sample demand verification letters for CSPs to use (see Appendix A in guidance document), but any communication showing proof of demand will be accepted.

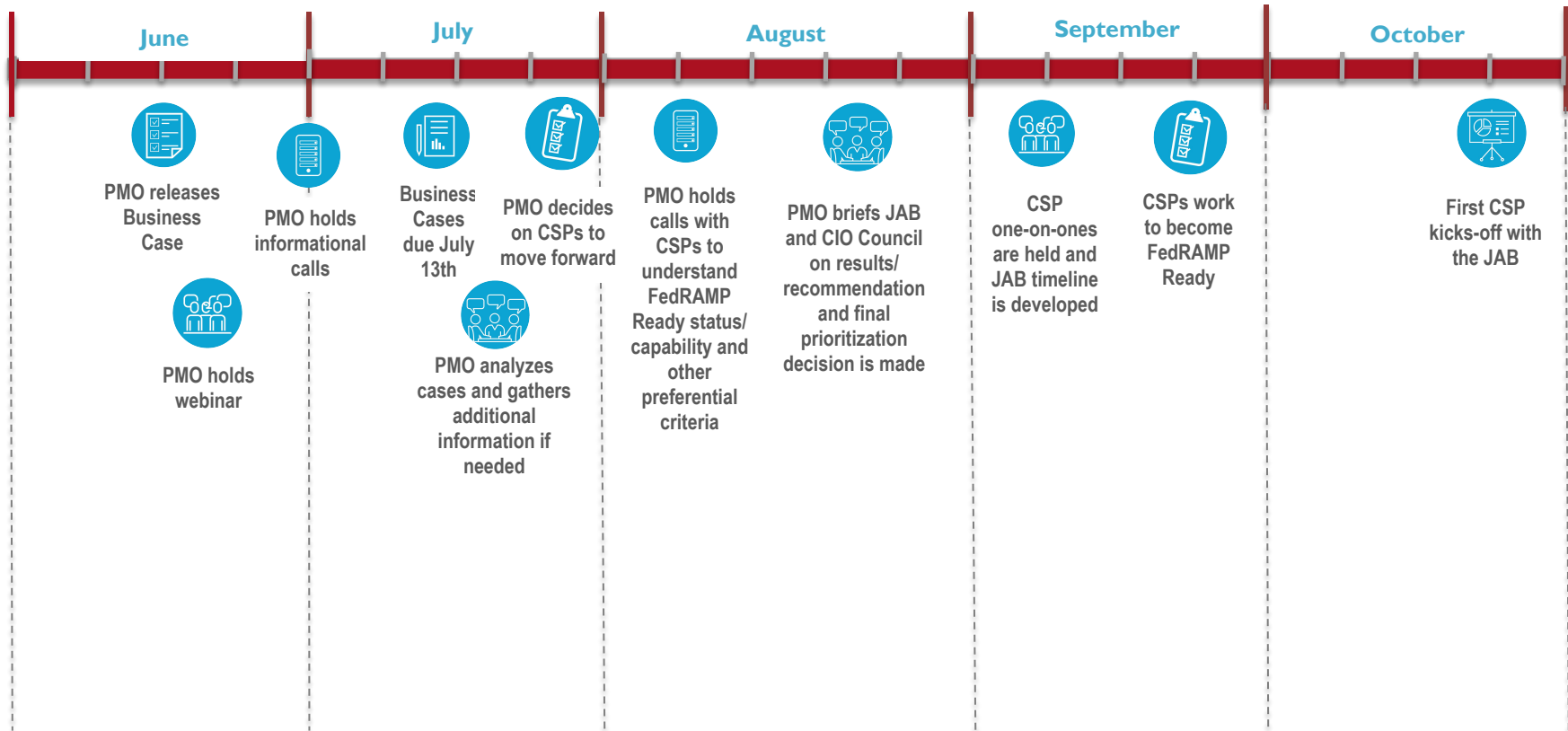
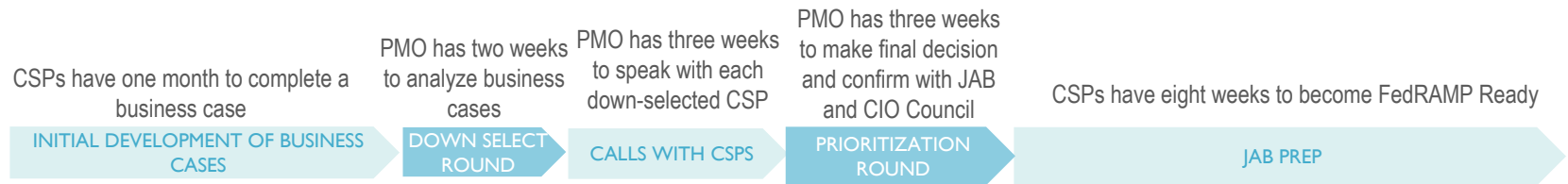


The FedRAMP PMO will not evaluate incomplete Business Cases. Some reasons that would lead to a rejected Business Case include:

- CSP has not filled out **every element** of the Business Case Form.
- CSP did not submit the Business Case Form **AND** demand worksheet.
- CSP did not **follow the demand worksheet instructions** (first tab).
- CSP **misrepresents demand** (ex. says an Agency is a current customer when they are actually just doing a pilot).

# Timeline and Next Steps

# FR Timeline





- **Review the JAB Prioritization Criteria and Guidance document posted on the Documents Resources page on [fedramp.gov](https://fedramp.gov).**
- **Review the FedRAMP Business Case Form and Demand Worksheet (links in the guidance document).**
- **Submit any questions you have about the guidance or Business Case to [info@fedramp.gov](mailto:info@fedramp.gov) or ask to set up a call to discuss your submission.**

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# Questions?