Overview of the FedRAMP Connect Process

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FedRAMP

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.

- **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 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:

Current Agency Use	▪ Existing unique Federal Agency customers
Indirect Demand	▪ Evidence of FedRAMP authorized cloud services that use the service and the number of FedRAMP ATOs issued for that FedRAMP CSO
Potential Agency Use	▪ Federal customers using your on premise or commercial version that are interested in moving to your CSO or government version ▪ Government RFIs, RFQs, RFPs, and pending awards ▪ Use by State, Local, Tribal, Territorial, Federally Funded Research Centers (FFRDCs) and Labs

Demand from OMB and Agencies is also evaluated.

OMB Policy, Priorities, Shared Services	▪ Alignment with National strategy and policies ▪ CSP provides a new solution to existing Federal requirements (such as CDM or HSPD-12) ▪ CSP provides a solution for existing Federal mandates where there are large areas of Agency deficiencies
Agency Defined Demand	▪ Official requests by Agencies to the FedRAMP PMO

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

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

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

- Evaluate Business Cases

- Present to JAB scoring analysis and recommendation

- JAB reviews the recommendation and makes changes

Phase Two: Criteria Validation

- Down-selected CSPs present on their ability to become FedRAMP Ready, kick-off with the JAB and other preferential criteria

- PMO and JAB evaluate the CSPs

- **OPTIONAL**: PMO holds an event with the CIO Council and JAB representatives for the CSPs to present their Business Case

Phase Three: Selection

- PMO reviews final evaluations and presents a recommendation to the JAB and CIO Council

- JAB reviews recommendation and makes a final determination on the prioritized vendors

Phase One: Demand Scoring

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.

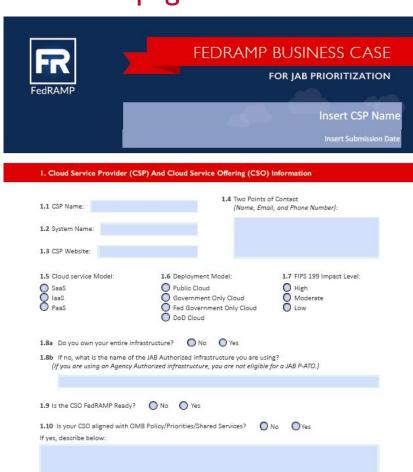| Current Agency Use	1 point
Indirect Demand	.5 points
Potential Agency Use	.25 points
OMB Policy, Priorities, Shared Services	Varies
Agency Defined Demand	Varies

Business Case Submission

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

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:

Current Federal Customers	▪ List all existing unique Federal Agency customers
Indirect Customers	▪ List the FedRAMP authorized CSOs that use your service and the number of FedRAMP ATOs issued for that FedRAMP authorized CSO (available on marketplace.fedramp.gov)
State, Local, Tribal, Territorial, Federally Funded Research Centers (FFRDCs) and Labs	▪ List current use of your proposed CSO by State, Local, Tribal, Territorial, Federally Funded Research Centers (FFRDCs) and Lab customers
Federal Agency RFIs, RFPs, RFQs	▪ List Federal Government RFIs, RFQs, and RFPs that you have proposed your CSO to in the last 18 months

Optional Submission: Demand Verification Letters

- 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

Timeline

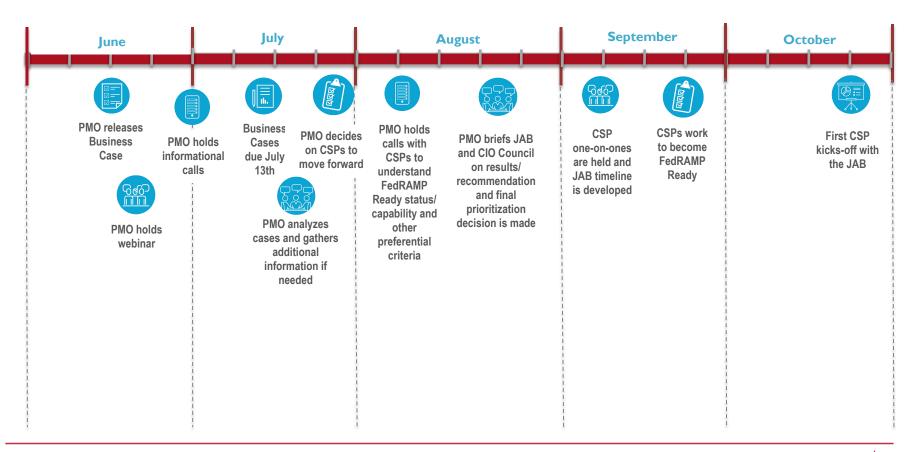| INITIAL DEVELOPMENT OF BUSINESS CASES	DOWN SELECT ROUND	CALLS WITH CSPS	PRIORITIZATION ROUND	JAB PREP
CSPs have one month to complete a business case	PMO has two weeks to analyze business cases	PMO has three weeks to speak with each down-selected CSP	PMO has three weeks to make final decision and confirm with JAB and CIO Council	CSPs have eight weeks to become FedRAMP Ready

June — **July** — **August** — **September** — **October**

PMO releases Business Case

PMO holds webinar

PMO holds informational calls

Business Cases due July 13th

PMO analyzes cases and gathers additional information if needed

PMO decides on CSPs to move forward

PMO holds calls with CSPs to understand FedRAMP Ready status/ capability and other preferential criteria

PMO briefs JAB and CIO Council on results/ recommendation and final prioritization decision is made

CSP one-on-ones are held and JAB timeline is developed

CSPs work to become FedRAMP Ready

First CSP kicks-off with the JAB

- **Review the JAB Prioritization Criteria and Guidance document posted on the Documents Resources page on fedramp.gov.**

- **Review the FedRAMP Business Case From and Demand Worksheet (links in the guidance document).**

- Submit any questions you have about the guidance or Business Case to **info@fedramp.gov** or ask to set up a call to discuss your submission.

Immediate Next Steps

- **Read JAB Prioritization Criteria and Guidance document.**

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Questions?

FedRAMP Connect Webinar Q&A

Friday, June 22, 2018

READ: *JAB Prioritization Criteria and Guidance* on www.FedRAMP.gov **under the Resources tab, on the document page.**

Can you give an example of a CSO under the Indirect Demand category?

An example would be a ticketing system that a cloud provider uses to manage their vulnerability information. The ticketing system is not directly used by an agency, but the cloud provider relies on that system and helps implement some security controls, hence indirect demand.

In current agency count - is it changing to count each AO if there are multiple bureaus or agencies within a department or is the department count only once?

We focus on authorizing officials, not department level for agency count. If you have multiple customers within one agency, we recommend reaching out to info@fedramp.gov to get clarity on the best way to represent them in your business case submission.

Do all of these demand categories count equalling or in descending order

They are not counted equally. Details about scoring are located in: *JAB Prioritization Criteria and Guidance* on www.FedRAMP.gov under the Resources tab, on the document page.

Would Public (State Owned) Universities be counted as Potential candidates as state customers?

Yes this would count as a state/local demand.

Does a CSP stay in queue if they are not selected for the first quarter? Or would they have to re-apply each quarter?

At the conclusion of each round of Connect, the PMO will hold de-brief calls with all vendors who submit a business case. During this we will discuss with vendors their available options for continuing to pursue FedRAMP, one of which would be to keep the current business case in for evaluation in the next round of Connect.

Where is the clickable PDF business form located?

Please read the *JAB Prioritization Criteria and Guidance* on www.FedRAMP.gov under the Resources tab, on the document page.

If a customer has acquired SaaS license/cloud service as part of their pilot or proof of concept work before committing to full deployment? Is that not demand?

For gray areas like this, please reach out to info@fedramp.gov in order to have a clear understanding of the situation and the PMO can give guidance on the right way to include this within your business case.

Can a CSP pursuing the Agency route apply for the JAB route as a backup? In case the agency can't allocate resources

Yes, many vendors pursue both paths.

Can you apply early for the next quarterly prioritization if you know you won't be ready to submit package in 90 days? (e.g. apply this round, but expect to get prioritized in ~Oct per current annual assessment schedule?)

Yes, but please note this when you submit your business case to info@fedramp.gov.

How is FedRAMP PMO considering about CS's using third party applications which are not fedramp authorized for their security/operational needs? Should those applications/tools be only setup as On Prem within the boundary or we can use their cloud service?

For a JAB authorization, all services (including external services) must be authorized at the same impact level as the data that resides within that system. If you use external services and are applying for the JAB, we highly recommend you schedule a call to discuss with the PMO.

READ: *JAB Prioritization Criteria and Guidance* on www.FedRAMP.gov under the Resources tab, on the document page.