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Sent: Thursday, November 03, 2016 10:26 AM

Subject: URGENT: FedRAMP Business Case

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FedRAMP CSPs,

As our program works through implementing FedRAMP Accelerated, a key element of how we scale this process is to prioritize the vendors with whom we partner. This will enable FedRAMP to ensure only vendors with demonstrated customer demand within the Federal Government are selected by the JAB to be provisionally authorized.

Additionally, CSPs that have existing provisional authorizations (P-ATOs) will also need to meet and maintain the same customer demand prioritization thresholds as those who are selected to enter the process. To ensure existing provisionally authorized CSPs are meeting this demand, the FedRAMP PMO will be monitoring CSP demand to ensure CSPs with P-ATOs are meeting and maintaining program demand thresholds. The current demand threshold has been set at 6 unique agency customers, and this is based on the level of effort and resources invested by the JAB in the continuous monitoring process of CSPs, ensuring that the impact of this investment is maximized to the greatest extent for the overall Federal Government. This current demand threshold will be monitored and is subject to change due to overall demand across the Federal government for cloud services.

The intent of this monitoring is to provide CSPs with a P-ATO an opportunity to gain additional unique agency customers and demonstrate forward progress in expanding its Federal Agency customers. CSPs that cannot meet this demand threshold, or choose not to engage in this process, have the opportunity to pursue FedRAMP Agency Authorizations, in lieu of the P-ATO, with the support of the FedRAMP PMO.

What does this mean for you?

As of today, our records indicate that you currently have less than 6 unique agency customers. To ensure you meet the needed customer base, the process, beginning today, is as follows:

1. **Develop a Business Case:** Each CSP must submit a business case that outlines your plan and strategy for engaging new agency customers using the attached Business Case Template.
 - a. By **November 10, 2016:** CSPs can review the attached business case template and provide the PMO with any other areas they would like to include that demonstrate their continued growth. CSPs must submit feedback to info@fedramp.gov, Subject: Business Case Feedback - **<enter CSP name>**
 - b. By **November 18, 2016:** The PMO will send the final version of the business case for CSP completion.
 - c. By **December 2, 2016:** Each CSP must develop and submit their business case (using the final template) to info@fedramp.gov, Subject: Business Case - **<enter CSP name>**
1. **PMO Review and JAB Decision:** The FedRAMP PMO will review each CSP's business case and present its analysis and recommendations to the JAB for ultimate approval. CSPs should show demonstrated effort and progress to obtaining additional unique agency customers. Once the JAB has reviewed all the PMO's analysis of the business plans and recommendations, the PMO will inform the CSP of the JAB's decision. While there are no specific timelines associated with obtaining unique agency customers, CSPs should demonstrate their ability to obtain unique agency customers as quickly as possible.
 - a. CSPs whom the JAB maintains their P-ATO will have their demand monitored quarterly.
 - b. Any demand projections that are not met will prompt a meeting with the FedRAMP PMO to gain a clearer understanding of the CSP's situation, and the FedRAMP PMO's recommendation will be provided to the JAB to evaluate whether the P-ATO should be maintained.
 - c. CSPs whom the JAB directs to pursue an Agency ATO will do so with the support of the FedRAMP PMO.

1. Submit Signed ATO Letters: As CSPs gain additional unique agency customers, they must ensure these agency customers submit signed ATO letters to info@fedramp.gov. Subject: ATO Letter - <enter CSP name>

If you have any questions about the process, please feel free to reach out to **John Hamilton, FedRAMP Program Manager for Operations** at william.hamilton@gsa.gov to schedule a meeting with three available dates and times between November 7th and December 2nd.

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