



# FedRAMP JAB P-ATO Process

PRIORITIZATION CRITERIA

**VERSION 1.0**

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## 1. PURPOSE

The FedRAMP Prioritization Criteria’s purpose is to define the criteria for the Cloud Service Providers (CSPs) that the Joint Authorization Board (JAB) would prioritize to work with for a potential provisional authorization. This aligns with the FedRAMP Policy Memo Section 4.b.iv.

This Prioritization Criteria is intended to be a living document, and the JAB will review it on a regular basis, updating it as needed to reflect the most current priorities.

## 2. OUTCOMES

The FedRAMP PMO will use this Prioritization Criteria to select CSPs to begin the authorization process for a JAB provisional authorization (P-ATO), contingent upon JAB agency resources. This aligns with the FedRAMP Policy Memo Section 4.c.ii.

## 3. PRIORITIZATION CRITERIA

### CRITERIA 1: DEMAND FOR CSP PRODUCT

*These criteria are mandatory and are scaled based on total demand. However, CSPs are not expected to meet all criteria. These criteria were selected to ensure that the CSP’s product will be used by a critical mass of Government agencies so the JAB can most efficiently utilize its resources.*

DEMAND CATEGORY	MEASURE OF DEMAND
<input type="checkbox"/> <b>Current agency use</b>	Existing # FISMA systems with ATO Existing # unique agency customers
<input type="checkbox"/> <b>Potential agency use</b>	CSP to provide justification for projected adoption within 12 months of ATO. Examples of how a CSP could provide justification include (but are not limited to): <ul style="list-style-type: none"> <li>▪ Responses to Government RFIs, RFQs, and pending awards</li> <li>▪ Industry recognition (for example being in the Gartner Magic Quadrant)</li> <li>▪ Business capture plan provided by CSP grounded by agency needs and spend</li> <li>▪ Use by State, Local, Tribal, or Territorial Governments</li> <li>▪ Use by Federally Funded Research Centers (FFRDCs) and Labs</li> </ul>



<input type="checkbox"/> <b>OMB Policy / Priorities / Shared Services</b>	<p>Defined by administrative priorities for cross-agency services. Examples of OMB Policy, Priorities, and Shared Services could include (but are not limited to):</p> <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, HSPD-12)</li> <li>▪ CSP provides a solution for existing Federal mandates where there are large areas of agency deficiencies</li> </ul>
<input type="checkbox"/> <b>Agency defined demand</b>	<p>Annual CIO Council Survey or Agency Advisory Group selected by CIO Council</p> <p>Official requests by agencies to the FedRAMP Program Management Office (PMO)</p>

## CRITERIA 2: PREFERRED CHARACTERISTICS

*These criteria are not mandatory for prioritization, but are preferred characteristics by the JAB for Government-wide solutions.*

These criteria were chosen because solutions with these criteria have at least one of the following factors:

1. Designed for the Government
2. Demonstrate a proven track record of managed risk and secure implementations
3. Provide heightened security, presenting less risk for the Federal information
4. Meet Government needs

PREFERENCES	RATIONALE
<input type="checkbox"/> <b>FedRAMP Ready</b>	<p>FedRAMP Ready is a milestone step that ensures that a CSP's documentation meets the FedRAMP PMO's minimum quality and security standards. This allows the FedRAMP PMO to determine if a CSP is ready to pursue a FedRAMP authorization.</p>
<input type="checkbox"/> <b>Government only cloud</b>	<p>Demonstrates that the CSP has a cloud environment designed specifically to meet Government requirements. Additionally, Government only presents less risk to Government customers.</p>



<input type="checkbox"/> <b>Other certifications (SOC2, ISO27001, PCI)</b>	<p>Demonstrates that the CSP has been assessed for security in other compliance regimes proving a track record of security compliance.</p>
<input type="checkbox"/> <b>High Impact &gt; Moderate Impact &gt; Low Impact</b>	<p>High impact solutions have the greatest return on investment for security and cost for IT modernization across the Government.</p>
<input type="checkbox"/> <b>New and innovative with demonstrable ROI for Government</b>	<p>Demonstrates that the CSP product meets the mission needs of Government agencies. The JAB defines ROI as reducing risk, saving cost, and/or addressing political considerations.</p>
<input type="checkbox"/> <b>Proven maturity (CMMI Level 3+, ISO Organizational Certifications)</b>	<p>Demonstrates that the CSP has a proven track record of mature organizational processes that increases the likelihood that the CSP will be able to maintain an acceptable risk posture.</p>
<input type="checkbox"/> <b>Prior experience with Federal security authorizations (e.g. use of a 3PAO in “consulting” capacity, other systems owned by the CSP with existing FISMA ATOs)</b>	<p>Demonstrates that the CSP has resources that are experienced with FISMA and FedRAMP, which increases the CSP’s likelihood of success.</p>
<input type="checkbox"/> <b>Dependencies from other cloud service offerings (e.g. IaaS that hosts other SaaS solutions with demand from the Government)</b>	<p>Demonstrates that the CSP product will provide an underlying service that other CSP products can leverage that meets the needs of the Government.</p>