

carahsoft®

StateRAMP Briefing

April 30, 2021



Welcome



Craig P. Abod
President, Carahsoft



Continuing the Conversation

- April 2020: CARES Act Webcast
carah.io/CARESAct
- July 2020: CARES Act & Federal Updates Webcast
carah.io/CARESAct
- October 2020: State & Local Updates
carah.io/SLGUpdates
- December 2020: Annual Federal Budget Briefing
carah.io/budget
- March 2021: Florida Budget and Legislation Briefing
carah.io/SLGLobbyistSeries
- April 2021: Budget Briefing – Cybersecurity Update
carah.io/cyberbriefing
- **Today: StateRAMP Briefing**
carah.io/StateRAMP



Why StateRAMP Is Important

- Cybersecurity is Important
- FedRAMP is Important
- Reuse of ATOs is Important
- SLG Needs this Solution
- SLG Market is Huge and Growing



FedRAMP Solutions

FedRAMP Authorized Products 								
								
								
								
								
								
								
								
FedRAMP In Process Products 								
								
								
Supported Cloud Service Providers								
								
FedRAMP Ready Products								

Carahsoft's 3rd Annual FedRAMP Series

www.carahsoft.com/govforward

GOVFORWARD™ ➤

MultiCloud Series

FedRAMP Policy & Marketplace Update



Tuesday, July 20, 2021



8:30AM – 12:00PM EST

Agenda

Type your questions in the chat pod on the right side of the screen.

- J.R. Sloan, Arizona State CIO



- Leah McGrath, Executive Director, StateRAMP



- Q&A Panel



John Lee
*Vice President,
Cloud Solutions
Carahsoft*



Leah McGrath
*Executive Director
StateRAMP*



J.R. Sloan
*CIO
State of Arizona*



Noah Brown
*Chief Information
Security Officer
Knowledge Services*



Joe Bielawski
*President
Knowledge Services*



J.R. Sloan

CIO for the State of Arizona





INTRODUCTION TO STATERAMP



StateRAMP is a non-profit governed by a majority of state and local government officials who adopt policies that guide the security verification requirements and processes. StateRAMP provides a common method for cloud security for governments with a “verify once, serve many” approach for contractors. StateRAMP verification and continuous monitoring reporting is available at no cost to all state and local governments.

[Learn more at www.stateramp.org](http://www.stateramp.org)



StateRAMP

Board of Directors & Steering Committee



J.R. Sloan
CIO
State of Arizona



Ted Cotterill
CPO / General Counsel
State of Indiana



Joe Bielawski
President
Knowledge Services



Rich Banta
CISO &
Managing Partner
Lifeline Data Centers



Tony Bai
Federal Practice Lead
A-LIGN



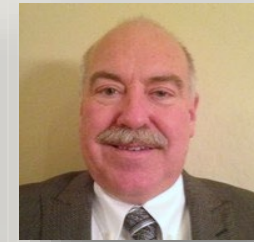
Paul Baltzell
Vice President
Strategy & Bus. Dev.
Salesforce



Curtis Dukes
Executive VP
Center for Internet
Security



Dan Lohrmann
Chief Strategist &
CISO
Security Mentor



Steve Nettles
Procurement
Group Mgr.
State of Arizona



Jason Oksenhendler
Sr. Mgr., Cyber Security
Coalfire



Dugan Petty
Coop. Contract Coord.
NASPO ValuePoint



Doug Robinson
Executive Director
NASCIO



Tim Roemer
Dir Homeland
Security + CISO
State of Arizona



Jaime Schorr
Chief Procurement Officer
State of Maine



Teri Takai
Co-Executive Director
Center for Digital Govt.



Paul Toomey
CEO
Geographic Solutions



Jay White
CISO
State of Mississippi



Owen Zorge
Compliance/Privacy
State of Arizona



Tom Considine, Sr.
Sr. InfoSec/AZRamp
State of Arizona



Leah McGrath

Executive Director,
StateRAMP

Standing Committees

Standards & Technical

Dan Lohrmann, Chair

Chief Strategist & Chief Security
Officer Security Mentor

Maria Thompson, Vice Chair

Chief Risk Officer,
State of North Carolina

Members:

David Allen (*Georgia*)
Glenn Herdrich (*Sacramento Co.*)
Steve Nettles (*Arizona*)
Jason Oskenhendler (*Coalfire*)
Nancy Rainosek (*Texas*)
Joe Bielawski (*Board Member*)

Advisors:

Phyllis Lee (*Ctr Internet Security*)
Rick Zak (*Microsoft*)
Noah Brown (*StateRAMP PMO*)

Appeals

Owen Zorge, Chair

State Compliance & Privacy Ofc
State of Arizona

Rich Banta, Vice Chair

Co-owner & CISO,
Lifelines Data Center

Members:

Chance Grubb (*Oklahoma*)
Ted Cotterill (*Board Member*)
Teri Takai (*Ctr for Digital Govt*)

Advisors:

Tony Bai (*A-LIGN*)
Mase Izadjoo (*Earthling Security*)

Nominating

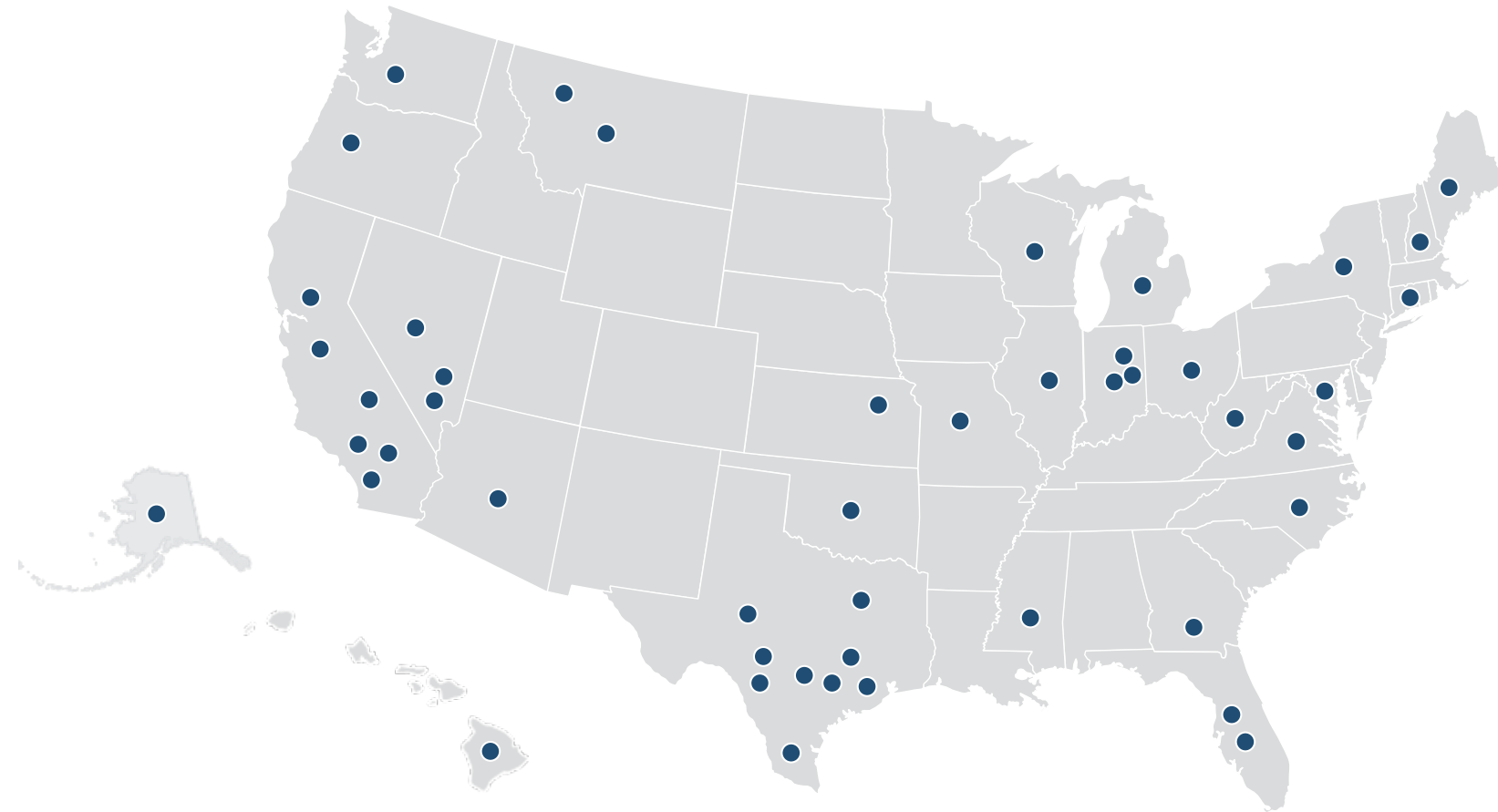
Jaime Schorr, Chair

Chief Procurement Officer
State of Maine

Members:

Doug Robinson (*NASCIO*)
Dugan Petty (*NASPO ValuePoint*)
J.R. Sloan (*Board Member*)
Jay White (*Mississippi*)
Paul Baltzell (*Salesforce*)

Government Members



Government members can join
by completing application at
[www.stateramp.org/members/
government](http://www.stateramp.org/members/government)

Membership for Providers

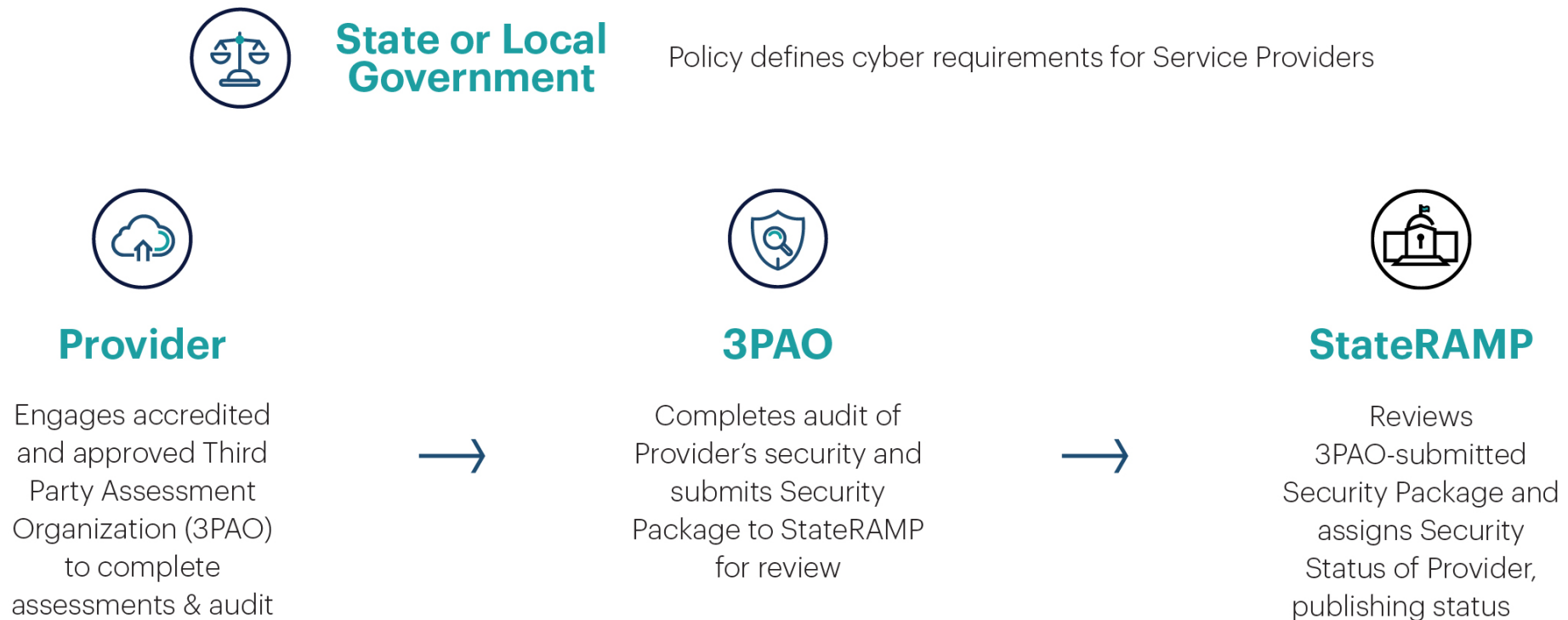
StateRAMP Membership

Vendors join as “Subscriber Members”

- \$500 membership fee, annual, paid by organization
- Provides access to education, StateRAMP Security Templates, StateRAMP Logo usage, committee participation eligibility
- Ability to list verified products on the StateRAMP Authorized Vendor List (AVL)

Service Provider Application available at: www.stateramp.org/members/providers
(application coming soon)

StateRAMP Process



Ex. Authorized Vendor List

Provider	Product	Service Models	Security Status	Impact Level	Sponsor
Dunder Mifflin	Copy Deluxe	SaaS, IaaS	Ready	StateRAMP Low	NA
Dunder Mifflin	ScanRight	SaaS	*Active	StateRAMP Moderate	NA
Scranton Paper	8x11	SaaS	Authorized	StateRAMP Moderate+	3
Schrute Farms	Field Host	PaaS	*In Process	StateRAMP Moderate	1
Beets Incorp.	Juice X	SaaS	*Pending	StateRAMP Low	NA

Active: Registered with StateRAMP + Engaged 3PAO for Ready Review (SR-RAR)
Pending: 3PAO submits Ready package for Provider to StateRAMP
In Process: Registered with StateRAMP + Engaged 3PAO for Security Review (SR-SAR)

Security Impact Levels

Government entity defines required procurement/contract security impact level.
StateRAMP Impact Levels include 3 categories. All Categories align to NIST 800-53 Rev. 4

1

Low

FedRAMP
Low Control
Baselines

2

***Low +**

FedRAMP Low +
Select Moderate
Controls

3

Moderate

FedRAMP
Moderate Control
Baselines

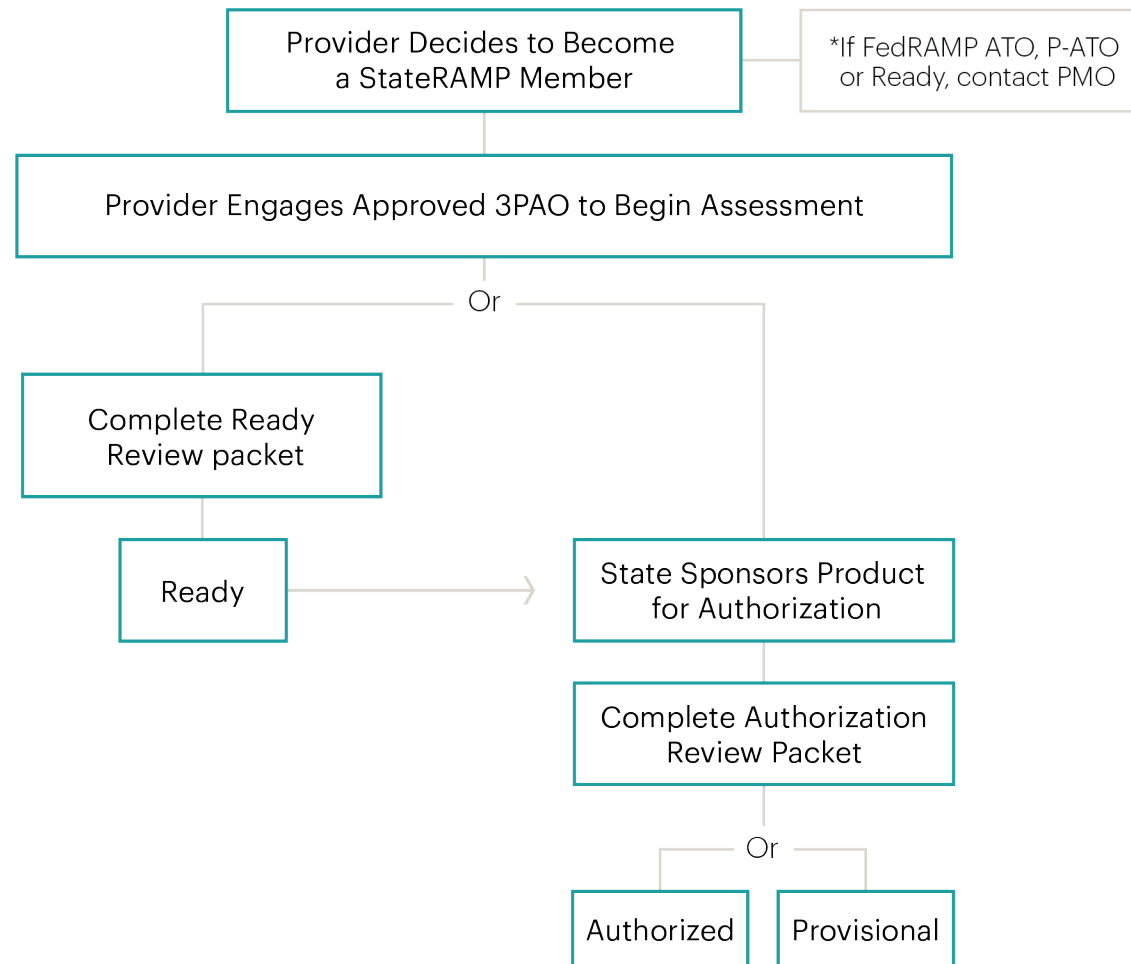
4

****High**

FedRAMP High
Control Baselines

*Low+ not available in 2021

**High available only for FedRAMP Reciprocity



Steps for a Provider to Verify an Offering

Security Status Progression



Meet minimum mandatory requirements and submits a completed 3PAO Readiness Assessment Report (SR-RAR).



Requires Sponsor; Meets requirements by impact level and submits completed 3PAO Security Assessment Plan (SR-SAP) and documentation.



Requires Sponsor; meets mandatory minimums and deemed to meet most, but not all requirements, Sponsor may assign Provisional Status.

A Government Sponsor is required for Authorization

Eligible Government Sponsors include:

- Any SLED government official or employee who serves in the role of Chief Information Security Officer or designee; and a Member of StateRAMP

Government Sponsors Agree to the Following:

- Designate an Information Security Authorizing Official, who will be provided access to the secure portal
- Review PMO recommendations and associated artifacts
- Accept, reject, or make suggestions for modification to the PMO's recommendations regarding Authorizations, continuous monitoring, and annual renewal

A Government Sponsor is required for Authorization

Differences between StateRAMP and FedRAMP:

- Central point of contact for a provider is StateRAMP PMO
- PMO provides consistent application of standards
- PMO is there to help and ensure timeliness of communication and clearly defined requirements for States/Agencies and Providers

Identifying a Sponsor:

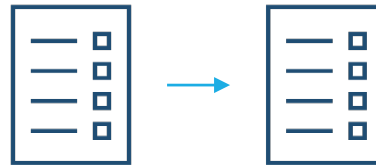
- Start with someone you know
- Membership Directory will be published in Member Portal (coming soon)
- Contact StateRAMP for assistance in connecting with a Sponsor

FedRAMP Fast Track to StateRAMP



Accepted FedRAMP Status

- FedRAMP Ready
- FedRAMP ATO
- FedRAMP P-ATO



Required Documentation

- Security Packet as submitted and approved by FedRAMP
- Prior 90 days of Continuous Monitoring



PMO Review

- Call to Review Boundary and Architecture
- Review Submission
- Review Fee

Why FedRAMP to StateRAMP

States & Local Governments are under attack.

- Self-attestation check-box for cyber security compliance is not sufficient any longer for States & Local Governments.
- To better manage third party risk, they want proof. This includes validating the security documentation provided to FedRAMP is applicable and up-to-date.
- StateRAMP provides centralized and standardized validation and continuous monitoring of security to verify once and serve many.
- Rather than provide documentation to 50 states, providers can provide validation of compliance through one secure portal with StateRAMP.

Outcome: standardized approach, consistency in RFPs, fewer one-off procurement requirements, reduced friction in contracting, and improved security for providers, governments and those they serve.

FedRAMP to StateRAMP Expectations

Process takes weeks (not months)

Video call with PMO + CSP to view FedRAMP submission and ConMon

Provider to redact protected federal agency information as needed

Provider will submit, in secure portal, copies of documentation for StateRAMP PMO

Continuous monitoring is required to maintain status and listing on StateRAMP's Authorized Vendor List (AVL)

Vendors with FedRAMP Authorization may submit to StateRAMP same monthly reporting as submitted to FedRAMP

Annual 3PAO Audit must be provided in StateRAMP Templates

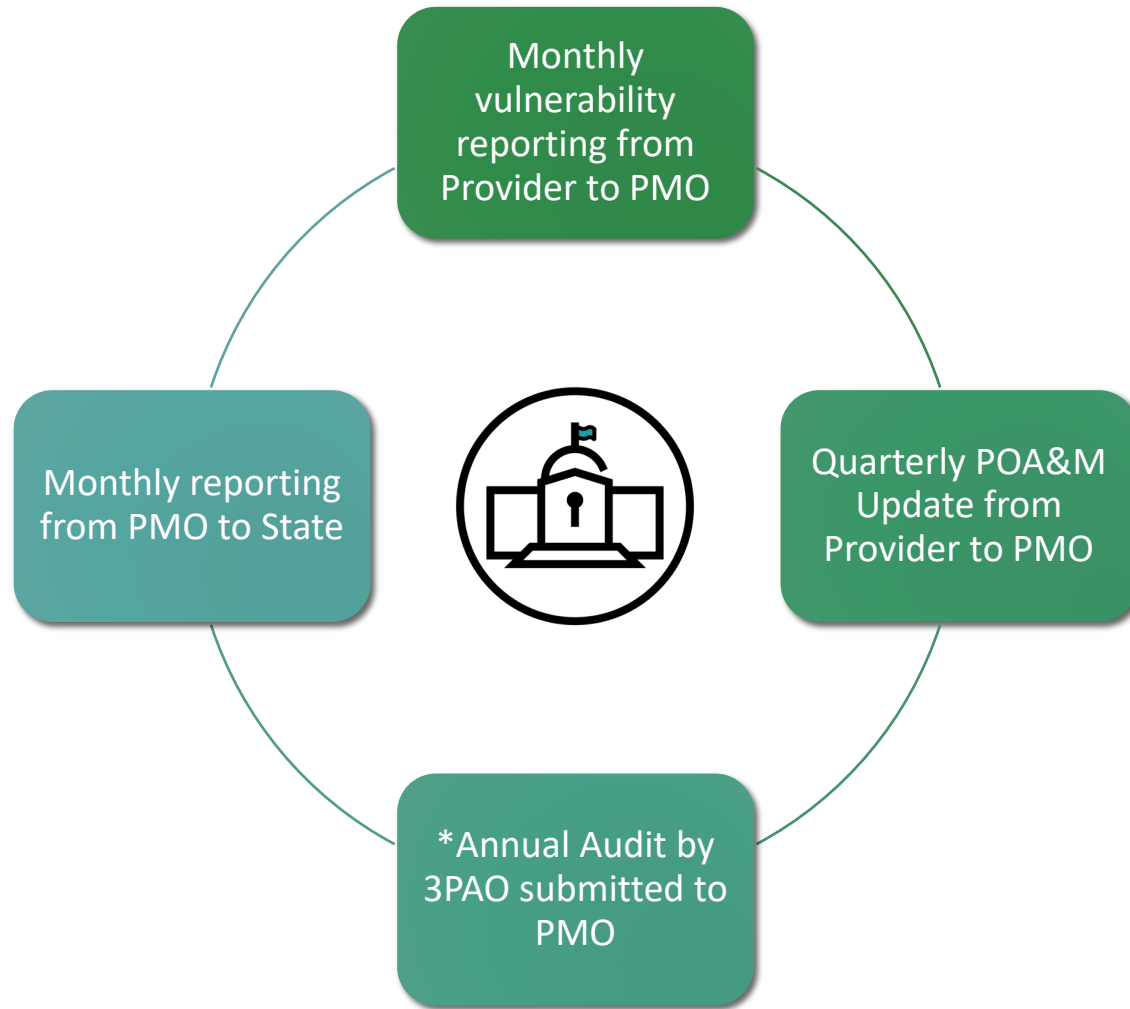
PMO Review for Authorized Vendor List

StateRAMP Authorized Vendor List

Cost for Subscriber Members to List Offering on StateRAMP Authorized Vendor List:

\$2,500	\$5,000	\$5,000
Ready Review conducted by PMO to verify requirements for Ready Status	Authorization Review conducted by PMO to verify requirements for Authorization Status	Annual Fee for Continuous Monitoring to verify requirements are met ongoing

Inaugural year pricing



Continuous Monitoring

Providers must comply with Continuous Monitoring requirements to maintain status of Authorization or Provisional

*Annual Audit must be provided in StateRAMP templates

Timeline



Get Started

www.stateramp.org

Documents at: www.stateramp.org/documents

Future events at: www.stateramp.org/Events



LEAH MCGRATH
EXECUTIVE DIRECTOR

LEAH@STATERAMP.ORG | 317-806-0054

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Ask Your Questions

Type your questions in the chat pod on the right side of the screen.



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Joe Bielawski
President
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Thank You

For Additional Information:

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MultiCloud Series

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