



## FedRAMP Program for Salesforce® ISVs

**By partnering with Project Hosts, Salesforce ISVs can deliver their Windows (and Linux) applications as a FedRAMP authorized cloud service much faster, and more affordably than doing it on their own.**

*“Project Hosts has the expertise to make our Application run in a FedRAMP Compliant SaaS Cloud so we can leverage one of the fastest growing cloud markets – U.S. Federal and State Government agencies.”*



✓ **ON YOUR OWN: 1-2 YEARS, \$1-2 MILLION**

If you are considering getting your applications FedRAMP authorized, you are facing a long and an expensive process. Having been through this process ourselves, and by working with more than 17 ISVs, we know that the FedRAMP process can take you anywhere from 1 to 2 years, and cost upwards of 1 million to 2 million dollars if you do it yourself. For example, for you to get a FedRAMP Moderate authorization you'll need to:

- Hire or contract FedRAMP experts for the entire process
- Implement the balance of 231 security controls that are not implemented at the software level by Azure (Azure IaaS/PaaS covers 94/130 out of a total of 325 FedRAMP Moderate controls)
- Undergo a FedRAMP Readiness Assessment
- Secure a US Government Agency Sponsor (or the JAB)
- Develop all the documentation (typically more than 800 Pages) to be approved by Agency (or the JAB)
- Contract for a 3PAO Assessment
- Secure the US Government Agency authorization (ATO)

✓ **WITH US: A MUCH FASTER AND AFFORDABLE OPTION**

You can dramatically reduce the time and expense of delivering your application from a FedRAMP authorized cloud by working with Project Hosts.

- We'll perform all the steps necessary to ensure that your application is approved to run in a FedRAMP authorized cloud at all levels: Moderate, High and DoD CC SRG IL 4/5.
- We get ISV applications implemented, documented, and assessed in a FedRAMP authorized cloud within 2 months, and at a fraction of the cost of doing it on your own.

### **BENEFITS OF THE FEDRAMP ISV PROGRAM FROM PROJECT HOSTS**

- **Sell To U.S. Government Agencies faster**  
Salesforce ISVs who want to sell their application as cloud service to U.S. federal and state government agencies must meet the FedRAMP program standards at the SaaS level.
- **Leverage our GSA Contract**  
We can add your application to our existing GSA contract making it easier for agencies to purchase your solution.
- **Moderate / High / DOD CC SRG IL 4/5**  
By working with Project Hosts, your applications will be available as a service in a FedRAMP authorized cloud for all agencies: Civilian and Defense.
- **Hosted in Microsoft Azure Gov**  
Your application will be hosted and managed in Microsoft Azure an advanced, reliable, available, scalable and secure cloud platform.

# ISV FedRAMP PROGRAM OVERVIEW

[www.projecthosts.com/salesforce-isv-fedramp-program.aspx](http://www.projecthosts.com/salesforce-isv-fedramp-program.aspx)

The ISV FedRAMP program ensures that your application is 100% FedRAMP compliant and available from a FedRAMP SaaS-level authorized cloud. Throughout this process, we work with our assessor (a certified 3PAO) and the FedRAMP Project Management Office to ensure all necessary tests and activities are performed correctly. A summary of this process is:

1. ISV provides us with a high-level architecture describing how their application is typically deployed.
2. We determine whether adding the application to our Federal Private Cloud would be considered a minor change or a major change. Major changes require a partial re-assessment by the 3PAO.
3. We have the ISV sign an agreement that satisfies the required FedRAMP System and Services Acquisition (SA) controls.
4. We deploy the ISV's App(s) onto virtual server(s) in our FedRAMP test environment.
5. We run vulnerability scans on the test environment at the OS, Database and Applications level.
6. We report findings to the ISV and work with them to correct any issues; if any are found.
7. We ensure the overall environment meets all of the security controls as required by FedRAMP rev4 SaaS-Level Compliance; examples include ensuring FIPS compliance, implementing executable whitelist restrictions, configuring log correlation, and more.
8. We follow our Configuration Change Control process to include the ISV's App in our FedRAMP-compliant System Security Plan and associated documents.
9. The ISV's software is included in each annual assessment by our FedRAMP-certified 3PAO.
10. We work with ISV to create an announcement they can use and get it approved by the Director of FedRAMP.

## ISVs and Applications Available in Project Hosts' Federal Private Cloud

- Microsoft *SharePoint, Dynamics CRM Project Server, TFS, Remote Desktop*
- AvePoint *SharePoint Infrastructure Mgmt*
- Birst *Business Intelligence / Analytics*
- BrightWork *SharePoint Project Mgmt*
- Drawloop *Salesforce Document Mgmt*
- Drupal *Website/CMS*
- eSignLive *e-Signature Solution*
- FlowVU *Secure Collaboration Solution*
- Gimmel *SharePoint Records Mgmt*
- Innovative-e *PPM Reports*
- Joomla! *Website/CMS*
- Nintex *SharePoint Workflow*
- RMS *Property Management*
- UMT360 *Enterprise Portfolio Mgmt*
- Urban Turtle *SW Development*
- Veritas *Office 365 email Archiving*
- WordPress *Website/CMS*

To see if your application meets the criteria necessary to be considered for the FedRAMP ISV program, please contact [sales@projecthosts.com](mailto:sales@projecthosts.com) and specify "FedRAMP ISV" in the subject.

## WHAT'S THE DIFFERENCE BETWEEN FedRAMP IaaS, PaaS and SaaS COMPLIANCE?

Understanding the differences between IaaS, PaaS and SaaS FedRAMP compliant environments is a critical factor when choosing a Cloud Service Provider (CSP) and selling your application solution to federal and state government agencies. Simply deploying your application on the Azure IaaS/PaaS compliant platform does not make it SaaS-compliant.

For FedRAMP Moderate compliance, 325 controls in 17 families must be in place, and many of these controls have multiple parts to them. Simply moving to Microsoft Azure, however, does not provide full

FedRAMP compliance. In moving to Azure, three (of the 17) entire control families are fully covered: Physical Environment, Media Protection, and Maintenance. But in the remaining 14 families, there are a significant number of controls that are the ISV's responsibility to implement. Microsoft has developed a document called "Azure Blueprint Customer Responsibility Matrix (CRM)" that it makes available to its customers. In that document, it clarifies that for Azure customers of IaaS services (virtual servers, storage, etc.), 94 of the 325 FedRAMP Moderate controls are fully satisfied by Azure, but for the remaining 231 controls, the customer is responsible for implementation of some, or all, of the control.

