

# The presentation will begin shortly.

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THANK YOU FOR JOINING US!



Our mission is to promote cybersecurity best practices through education, advocacy, and policy development to support its members and improve the cyber posture of state and local governments and the citizens they serve.

StateRAMP brings together public and private voices to establish a common set of security criteria so a standard method of verifying cloud security can be recognized.

This standardized approach allows providers serving state and local governments to verify their security posture and prove their cybersecurity compliance to their government clients.

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

# StateRAMP v. FedRAMP

## StateRAMP

- PMO Support for Government and Service Providers
- Centralized PMO
- States/Locals have visibility into ConMon
- Ready Status does not expire (ConMon required)
- Provisional Status awarded by government sponsor.
- Fast Track option for products with FedRAMP

## Both

- Built on NIST 800-53 Rev. 4
- Requires 3PAO Audit
- Impact Levels Low, Moderate and High
- Require ConMon
- Verified Statuses of Ready and Authorized

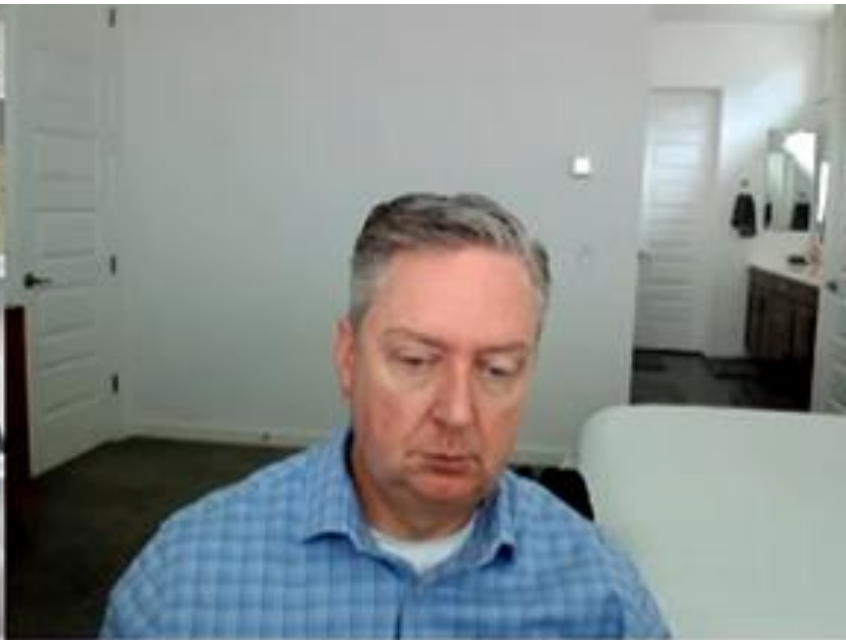
## FedRAMP

- Must do business with federal government
- JAB v. Agency PMO
- Federal have visibility in ConMon
- Provisional Status awarded by Joint Authorized Board (JAB) v. Agency











LEAH MCGRATH  
EXECUTIVE DIRECTOR

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## **Problem Statement**

How to provide state and local government procurement and security officials assurance that their contractors have the processes and capabilities necessary to deliver with the appropriate security controls in place

## **Goals**

Standardized approach  
Meet minimum requirements  
Consistency in RFPs  
Best value

## **Outcome**

Improve security for state and local government



# Board of Directors & Steering Committee



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CIO  
State of Arizona



**Ted Cotterill**  
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**Rich Banta**  
CISO &  
Managing Partner  
Lifeline Data Centers



**Tony Bai**  
Federal Practice Lead  
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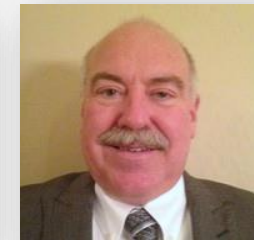
**Paul Baltzell**  
Vice President  
Strategy & Bus. Dev.  
Salesforce



**Curtis Dukes**  
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Center for Internet  
Security



**Dan Lohrmann**  
Chief Strategist &  
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Security Mentor



**Steve Nettles**  
Procurement  
Group Mgr.  
State of Arizona



**Jason Oksenhendler**  
Sr. Mgr., Cyber Security  
Coalfire



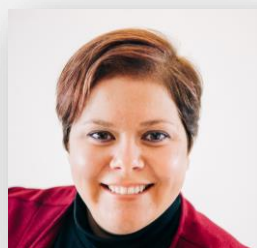
**Dugan Petty**  
Advisor  
Retired CIO / CPO



**Doug Robinson**  
Executive Director  
NASCIO



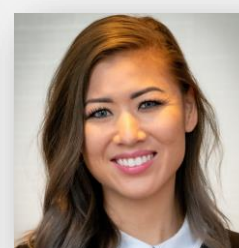
**Tim Roemer**  
Dir. Homeland  
Security + CISO  
State of Arizona



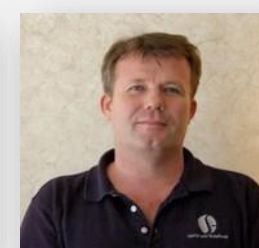
**Jaime Schorr**  
Chief Procurement Officer  
State of Maine



**Teri Takai**  
Vice President  
Center for Digital Govt.



**Fay Tan**  
Coop. Contract Coord.  
NASPO ValuePoint



**Paul Toomey**  
CEO  
Geographic Solutions



**Jay White**  
CISO  
State of Mississippi



**Owen Zorge**  
CISO  
City of Chandler, AZ

**Not pictured: Tom Considine, Sr., Sr. InfoSec/AZRamp, State of Arizona**



# Standing Committees

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## Standards & Technical

### **Dan Lohrmann, Chair**

Chief Strategist & Chief Security Officer  
Security Mentor

### **Members:**

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

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Rick Zak (*Microsoft*)  
Maria Thompson (*AWS*)  
Noah Brown (*StateRAMP PMO*)

## Appeals

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State Compliance & Privacy Ofc  
City of Chandler, AZ

### **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**

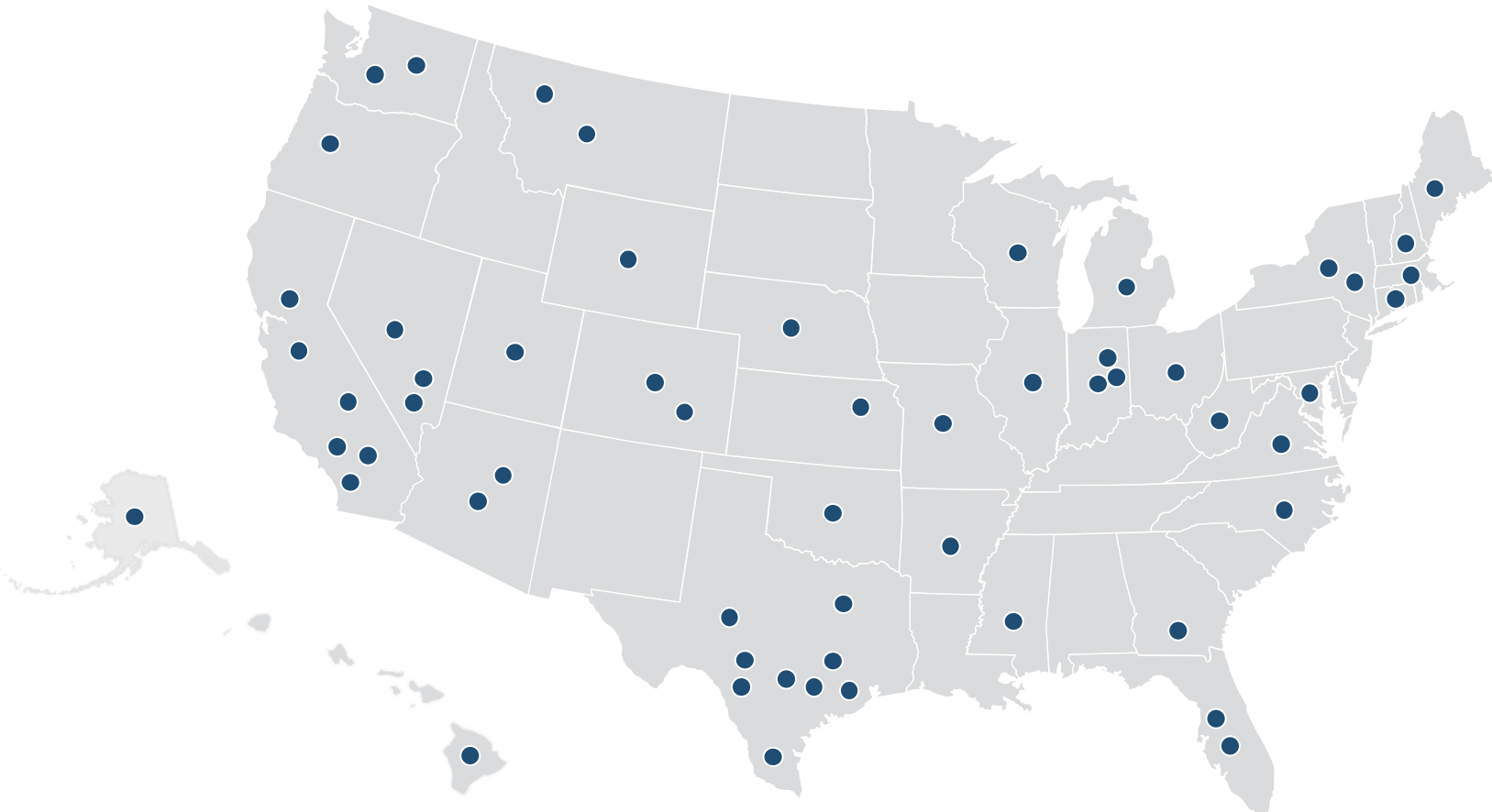
Chief Procurement Officer  
State of Maine

### **Members:**

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

# Government Participation

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Government members can join at **no cost**.

**Arizona and Texas** adopting RAMP Programs

**Government and Providers can become members** by completing forms at:

[www.stateramp.org/register](http://www.stateramp.org/register)

# StateRAMP Verification Process

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**State or Local Government**

Policy defines cyber requirements for Service Providers



**Provider**

Engages accredited and approved Third Party Assessment Organization (3PAO) to complete assessments & audit



**3PAO**

Completes audit of Provider's security and submits Security Package to StateRAMP for review



**StateRAMP**

Reviews 3PAO-submitted Security Package and assigns Security Status of Provider, publishing status



# Procurement Process



## State or Local Government

Policy defines cyber requirements for Service Providers

- Incorporate requirements into RFPs and contracts
- Announce requirements to vendor community
- Work with CIO/CISO to evaluate existing contracts



# Authorized Vendor List

## Security Status Categories

**Verified** (Ready, Authorized & Provisional)

**Progressing** (Active, In Process & Pending)

## StateRAMP Authorized Vendors

StateRAMP establishes common security criteria to standardize cloud security verification.

Verified offerings and those in the process of working toward an authorization are listed on the Authorized Vendor List (AVL) below. The AVL, first published September 14, 2021, is updated weekly.

Show  entries Search:

Company	Product Name	Security Status	Service Model	Impact Level	Sponsors
Zscaler	Zscaler Internet Access - Government (Secure Web Gateway - vTIC)	Ready	SaaS	Moderate	1
Zscaler	Zscaler Private Access - Government (Zero Trust Networking - VPN Replacement)	Ready	SaaS	High	1
Project Hosts, Inc.	Project Hosts Federal Private Cloud	Ready	PaaS	Moderate	0
Knowledge Services	dotStaff	Ready	SaaS	Moderate	0
Aurigo Software Technologies Inc.	Masterworks Cloud and Aurigo Essentials	Pending	SaaS	Moderate	0
OCLC	WorldShare Management Services	Pending	SaaS	Low	0
BlackBerry	BlackBerry Government Mobility Suite (BGMS)	In-Process	SaaS	Moderate	0
BlackBerry	BlackBerry Cloud - AtHoc Services for Government (ACSforGov)	In-Process	SaaS	Moderate	0
BlackBerry	BlackBerry Protect	In-Process	SaaS	Moderate	0
Boomi	AtomSphere	In-Process	SaaS	Moderate	0

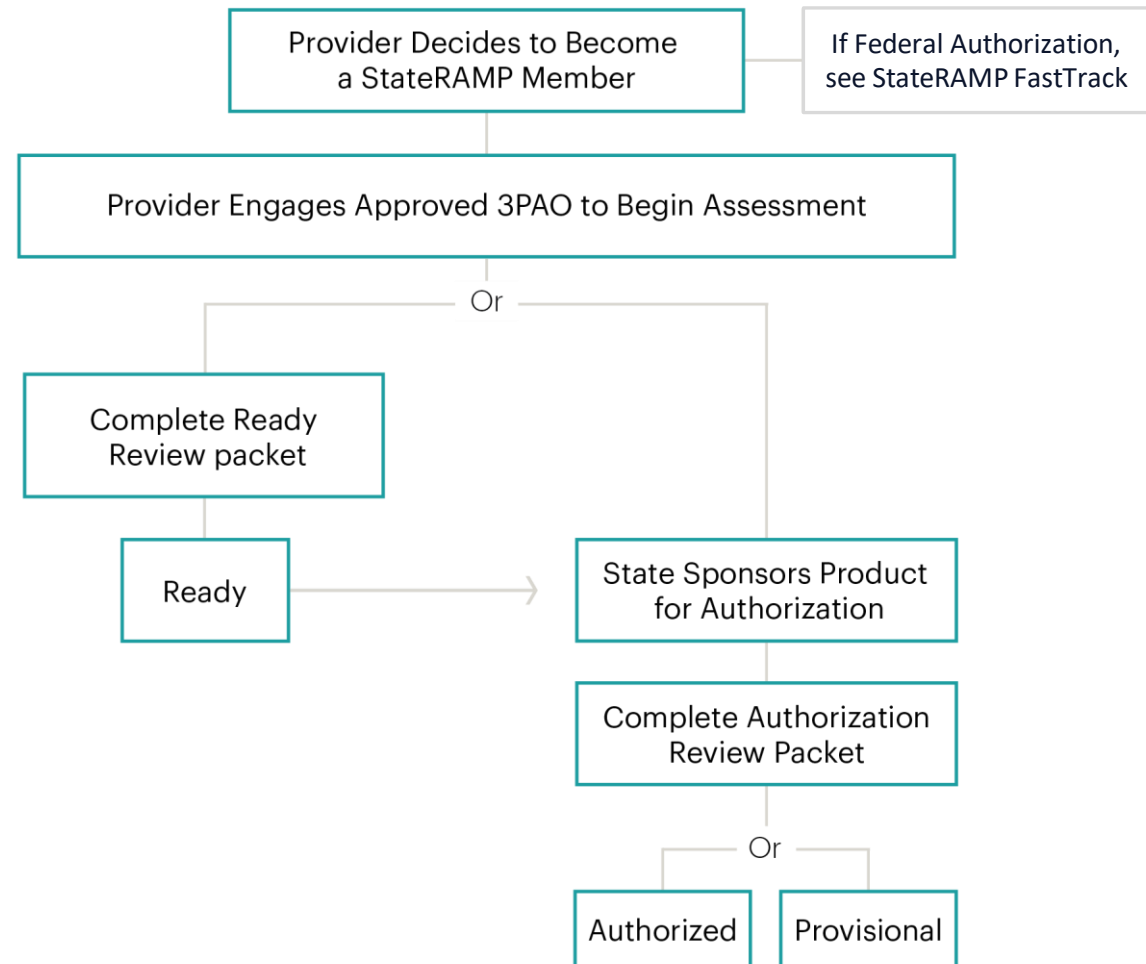
Showing 1 to 10 of 51 entries Previous Next

To manage cyber risk and protect critical data, systems, and infrastructure from cyber-attacks and ransomware, it is recommended that state and local governments verify the cybersecurity posture of their cloud solution providers.

**What this means for Service Providers:** This standardized approach allows providers serving state and local governments to verify their security posture and prove their cybersecurity compliance to their government clients.

**What this means for States and Local Government:** StateRAMP's shared resource model and continuous monitoring simplifies cloud compliance and risk management for government agencies who participate with StateRAMP.

# Steps for a Provider to Verify an Offering





# Templates & Resources

[www.stateramp.org/templates-resources](http://www.stateramp.org/templates-resources)

## Policies

- Security Assessment Framework
- Data Classification
- Baseline Security Controls
- Minimum Mandatory Requirements for Ready
- Continuous Monitoring Guide

## Documents & Templates

## Authorized Vendor List Resources



### Security Policies

Security Assessment Framework

Data Classification Tool

Baseline Security Controls

Minimum Mandatory Requirements for Ready Status

Continuous Monitoring Guide

### Documents & Templates

[Assessor Templates](#)

[Provider Templates](#)

[Policies & Procedures](#)

StateRAMP verification relies on independent audits that are conducted by Third Party Assessing Organizations (3PAOs). StateRAMP 3PAOs will use the following templates to report audit findings.

[StateRAMP Readiness Assessment Report \(RAR\) Template](#)

[StateRAMP Security Assessment Report \(SAR\) Template](#)

### Authorized Vendor List

The first Authorized Vendor List (AVL) will be published in summer 2021 and will include a listing of Subscriber Members who are actively pursuing third party verification for their offerings. Follow the steps below to be listed on the upcoming Authorized Vendor List.



Find a StateRAMP 3PAO

Assessors play an important role in conducting independent security audits.

[View Assessors](#)



Government Sponsors

A government sponsor is required for providers wishing to submit a request for authorization.

[View Requirements](#)



Connect with the StateRAMP PMO

StateRAMP is proud to partner with Knowledge Services to serve as the PIVC.

[Learn More](#)

# Security Impact Levels

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Government entity defines required procurement/contract security impact level.  
StateRAMP Impact Level Categories align to NIST 800-53 Rev. 4

Low	*Low +	Moderate	High
StateRAMP Low Control Baselines	StateRAMP Low + Select Moderate Controls	StateRAMP Moderate Control Baselines	FedRAMP High Control Baselines

\*Low+ not currently available.

# Security Status Progression

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



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



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



# 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

# StateRAMP Fast Track

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## Federal Authorizations

- Ready
- ATO
- P-ATO

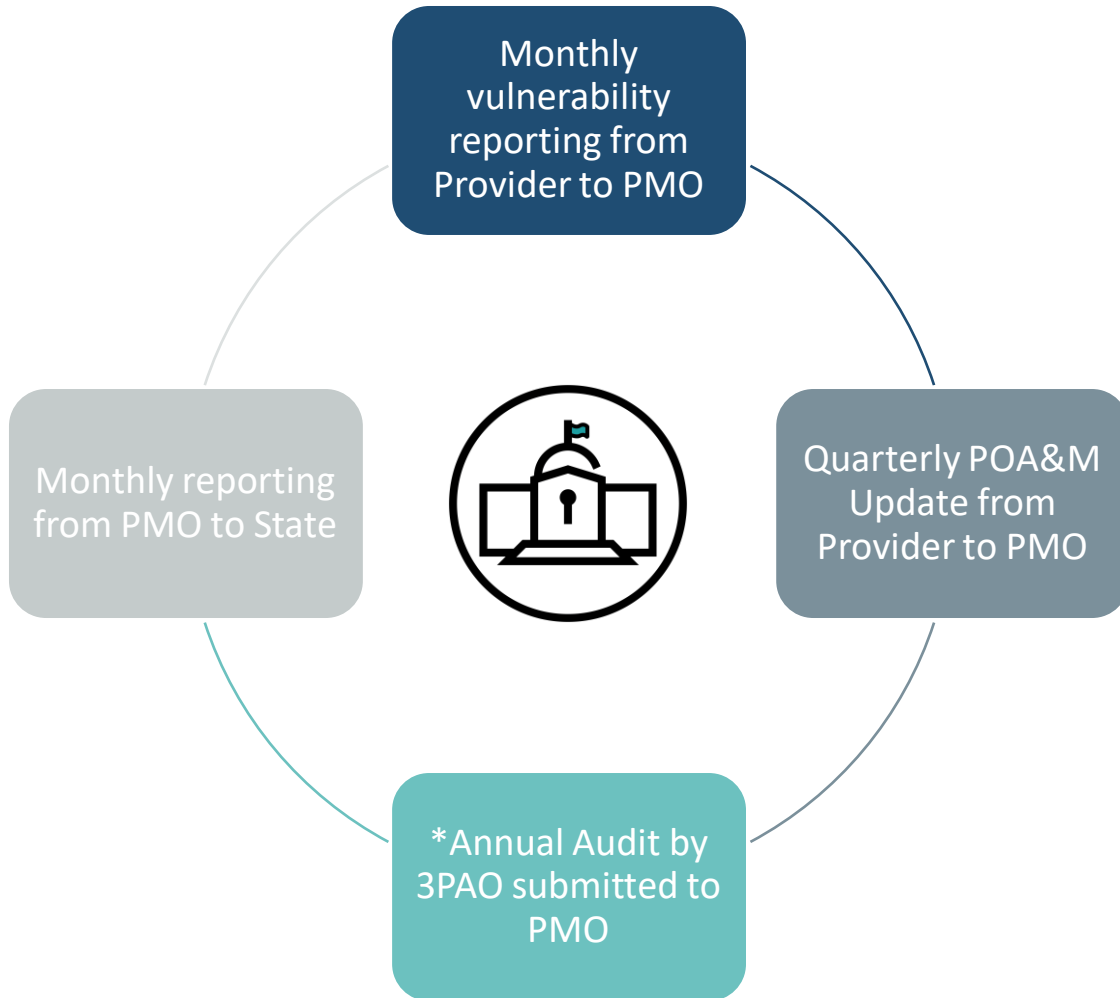
## Required Documentation

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

## PMO Review

- Call to Review Boundary and Architecture
- Review Submission

Read our blog about StateRAMP Fast Track at [www.stateramp.org/blog](http://www.stateramp.org/blog)



## Continuous Monitoring

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

\*Annual Audit must be provided in StateRAMP templates



# PMO Review for Authorized Vendor List

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## StateRAMP Authorized Vendor List

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

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

Inaugural year pricing

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## Creating a framework for verification and continuous improvement in cybersecurity for state and local governments and their providers

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- Shared Services Model for SLED
- “Verify Once, Use Many” Approach for Providers
- Centralized Resources for SLED & Providers
- Standard Path for Procurement to Verify Security
- Ongoing Education & Best Practices
- Government-Led Governance & Collaboration

# Get Started

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[www.stateramp.org](http://www.stateramp.org)

Join at: [www.stateramp.org/register](http://www.stateramp.org/register)

Resources at: [www.stateramp.org/templates-resources](http://www.stateramp.org/templates-resources)

Future events at: [www.stateramp.org/Events](http://www.stateramp.org/Events)

[info@stateramp.org](mailto:info@stateramp.org)

# Questions?

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THANK YOU.