"Set a new record for fastest authorization meeting"

Overview

R&K Solutions delivers comprehensive and integrated professional services and software solutions enabling clients to strategically manage real property, personal property, and facilities to achieve business and mission goals. R&K Solutions’ unique combination of portfolio management expertise and technical capabilities are embodied in R&K’s GoRPM® Enterprise Software Solution, which empowers clients to improve operational performance, optimize investments and identify opportunities for cost savings. GoRPM enables data driven decision making in asset inventory, strategic positioning, movement of assets, space utilization, condition assessment, sustainability, cost analysis, and budget planning and forecasting.

Case Study: How EIT helped R&K Solutions soar through the FedRAMP authorization process.

As the leading FedRAMP Third Party Assessment Organization (3PAO) Advisory firm, Emagine IT is uniquely positioned to provide guidance and insights gleaned from years of interaction with FedRAMP and CSPs who have undergone the FedRAMP ATO process. Our suite of FedRAMP services guide you from initial exploration of the federal cloud services market to a FedRAMP ATO. Before committing to any FedRAMP initiative, you should participate in an Emagine IT led FedRAMP seminar as an initial first step.

- Extensive federal, cloud and technical engineering experience
- Pre-tailored FedRAMP JAB tested and approved documentation
- Consulted and prepared multiple Fortune 50 and 500 clients for FedRAMP
- Management consulting paired with cyber-engineering services resulting in clients able to maintain current and remain FedRAMP-compliant

All members of the EIT FedRAMP team have extensive Federal Government experience supporting a variety of Federal Agencies providing both assessment and security program services for NIST-based IT Security frameworks. Our teams are highly experienced and well versed in NIST 800-53 and DoD requirements and how they relate to commercial cloud environments. Emagine IT’s understanding of how these requirements relate to commercial cloud environments is incorporated into our engineering process. We know the process and best practices and understand FedRAMP requirements and JAB interpretation of controls. EIT’s Advisory team has consulted and prepared multiple Fortune 50 and 500 clients for FedRAMP assessments.
Situation

As commercial entities begin working with the federal government, they must often first comply with the Federal Risk and Authorization Management Program (FedRAMP)—a government program that provides a standardized approach to security. FedRAMP compliance is a complex and time-consuming process. R&K Solutions chose Emagine IT because of their combined technical and management consulting capability. Emagine IT enables organizations (which may not have deep cloud expertise) to get to market faster and reduce internal resource burdens through focusing on both management and cybersecurity consulting services.

Challenge

R&K Solutions developed its GoRPM SaaS offering to support numerous organizations, including Federal and Department of Defense (DoD) agencies. R&K Solutions knew the GoRPM SaaS solution needed to achieve FedRAMP authorization to be offered to the federal government. R&K Solutions needed a trusted advisor to navigate the FedRAMP requirements and determine the best path forward based on their organizational goals and current and planned customer base. According to Nathaniel Sykes, Executive VP of Operations, “We compared multiple vendors in the FedRAMP Advisory space for approximately five months and ultimately selected Emagine IT because they led the industry in FedRAMP certifications and had impressive client feedback for their advisory support.” Once engaged, Emagine IT immediately guided R&K Solutions down the path to achieving FedRAMP authorization.

The Issues

A large part of working with the federal government includes understanding the many different requirements each agency and/or department may have and navigating the sea of different processes. R&K Solutions anticipated delays & misinterpretation as part of the process. Emagine IT guided R&K Solutions throughout the entire process by providing agency management services ensuring both R&K and the federal government customers were on track.

Solution

Relying on its technical expertise and knowledge of FedRAMP, Emagine IT helped R&K Solutions quickly develop a FedRAMP compliant platform. “Working with Emagine IT’s advisory team, we had a FedRAMP-compliant platform and all FedRAMP required documentation in less than half the time usually required,” says Michael Nichols, Executive VP of Enterprise Products and Solutions. “Emagine IT helped us fast-track our path to FedRAMP compliance and save months of additional work we would have had to do ourselves. Emagine IT’s expertise, experience and knowledge of FedRAMP were critical in getting this done,” continued Michael Nichols.

Final Phase

Once R&K Solutions had a FedRAMP-compliant platform, R&K Solutions was able to pass its FedRAMP Ready audit & ATO audit, critical parts of the process of winning new business. By working with Emagine IT and passing both the FedRAMP Ready & ATO audits, R&K Solutions met the requirements of their government customers who are positioned to use GoRPM to improve operational performance for their departments and agencies.

FedRAMP Ready

“The FedRAMP PMO said this was the first time they ever finalized a RAR before the meeting was over. We even finished 1.5hrs early.” – Nathaniel Sykes, EVP

FedRAMP Authorized

In the next phase, R&K Solutions sought to have GoRPM authorized. During the FedRAMP PMO authorization meeting, R&K Solutions set a new record for fastest authorization meeting to date. As most Cloud Service Providers will tell you, speeding through a FedRAMP PMO Package Review is no small feat.

Benefits of Working with Emagine IT

You will benefit from our unmatched FedRAMP leadership and experience advising and assessing the world’s largest cloud providers. We have helped transform the way government and commercial organizations work as they migrate IT services to the cloud.

- As one of the first 3PAOs, we have helped multiple systems attain an Authority to Operate (ATO) more cost-effectively than any other 3PAO.
- Our NIST advisory team has consulted and prepared more than 80 clients for NIST-based audits including FedRAMP.
- We provide FedRAMP advisory and assessment services for cloud service providers, including IaaS, PaaS, and SaaS.

“Set a new record for fastest authorization meeting. We were done in a little over an hour. They said we beat the previous record by 18 minutes. Have to say a lot of the success is facilitated by working with good partners!”

Nathaniel Sykes, Executive Vice President

emagine For more information email us at: 3PAO@EIT2.COM