



10 Questions to Ask Before Choosing a FedRAMP Accelerator

1

How long does it really take to achieve FedRAMP authorization— and when does your timeline begin?

- When does your clock start?
- Does it begin after the authorization package is submitted or at project kickoff?
- What activities occur before the formal authorization review?
- What assumptions could extend the timeline?

2

What exactly is included in your implementation price, and what costs come later? What will my realistic 3- to 5-year total cost of ownership be?

Ask about:

- Implementation and onboarding
- Certification and agency authorization
- Additional applications or products
- Number of production environments included
- Continuous monitoring
- Annual assessments

3

Who is responsible for obtaining and maintaining government sponsorship?

- Do I need to find my own sponsor?
- What happens if my sponsor leaves?
- Who interfaces with the Authorizing Official (AO)?
- What happens if I want to expand to additional agencies?

4

What FedRAMP service models does your authorization support (SaaS, PaaS, IaaS)?

- Can you support multiple service models within the same authorization boundary?
- Are there limitations on the types of workloads you can support?
- If my product evolves, will I need a new authorization path?

5

Will your platform support my existing architecture and preferred deployment model— or will I need to re-engineer my application or conform to a specific environment?

- Can I keep my existing architecture?
- Do I have to containerize or re-engineer?
- Which deployment models are supported (VMs, containers, hybrid)?
- Which cloud environments are supported (AWS, Azure, GCP, private cloud, hybrid)?

6

What support do you provide to help customers move from FedRAMP Certification to Agency Authorization and deployment?

Ask about:

- Agency engagement
- Authorizing Official (AO) support
- Customer briefings



7

Who owns security operations and continuous compliance after certification?

Ask About:

- Continuous monitoring
- POA&Ms
- Incident response
- Government reporting
- Evolving government requirements and directives
- What responsibilities remain with my team?

8

What experience does your team have working directly with FedRAMP, DISA, assessors, sponsors, and Authorizing Officials?

Ask about:

- Former FedRAMP & DISA practitioners
- Experience conducting authorizations, assessments, and 3PAOs
- Experience supporting Authorizing Officials (AO's)

9

Can your platform support future growth beyond FedRAMP?

Ask about:

- Additional products
- Additional agencies
- DoW (DoD) IL4/IL5
- GovRAMP / StateRAMP
- CMMC
- Multiple production environments

10

How do you partner with customers after certification to support agency adoption, long-term compliance, and federal growth?

Ask about:

- Ongoing technical support
- Current customer case studies
- Customer references
- PR and co-marketing activities

Why FedHIVE®?

FedRAMP Class D (High) | DoW (DoD) IL 4/5 | GovRAMP | Support for CMMC and FedRAMP 20x

Get Certified

Leverage a FedRAMP Class D (High) certified environment and practitioner-led compliance model.

Get Authorized

Support agency-specific authorization, security reviews, and stakeholder engagement.

Stay Ready

Managed security and compliance operations that help reduce operational burden, prevent compliance drift, and keep pace with evolving federal requirements.

- ✓ First purpose-built FedRAMP accelerator hosted environment
- ✓ Trusted multi-agency authorization, high-security foundation
- ✓ Only accelerator with IaaS, PaaS, and SaaS certified within one High-impact boundary
- ✓ Move faster from ATO to Revenue to ROI
- ✓ **Long-term savings: 35% over three years and 44% over five years****
- ✓ Annual continuous monitoring **60% lower** than other accelerators**
- ✓ Move from agency package submission to ATO in **as little as 30 days**

** Based on 2026 published pricing from other accelerators.



Get in touch
with us!



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