



# The Constellation GovCloud™ (CGC) Difference

Accelerating your path to FedRAMP

Saving OEMs Time, Money, & Operational Overhead on FedRAMP ATO

DIY

Constellation → Benefits

## Development of Processes and Procedures

OEM must develop hundreds of pages of their own policies and procedures, many having broad organizational impacts.

Leverage Constellation GovCloud's (CGC's) existing policies and procedures.

Eliminate weeks of effort to develop policies and procedures, as well as annual reviews.

## Operational Impact

OEM must implement all FedRAMP policies and procedures, including changes to on-boarding, off-boarding, staff training, organizational risk management and program management.

Organizational policies and procedures apply to Merlin and our staff. Only OEM's personnel directly involved with FedRAMP infrastructure are in scope.

3PAO auditors are looking for management and operational maturity, not just technology compliance. CGC allows the OEM to focus on technology, limiting the impact to broader company business processes.

## Security Controls

OEM directly responsible for between 282-325 controls.

OEM only responsible for 40-60 controls. CGC handles the rest.

Significantly smaller program scope with a much smaller time and money investment.

## Staffing and Skills Set Impact

OEM will need to provide all staffing and compliance expertise, including Product SMEs, PM, ConMon staff, ISSM and ISSO.

CGC provides FedRAMP SMEs, PM, ISSM and technical staff to advise and perform build out, as well as all ConMon staffing. The OEM (or CGC at additional cost) operates the SaaS.

Experienced staff with deep subject matter expertise are key to avoiding delays and cost overruns due to avoidable negative findings.

## Government Reporting

OEM directly responsible for interfacing with government for ATO package submission and negotiations, as well as continuous reporting.

CGC handles majority of weekly, monthly, quarterly, and yearly reporting requirements to the government.

Significant reduction in time and management overhead of working with government compliance personnel on an ongoing basis.

**Technical Investment Savings**

**DIY**

**Constellation → Benefits**

**Infrastructure Build Out**

OEM architects and builds out entirety of infrastructure from scratch.

Out of the box FedRAMP compliant landing zone.

Speed to revenue, as well as handling a number of required staffing resources.

**Security & ConMon Infrastructure**

OEM is responsible to build the full environment, including licensing and hosting of any necessary software required for monitoring.

Pre-built environment with all necessary security tools built in.

No additional software license costs to meet the FedRAMP ConMon requirements, or any additional hosting fees for running those products.

**ConMon Operations**

OEM responsible for providing necessary staffing and infrastructure for ConMon to meet FedRAMP requirements

CGC provides all ConMon services, including significant automation for FedRAMP-compliant report generation.

Reduce new headcount required to operate ConMon tools and meet significant documentation requirements.

**Pre-architected for higher levels of compliance**

Building an environment to meet requirements beyond FedRAMP Moderate will require additional cost and expertise.

Constellation has been designed to support DOD IL-4 and IL-5 requirements without additional infrastructure requirements.

Quickly scale to meet the needs of new customers at minimal cost.

**Direct Cost Savings**

**DIY**

**Constellation → Benefits**

**Additional Staff**

OEM should expect to hire a minimum of 2-3 additional staff to dedicate full-time to effort, including ISSM/ISSO roles, Program Manager and additional ConMon support.

CGC takes on bulk of FedRAMP-specific hires, while OEM focuses on their product expertise and SaaS operations.

Significant cost savings in salaries and benefits as well as management oversight.

**Existing Staff**

OEM will need to dedicate many hours across existing team members and multiple departments (HR, Finance, PM, Legal) to support program management operations.

Merlin staff handles the majority of time-consuming tasks related to operations and management of the program.

Reduce the administrative overhead across the different business units.

**Direct Fees**

Expect to pay \$1.5M or more over 3 years; Costs of approximately \$750k in year 1.

Expect to save as much as 50%. Exact savings will vary.

Significant cost savings each year, as well as no additional first-year direct fees for environment build out.

**Our Efficiencies Help Shorten the Time to ATO**

Establish, Design, Build, Harden, Pre-Assessment

Full Assessment

ATO  FedRAMP

ConMon

Constellation 

3-6 Months

2-3 Months

2-4 Weeks

Ongoing

DIY 

6-12+ Months

2-3 Months

2-4 Weeks

Ongoing