

FedRAMP Pricing Guidelines: Updated July 2023

This material is offered only as a guideline, not as a quote. Pricing shown here is for reference only, and may be changed at any time. A well-planned FedRAMP project is essential. There is some level of complexity in authorization, regardless of whether it is through a Federal agency sponsor, FedRAMP Ready, or Joint Authorization Board (JAB). Quzara advises FedRAMP Authorization applicants to carefully plan their Federal program plan, including their pricing, project roadmap, and go-to-market strategy.





FEDRAMP ADVISORY AND AUDIT MUST-HAVES

ADVISORY	DESCRIPTION	DURATION	COST ESTIMATE	RESPONSIBILITY
 Readiness Gap Assessments	<ul style="list-style-type: none"> Gap Assessment covering all 325 Moderate Controls and documented recommendations Application and Infrastructure Controls 	4 weeks (Pre-requisite)	\$50,000 - \$75,000	Quzara
 FedRAMP Moderate Documentation	<ul style="list-style-type: none"> Final System Security Plan (SSP) All required FedRAMP artifacts 	~2-3 months	\$160,000-\$190,000	Quzara + CSP
TOTAL		~1 Year with Typical Remediation timeframe	\$210,000-\$265,000 (Project Based)	

AUDIT (3PAO)	DESCRIPTION	DURATION	COST ESTIMATE	RESPONSIBILITY
 3PAO Assessment for Final FedRAMP ATO Package	<ul style="list-style-type: none"> Full assessment for final ATO Package SAP, SAR, SSP & Artifacts submission 	~2-3 months	\$150,000-\$200,000	(3PAO) Independent Auditor
TOTAL		~1 Year with Typical Remediation timeframe	\$135,000-\$150,000 (Project Based)	

Pricing assumptions include FedRAMP Moderate for an Agency sponsored authorization and existing policies and procedures

ADDITIONAL BUDGET CONSIDERATIONS

CATEGORY	DESCRIPTION	DURATION	COST ESTIMATE	RESPONSIBILITY
 Moderate Controls – Technical Advisory Remediation	<ul style="list-style-type: none"> Application remediations advisory Technical control designs Remediation tracker & estimates 	~2-3 months (Parallel)	\$25,000-\$40,000	Quzara + CSP
 Moderate Controls – Process Advisory Remediation	<ul style="list-style-type: none"> Process re-design & documentation for ALL controls Gap Analysis for ALL controls (minus initial controls) 	~2-3 months (Parallel)	\$15,000-\$25,000	Quzara + CSP
 Policy and Procedure Development	<ul style="list-style-type: none"> Procedure documentation enhancement Policy development or enhancement 	~1-2 Months	\$20,000-\$50,000	
 Agency Support Advisory*	<ul style="list-style-type: none"> Coordination of activities between CSP and Sponsoring Agency 	As determined	\$20,000-\$35,000	Quzara
TOTAL		~Ad-Hoc support	\$100,000 - \$150,000 (Project Based)	

These tasks are typically asked for by customers who need additional remediation and preparation assistance

OTHER OPERATIONAL COST CONSIDERATIONS

CATEGORY	DESCRIPTION	DURATION	COST ESTIMATE	RESPONSIBILITY
 3PAO Annual Assessment	<ul style="list-style-type: none"> 3PAO Annual Assessment 3PAO Significant Change Request 	~2-3 months / Annual	\$60,000-\$75,000	(3PAO) Independent Auditor
 Internal Technical Resources*	<ul style="list-style-type: none"> Technical/Processing Engineering Project Management Not included in estimates 	~2-3 months	At least 2 DevOps resources for 2-3 mo.	CSP
 Audit & Agency driven remediation	<ul style="list-style-type: none"> Remediation of miscellaneous security issues as they arise during 3PAO audit, Agency and PMO feedback. (Reserve Expenditure) 	~1-2 months / Audit based	\$15,000-\$25,000	Quzara + CSP
 Continuous Assurance	<ul style="list-style-type: none"> Manual Continuous Assurance Continuous monitoring Stakeholder reporting 	Ongoing	\$25,000-\$40,000	Quzara + CSP
TOTAL		~6mos- 1 year	\$100,000 – \$140,000/Annually	

These tasks are typical operational costs customers should budget for on an annual basis for FedRAMP related tasks

*Not included in total



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COMPANY DESIGNATIONS WOSB/EDWOSB, SBA 8(a) Certified, GSA HAC SINS
NAICS:
541519, 541511, 541611, 541614, 541618, 541690, 561410, 811213, 541513, 541512, 519190, 518210, 511210, 423430
CAGE #: 7VCA1
D&B DUNS #: 08-053-8636

PARTNERS



CERTIFICATIONS

