



## FedRAMP Pricing Guidelines: Updated July 2022

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"> <li>Gap Assessment covering all 325 Moderate Controls and documented recommendations</li> <li>Application and Infrastructure Controls</li> </ul>	4 weeks (Pre-requisite)	\$50,000 - \$75,000	Quzara
FedRAMP Moderate Documentation	<ul style="list-style-type: none"> <li>Final System Security Plan (SSP)</li> <li>All required FedRAMP artifacts</li> </ul>	~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"> <li>Full assessment for final ATO Package</li> <li>SAP, SAR, SSP &amp; Artifacts submission</li> </ul>	~2-3 months	\$135,000-\$150,000	(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"> <li>Application remediations advisory</li> <li>Technical control designs</li> <li>Remediation tracker &amp; estimates</li> </ul>	~2-3 months (Parallel)	\$25,000-\$40,000	Quzara + CSP
Moderate Controls - Process Advisory Remediation	<ul style="list-style-type: none"> <li>Process re-design &amp; documentation for ALL controls</li> <li>Gap Analysis for ALL controls (minus initial controls)</li> </ul>	~2-3 months (Parallel)	\$15,000-\$25,000	Quzara + CSP
Policy and Procedure Development	<ul style="list-style-type: none"> <li>Procedure documentation enhancement</li> <li>Policy development or enhancement</li> </ul>	~1-2 Months	\$20,000-\$50,000	
Agency Support Advisory*	<ul style="list-style-type: none"> <li>Coordination of activities between CSP and Sponsoring Agency</li> </ul>	As determined	\$20,000-\$35,000 \$100,000 - \$150,000	Quzara
TOTAL		~Ad-Hoc support	(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"> <li>3PAO Annual Assessment</li> <li>3PAO Significant Change Request</li> </ul>	~2-3 months / Annual	\$60,000-\$75,000	(3PAO) Independent Auditor
Internal Technical Resources*	<ul style="list-style-type: none"> <li>Technical/Processing Engineering</li> <li>Project Management</li> <li>Not included in estimates</li> </ul>	~2-3 months	At least 2 DevOps resources for 2-3 mo.	CSP
Audit & Agency driven remediation	<ul style="list-style-type: none"> <li>Remediation of miscellaneous security issues as they arise during 3PAO audit, Agency and PMO feedback. (Reserve Expenditure)</li> </ul>	~1-2 months / Audit based	\$15,000-\$25,000	Quzara + CSP
Continuous Assurance	<ul style="list-style-type: none"> <li>Manual Continuous Assurance</li> <li>Continuous monitoring</li> <li>Stakeholder reporting</li> </ul>	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 Number:

7VCA1

#### D-U-N-S Number:

08-053-8636

#### PARTNERS

Microsoft Azure

AWS | Authorized to Operate

Google Cloud

#### CERTIFICATIONS

Member of  
Microsoft Intelligent  
Security Association

