



# FedRAMP Pricing Guidelines: Updated September 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                                   | 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                     | 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"> <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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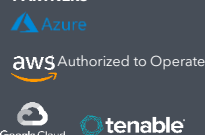
### COMPANY DESIGNATIONS

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 #:** 7VCA1  
**D&B DUNS #:** 08-053-8636

### PARTNERS



### CERTIFICATIONS

