Insights on Successfully Navigating FedRAMP Certification from Juniper Networks

FedRAMP compliance is no easy feat, and organizations are seeking advice from those well along their journey on how to get started.

The threat landscape is rapidly evolving, and cybersecurity leaders are working tirelessly to implement new tactics to bolster cyber defense and protect critical infrastructure. During the 2023 FedRAMP Summit, experts from across government gathered to explore the impact of a threat-based approach to cloud adoption, critical new policy developments, and how state and local governments are progressing with FedRAMP.

As any vendor knows, achieving FedRAMP certification can be an intricate process. In a session with Juniper Networks' Lead Account Manager Regina Hartman, she detailed Juniper's journey to certification and offered advice for others following in their footsteps.

Dos and Don'ts for FedRAMP Certification

The journey to FedRAMP compliance can be challenging and requires a high level of collaboration to pave the way forward. According to Hartman, the key is to focus on assembling the right team of people for the job.

Juniper Networks began its FedRAMP journey with a sponsor, and through that sponsorship, was able to build a team and conduct a gap analysis to guide the process. The company soon realized that cloud developers are crucial for understanding the

intricacies of cloud-based products and without them, the company encountered significant delays. "Bringing in cloud developers early in the process is the number one piece of advice we can provide when you're considering a cloud-based product because cloud developers will know all the ins and outs of microservices," Hartman said.

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Lead Account Manager, Juniper Networks

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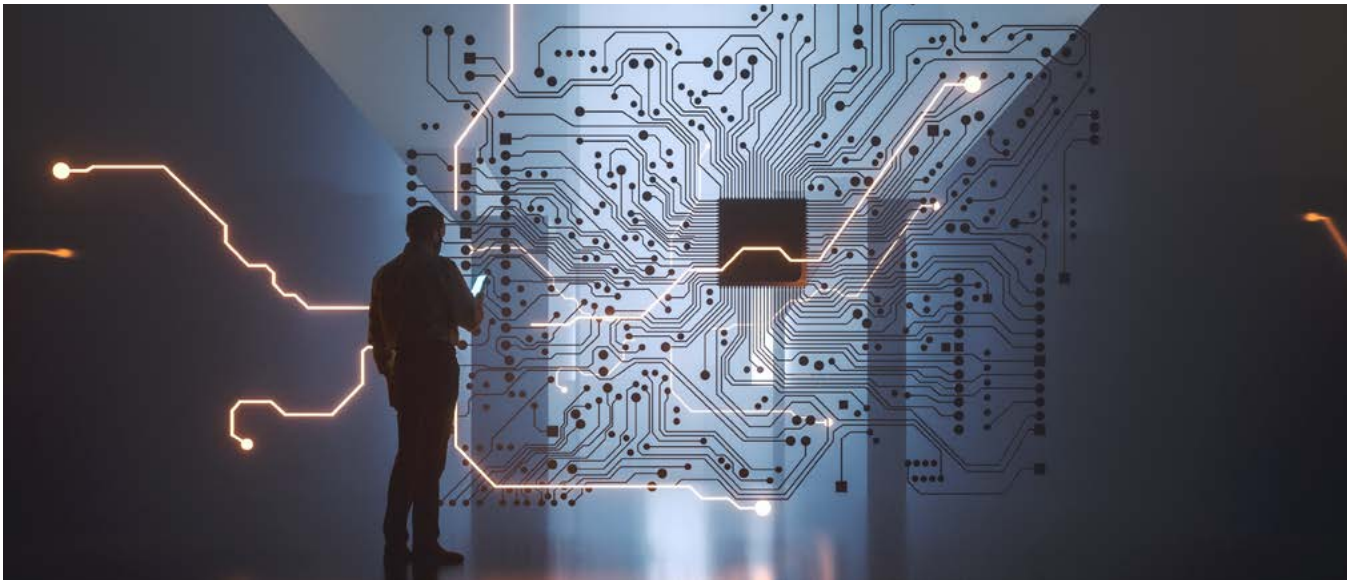
Similarly, Hartman noted the importance of bringing in a third-party assessment organization (3PAO) from the outset. The FedRAMP certification process typically takes longer than expected. Delays can occur due to various factors, including vacations, policy changes and organizational adjustments — 3PAOs can help ensure the organization stays on track.

Third-party assessment organizations are also essential in the early phases of the FedRAMP process because they can help craft plans for organizations that help to mitigate risk along the way. With various moving parts, including sponsorship, cloud development and security controls, having a single point of contact to monitor and manage activities ensures coordination and progress.

"The key is understanding all of the controls and processes that need to be tested and getting it done early," Hartman said. "Bring in the cloud developers, build your team, understand the path you're going to take, and then just be patient and enjoy the journey."

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Learn more about _Juniper Networks'_ FedRAMP certified solutions.

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