

# Becoming a Government Software Vendor Fast: The SMX Federal Accreditation Accelerator

## Breaking Into the Government Market

For software companies and vendors, breaking into the United States federal government market—which consumes a whopping [\\$7 billion annually](#) in software—can feel almost mythical.



To gain a foothold in this market, vendors need at a minimum:

- A strong understanding of the government's common acquisition processes
- To demonstrate compliance to specific authorization requirements
- A robust and provable security program
- A plan to address any potential security issues that arise

Becoming a government vendor is particularly hard for software products, which are offered as either hosted solutions or Software as a Service (SaaS). Since software exposes the government to potential hacks and data breaches, vendors must jump through extra hoops. All software and systems must be audited and receive a “system authorization” from the agency or department that wishes to use them. In most cases, software must be authorized by the Federal Risk and Authorization Management Program ([FedRAMP](#)), for civilian agencies, or the Defense Information Systems Agency ([DISA](#)), for military organizations. These authorizations certify that the software has been surveilled, audited, and tested to meet or exceed federal standards for regulatory compliance and security.

As you can imagine, these authorization processes are complex and time-consuming. Many companies take months or even years to achieve them, with expenses running into the millions before even a penny of revenue is possible.

For its part, the federal government has been working diligently to streamline these processes, standardizing regulations across agencies. Most now follow the FedRAMP process and the National Institute of Standards and Technology's [Risk Management Framework \(RMF\)](#). This represents a huge step forward, easing some of the pain for organizations with established processes and established internal support teams. But for novice organizations, even these more standardized processes are still daunting.

Despite the many challenges, the reward for completing this massive undertaking remains well worth it. Your company can now compete on a level playing field in a massive market—with a unique opportunity to grow your revenue by millions.

## Success Story: Trend Micro Deploys Their FedRAMP- Authorized Solution in 90 Days

After joining forces with SMX, Trend Micro was able to make their authorized, fully managed solution available for consumption at the FedRAMP moderate level—in less than 90 days. Trend Micro Deep Security™ for Government provides comprehensive security in a single solution that is built to protect sensitive workloads via SMX's FedRAMP-authorized environment.

*"Our strategic partnership with SMX allows us to go the final mile with government agencies to help maximize their cloud investments and mitigate cyber risks."*

- Kevin Simzer, COO of Trend Micro



# How Can You Accelerate Accreditation?

With so many constraints and challenges, breaking into the federal government market may feel a near insurmountable task. A trustworthy accelerator program from a proven government vendor removes the wait and worry, helping you quickly navigate the process before, during, and even after approval.

The SMX Accreditation Accelerator, for example, is a step-by-step, guided approach, reducing the toil, time, and cost to achieve successful system authorization. Here's how it works:

## 1. ASSESSMENT AND AUTHORIZATION PREPARATION.

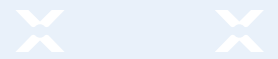
The first step in building for federal compliance is an initial readiness assessment/gap analysis. This is a multi-step process to prepare required artifacts, system hardening, and validation. It's at this point that a [Third Party Assessment Organization](#) (3PAO) should be engaged to evaluate your company and solution, as well as provide ongoing monitoring. SMX has a proven record when providing this service.

## 2. ONGOING MAINTENANCE AND SECURITY SERVICES.

Once the assessment and authorization process is complete, a daily/weekly/monthly/cyclical reporting process for maintenance and security is necessary, together with the annual reassessment. SMX handles this process for you, so your team can focus on what's important: developing the solutions that you want to sell in the government market.

## 3. SELLING AND GROWING IN THE GOVERNMENT MARKET.

Once your solution is authorized, SMX can continue to operate, maintain, and secure your system in continuous compliance with federal regulation. This is an extremely helpful service for companies that want to sell to the federal government but have neither the time nor resources to continue to navigate the complex and ever-shifting landscape on their own. We also help you access billions in pre-awarded government contracts, accelerate time-to-market at lower costs with expert guidance, and maintain the constant vigilance expected by your government customers.



## Success Story: The SMX-Appian Partnership Delivers 24/7 Security for Government App Development Projects

Appian built a low-code automation platform to accelerate the creation of business applications for [GovCloud](#), the government's cloud computing and virtualization system. Low code platforms accelerate development by 10x, allowing agencies like the Department of Defense to quickly deliver applications that support modern warfighters globally. To make the app-development process faster and more secure, Appian tapped SMX to provide 24/7 security protection and monitoring of essential AWS Cloud resources, delivered as a fully managed service. Through this partnership, Appian customers are now able to leverage additional benefits, such as Authority to Operate (ATO).

The Appian-SMX partnership ensured agencies looking to achieve economies of scale in their transformation efforts could look to a single vendor for building and deploying mission-critical workloads, as well as providing necessary control for mission leaders.



## The SMX Difference

From emergency management to multi-cloud cost intelligence management platforms, from product lifecycle management to cloud access security brokers (CASB), from civilian to defense agencies, the SMX Accreditation Accelerator creates solutions and integrates new systems in record time. Our accelerator gets you there in half the time and half the cost.

And thanks to our go-to-market government experience, contract vehicles, and sales teams, we can also offer partnering opportunities to capture aligned opportunities and grow our businesses together.

Looking to get your products authorized for sale on the Federal Government market quickly and efficiently?

Visit [smxtech.com/solutions/accreditation-accelerator/](https://smxtech.com/solutions/accreditation-accelerator/) to learn more.

For more information, please contact: [solutions@smxtech.com](mailto:solutions@smxtech.com)



SMX harnesses the transformative power of technology to achieve mission success.

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