SMX Accreditation Accelerator
Cloud Security and Compliance for Independent Software Vendors (ISVs)

Accessing the Government Marketplace

Navigating the complexities of entering the government marketplace is a considerable hurdle for every software company and solution provider. Achieving accreditation for compliance standards like FedRAMP, FISMA, and DISA IL requires expertise, time, and resources that many organizations lack in-house.

With the SMX Accreditation Accelerator, you use our expertise, our vetted templates, and our proven process to navigate the accreditation process with ease and precision.

The Journey Begins

Business Case
Decision to sell to the federal government
Do you have a compelling solution for a government buyer OR existing Government customers?

Build
Provide flexibility to implement a compliant build
Next, we'll help you implement the changes necessary to get to compliance.

Operate & Maintain
Continuous Monitoring
Once authorized, SMX can help you maintain compliance while operating efficiently and compliantly in the cloud.

Getting Started
With the SMX Accelerator Program
Schedule a 30 minute discovery call with SMX to see if your product is a fit.

Assess
Review code base, infrastructure, & compliance
If so, we'll start by performing a comprehensive assessment and gap analysis of your environment.

Authority to Operate (ATO)
When you're ready, we'll guide you through the 3rd-party assessment process to gain your Authority to Operate (ATO).

$92B
Government Marketplace
Unlocked Government Sales
SMX can support your government sales with access to awarded contracts and government specialized marketplaces.

Why choose SMX?

The compliance process is challenging and time consuming for any business, especially without in-house expertise. Our unique approach achieves compliance more efficiently than other methods. Our vetted templates, extensive documentation, government, risk, and compliance toolsets, built-in security features, and accredited infrastructure all combine to help you achieve compliance with ease.

Why do we need a sponsor?

All applications require federal sponsorship in order to complete the accreditation journey. This is often the longest and biggest block to application ATOs.

With Sponsor: Identifying a sponsor is the more direct path to authorization, as they will carry your package through the authorization pathway (such as FedRAMP PMO).

No Sponsor: You can still work through the FedRAMP Readiness process or leverage our accredited platform sponsorship.

Can we do this ourselves?

With a full understanding of your business case and whether you have a sponsor, look internally to understand if you have the resources to support a 12-18 month ATO process. In most cases, that timeline is daunting, even without the potential need to hire new employees to support it. SMX condenses that timeline significantly, immediately bringing to bear the extensive SME resources required to support your authorization journey.

65+
accreditations completed

30 years
of enterprise enablement experience

40%
time saved during the accreditation process compared to the usual path

24 x 7 x 365
assured operation with SMX Cloud Services

Maintaining Continuous Compliance

Achieving FedRAMP or DISA compliance isn't really the finish line. It's a door to a new market—one that requires constant vigilance. After you achieve accreditation, SMX helps you maintain the security and compliance expected by your government customers.

- **Operate & Maintain:** Once authorized, you must continue to flex your muscles as part of the Continuous Monitoring (ConMon) requirements. SMX provides a full suite of management and security tools for your authorized environment and can facilitate the ConMon process as much or as little as required by you.

- **Keep Growing:** Having an authorized package by either FedRAMP or DISA empowers you to quickly onboard new customers with ease. SMX can provide SME services to make this process seamless.

- **Achieve New Authorization Levels:** Utilizing your authorized infrastructure, SMX can partner with you to rapidly move to new authorization levels (e.g FedRAMP Moderate to High) and expand your customer base as a result.

SMX meets you where you are and doesn't require your apps to be installed in the SMX environment. It's your application, your cloud account, and your listing (on platforms like FedRAMP Marketplace). With proven results from FedRAMP Moderate/High & DoD SRG 4/5/6, SMX helps ensure consistent application of security best practices by leveraging the accredited SMX Elevate℠ - Manage platform.

For more information on the Accreditation Accelerator program, visit: www.smxtech.com/solutions/accreditation-accelerator

SMX harnesses the transformative power of technology to achieve mission success as a leader in digital and mission solutions, specializing in secure and advanced cloud, ISR, cyber, data analytics, engineering, space, and IT solutions. Operating in close proximity to our clients across the globe, the SMX team has a shared vision to deliver scalable and secure solutions to assure outcomes for the critical missions of our Government and commercial clients.

Learn more about our current contracting vehicles: www.smxtech.com/contracting-vehicles

SMX® | Shared Vision.
Outcome Assured.®

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