

Piloting the Future of Federal Cloud Compliance

Industry

Cloud Services / SaaS Technology

Capabilities

AI & Technology

Security, Risk & Compliance

At A Glance

200+

Key Security Indicators (KSIs) assessed

92%

Automated compliance evidence achieved

16

Systems integrated into a centralized GRC platform

1 of 13

Organizations accepted into FedRAMP 20x Phase 2 pilot

Challenge

To unlock access to federal contracts, Entratus, a cloud services provider, needed to secure one of only 13 available slots in the FedRAMP 20x pilot. For technology companies entering this space, FedRAMP certification is a prerequisite for doing business.

The Situation

Like most organizations approaching FedRAMP 20x for the first time, the path forward wasn't yet fully mapped. Compliance evidence was largely manual, security tooling wasn't centralized, and the live, machine-readable signals the program required hadn't been built into day-to-day operations.

The pilot cohort was small and competitive, and acceptance depended on a compelling, well-rehearsed narrative as much as a sound technical foundation.

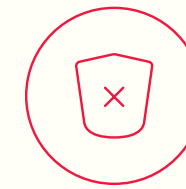
The Gaps



~30% automated evidence coverage, well below the 70% program threshold



Disconnected security tooling with no centralized compliance platform



Underdeveloped trust center without real-time KSI visibility

Why SEI?


When the FedRAMP 20x pilot opened, most applicants arrived asking where to start. SEI arrived with answers.


We came to the table with deep experience in automated compliance architecture, a clear point of view on what the program rewards, and the capability to build fast.


Solution


SEI embedded directly with the client's engineering, security, and compliance teams to build an automated compliance infrastructure.

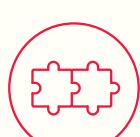
The approach was designed with the broader regulatory environment in mind, building not just for authorization, but to sustain continuous compliance over time.

- **1 Architecture & Automation**

Designed and built an automated evidence pipeline, connecting security tools across the organization's tech stack into a single Governance, Risk, and Compliance (GRC) platform.
- **2 Trust Center Build-Out**

Evolved the client's existing trust center into a purpose-built compliance hub, establishing the integrated architectures and dynamic infrastructure needed for real-time KSI visibility.
- **3 IaC Strategy**

Implemented Infrastructure as Code (IaC) as a living practice, making security configurations auditable and machine-readable, and maintaining them as the platform evolves.
- **4 Application & Proposal**

Developed and pressure-tested the full submission package, preparing the team for direct FedRAMP engagement through working sessions, mock reviews, and a live product demonstration.
- **5 Assessor Coordination**

Worked hand-in-hand with third-party assessors, cloud providers, and FedRAMP stakeholders to validate that automation outputs were defensible and aligned to the program.

Results

\$100B+

federal IT market unlocked. By achieving Class C Certification, Entratus gained access to pursue government contracts in the largest technology market in the world.

Automated evidence coverage increased

from ~30% to 92% — exceeding the 70% program threshold and dramatically reducing manual compliance work across the organization

Purpose-built trust center developed

giving agencies, customers, and partners live visibility into security posture, with clean control mapping and consistent evidence presentation

16 systems integrated

into a centralized GRC platform, creating a single, real-time source of compliance truth across the full technology stack

Executive alignment delivered

with the Founder/Chairman, CEO, CTO, and CISO all actively participating in the FedRAMP submission, demonstrating organizational commitment at every level

200+ KSIs assessed

providing a comprehensive view of current-state security posture and a clear, prioritized roadmap for closing gaps ahead of the pilot submission

~16-20 weeks from kickoff to certification

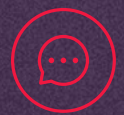
taking the client from initial assessment through a fully automated compliance infrastructure and a polished submission package

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SEI has been an exceptional partner in our FedRAMP journey. Their deep expertise, disciplined execution, and ability to translate complex compliance requirements into actionable outcomes have been instrumental in accelerating our progress. SEI doesn't just help you achieve FedRAMP - they help you build an organization worthy of it.

— Entratus

We've been through FedRAMP 20x. We know what it takes, what it rewards, and how to get you there. Let's build your foundation together.



[Schedule a conversation with our team today](#)

