

FedRAMP Advisory for a Leading Cyber Resilience Platform

Embedded technical program leadership supporting a publicly traded cybersecurity company's federal cloud initiative from strategy through execution.

DURATION
9 Months · 2025-2026

ENGAGEMENT TYPE
Embedded Advisory

DOMAIN
FedRAMP Cloud Security

DELIVERY MODE
Remote

STATUS
Extended by Client

OVERVIEW

Nexette was engaged by a **publicly traded cybersecurity leader** to provide senior FedRAMP advisory and technical program leadership during a pivotal phase of their federal market strategy. Working directly inside the client's Federal and Security product organization, Nexette served as an embedded expert across two consecutive engagements spanning nine months from initial cloud service design through ongoing compliance team support.

THE CHALLENGE

Achieving FedRAMP authorization for a new SaaS government cloud offering demands simultaneous expertise across cloud architecture, information security, compliance program management and federal acquisition requirements. The client needed a technical leader who could operate at the intersection of all four areas, embedded within the team from day one rather than advising from the outside.

OUR APPROACH

Nexette embedded a Technical Program Manager directly into the client's new initiative, co-authoring strategy, participating in architecture reviews, pressure testing proposed solutions including onboarding and automation as well as translating complex technical decisions into clear executive communications including projected costs and resource requirements. Strong performance led to a second engagement bringing Nexette into the broader Certification and Compliance Team.

AT A GLANCE

9

Months Embedded

2

Task Orders Completed

100%

Remote Delivery

EXPERTISE APPLIED

- ⇒ FedRAMP
- ⇒ FedRAMP 20x
- ⇒ Cloud Security
- ⇒ NIST 800-53
- ⇒ SaaS / PaaS / IaaS
- ⇒ Risk Management
- ⇒ Technical Program Management
- ⇒ Architecture Review
- ⇒ Federal Compliance
- ⇒ Federal Sector GTM

WHAT WE DELIVERED

FedRAMP Readiness Strategy: Authorization approach for a SaaS product targeting the federal market, aligned to FedRAMP 20x modernization requirements.

Solutions Architecture Review: Assessment of proposed cloud architecture for viability, security posture, and compliance alignment across SaaS, PaaS, and IaaS layers.

Security Impact Analysis: Documentation of the impacts of significant architectural and operational changes to maintain authorization integrity.

Requirements and Specifications: Detailed system requirements and buildout specifications to support future program phases and engineering teams including estimation of FinOps for cloud services and IT resources.

Program and Risk Management: Project strategy, budgets, risk registers, and executive reporting content for steering committees, Change Control Board(s) and IT Security Leadership.

Technology Evaluation: Research and assessment of components and tooling in coordination with Engineering and Product Management teams.

Stakeholder Communications: Status messaging and technical content developed for project teams and leadership throughout the engagement.

End-User Onboarding Support: Management support for end-user onboarding automation during the second phase of the task order period.

“When the complexity of FedRAMP meets the velocity of a product organization, the gap is nearly always leadership. Someone who can hold the technical and strategic threads together at the same time. That is the role NEXETTE fills.”

THE OUTCOME

The client extended Nexette's engagement beyond the original scope bringing Nexette into their broader Public Sector Certification and Compliance Team for Q4. This was a direct signal of confidence in Nexette's execution quality. The initiative advanced with a defined architectural direction, documented requirements for future build phases and a compliance roadmap aligned to federal standards. Nexette's work established the programmatic and technical foundation for the client's continued federal market investment.

ABOUT THE CLIENT

Publicly traded cybersecurity company.

Global leader in cloud data protection and cyber resilience serving Fortune 500 enterprises and U.S. government customers.

Client name withheld per mutual confidentiality agreement.