

FedRAMP SECURITY-AS-A-SERVICE

Achieve your compliance goals up to 3x faster, while reducing your total cost of ownership by up to 80% compared to DIY.

With Rackspace FedRAMP Security-as-a-Service, you get fully managed Joint Authorization Board (JAB)-authorized cloud services, complete with operational support and security services as a packaged, on-demand, audited, pay-as-you-go service.

WHY RACKSPACE FOR FEDRAMP SECURITY-AS-A-SERVICE?

Market analysis and customer case studies show that, by turning to the FedRAMP Security-as-a-Service offering, Rackspace customers have:

- Achieved FedRAMP Authority to Operate (ATO) authorization in just **four months** (3x faster than average)
- Reduced their projected total cost of ownership (TCO) by **80%**
- Saved **\$1M – \$2.8M** in standup and **\$1M – \$2.5M** in annual operational costs, compared to building and maintaining a FedRAMP-compliant solution in-house

MANAGED SERVICES VS. STAFF AUGMENTATION

To address their security needs, some businesses and agencies turn to temporary staff augmentation arrangements with IT service providers or independent contractors. But these time-and-materials (T&M) and full-time-equivalent contract situations can be expensive, carry a high rate of risk and be prone to error.

Rackspace FedRAMP Security-as-a-Service offers a cost-effective and easier-to-implement alternative to the staff augmentation model – providing the expertise, speed of execution and agility required to be successful, particularly in a multi-cloud world.

Managed Services Provider (MSP) Model	Staff Augmentation Model
Payment based on SLAs and results	Payment based on time and materials
MSP assumes and manages risk	Risk resides with the client
Reduced downtime due to standardization	Break/fix model for incidents
Economies of expertise	Knowledge scope limited by staff
Enterprise toolset inherited from MSP	Client responsible for toolset
SLA commitments established	No SLA commitments on outputs
Minimal administrative burden	Increased overhead managing contracts
Reduced audit expense by inheriting SSP	Burden on CISO for re-authorization

TRUST RACKSPACE

- A leader in the 2018 Gartner Magic Quadrant for Public Cloud Infrastructure Managed Service Providers, Worldwide
- 3,000+ cloud experts
- 20 years of hosting experience
- Cofounded OpenStack® with NASA in 2010
- Experience supporting over half of U.S. Federal Cabinet-level agencies

COMPLIANCE AND SECURITY

- FedRAMP JAB authorized
- FISMA authorized
- NIST 800-53
- NIST 800-171 DFARS ready
- CJIS, ITAR and FIPS 140 compliant
- 24x7x365 SOC, staffed by U.S. personnel

CONTACT US

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COST SAVINGS

Most commercial cloud service providers deliver only do-it-yourself components, with marginal cost reductions and no easy path for comprehensive security compliance. But with Rackspace FedRAMP Security-as-a-Service, you get a pay-as-you-go managed cloud solution built on a compliance-ready framework and backed by ongoing managed operations, continuous monitoring, security services, living compliance documentation and audit assistance.

Annual Total Cost of Ownership Comparison

	Build		Operate	
	Small	Large	Small	Large
DIY FedRAMP Journey				
Cloud IaaS	\$60,000	\$600,000	\$60,000	\$600,000
Labor	\$832,000	\$1,248,000	\$832,000	\$1,248,000
Software	\$122,109	\$1,208,268	\$122,109	\$1,208,268
Training/Certification	\$120,000	\$140,000	\$120,000	\$140,000
Security Consulting	\$250,000	\$1,500,000	\$125,000	\$750,000
Annual TCO	\$1,384,109	\$4,696,268	\$1,259,109	\$3,946,268
RGS FedRAMP Security-as-a-Service				
Cloud IaaS	\$60,000	\$600,000	\$60,000	\$600,000
Limited Scope Security Consulting	\$125,000	\$750,000	\$62,500	\$375,000
RGS Managed Security Services	\$52,592	\$480,920	\$52,592	\$480,920
Annual TCO	\$237,592	\$1,830,920	\$175,092	\$1,455,920
TCO Savings - FedRAMP Security-as-a-Service	\$1,146,517	\$2,865,348	\$1,084,017	\$2,490,348

EXPERTISE

Rackspace is a Leader in the Gartner Magic Quadrant for Cloud Enabled Managed Hosting. Over the last two decades, the Rackspace Government Services team has served more than half of U.S. Federal Cabinet-level agencies, state and local agencies across 30 states and SaaS providers and ISVs in the *Fortune 500*.

 Department of Veterans Affairs (VA)	 Health & Human Services (HHS)	 Food & Drug Administration (FDA)	 Centers for Medicare & Medicaid Services	 Internal Revenue Service (IRS)	 Department of State (DOS)
 U.S. Coast Guard (USCG)	 Small Business Admin. (SBA)	 Export-Import Bank (EXIM)	 National Science Foundation (NSF)	 Department of Justice (DOJ)	 Office of Personnel Management (OPM)
 Department of Education (DoED)	 Department of the Treasury	 Department of Defense (DoD)	 Department of Navy	 Library of Congress (LoC)	 General Services Administration (GSA)
 Homeland Security (DHS)	 Department of Energy (DOE)	 Fannie Mae	 U.S. Bureau of Census		

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