

# You Need More Than FedRAMP Authorization. You Need Revenue.

Get to government buyers faster –  
and achieve FedRAMP authorization  
in a fraction of the time and cost.

Constellation GovCloud™ is both a platform  
for accelerating FedRAMP authorization and  
a cloud marketplace purpose-built to accelerate  
sales into the world's largest technology market –  
the US Government.

There are a multitude of challenges SaaS vendors face  
when looking to pursue the US Government market.

The market is not only extremely complex to understand and  
navigate, it also requires a significant investment of time and  
resources, often times presenting a seemingly insurmountable  
barrier to market entry. SaaS vendors must obtain sponsorship,  
which is often one of the most challenging things to do. After  
investing between \$1M-\$2M+ and after 1-2 years, a SaaS vendor  
may be lucky enough to achieve FedRAMP authorization, and  
then begin to figure out how to optimally sell.

These are the challenges Constellation GovCloud solves –  
reducing your barrier to rapidly penetrate and pursue a \$30B+  
federal government market.

## Take Off with Constellation GovCloud.

Accelerate time to revenue.

### Shared Success Model:

Costs of compliance are driven down and  
funded by marketplace sales, enabling you  
to offset financial risk.

### Revenue Focus:

Our marketplace team acts as an extension  
of your existing channel, focusing on revenue  
rather than compliance as the end goal.



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# SaaS Company

INNOVATION



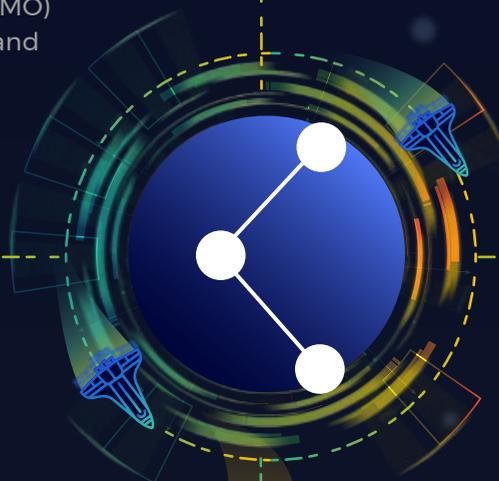
## FedRAMP Acceleration

- Platform handles >80% of FedRAMP controls
- Program Management Office (PMO) provides compliance oversight and continuous monitoring

## Revenue Acceleration

- Pricing
- Technical advisory
- Messaging/positioning
- Go-to-market execution

**FedRAMP / StateRAMP**



**Marketplace**

Channel

**Government  
OPPORTUNITY**



Get Your Free **Marketplace Assessment** Today.

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