PRESCIENT SECURITY

FedRAMP 20x: The Modern Standard for FedRAMP Authorization

FedRAMP 20x is designed to make federal cloud authorization easier accessible and more automated as the previous legacy path. The model leans into machine-readable evidence, modern GRC workflows, and a class structure. For many CSP (cloud service providers) this makes a real path into the federal market achievable where it was difficult or none-existing before.

Prescient Security is ready for this shift. We help CSPs move through FedRAMP 20x with practical assessment expertise, transparent pricing, and teams that not just understand modern compliance tooling but have also worked with and for them for many years.

What FedRAMP 20x changes

FedRAMP 20x lowers friction without lowering the bar for disciplined security evidence.

The model moves away from human-readable packages as the main deliverable. Now machine-readable evidence, continuous reporting, and GRC platform output matter more. A big change is that organizations no longer need to treat agency sponsorship as the first hurdle to get started. The class model creates a stepping-stone path that is more individual and isn't forcing every provider through the same legacy motion.

Many teams still assume FedRAMP means a sponsor, a seven-figure budget, and months spent writing documentation before real progress starts. FedRAMP 20x changes that assumption.

Who this is for

FedRAMP 20x is especially relevant for CSPs that want to sell into the federal market but were previously locked by the cost or complexity of traditional FedRAMP.

- Startups and growth-stage cloud companies that previously could not justify the legacy path
- Compliance and GRC leaders moving from SOC 2, ISO, HITRUST, or internal control programs toward federal readiness
- Federal sales leaders who need a clearer compliance path to unlock government opportunities
- Engineering and DevSecOps teams responsible for evidence, vulnerability management, control implementation, and continuous monitoring

Why customers choose Prescient Security

1. Our assessors understand modern **GRC tools and machine-readable evidence,** furthermore they understand **automation workflows**. That means our customers spend less time explaining their stack and more time producing usable evidence and moving through the assessment.
2. We use **fixed-fee, scope-based pricing with defined contingency,** and if scope changes we proactively communicate those changes to ensure customers always have pricing clarity. That matters in a market where legacy compliance partners and other vendors are not always upfront about cost.
3. **We understand how class A, B, and C expectations differ** and can help customers navigate which path applies to them.

What the engagement looks like

A FedRAMP 20x engagement with Prescient Security is structured, and therefore easy to follow.

We review tooling and evidence readiness e.g. how your GRC platform, trust center, engineering workflows, and reporting support the required evidence model. We evaluate the environment against the applicable FedRAMP 20x class expectations and we're using a modern, assessment-first approach. Which includes tasks like document findings, gaps, and required next steps useful for stakeholders.

Important independence principle

Prescient Security focuses on assessments. That matters because independence is essential and if a customer needs advisory support or engineering help we route that work to trusted partners. This protects conflict-of-interest boundaries. For customers it means that they get a clean separation between readiness work and assessment work to protect the credibility of the engagement.

What to expect on cost and effort

1. FedRAMP 20x is expected to **reduce cost compared with traditional FedRAMP.** The model is more **automation-friendly** and **less dependent on manual documentation.** The pricing depends on real scope, class level, and evidence maturity, but the overall direction is **toward lower friction** and **better efficiency**.

2. One of the most important FedRAMP 20x changes is the **removal of the sponsorship bottleneck at entry while keeping the model still evidence-driven**. The difference is that **evidence is becoming more automated and less dependent on long manual documents.** Often, existing compliance work can be reused. Teams with SOC 2 experience, mature GRC tooling, inherited controls, and strong continuous monitoring processes may be able to carry meaningful parts of their evidence foundation forward.

Why Prescient Security

FedRAMP 20x opens the federal market to more CSPs. Prescient Security helps customers take advantage of that shift with modern assessments, clear scope, and practical guidance. For organizations that want a faster, clearer path into FedRAMP, Prescient Security's role is straightforward. Be the assessment partner that understands the technology, respects independence, and makes the process easier to navigate.