PRESCIENT SECURITY

From SOC 2® Report to Federal Revenue

How cloud providers with a SOC 2 report win federal business through the FedRAMP Marketplace

Under the FedRAMP Consolidated Rules for 2026, a current System and Organization Controls SOC 2 Type II report is an approved alternative framework for FedRAMP Class A Certification, the entry class FedRAMP recommends for commercial products entering the federal market.

No agency sponsor

Class A is a Program Certification. You apply directly to FedRAMP

12-month window

Your SOC 2 Type II examination must be completed within the past 12 months

Non-sensitive use cases

Enough for authorizing officials to include you in low-risk federal systems

1 Check eligibility

Confirm your SOC 2 Type II report covers the offering and is under 12 months old, with a bridge letter if needed. The offering must be for direct agency use inside a federal system, or indirect use inside another listed offering.

2 Get listed on the Marketplace

A listing is required before you can apply for certification. Publish your public information in human-readable and JSON form, stand up a FedRAMP compatible Trust Center, post a quarterly progress plan, and submit the Provider Listing Request Form.

3 Close the FedRAMP-specific gaps

Class A layers 23 mandatory FedRAMP rules on top of your report. Most map to SOC 2 controls; some need new processes:

- Seven Key Security Indicators: change logging, network restriction, training review, automated account management, passwordless authentication, incident response review, securing information
- A monitored FedRAMP security inbox and incident reportability process
- Vulnerability detection and Ongoing Certification Reports

4 Assemble and submit the Class A package

The package includes an overview of the offering, a Security Decision Record for every rule, an example Ongoing Certification Report, and your SOC 2 materials: full report, bridge letter, verified engagement documentation and the schedule for your next report.

- Summarize each rule properly. FedRAMP says "*see SOC 2 report*" is not helpful.
- **Optional**: have a FedRAMP Recognized assessor verify the package first. You submit the application yourself.

5 Sell, sustain and scale

Once certified, agencies find you in the Marketplace and reuse your package for their own authorization. Keep it current with an annual independent assessment, a fresh SOC 2 report and quarterly updates. As agency data sensitivity grows, step up to Class B or C on the same evidence base.

No SOC 2 report yet?

- **Other Class A frameworks:** GovRAMP or Rev 5 work including Legacy FedRAMP Ready, within 12 months
- **Go straight to Class B:** sponsorless, full KSI set, independent assessment within 3 months of applying
- **Get the report first:** only if commercial buyers want it too; Type 2 adds months

What FedRAMP will not accept

- A SOC 2 report over 12 months old or whose scope misses the offering
- Rule summaries that only point to the report instead of explaining the decision
- Applications submitted by an assessor or advisor on your behalf

Class A Bridge

Prescient maps your report to the Class A package, closes the KSI gaps and, as a FedRAMP Recognized assessor, can verify it before you submit. You own and submit the package.

fedramp.gov/marketplace/assessors/202040

SOC 2 is a registered mark of the AICPA. A SOC 2 examination is not a certification.
Based on the FedRAMP Consolidated Rules for 2026; confirm current text at fedramp.gov.