



# Emerging Technologies Prioritization Criteria and Guidance

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## 1. Guidance on Emerging Technologies Prioritization Process

FedRAMP invests heavily in creating a broad marketplace of Cloud Service Offerings (CSOs) to help meet government-wide mission needs. Along with the current authorizations, and in response to the President's [Executive Order 14110 on Safe, Secure, and Trustworthy Development and Use of Artificial Intelligence \(AI\)](#), the Administrator of the General Services Administration (GSA), in coordination with the Director of the Office of Management and Budget (OMB), and in consultation with the Federal Secure Cloud Advisory Committee (FSCAC) and other agencies as the GSA Administrator may deem appropriate, has established an [Emerging Technologies \(ET\) Prioritization Framework](#) for prioritizing emerging technologies (ETs) for FedRAMP authorizations. This framework will enable routine and consistent prioritization of the most critical ETs needed for use by Federal agencies. This prioritization will control how FedRAMP organizes its own work and review processes, and will not address how sponsoring agencies manage their own internal priorities.

In order to select the most impactful CSOs for an ET Prioritization, GSA worked with OMB, FSCAC, and other agencies as the GSA Administrator deemed necessary to create criteria in order to fairly and consistently select CSOs for ET Prioritization. Cloud Service Providers (CSPs) interested in applying for ET Prioritization are required to submit an application consisting of two simple forms:

1. [ET CSO Prioritization Request Form](#), requesting prioritization for their offering
2. [Emerging Technology Demand Form](#), demonstrating the demand of their product by submitting relevant information for each customer or potential customer of their offering

This application submission provides a normalized view for comparison of CSOs and allows for consistent and fair reviews. The most important criteria for an ET prioritization is to meet the definition of an emerging technology that also has demonstrated government-wide demand for its offering.

There will be two (2) application windows per year. [The FedRAMP Blog](#) will be used to communicate specific dates and deadlines associated with these application windows. Any CSP that applies outside of either of those windows will have to wait until the next open window for their application to be reviewed.

Before a CSP begins to pursue an ET prioritization and complete their application, FedRAMP encourages CSPs to review this document in its entirety. Please review knowledge base articles and contact [Info@fedramp.com](mailto:Info@fedramp.com) if you have any questions on the process.

## 2. ET Prioritization Requests

The prioritization criteria provides the characteristics to evaluate and choose CSOs for an ET Prioritization. The prioritization criteria consist of two categories: ET prioritized capability information, and market demand.

### 2.1 ET Prioritized Capabilities

CSPs will need to fill out an [ET CSO Prioritization Request Form](#). The request form will request information necessary for FedRAMP to evaluate if the CSO meets one of the capabilities identified in the Emerging Technology (ET) List. The Request form will change based on the current prioritized technologies, and includes a section for CSPs to provide a brief service description;. This description should provide evaluators with an understanding of how the CSO meets the given prioritized capability or capabilities.

Specific capabilities currently being prioritized can be found at the following [LINK](#). These capabilities will be updated as needed according to the Framework [Link](#)

FedRAMP will review submissions to ensure that the CSO requesting prioritization is offering the relevant capabilities.

### 2.2 Demand

FedRAMP's goal is to ensure that there is strong market demand for the products that we prioritize. In order to accurately evaluate demand, FedRAMP developed a [Emerging Technology Demand Form](#) for CSPs to complete in order to reflect market demand for their CSO. There are multiple ways for a CSP to prove demand for their CSO; however, a CSO is not expected to meet all demand categories. The established demand categories provide flexibility in a CSP to demonstrate strong market demand for their offering.

The information should be provided to the best ability of the CSP and any deviations from the instructions need approval from the PMO prior to submission. FedRAMP may contact any of the points of contact that are provided by the CSP to validate demand.

### 2.2.1 Demand Submissions

FedRAMP recognizes 3 demand categories: current federal customers of the CSP’s service offering; indirect customers; and potential demand via responses to federal agencies’ RFIs, RFPs, and RFQs or other non-federal government use outlined in **Table 2.1: Demand Types**.

The Demand Form will need to be filled out and submitted separately for each of the CSO’s customers, and multiple submissions can be submitted over time. For example, the CSP would submit one (1) current agency sponsor, two (2) additional agency customers. Over the next month, the CSP may submit four (4) additional forms as they respond to RFIs or RFQs resulting in a total of seven (7) submissions. A generated email will be sent back to the CSP after every submission to help the CSP track what has been submitted upon clicking the “Send me a copy of my responses” box next to the “Submit” button.

CSPs must show a total demand score of three (3) or more before the application window closes to be considered for prioritization. Submissions must include at least one (1) current customer. Current customers are the most important factor to a CSO being prioritized, showing immediate agency demand. Demand is weighted based on the type of demand, and indirect and potential demand categories have submission limits. Demand point values and limits are captured in **Table 2.2: Demand Scoring**.

It is important to note that demand is not double-counted when reviewing a CSO’s demand worksheet. For example, if you have a current federal customer and you have responded to an RFP from that same agency, that customer would only be counted once under the “Current Federal Customer” category. Similarly, if a CSP responded to two RFPs from the same agency, this would only be counted once.

**Table 2.1: Demand Types**

Type of Demand	Description	Examples
Current Customers	Existing unique federal agency customers or agencies will partner with a CSP	Federal Agencies or current Agencies willing to partner with the CSP in order to authorize them
Indirect Customers	FedRAMP-authorized cloud services that use the service and the number of FedRAMP ATOs issued for that FedRAMP CSO	Customer with a FedRAMP ATO
Potential Demand & Non-Federal Government Use	Projected adoption within 12 months of ATO.	<ul style="list-style-type: none"> <li>Federal customers using your on-premise or commercial version that are interested</li> </ul>

- in moving to your CSO or government version
- Government RFIs, RFQs, RFPs, and pending awards
- Business capture plan provided by CSP grounded by agency needs and spend
- Current use by State, Local, Tribal, or Territorial Governments
- Current use by Federally Funded Research and Development Centers (FFRDCs)

**Table 2.2: Demand Scoring**

Type of Demand	Point Value	Minimum Requirement for Application	Maximum Number Accepted for Application
Current	1	1	None
Indirect	.5	None	4
Potential	.25	None	8

The following is an example of a potential CSP demand submission with a breakdown of how their submission is scored.

- 1 Current Customer (x 1 point) = 1 point
- 2 Indirect Customers (x 0.5 points each) = 1 point
- 4 Potential Customers (x 0.25 points each) = 1 point
- Total Demand Score = 3 points

### 3.1 Evaluation of Submissions

FedRAMP will evaluate all submissions after the closing date of the application period. FedRAMP will evaluate the applications to identify qualifying CSOs that meet the prioritization criteria outlined on the <LIST> and the minimum demand threshold of three (3) with at least one (1) current agency customer.

If applications exceed the capability prioritization target defined in the <LIST>, FedRAMP will prioritize the offerings with the most demand.

FedRAMP may engage applications with follow up questions during our review period, and will inform all applications of their status within 30 days of the application period closing.

## Appendix A: Demand Categories

### A.1 Current Federal Customers

In order to gather information on which federal agencies are currently using a CSP's ET offering, FedRAMP developed the Emerging Technology Demand Form for CSPs to complete in order to show proof of current demand. Current customers are defined as any current Federal Agency customer, or any Federal Agency willing to partner with the CSP, in order to authorize them. CSPs may only list each unique agency customer once, even if there are multiple contracts associated with the same agency. As a rule of thumb, please use the following agency list, provided by the Federal Register to determine what equates to an agency: <https://www.federalregister.gov/agencies>

For example, the Centers for Medicare & Medicaid Services (CMS) and the Center for Disease Control & Prevention (CDC) count as two unique customers even though both are within the Department of Health and Human Services (HHS). However, multiple contracts within CMS count as one. Information gathered in this form includes:

- Federal customer name (i.e., Health and Human Service)
- Customer point of contact information
- Government contract number
- Period of performance
- ATO status

### A.2. Indirect Customers

In order to accurately evaluate demand from indirect customers, FedRAMP requires information on which FedRAMP-authorized cloud services use your service (i.e., external services). CSPs will complete the same Business Case Demand Form in order to show proof of indirect demand. Information gathered in this form includes:

- Name of the FedRAMP-authorized CSP customer using your service
- Point of contact information for the FedRAMP CSO
- FedRAMP package ID number for FedRAMP CSO
- Number of FedRAMP ATOs issued for the FedRAMP CSO

The above information is used to validate demand via the referenced CSOs' System Architecture Diagrams. This list should not include resellers.

### A.3. Potential Demand - Federal Agencies' RFIs, RFPs, and RFQs

An additional way of showing proof of potential demand from the Federal Government is to provide information on which federal agencies have issued an RFI, RFP, or RFQ in the last 18 months that relates to your CSO. CSPs that have responded to any of these requests may complete the Emerging Technology Demand Form and provide the following information:

- Federal agency name
- Name of RFI, RFP, or RFQ
- RFI, RFP, or RFQ number
- Contract point of contact
- Submission date

FedRAMP reserves the right to request a copy of the RFI, RFP, or RFQ submission for validation purposes.

Other examples of potential demand may include:

- Federal customers using your on-premise or commercial version that are interested in moving to your CSO or government version
- Business capture plan provided by CSP grounded by agency needs and spend
- Use by State, Local, Tribal, or Territorial Governments
- Use by Federally Funded Research Centers (FFRDCs)