Minnesota's Transition to GovRAMP: Streamlining Security Assessments

Understanding the Vendor Impact

Agenda

- Why GovRAMP?

- What are the GovRAMP assessments?

- Timeline for new vendors

- Timeline for existing vendor renewals

- Reciprocity: Accepted and not accepted

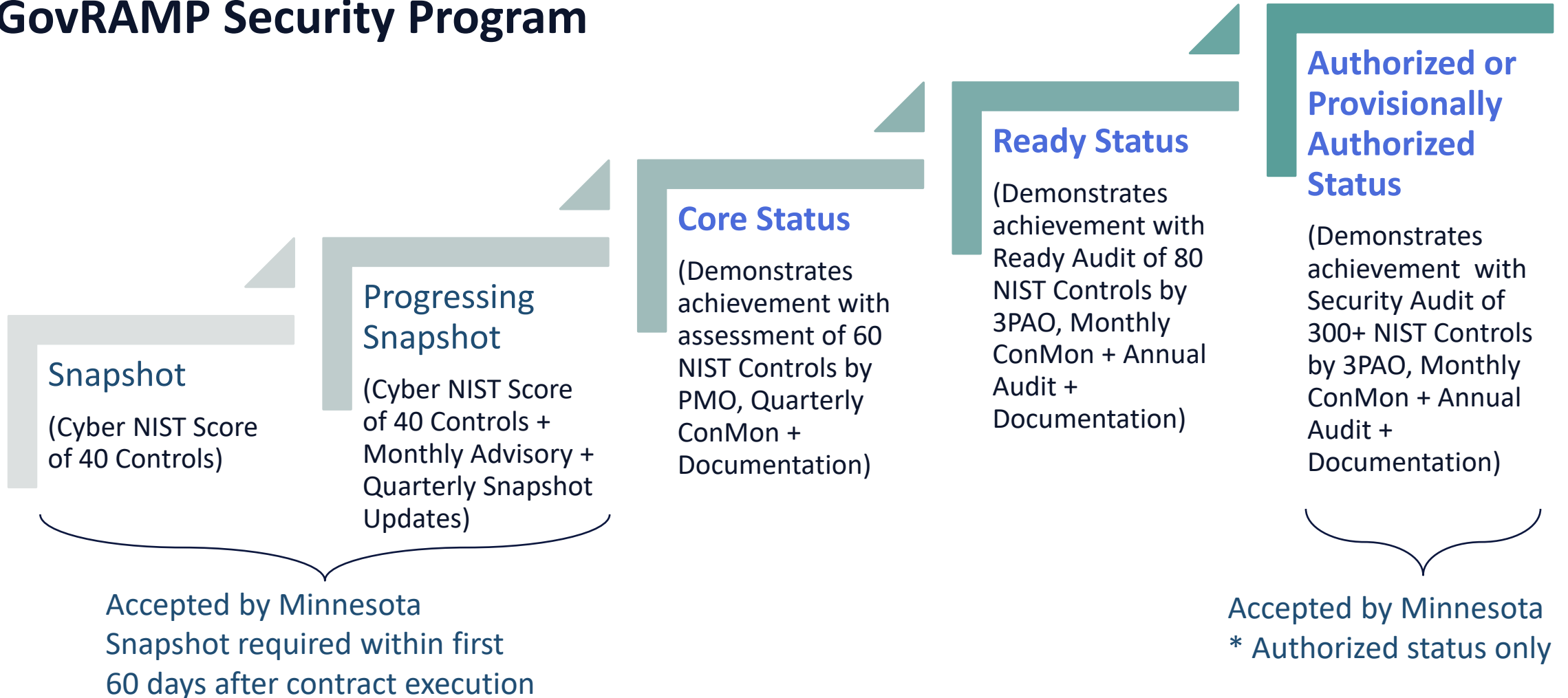- Additional resources: The how and the who

- Q&A

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Why GovRAMP?

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Why partner with GovRAMP?

Strengthening Minnesota's Security Posture with GovRAMP

- Enhanced Security Standards: Implementing national-level security measures.

- Uniform Assessment Process: Establishing a consistent evaluation framework.

- Seamless Collaboration: Facilitating efficient partnerships with federal agencies.

- Cost-Effective Solutions: Optimizing resource allocation through shared assessments.

- Strategic Alignment: Ensuring compliance with the National Cybersecurity Strategy.

GovRAMP Statuses

GovRAMP Security Program

Snapshot

(Cyber NIST Score of 40 Controls)

Progressing Snapshot

(Cyber NIST Score of 40 Controls + Monthly Advisory + Quarterly Snapshot Updates)

Core Status

(Demonstrates achievement with assessment of 60 NIST Controls by PMO, Quarterly ConMon + Documentation)

Ready Status

(Demonstrates achievement with Ready Audit of 80 NIST Controls by 3PAO, Monthly ConMon + Annual Audit + Documentation)

Authorized or Provisionally Authorized Status

(Demonstrates achievement with Security Audit of 300+ NIST Controls by 3PAO, Monthly ConMon + Annual Audit + Documentation)

Accepted by Minnesota Snapshot required within first 60 days after contract execution

Accepted by Minnesota
* Authorized status only

GovRAMP Accepted Program for Minnesota

SINGLE SNAPSHOT

The **evidence-based** GovRAMP Security Snapshot helps service providers start their cybersecurity journey, while offering governments a first look at cloud products' risk maturity. It validates the product's maturity by examining the top 40 most impactful controls determined by MITRE's ATT&CK® Framework as the basis. The Security Snapshot is valid for a period of 12 months from the date of issuance and may be leveraged by multiple organizations during that time period.

PROCESS:

1. Membership
2. Complete initial GovRAMP Security Snapshot

PROGRESSING SNAPSHOT

A major goal of the GovRAMP Progressing Security Snapshot Program is enhancing cyber maturity among providers and fostering information sharing that facilitates effective government risk management by integrating the principles of "trust but verify" and a consultative approach. The program includes quarterly assessments (Snapshots) and monthly consultative calls with the GovRAMP PMO Advisory team.

PROCESS:

1. Membership
2. Complete initial GovRAMP Security Snapshot
3. Complete monthly consultative calls with GovRAMP PMO Advisory team

GovRAMP Accepted Program for Minnesota

Authorized

An Authorized Status indicates the product or offering meets all the required NIST controls by impact level and the provider has completed the necessary documentation, including a 3PAO Security Assessment Report. To obtain Authorized status, a security package needs approval from the Approvals Committee or a Government Sponsorship. They will serve as authorization officials and confirm the package meets GovRAMP requirements.

Contracts

All Contracts with High-categorized Data

- Navigating GovRAMP for new Minnesota vendors.

- Step-by-step GovRAMP authorization process.

- New requirements begin Oct. 1, 2025, for all contracts with High Data

- Minnesota is offering a transition period, so providers have time to meet the new requirements by April 1, 2027.

Mitigating Barriers to Entry – All Contracts Post 10/1/25

In compliance with Minnesota Standard Terms and Conditions, where the product does not already have a FedRAMP or GovRAMP Authorized status of Moderate or High, the following provisions apply:

At the time of contract execution, the provider must submit a GovRAMP Snapshot Score for the product in the form of a GovRAMP Letter, no later than 60 days from the contract execution date. If the Snapshot Score is below 100%, the product must be enrolled in the GovRAMP Progressing Snapshot Program and remain in the program until a 100% Snapshot Score is achieved. The product must continue progressing toward Authorized status, which must be obtained no later than April 1, 2027. The provider must also grant the State of Minnesota access to all progress reports and updated Snapshot Scores until a 100% score is achieved.

If the Contractor fails to maintain or achieve the security requirements outlined above, the State of Minnesota may reevaluate the terms of the contract and determine whether the failure to comply justifies contract termination.

Renewals and Existing Contracts

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Existing Contracts

- Minnesota and GovRAMP want to partner with you to ensure a smooth transition.

- Step-by-step GovRAMP authorization process.

- Minnesota will review all current contracts to determine whether any changes will be required prior to the next solicitation and will communicate that.

Reciprocity

Reciprocity: Accepted Authorizations

- Minnesota will only accept GovRAMP and/or FedRAMP Rev. 5 Moderate/High.

- This allows for Minnesota to maintain its commitment to upholding the NIST 800-53 standard and streamline the oversight process.

- FedRAMP products will need to utilize GovRAMP's Fast Track program to provide Minnesota with continuous monitoring access .

FedRAMP Rev. 5 Authorization Accepted:

- Moderate

- High

Reciprocity: Not Accepted (including but not limited to)

The following will not be accepted:

- TXRAMP
- SOC 2
- ISO 27001
- HITRUST
- FedRAMP 20x
- Others

Reason for Non-Acceptance

The 2018 National Cyber Strategy of the USA identifies NIST as the only Cybersecurity Framework (CSF) for assessing SaaS, PaaS, or IaaS vendor environments.

The State of Minnesota is not accepting any other form of CSF for this assessment including but not limited to self-attestations, trust documents, third-party assessments to include COBIT, ISO/IEC 27000 series, PCI, SOC 2 or SOC 3 reports.

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How Do I Get Started?

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Next Steps

- **Be proactive!**

- Bookmark Minnesota's GovRAMP page, so you are always up to date.

- Download the GovRAMP provider templates and decide which path works best for you while still meeting Minnesota's requirements.

- Contact GovRAMP to meet your assigned membership engagement specialist.

State of Minnesota Program Page

Learn more on public-facing page:

- [State of Minnesota page](#) on GovRAMP's website

- Communications

- Announcements

- Document library

- Training library

- Points of contact

- GovRAMP requirements

- Links to resources

Who do I contact?

For GovRAMP-related inquiries, please reach out to:
info@GovRAMP.org

For Minnesota-related procurement inquiries, please reach out to:
it.procurement@state.mn.us

For Minnesota-related vendor security inquiries, please reach out to: vsrm@state.mn.us

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Join the Mission

Become a Member at **GovRAMP Memberships**

Connect with a Cyber Solution Sales Specialist at info@GovRAMP.org

Membership Benefits

Have a Voice	Nominate for Committee	Provider Leadership Council	Access GovRAMP Program	Education & Resources	Improve Nation's Security!

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Questions?

THANK YOU.

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