



StateRAMP

RAMP change

WEBINAR

Breaking Barriers: Simplifying Cybersecurity Procurement Through RAMPxchange

TUESDAY, OCTOBER 22 | 11:30 AM EST

Meet Our Presenters



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StateRAMP



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RAMPxchange

StateRAMP Overview

What is StateRAMP?

StateRAMP (State Risk and Authorization Management Program) is a framework established to ensure the security of cloud services used by state and local governments.

Our Mission?

To provide a standardized approach for assessing and authorizing cloud service providers (CSPs) while prioritizing effective cybersecurity measures over mere compliance.

StateRAMP Membership

Comprises public sector officials, private sector providers, and regulatory agencies committed to improving cybersecurity in cloud services.

Key Objectives

- **Enhance Cybersecurity:** Strengthen the security posture of public sector organizations through rigorous vendor assessments.
- **Promote Framework Harmonization:** Align with existing cybersecurity frameworks to facilitate seamless integration and compliance.
- **Foster Trust:** Build confidence among stakeholders by ensuring CSPs meet stringent security requirements.

What You Will Learn

- **Understanding RAMPxchange:** Discover its role in simplifying the procurement process for cybersecurity solutions.
- **Challenges in Cybersecurity Procurement:** Identify the common hurdles organizations face.
- **Alignment with StateRAMP's Mission:** Learn how RAMPxchange supports effective cybersecurity practices.
- **Member Benefits:** Explore the exclusive opportunities available to StateRAMP members.
- **Enhancing Cybersecurity Posture:** Understand how RAMPxchange can aid your organization's cybersecurity journey.
- **Prioritizing True Cybersecurity:** Discuss the significance of focusing on substantive security measures over compliance.

What is RAMPxchange?

What is RAMPxchange

RAMPxchange is a cybersecurity and risk management marketplace that connects organizations with vetted providers, tailored solutions, and expert guidance to help them assess and acquire solutions for their cybersecurity needs.

Our Mission

Our mission is to increase the security posture of our nation by working with both private and public organization to become more secure.

Our Members



Small & Medium Businesses



Public Sector Organizations



Enterprise Companies



Cybersecurity Providers

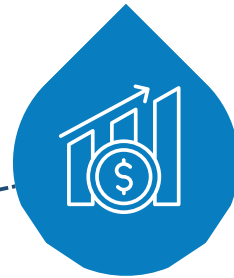


Challenges in the Current Cybersecurity Procurement Process

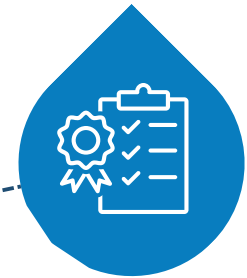
Vendor Verification and
Trustworthiness



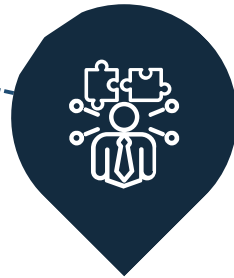
High Costs and
Budget Constraints



Lack of
Standardization



Complex and
Fragmented Market



Rapid Technological
Evolution



How RAMPxchange Solves These Challenges

Cyber threats are evolving, and your security should, too. RAMPxchange helps you navigate the complexities of cybersecurity and provides you access to Providers and solutions tailored specifically for your needs.

Advisors

RAMPxchange
Advisors

Security Advisors

Procurement
Advisors

Journeys

Tailored Cyber
Journeys

RFx Templates

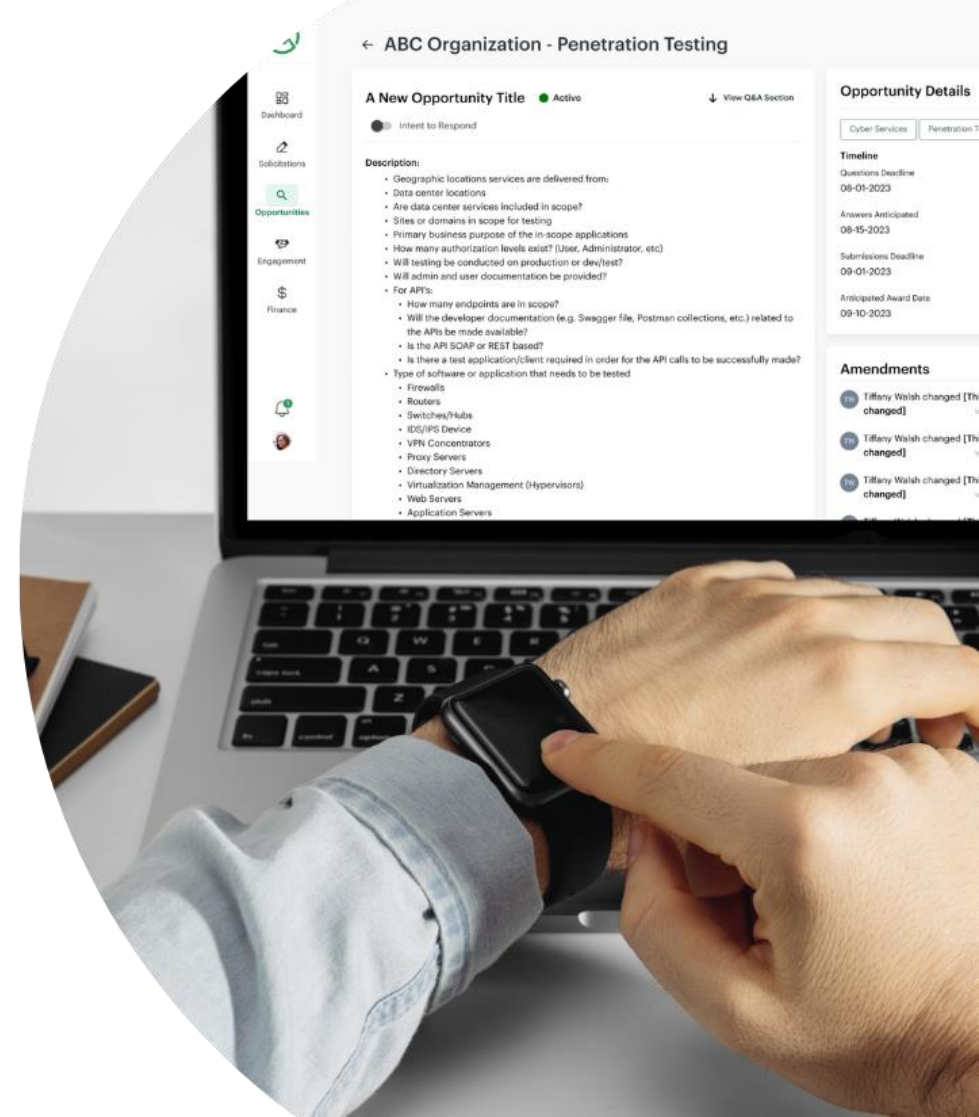
Verified Providers

Technology

Procurement
Engine

Milestone
Management

Financial
Management



How RAMPxchange Aligns with StateRAMP's Mission



Exclusive Member Benefits

Special Benefit

StateRAMP members receive early access to RAMPxchange, allowing them to build their experience and leverage its benefits before annual fees apply—**waived through May 2026**.

RAMPxchange: Streamlining Your Path to StateRAMP Compliance

RAMPxchange connects organizations with key supply chain stakeholders and **expert suppliers** to help manage risks and meet cybersecurity standards like StateRAMP and FedRAMP. The platform offers **step-by-step guidance** to navigate complex requirements, helping members stay on track and avoid costly mistakes. Through RAMPxchange, members can **explore potential 3PAO partners**, connect with stakeholders focused on strengthening security at the state and local levels, and learn more about **cyber defense** strategies.

Value for StateRAMP Members

For **members**, RAMPxchange offers **waived annual fees** to a platform that helps them connect with **proven experts** across the supply chain, manage risk, and identify opportunities to **win new business**. This access supports members in staying compliant with standards like StateRAMP, while also positioning them for growth by facilitating connections with **potential buyers** and partners.

Strengthening Your Cybersecurity Posture with RAMPxchange

Step 1

Define your
Organization's Goals

Step 2

Independently Map Out
Your Journey or
Leverage an Advisor

Step 3

Procure Solutions or
Services to Become
Secure

Real-Life Example of RAMPxchange in Action

RAMPxchange User: **SMB Owner**



Fast Facts:

- ~32M US SMB businesses
- 43% of all cyberattacks target SMBs
- 60% of SMBs go out of business within 6 months of a significant cyberattack

Common Challenges:

- Phishing Attacks
- Lack of Cyber Training and Awareness
- Access and Password Management
- Outdated Software and Unpatched Systems



1. Talked to an Advisor on where to start
2. Guided competitive procurement to engage a CISO
3. Leveraged a singular ecosystem to manage award through milestone/deliverable management to payment processing

What's Next?



Learn more about StateRAMP's member benefits.



Contact RAMPxchange to set up a demo or speak with an advisor.



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Q&A





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Thank you!

