

FedRAMP Class A, Explained

The entry point to the federal market under **FedRAMP 20x**.

What is Class A?

Class A is the lightest of the four FedRAMP certification classes. It is the simplest starting point for a cloud service provider that wants a federal customer.



No agency sponsor required.
Class A runs through Program Certification.



Built on work you have already done.
A recent qualifying certification can cover much of the evidence.



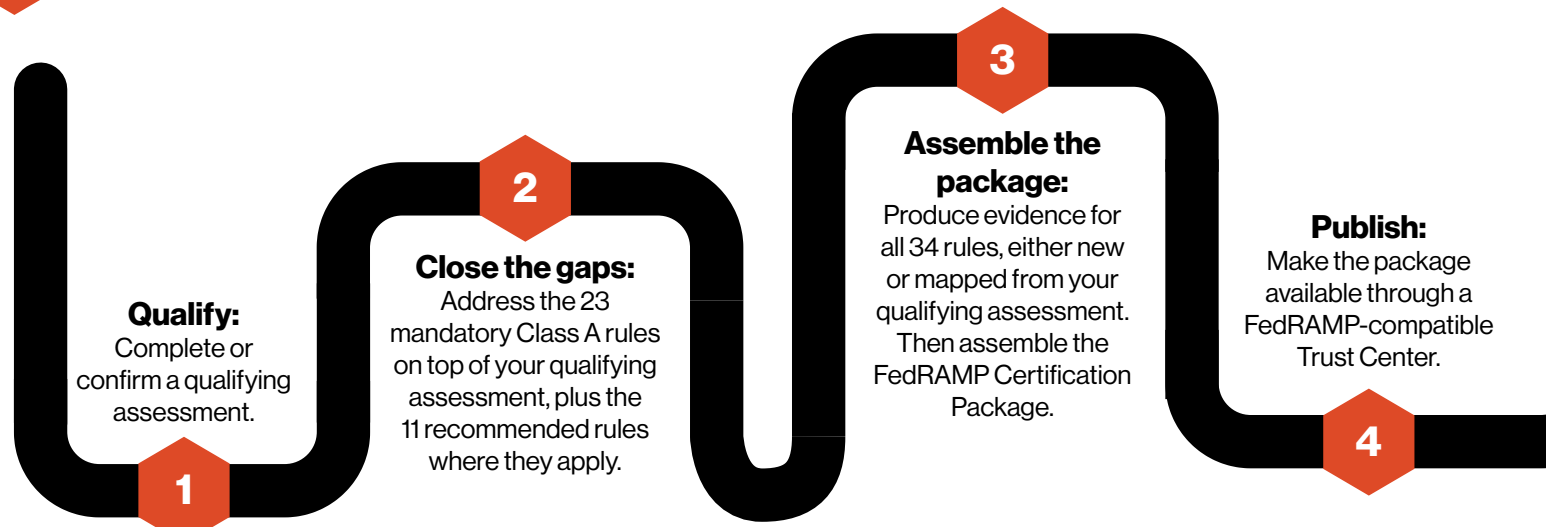
No new build required.
Your existing commercial cloud service can go through once it meets the Class A rules.

Do you already qualify?

You need a completed certification or equivalent process from one of these **within the past 12 months**, with an independent assessment where applicable:

- ☐ FedRAMP Rev. 5, including FedRAMP Ready, at any historical impact level
- ☐ SOC 2 Type II
- ☐ GovRAMP at any impact level

What the path looks like



Then keep it current. Vulnerability detection and response, quarterly reporting, incident notification, annual qualifying assessment.

Class A has a clock

Class A supports low-risk pilot use cases and early FedRAMP Marketplace visibility. It is designed as a bridge, not a long-term home for broad federal deployment.



You have 2 years from Class A to reach Class B, C, or D. Plan the next class while you work the first.

Is Class A your right first move?

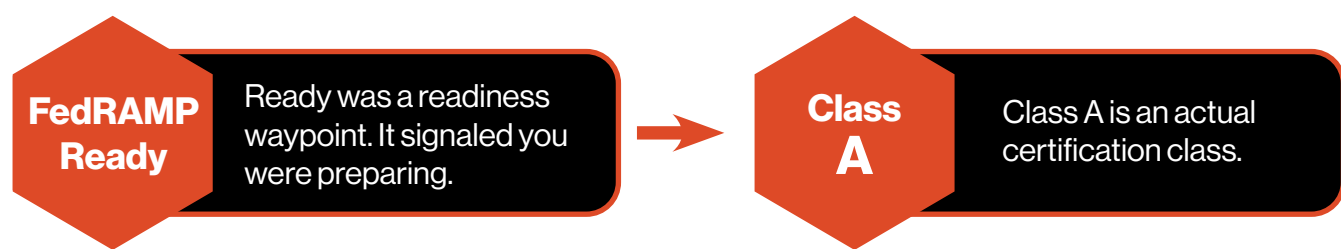
Class A fits when:

- ☐ You are targeting civilian agencies first
- ☐ You have no agency sponsor in hand
- ☐ You sell a multi-tenant cloud service, not one-off custom deployments
- ☐ Your first federal use case is a pilot or limited scope
- ☐ You have a recent qualifying certification you want to reuse
- ☐ You want Marketplace presence sooner than a full Class B or C would allow

If you expect DoD or CMMC-driven demand, do not assume a 20x path alone closes it. You may need a dual-track plan.

If you hold FedRAMP Ready

FedRAMP Ready is being retired. Class A is where most Ready holders go next.



Ready holders are on a conversion deadline. Work backward from it. Class A is often the fastest move for civilian-focused providers who want to protect the investment already made, but a higher class or a legacy Rev. 5 path may fit your buyers better.

Questions about Class A? We have answers.

Coalfire helps you figure out what your existing assessment can be reused for, where the FedRAMP-specific gaps sit, and what the move to Class B, C, or D should look like.

Book a strategy meeting with Coalfire's FedRAMP team