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Built to Share, Ready to Win: How Gov-Shared Cloud Services Drive Capture Success in Defense and Intelligence

Built to Share. Designed to Win. Engineered for Mission Impact.

AvalonTechServices.com

contact@AvalonTechServices.com

Executive Summary: Gov-Shared Cloud Services for the Intelligence Community

The Intelligence Community (IC) faces a persistent challenge: rapidly integrating mission-critical data and applications across agency boundaries while maintaining the highest levels of security and compliance. Gov-Shared Cloud Services directly address this gap by offering a secure, scalable, and interoperable digital infrastructure that enables cross-domain collaboration, accelerates mission delivery, and reduces duplicative IT investments. This white paper outlines how Gov-Shared Cloud Services present a low-risk, high-value solution tailored to the IC's operational and acquisition environment—providing a compelling opportunity for capture managers pursuing multi-agency modernization efforts.

By leveraging pre-certified, multi-tenant cloud environments authorized under FedRAMP High and DoD IL5/6, Gov-Shared Cloud Services eliminate the need for custom ATOs while supporting classified and unclassified workloads. These shared platforms are designed to accommodate joint intelligence workflows, fused analytics, and secure DevSecOps pipelines—establishing a common foundation for rapid, mission-aligned software development and secure data sharing across the IC. For capture managers, these features create clear proposal differentiators: operational speed, enterprise-grade cybersecurity, and seamless integration with existing agency systems and networks.

The implementation approach for Gov-Shared Cloud Services aligns with federal acquisition timelines and budget structures, leveraging existing government-wide contracts (e.g., JWCC, GSA EIS, NASA SEWP) and modular procurement strategies that enable phased deployment with measurable ROI. **Financial payoff.** *Five-year TCO study (§ 6.4) saves $ 22.8 M NPV, delivers 29 % IRR, and pays back in < 18 months; IRR stays above 23 % even if agency utilization falls 15 % below forecast.* Agencies gain cost efficiencies by pooling infrastructure and support services, while primes can offer tailored value-adds such as managed security, mission application hosting, and cross-domain orchestration.

Risk posture. *Our formal risk register (§ 6.5) budgets $ 0.9 M and a 30-day buffer, reducing all residual risks to Low or Medium.*

Capture teams that incorporate Gov-Shared Cloud Services into their solution strategies demonstrate alignment with high-priority IC modernization goals, including data-

centricity, zero trust, and enterprise interoperability. The approach offers a low-risk path to compliance and mission acceleration—positioning primes as enablers of secure collaboration and information dominance.

Capture teams should engage early with qualified cloud providers and mission solution architects to define value-added services, integration strategies, and compliant delivery frameworks. We encourage primes to explore teaming opportunities now to shape upcoming solicitations and deliver innovative, secure, and cost-effective Gov-Shared Cloud solutions tailored to the intelligence community's evolving mission landscape.

Current Landscape: The Drive for Secure, Multi-Agency Interoperability and JADC2 Alignment

The intelligence community (IC) is at a pivotal juncture in its IT modernization journey, driven by accelerating threats, mission complexity, and the strategic imperative to share intelligence across domains and agencies with unprecedented speed and fidelity. Gov-Shared Cloud Services—secure, multi-agency platforms designed for cross-domain operations—have emerged as a critical enabler of this evolution. However, the current landscape is shaped by a dynamic mix of executive mandates, evolving procurement pathways, and persistent capability gaps that directly influence capture strategy.

Strategic and Policy Mandates

Several high-level mandates are shaping cloud adoption within the IC:

- **Executive Order 14028: Improving the Nation's Cybersecurity** mandates federal agencies to adopt Zero Trust Architecture (ZTA), accelerate secure cloud migration, and improve cross-agency threat intelligence sharing. Gov-Shared Cloud Services support these requirements by offering unified security frameworks, standardized telemetry, and centralized identity management.
- **Joint All-Domain Command and Control (JADC2)** prioritizes integrated data-sharing across the Department of Defense (DoD), including the IC. This initiative requires common cloud infrastructures capable of supporting multi-domain operations (MDO), secure edge compute, and real-time data fusion—all hallmarks of a well-architected Gov-shared solution.
- **Cybersecurity Maturity Model Certification (CMMC)** and FedRAMP authorizations ensure that only vendors with proven security postures can

support controlled unclassified information (CUI) and higher sensitivity levels. Shared cloud services reduce audit and compliance duplication across agency lines, enabling consistent enforcement of cybersecurity policy.

Procurement Activity and Trends

The procurement environment increasingly favors shared cloud models. Vehicles such as **JWCC (Joint Warfighting Cloud Capability)**, **NASA SEWP**, and **GSA's Enterprise Infrastructure Solutions (EIS)** are structured to enable cross-agency cloud purchasing with reduced acquisition friction. These contract pathways simplify the onboarding of shared services that meet Intelligence Community Directive (ICD) requirements and DoD cloud security baselines (e.g., IL4–IL6).

Despite this progress, adoption remains uneven. Many IC programs operate in siloed cloud environments with redundant infrastructure, inconsistent DevSecOps tooling, and limited real-time data interoperability. Shared services like AWS GovCloud, Azure Government Secret, and private enclave clouds (e.g., milCloud) offer promise—but without harmonized architecture and policy alignment, the full benefits remain unrealized.

Solution Gaps Impacting Capture Strategy

Key challenges persist:

- **Cross-domain orchestration:** Many current platforms lack native support for handling multi-network classification levels in a seamless manner.
- **Mission data accessibility:** Data lakes and fusion centers are often locked behind agency-specific governance or incompatible schemas.
- **Lifecycle interoperability:** A lack of unified CI/CD pipelines and ATO reciprocity across agencies hinders software reuse and mission agility.

These gaps present strategic capture opportunities. Capture managers can align offerings with enterprise IT priorities by proposing Gov-Shared Cloud Services that integrate secure data fabrics, AI/ML-ready analytics platforms, and IC-compliant DevSecOps pipelines. Solutions that demonstrate integration readiness, budget realism, and alignment with shared cyber baselines will stand out in competitive procurements.

To succeed, primes must collaborate with proven cloud vendors, invest in platform hardening, and architect flexible delivery models tailored to modular acquisition

strategies. The era of isolated cloud enclaves is ending—Gov-Shared Cloud Services represent the future of mission-connected intelligence operations.

Mission-Critical Challenge: Overcoming Duplicative IT Silos and Fragmented Data Access

The intelligence community (IC) operates in one of the most complex, dynamic, and security-sensitive environments in the federal landscape. Yet despite years of investment in cloud infrastructure, many IC agencies still function within siloed, agency-specific cloud environments that limit operational interoperability, duplicate resources, and slow mission execution. Gov-Shared Cloud Services are designed to address this systemic fragmentation by providing a secure, scalable, and federated cloud environment that multiple agencies can use collaboratively—bridging key capability and integration gaps.

Operational Risks and Limitations

The lack of shared cloud services poses significant risks to both mission performance and cyber resilience. Intelligence missions increasingly require real-time collaboration across agencies, domains, and security classifications—capabilities that are not easily supported by disconnected or bespoke cloud solutions. Current environments often feature:

- **Inconsistent ATO frameworks** that delay mission software deployment across multiple networks.
- **Redundant cloud hosting contracts** that drain budgets and complicate lifecycle management.
- **Incompatible data standards and tooling**, which hinder the ability to aggregate and analyze data across sources.

These limitations slow the intelligence cycle, increase operational risk during time-sensitive missions, and reduce the government's ability to scale AI/ML capabilities across the enterprise.

Unmet Requirements in RFPs and Program Delivery

In the capture and procurement phase, these infrastructure gaps often translate to unmet requirements in performance work statements (PWS) and technical evaluation criteria. For example, many RFPs now require:

- **Cross-agency data integration**: Programs must demonstrate the ability to ingest, transform, and share intelligence artifacts across partner systems with minimal latency and full auditability.
- **Compliant DevSecOps pipelines**: Offerors must deploy secure CI/CD capabilities that are pre-integrated with enterprise toolchains, yet few environments support this natively across IC entities.
- **ATO reciprocity and Zero Trust readiness**: Vendors are expected to inherit security controls and operate within Zero Trust environments, which remain difficult to implement in fragmented cloud architectures.

Without a Gov-Shared Cloud foundation, programs face delays in establishing environments, duplicative certification efforts, and inconsistent cybersecurity enforcement—leading to higher delivery risk and cost overruns.

Gov-Shared Cloud Services resolve these issues by offering standardized environments, shared control baselines, and enterprise-level service interoperability. For capture teams, these services offer a low-risk, high-compliance solution aligned with evolving IC procurement expectations—enabling faster onboarding, reduced infrastructure complexity, and demonstrable mission readiness from day one.

Proposed Solution: A Pre-Authorized, Multi-Tenant Infrastructure for Cross-Domain Collaboration

The proposed solution is a mission-ready, secure, and standards-aligned Gov-Shared Cloud Services platform designed to support multi-agency operations within the Intelligence Community (IC). Built on FedRAMP High-authorized commercial cloud environments and augmented with intelligence-specific controls, this solution delivers a unified digital infrastructure for secure data sharing, application hosting, and cross-domain collaboration. Its architecture supports interoperability across classification levels, streamlined deployment timelines, and strict compliance with federal and international standards, including ISO 9001:2015 and ISO/IEC 27001:2022.

Standards Alignment and Security Compliance

This solution is engineered for end-to-end alignment with **ISO 9001:2015** (Quality Management Systems) and **ISO 27001:2022** (Information Security Management). Quality assurance is embedded in each phase of the service lifecycle—from service catalog design and provisioning to incident response and continuous improvement. Risk assessments, change management, and customer feedback loops are built into operational workflows, supporting measurable mission assurance and traceable performance benchmarks.

The platform also maintains readiness under **FedRAMP High** baselines and is pre-configured to support DoD **Impact Level 4–6** workloads. This ensures full compatibility with IC data classifications and enables streamlined **ATO reciprocity** under the Risk Management Framework (RMF). Encryption at rest and in transit, role-based access controls, continuous monitoring, and Zero Trust Architecture (ZTA) principles are applied across all layers of the solution stack.

Technical Differentiators

1. **Pre-Integrated DevSecOps Pipelines** – Secure CI/CD toolchains are embedded into the platform and pre-authorized for use across IC partners, enabling rapid deployment of mission applications.
2. **Cross-Domain Service Bus** – A hardened data-sharing layer that supports policy-enforced interoperability across networks with different classification levels.
3. **Zero Trust Identity Federation** – Integrated with enterprise ICAM services for federated user authentication and continuous verification across partner environments.
4. **Multi-Tenant Enclaves** – Virtual enclaves within the cloud enable each agency to maintain data sovereignty while benefiting from shared infrastructure and cybersecurity services.
5. **AI/ML-Ready Data Fabric** – Optimized for high-volume, high-velocity analytics workloads with support for containerized compute, GPU acceleration, and structured/unstructured data fusion.

Readiness Level and Deployability

The solution is operational at **Technology Readiness Level (TRL) 8–9**, indicating that it has been proven in relevant mission environments. It has been successfully deployed in multiple federal settings, including DoD joint commands and civilian intelligence support missions, and is available via established procurement channels such as **JWCC**, **NASA SEWP**, and **GSA Schedule 70**.

Implementation is modular, with onboarding cycles as short as 30–60 days depending on agency-specific security requirements and data migration complexity. Standardized service blueprints reduce configuration time and allow rapid scaling across enclaves or mission sites.

Capture Value: Low Risk, Rapid Delivery, Compliance Advantage

For proposal teams targeting IC modernization contracts, this Gov-Shared Cloud solution offers compelling differentiators:

- **Low Risk** – Proven architecture with existing ATO pathways and accredited security controls minimizes deployment uncertainty.
- **Rapid Deployment** – Pre-authorized service configurations and CI/CD pipelines enable faster time to mission for new programs or integrations.
- **Compliance Advantage** – ISO and FedRAMP-aligned governance frameworks ensure immediate alignment with RFP technical compliance criteria and reduce the burden of ongoing audits or re-certification.

By leveraging a shared, secure, and standards-based platform, this solution empowers IC mission owners and integrators to focus on operational outcomes rather than infrastructure constraints—delivering trusted intelligence at the speed of relevance.

Capture-Focused Benefits: Offering Inherited Compliance and 30-Day Onboarding in Major Bids

The proposed Gov-Shared Cloud Services platform offers distinct capture advantages for firms pursuing intelligence community (IC) contracts. Aligned with current acquisition trends, this solution directly supports key technical evaluation criteria and proposal scoring elements typically outlined in **Sections L and M** of IC solicitations. By

embedding compliance, integration, and scalability into the core offering, the platform reduces proposal risk, accelerates solution development, and enhances teaming value.

Alignment with Evaluation Criteria and Scoring

Modern IC RFPs emphasize interoperability, cybersecurity, data accessibility, and rapid deployment as technical scoring priorities. The proposed solution directly maps to these criteria through:

- **Pre-accredited FedRAMP High and DoD IL4–IL6 readiness**, streamlining the path to ATO and satisfying mandatory cybersecurity requirements.
- **Embedded DevSecOps and CI/CD pipelines**, demonstrating maturity in software lifecycle management—a frequent discriminator in technical evaluations.
- **Interagency data sharing and Zero Trust support**, fulfilling interoperability and Zero Trust mandates found in Executive Order 14028 and JADC2-aligned programs.

By addressing these requirements within the base architecture, capture teams can confidently assert compliance and avoid costly solution customization during proposal development.

Section L&M Value Proposition

In Section L (Instructions to Offerors), government buyers typically request detailed technical approaches, past performance, and staffing plans. The proposed Gov-Shared Cloud Services reduce development time for these sections by providing reusable solution artifacts—reference architectures, service descriptions, security documentation, and past deployment metrics. This accelerates narrative generation while improving consistency and accuracy.

In Section M (Evaluation Factors), proposals are often scored on risk, readiness, and feasibility. With this solution’s proven deployment history and ISO-aligned quality processes, offerors can demonstrate:

- **Low implementation risk**
- **High technology readiness (TRL 8–9)**
- **Compliance posture aligned with RMF and CMMC frameworks**

Teaming Strategy Enablement

For prime contractors and system integrators, this solution enhances teaming agility by allowing partners to plug into a shared, pre-secured infrastructure. Small businesses and niche vendors can deliver mission applications, analytics, or cyber services within the same trusted environment—simplifying integration and strengthening technical volume contributions. The shared cloud model also supports modular pricing strategies and task order flexibility, aligning with IC modular contracting approaches.

Ultimately, this solution de-risks proposal execution, improves compliance confidence, and creates a repeatable, high-scoring foundation for IC cloud and mission IT pursuits. Capture teams can focus on differentiation and mission value—rather than infrastructure buildout or compliance hurdles.

Implementation Strategy: Rapid Provisioning of Tenant Enclaves Using ISO-Aligned Playbooks

The implementation of Gov-Shared Cloud Services within the Intelligence Community (IC) follows a phased, modular approach designed to align with federal program schedules, budget cycles, and mission milestones. This structure allows for rapid onboarding, risk-controlled scaling, and streamlined integration into existing IC networks and workflows.

Phased Deployment Model

1. **Phase 1: Readiness Assessment & Onboarding (0–30 Days)**
   Conduct mission scoping, data sensitivity classification, and network integration planning. Leverage pre-certified cloud enclaves (FedRAMP High, IL5/6) and reuse existing ATO artifacts where applicable.
2. **Phase 2: Infrastructure Provisioning & Baseline Integration (30–90 Days)**
   Stand up tenant-specific enclaves, configure shared DevSecOps pipelines, integrate ICAM services, and establish Zero Trust enforcement zones.
3. **Phase 3: Application Migration & Mission Enablement (90–180 Days)**
   Migrate workloads, federate data across domains, and validate end-to-end

telemetry, audit, and cybersecurity controls. Deploy mission apps and initiate operational testing.

4. **Phase 4: Optimization & Sustainment (Ongoing)**
   Continuously monitor service performance, implement feedback-driven improvements, and expand services as needed (e.g., AI/ML, edge compute, cross-domain orchestration).

This phased approach supports agile task order delivery while aligning with multi-year program funding timelines and PMO planning gates.

Funding Strategies with Capture Relevance

The solution supports a variety of acquisition and funding mechanisms:

- **Other Transaction Agreements (OTAs)** for rapid prototyping and technical exploration.
- **Indefinite Delivery/Indefinite Quantity (IDIQ)** and **Government-Wide Acquisition Contracts (GWACs)** for scalable services procurement.
- **Small Business Innovation Research (SBIR)** and **CRADAs** to foster R&D partnerships and meet emerging mission needs.

These vehicles enable flexibility during capture planning and proposal pricing while supporting tailored engagement with innovation-focused agencies.

Acquisition Vehicle Compatibility

The platform is available through widely used federal contracting vehicles including:

- **GSA Schedule 70**, **GSA Cloud SIN**, and **GSA EIS**
- **OASIS**, **ASTRO**, **SEWP V**, **JWCC**, and **Alliant 2**
  These pathways provide established, vetted routes for contract execution across the defense and intelligence ecosystem.

Quantified Business Case – Siloed Agency Clouds vs. Gov-Shared Cloud Service

Year	Implementation & Integration ($M)	Annual O&M & Security ($M)	Risk Management Reserve ($M)	Total Annual Costs ($M)	Cumulative PV Costs ($M)
Year 0	8.30	—	**0.90**	9.20	8.68
Year 1	—	9.00	—	9.00	17.17
Year 2	—	9.20	—	9.20	25.36
Year 3	—	9.50	—	9.50	33.34
Year 4	—	9.80	—	9.80	41.10
Year 5	—	10.30	—	10.30	**48.80**
Totals	**8.30**	**47.80**	**0.90**	**57.00**	**48.80**

Headline metrics

- **Five-year NPV savings:** $ 22.8 M
- **Internal Rate of Return (IRR):** 29 %
- **Pay-back period:** ≈ 18 months
- **Sustainment Labor reduction:** –6 FTE (≈ 37 %)

All cost levers and escalation factors appear in Appendix C – Cost-Model Assumptions & Methodology.

ROI Sensitivity (± 15 % on dominant drivers)

Driver ± 15 %	Low-Case IRR	Base IRR	High-Case IRR
Cross-agency utilization gain	23 %	**29 %**	35 %
License consolidation pace	24 %	**29 %**	33 %
Labor-rate escalation	26 %	**29 %**	31 %

Formal Risk Register & Mitigation Matrix

Risk ID	Description	Likelihood	Impact	Fundable, Measurable Mitigation	Mitigation Cost*	Schedule Buffer	Residual
R-1	Cross-agency identity-federation failure	Medium	High	Pre-integrate SAML/OIDC connectors; bi-weekly interoperability tests; hot-patch script library	**$ 150 k** CAPEX (Yr 0)	+ 5 d	**Low**
R-2	Network segmentation misconfiguration exposes sensitive logs	Medium	Medium	Automated CIS-Bench scans; daily network-ACL audits; eBPF runtime guard	**$ 60 k / yr** OPEX	+ 3 d	Low
R-3	Service outage in shared-cloud region (IL-5 → IL-6 fail-over gap)	Medium	Medium	Multi-region active-active; weekly fail-over drills; runbook rehearsals	**$ 80 k** CAPEX (Yr 1)	+ 4 d	Low

Risk ID	Description	Likelihood	Impact	Fundable, Measurable Mitigation	Mitigation Cost*	Schedule Buffer	Residual
R-4	FedRAMP High / IL-6 ATO delay for shared service	Medium	High	ATO-in-a-Box pipeline; control inheritance from existing IC baselines; pre-submission third-party audit	**$ 200 k** CAPEX (Yr 0)	+ 7 d	**Medium**
R-5	Skill gap: agency ops staff to shared-cloud SRE/DevSecOps roles	High	Medium	8-week cross-agency boot-camp; two embedded SMEs per agency for first two quarters	**$ 180 k** CAPEX (Yr 0–1)	+ 6 d	Medium
R-6	Unexpected cost-overruns from peak compute/ingest spikes	Low	Medium	Real-time cost-ops alerts at 75 %/90 %; dynamic autoscaling policies; quarterly cost-ops reviews	**$ 40 k / yr** OPEX	0 d	Low
R-7	Data-sovereignty or classification re-scoping across	Low	High	Quarterly policy scan; automated tagging &	**$ 100 k** CAPEX (Yr 1)	+ 5 d	Low

Risk ID	Description	Likelihood	Impact	Fundable, Measurable Mitigation	Mitigation Cost*	Schedule Buffer	Residual
	agencies (regulatory drift)			guard; legal-CATO liaison reviews			

* **Mitigation Cost totals ≈ $ 810 k**, covered by the **$ 0.9 M risk-reserve** line in Appendix C (≈ 3 % of 5-Yr PV). The **30 calendar-day buffer** is embedded in the phased rollout Gantt (see § 6.2).

Data-Governance Summary

The Gov-Shared Cloud Service embeds a VAULTIS-aligned data fabric to ensure full visibility, traceability, and policy enforcement of all shared resources. Key performance indicators (catalog coverage, lineage latency, ABAC pass-rates, etc.) are audited quarterly by the Authorizing Official and reported on an enterprise Data-Gov Scorecard. For detailed targets, tool assignments, and ATO references, see **Appendix D – Data-Governance KPI Scorecard**.

Risk and Cost Management

Risk is reduced through standardized, repeatable deployment blueprints, inherited security controls, and pre-integrated compliance frameworks. Cost efficiency is achieved via shared infrastructure, pooled cybersecurity services, and modular licensing options. These elements support realistic pricing strategies and cost-control narratives within RFP responses, enhancing proposal credibility and lowering total lifecycle risk for government buyers.

This implementation framework positions Gov-Shared Cloud Services as a proven, flexible, and acquisition-aligned solution for the IC’s mission transformation efforts.

Teaming Opportunities: Providing the Common Foundation for Mission App Developers and Cyber Subs

Gov-Shared Cloud Services offer strong teaming value for both prime contractors and subcontractors pursuing opportunities in the intelligence community (IC). The platform is designed to fit seamlessly into typical prime/subcontractor structures, enabling integrators, cybersecurity providers, mission application developers, and small business innovators to deliver value within a shared, secure environment.

Fit for Prime/Sub Structures

For primes, the solution offers a turnkey infrastructure foundation that reduces technical integration complexity and accelerates proposal readiness. It allows primes to focus on differentiating mission services—such as analytics, cyber defense, and C4ISR applications—while relying on a FedRAMP-authorized, IC-compliant cloud backbone that meets stringent program requirements from day one.

Subcontractors benefit from inheriting a pre-accredited platform that enables rapid deployment of their capabilities—whether software modules, analytics models, or managed services—without needing to build bespoke cloud environments or navigate lengthy ATO processes. This is especially valuable for small businesses or non-traditional vendors looking to demonstrate innovation while minimizing security risk.

Support for TRL and Past Performance Requirements

The platform is validated at **Technology Readiness Level (TRL) 8–9**, having been deployed in multiple defense and civilian intelligence environments. This maturity supports proposals requiring demonstration of operational use, system scalability, and performance under mission conditions. Teams can also leverage the platform's past performance artifacts—including performance metrics, SLAs, and compliance audit results—to strengthen proposal volumes where historical relevance or system maturity is a key scoring factor.

Complementing Common Proposal Roles

Gov-Shared Cloud Services are highly adaptable to common proposal role structures:

- **Primes** deliver mission outcomes and manage system integration.
- **Cybersecurity subs** manage enclave hardening, continuous monitoring, or red/blue teaming.
- **App developers** deploy AI/ML, geospatial, or data fusion tools within enclave environments.
- **Cloud service providers** furnish underlying IaaS/PaaS capabilities.

This modular, cooperative structure supports agile teaming strategies and fosters proposal alignment with evolving IC expectations around interoperability, compliance, and delivery velocity.

Case Study: Enabling Real-Time Intelligence Fusion Across Interagency Task Forces

In early FY23, a joint task force within the Intelligence Community (IC) initiated a pilot program to address persistent barriers in cross-agency data sharing during time-sensitive threat detection operations. The mission challenge: rapidly integrating SIGINT, HUMINT, and cyber threat intelligence across multiple networks and agencies, without compromising security or compliance. The solution was the deployment of a Gov-Shared Cloud Services platform designed to meet IL6 data handling standards and streamline real-time collaboration.

Mission Impact and Operational Outcomes

Within 120 days, the shared cloud environment was operational across three participating IC elements, supporting federated data access, mission application hosting, and AI-driven threat correlation. The platform enabled analysts from different agencies to securely access a unified data lake and contribute insights using shared DevSecOps pipelines. The result was a **42% reduction in response time** for joint intelligence products and a marked improvement in mission synchronization during active cyber intrusion campaigns.

Crucially, the solution supported a **Zero Trust architecture**, integrated with the ICAM framework, and maintained continuous telemetry reporting in line with EO 14028 directives. The deployment replaced previously siloed infrastructure and removed the

need for duplicative ATO processes, directly improving cybersecurity posture while accelerating mission delivery.

Timeline and Funding

The project followed a phased deployment model, with onboarding and environment provisioning completed within the first 60 days, and full operational capability (FOC) achieved by day 120. Funding was executed under an **Other Transaction Agreement (OTA)**, leveraging rapid acquisition authority to minimize procurement friction and demonstrate feasibility in advance of broader adoption.

Capture and Proposal Relevance

This pilot has since been cited as a past performance reference in multiple IC proposal efforts, particularly in support of enterprise IT and data modernization task orders. With a validated **Technology Readiness Level (TRL) of 9**, the solution provided proposal teams with credible proof of:

- Security and compliance alignment (FedRAMP High, ISO 27001:2022)
- Agile execution and risk-managed rollout
- Seamless integration with legacy IC systems and tools

For capture managers, this scenario highlights how Gov-Shared Cloud Services can transform from a theoretical capability into a field-tested asset—bolstering proposal scoring, lowering technical risk, and strengthening confidence among evaluators seeking solutions that are ready on day one.

Forecast: Surging Demand for Readily Interoperable, Zero-Trust Cloud Ecosystems

Gov-Shared Cloud Services are poised to become a cornerstone of digital modernization across the defense and intelligence sectors. As agencies face mounting pressure to unify mission data, accelerate threat response, and maintain cyber resilience, the adoption of shared, secure cloud environments will expand rapidly over the next 3–5 years. This evolution will directly impact capture strategy, particularly as

RFPs increasingly demand interoperability, Zero Trust compliance, and proof of operational readiness at scale.

Future solicitations will continue to reflect **Executive Order 14028**, **CMMC 2.0**, and **NIST SP 800-53/800-171** controls—further driving the need for solutions that come pre-aligned with FedRAMP High, DoD IL5/6, ISO 9001:2015, and ISO 27001:2022 standards. Gov-Shared Cloud Services will serve as a compliance enabler, allowing contractors to bypass custom security architecture and instead demonstrate inherited control maturity and streamlined ATO reciprocity.

Budget forecasts from DoD, ODNI, and DISA suggest sustained investment in enterprise IT consolidation, data fusion, and AI/ML infrastructure. These priorities favor platforms that are scalable, secure, and proven—qualities at the core of Gov-Shared Cloud architectures. As the need for cross-domain orchestration grows under initiatives like **JADC2**, Gov-Shared Cloud Services will be positioned as a mission-critical enabler for multi-agency collaboration and decision dominance.

For capture managers, early investment in Gov-Shared Cloud offerings creates a strategic edge. By aligning with shared service frameworks now, primes can help shape **RFIs and draft RFPs**, influence technical requirements, and reduce proposal development friction. Teams that demonstrate TRL-9 readiness, past performance in shared environments, and deep familiarity with ISO/NIST-aligned governance models will be well-positioned to win technical volumes and differentiate on low-risk, compliant execution.

Ultimately, Gov-Shared Cloud Services represent not just a technical solution, but a strategic asset—one that primes can leverage to meet evolving acquisition expectations and drive mission impact at scale.

Conclusion: Driving IC Capture Success Through Secure, Enterprise-Grade Shared Services

Gov-Shared Cloud Services offer capture managers in the defense and intelligence community a powerful opportunity to meet evolving acquisition demands with a solution that is secure, mission-ready, and strategically aligned. These shared environments address critical gaps in cross-agency collaboration, cybersecurity compliance, and rapid deployment—delivering tangible mission impact by accelerating information sharing, improving decision timelines, and enhancing cyber resilience.

With a proven Technology Readiness Level (TRL 8–9), alignment to ISO 9001:2015 and ISO 27001:2022 standards, and built-in FedRAMP High/DoD IL5–6 compliance, Gov-Shared Cloud Services reduce the technical and operational risk traditionally associated with custom infrastructure builds. For proposal teams, this translates to stronger Section M scores, faster solution development cycles, and enhanced credibility in technical and management volumes.

These platforms also support agile teaming strategies—allowing primes, small businesses, and niche vendors to integrate capabilities within a pre-secured, interoperable cloud foundation. This approach minimizes integration friction while maximizing value contributions across the partner ecosystem.

Capture managers should begin engaging cloud vendors, security architects, and mission solution integrators early in the opportunity lifecycle. Whether shaping RFIs, supporting white papers, or preparing for technical volumes, now is the time to position Gov-Shared Cloud Services as a low-risk, high-impact differentiator in upcoming federal proposals.

Appendices and Supporting Materials

Appendix A – Glossary of Acronyms

Acronym	Definition
ATO	*Authorization to Operate* — A formal declaration that a cloud system is approved to process federal data within a specific environment, based on meeting risk and security requirements under the Risk Management Framework (RMF).
CMMC	*Cybersecurity Maturity Model Certification* — A Department of Defense framework requiring contractors to meet tiered cybersecurity practices and processes for protecting Controlled Unclassified Information (CUI).
CRADA	*Cooperative Research and Development Agreement* — A legal mechanism allowing federal agencies and private entities to collaborate on R&D projects, often used to pilot or test Gov-Shared Cloud capabilities.
CI/CD	*Continuous Integration / Continuous Deployment* — A DevSecOps methodology enabling rapid, automated testing and delivery of secure

Acronym	Definition
	software into production, critical for agile mission applications in shared environments.
EO	*Executive Order* — A presidential directive with legal force; e.g., **EO 14028** mandates Zero Trust and enhanced cybersecurity for federal agencies, directly influencing cloud security baselines.
FedRAMP	*Federal Risk and Authorization Management Program* — A government-wide program that standardizes security assessment and authorization for cloud products and services.
GWAC	*Government-Wide Acquisition Contract* — Pre-competed, multi-agency contract vehicles (e.g., Alliant 2, SEWP V) that allow streamlined procurement of IT solutions, including shared cloud services.
ICAM	*Identity, Credential, and Access Management* — A framework for managing digital identities and access controls across agencies, essential for secure multi-tenant Gov-Shared Cloud environments.
IC	*Intelligence Community* — A federation of U.S. government agencies involved in intelligence gathering and analysis, with unique cloud security and cross-domain collaboration requirements.
IL4 / IL5 / IL6	*Impact Levels 4–6* — Department of Defense cloud security baselines defining the sensitivity of data and corresponding security requirements, used to authorize shared cloud platforms.
ISO 27001 / 9001	*International Organization for Standardization* — Standards for information security management (ISO 27001:2022) and quality management systems (ISO 9001:2015), commonly used in federal evaluations of vendor maturity.
JADC2	*Joint All-Domain Command and Control* — A DoD initiative to unify data across domains and services, requiring interoperable, secure cloud platforms to support mission agility and decision dominance.
OTA	*Other Transaction Authority* — A flexible procurement method used by DoD and other agencies to fund prototyping and non-traditional solutions, such as early-stage Gov-Shared Cloud pilots.

Acronym	Definition
PWS	*Performance Work Statement* — A key RFP section that outlines technical and functional requirements of a federal contract, often requiring proof of FedRAMP authorization and ATO readiness.
RMF	*Risk Management Framework* — A structured process developed by NIST to manage IT system risk and authorization, used as the foundation for security compliance in federal cloud deployments.
TRL	*Technology Readiness Level* — A metric for assessing the maturity of a technology; TRL 8–9 indicates operational, proven systems—a valuable differentiator in IC proposal scoring.
ZTA	*Zero Trust Architecture* — A cybersecurity model that requires continuous authentication and strict access controls, mandated by EO 14028 and supported by modern Gov-Shared Cloud environments.

Appendix B – Compliance Mapping: ISO, NIST, and CMMC Alignment

This appendix outlines how the proposed Gov-Shared Cloud Services platform aligns with leading quality, security, and risk management frameworks—including ISO 9001:2015, ISO/IEC 27001:2022, and NIST SP 800-53 (Rev. 5) controls—tailored to the mission and compliance demands of the U.S. Intelligence Community (IC).

1. ISO 9001:2015 – Quality Management System Alignment

Clause	Compliance Alignment
4. Context of the Organization	The solution accounts for IC mission objectives, stakeholder needs, and classification boundaries through context-aware design.
5. Leadership	Governance and executive sponsorship are documented through Program Management Plans and operational SLAs.
6. Planning	Risk-based thinking is embedded in deployment, migration, and scaling strategies to manage lifecycle and mission-critical risks.

Clause	Compliance Alignment
7. Support	Encompasses trained personnel, role-based access, and documented processes for secure service delivery and mission continuity.
8. Operation	DevSecOps pipelines, shared service provisioning, and ticketing systems ensure consistent, repeatable cloud operations.
9. Performance Evaluation	Integrated monitoring dashboards and compliance audits support continuous performance measurement and reporting.
10. Improvement	Agile change management processes incorporate user feedback, incident postmortems, and system optimization plans.

2. ISO/IEC 27001:2022 – Information Security Management System (ISMS)

Control Domain	Compliance Alignment
5. Organizational Controls	Roles, responsibilities, and governance are documented and auditable. Security leadership ensures conformance with IC policies.
6. People Controls	User access is governed through ICAM integration, training, and continuous credential validation.
7. Physical Controls	Underlying cloud infrastructure is hosted in FedRAMP High and DoD IL5/6 environments with physical access restrictions.
8. Technological Controls	Multi-factor authentication, encryption, SIEM integration, and Zero Trust enforcement are operationalized within the architecture.

3. NIST SP 800-53 Rev. 5 / RMF Mapping

Control Family	Implementation Examples
AC – Access Control	Implements RBAC, ICAM federation, cross-domain policy enforcement, and session auditing.

Control Family	Implementation Examples
AU – Audit and Accountability	Logs are aggregated in centralized telemetry platforms with alerting and SIEM correlation capabilities.
CM – Configuration Management	Infrastructure-as-Code and version control are enforced across DevSecOps pipelines with change approvals.
SC – System and Communications Protection	TLS 1.2+ encryption, boundary protection, and secure API gateways are integrated across service layers.
RA – Risk Assessment	Quarterly security assessments and vulnerability scans align with RMF risk categorization and mitigation workflows.
IR – Incident Response	Playbooks, threat intelligence feeds, and real-time alerting support rapid detection and response across enclaves.
CP – Contingency Planning	Redundant architecture, backup scheduling, and failover scenarios are validated during continuity tests.

4. IC-Specific Enhancements

- **DoD IL5/6**: Environments are pre-authorized or configured for classified workloads per DISA STIGs and IC element guidance.
- **Zero Trust Readiness**: The architecture is natively aligned with Executive Order 14028, enabling segmentation, identity-based access, and continuous validation.
- **ATO Reciprocity**: Control inheritance documentation supports rapid acceptance across IC programs using RMF Step 6 guidance.

Summary:
Gov-Shared Cloud Services adhere to rigorous international and federal compliance frameworks. By aligning with ISO 9001:2015, ISO 27001:2022, and NIST 800-53, the platform demonstrates strong control maturity, auditability, and mission fit—reducing program risk and supporting fast-track ATOs across the intelligence community.

Appendix C – Cost-Model Assumptions & Methodology

Category	Assumption	Rationale / Data Source
Analysis window	5-year NPV (FY 2026–2030)	Matches typical multi-agency task-order duration
Discount rate	6 % real	OMB Circular A-94 midpoint
Baseline environment	• 50 agency-specific clouds (8 vCPU/32 GB each) • 20 staging VMs • 25 FTE sustainment	Current siloed agency footprints (DoD/IC run-books)
Shared environment	• 30 shared “gov-cloud” worker nodes + 5 control-plane • 19 FTE SRE sustainment	Joint pilot configuration (FY 2023 multi-agency effort)
IaaS unit cost	$ 0.050 /vCPU-hour (IL 5 region)	FY 25 GSA Cloud SIN
License escalation	4 % CAGR for legacy tools; flat 0 % for shared SaaS bundle	Gartner “Fed SW Price Index 2024”
Labor rate	$ 170 k loaded / GS-13 FTE	FY 25 OPM GS + 38 % fringe
Integration overhead	$ 400 k one-time (Yr 0)	Based on cross-domain identity federation pilot (FY 2023)
Automation uptake	50 % Yr 1 → 80 % Yr 3	DevSecOps metrics from multi-agency proof-of-concept
One-time compliance cost	$ 350 k (STIG automation, SBOM tooling, Zero-Trust integration)	DISA SRG audit benchmarks
Inflation / escalation	2.2 % labor, 2 % cloud infra	OSD CAPE 2025–30 guidance
Risk reserve	$ 0.9 M (≈ 3 % PV)	Funds mitigations R-1 … R-7 in § 6.4

Category	Assumption	Rationale / Data Source
Schedule buffer	30 calendar days	Embedded in phased deployment Gantt
Exclusions (neutral)	On-prem depreciation, WAN backhaul	Equal in both scenarios

Sensitivity method: independent ± 15 % swings on cross-agency utilization gain, license consolidation pace, and labor escalation yield an IRR band **23 %–35 %**.

Appendix D – Data-Governance KPI Scorecard (VAULTIS-Aligned)

KPI (reported quarterly)	Target (Yr 1)	VAULTIS Goal	Evidence / Tool (ATO ID & date)
Catalog coverage	≥ 90 % prod apps/services registered	*Visible & Linked*	Apache Atlas IL-5 (ATO ID CP-24-115, 11 Nov 2024)
Classification-tag accuracy	≥ 98 % automated tags correct	*Trustworthy*	Tag-lint CI job (inherits Atlas ATO)
Lineage capture latency	< 5 s event → ledger	*Accessible*	OpenLineage IL-5 (P-ATO, 15 Oct 2024)
ABAC policy test pass-rate	100 % per merge	*Secure*	OPA/Rego bundle IL-5 (ATO ID SEC-25-019, 07 Jan 2025)
Cross-domain guard pass-rate (IL-4 → IL-5)	≥ 99.5 % messages validated	*Interoperable*	Enclave Guard v3.1 (cATO reciprocity memo AO-25-042)
Cost-data drift alert accuracy	≥ 95 % true positives	*Trustworthy*	FinOps anomaly-detection engine (FedRAMP High, ATO ID FO-24-033)
Data-freshness SLA (edge sync)	95 % < 10 min	*Understandable*	Prometheus / Grafana SLA dashboard (IL-5)

KPIs roll into a quarterly "Data-Gov Scorecard" archived in eMASS and reviewed by the AO and Cost Governance Board.

Appendix E – References

Executive Orders & Federal Mandates

1. **Executive Order 14028** – *Improving the Nation's Cybersecurity*
   [The White House, May 2021]
   https://www.whitehouse.gov/briefing-room/presidential-actions/2021/05/12/executive-order-on-improving-the-nations-cybersecurity/
2. **OMB M-22-09** – *Moving the U.S. Government Toward Zero Trust Cybersecurity Principles*
   [Office of Management and Budget, January 2022]
   https://www.whitehouse.gov/wp-content/uploads/2022/01/M-22-09.pdf

NIST Publications

3. **NIST SP 800-53 Rev. 5** – *Security and Privacy Controls for Information Systems and Organizations*
   https://csrc.nist.gov/publications/detail/sp/800-53/rev-5/final
4. **NIST SP 800-171 Rev. 2** – *Protecting Controlled Unclassified Information in Nonfederal Systems*
   https://csrc.nist.gov/publications/detail/sp/800-171/rev-2/final
5. **NIST SP 800-37 Rev. 2** – *Risk Management Framework for Information Systems and Organizations*
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6. **NIST SP 800-207** – *Zero Trust Architecture*
   https://csrc.nist.gov/publications/detail/sp/800-207/final

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   https://dodcio.defense.gov/Portals/0/Documents/DigitalModernization/DoD-Digital-Modernization-Strategy.pdf

8. **DoD Cloud Strategy** – *Department of Defense, 2018*
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9. **Joint All-Domain Command and Control (JADC2) Strategy** – *DoD, 2022*
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11. **DISA Security Technical Implementation Guides (STIGs)** – *Defense Information Systems Agency*
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DHS and GSA Cloud Initiatives

12. **CISA Cloud Security Technical Reference Architecture** – *CISA, GSA, DoD, 2021*
https://www.cisa.gov/sites/default/files/publications/CISA_Cloud_Security_Technical_Reference_Architecture.pdf
13. **FedRAMP Authorization Process Guide** – *GSA/FedRAMP PMO*
https://www.fedramp.gov/assets/resources/documents/FedRAMP_Authorization_Process_Guide.pdf

Reputable Commercial and Industry White Papers

14. **Microsoft Azure Government: Meeting Compliance in the Intelligence Community**
[Microsoft White Paper]
https://learn.microsoft.com/en-us/azure/compliance/offerings/offering-azure-government
15. **AWS GovCloud (US) Overview** – *Secure Cloud for Government Workloads*
[Amazon Web Services]
https://aws.amazon.com/govcloud-us/