



ELEVATE FAST TRACKSM

Accelerating Time-to-Value for ISVs and Agencies

As an ISV, you need federal authorization before you can sell to the government, but achieving authority to operate (ATO) can take up to 18 months and cost millions. With SMX Elevate Fast TrackSM, we change the math: authorization at a quarter of the cost, and 75% faster. Most accelerators stop at the ATO, but that's when we're just getting started. Built on 30+ years of federal systems integration, Elevate Fast Track bridges the gap between compliance and commerce, going beyond authorization to provide the continuous monitoring, contract access, and GTM support you need to scale and reach mission owners.

Appian Unlocks the Federal Market

Navigating stringent government compliance requirements can slow commercial software providers trying to enter the federal market. Appian, a leading low-code Platform-as-a-Service (PaaS) provider, needed a secure, compliant, and efficient cloud environment to support its government-focused offerings. The deployment required FedRAMP High and DoD Impact Level 4/5 (IL4/IL5) standards while ensuring high availability, automated compliance, robust security monitoring, and automated DevSecOps capabilities to streamline secure software delivery and lifecycle management.

HOW ELEVATE FAST TRACK HELPED



Automated compliance enforcement ensures adherence to FedRAMP High and DoD IL5 standards



Unlocked federal market access, opening new government revenue opportunities



Compliant environments **deployed in less than 6 months**



24/7 security operations and compliance monitoring without hiring internally



Freed Appian to **focus on platform innovation** while SMX handles infrastructure

Is Elevate Fast Track right for you?

Ask yourself:

- ✗ Would selling to the federal government generate significant ROI?
- ✗ Would re-architecting for compliance strain resources?
- ✗ Are you looking for a partner to help you navigate the federal market?
- ✗ Do your target customers require federal compliance standards?

COMPLIANCE STANDARDS SUPPORTED

FEDRAMP MODERATE/HIGH

DISA IL2-IL6+

PCI

CMMC

FISMA

HIPAA

CJIS

DOD SECURITY REQUIREMENTS

C3 AI: Accelerating FedRAMP Accreditation to Meet Federal Sales Goals

C3 AI faced a critical deadline. Achieve FedRAMP authorization by year-end 2025 to unlock federal sales opportunities and meet aggressive growth targets for the upcoming fiscal year. Building FedRAMP-compliant environments typically requires 12-18 months navigating complex compliance frameworks, extensive documentation, and rigorous security controls. Rather than going it alone, C3 AI turned to SMX and its proven Elevate Fast Track offering to accelerate their path to authorization.

HOW ELEVATE FAST TRACK HELPED



90 days from install to ATO vs. 12 to 18 months



Agency Mission Impact: **Award to production in under 30 days**



Onboarded onto an **environment already accredited** for FedRAMP moderate, FedRAMP high, and IL-4/IL-5



SMX enables **ongoing compliance**, security operations, and cloud infrastructure management



C3 AI stays **focused on its product and customers**, not standing up internal operations teams

Elevate Fast Track supports you through ATO and beyond:

1

GETTING COMPLIANT:

Application, business, and supply chain compliance

2

STAYING COMPLIANT:

Continuous monitoring with cleared U.S. personnel

3

SELLING & GROWING:

Contract access and go-to-market support

With Elevate Fast Track, you get:

- ✓ 75% faster authorization timelines
- ✓ ¼ the cost of DIY approaches
- ✓ 200%+ YoY growth for partners
- ✓ 65+ accreditations completed
- ✓ \$7B in contract backlog

What Sets SMX Elevate Fast Track Apart

Most accelerators help you get authorized, then disappear. Others force you to re-architect your application to fit their compliance framework. Either way, you're left to figure out how to win federal business on your own, while the agencies you serve wait longer for the innovation they need.

SMX is different. With 30+ years as a federal systems integrator, we meet you where you are, secure your application as is, then stick around to map contract pursuits and make agency introductions. Agencies then get faster access to vetted solutions without shouldering the compliance burden. **The result? Elevate Fast Track customers average 200% YoY growth, and agencies adopt mission-critical capabilities years faster.**



Stop Letting Compliance Slow You Down.

Elevate Fast Track gets you authorized faster and supports your growth beyond ATO. Learn more today at smxtech.com/solutions/smx-elevate-fast-track/