

CASE STUDY · FEDRAMP 20X

Going First, Together: How InfusionPoints and Fortreum Piloted FedRAMP 20x

CLIENT / PARTNER

InfusionPoints, and its XBU40 platform

FRAMEWORK

FedRAMP 20x – Class B (Low) & Class C (Moderate)

CLOUD

AWS GovCloud

DISTINCTION

Round-one 20x early adopters, piloting Phase I & II

MILESTONES

Class B Phase 1 pilot certified July 31, 2025 · Class C (Moderate) certified April 10, 2026

All-In From the Start

When FedRAMP 20x was introduced, it was not a question of whether InfusionPoints would pursue it. The team went all-in on driving the reform forward, and on proving that a modernized, automation-first path to federal authorization could actually work.

InfusionPoints brought deep FedRAMP fluency to the table. This is a team that knows federal cloud security cold and leaned into 20x early, helping shape what the pioneering work would look like rather than waiting for a playbook to appear. What they needed was a 3PAO who would move at the same pace, forward-leaning enough to pilot brand-new territory alongside them.

Two Teams, Two Lanes, One Goal

InfusionPoints and Fortreum came into 20x already knowing each other well. The two companies have collaborated deeply over time to drive customer outcomes, including joint AWS Marketplace listings and shared events, each bringing genuine depth in its own lane:

InfusionPoints

Building and operating secure federal cloud platforms.

Fortreum

A top-tier FedRAMP 3PAO and accredited C3PAO.

That existing trust mattered, because 20x was new territory for everyone. There was no established path and no company that had been through Moderate and come out the other side to share notes. Choosing the right partner was everything.

“

From the moment FedRAMP 20x was introduced, InfusionPoints has been all-in on driving that reform forward. Having worked alongside many 3PAOs, we already knew that Fortreum stood apart as forward-leaning, engineering-oriented, and built for exactly this kind of pioneering work.

They were the ideal partner to help us pilot both Phase I and Phase II of FedRAMP 20x, and we look forward to continuing our collaboration on modernizing Federal cybersecurity.

Jason Shropshire
COO, InfusionPoints

Piloting It Together, Phase by Phase

The collaboration ran across both pilot cohorts: Class B (Low) in Phase I, achieved July 31, 2025, and Class C (Moderate) in Phase II, achieved April 10, 2026. As round-one early adopters, the two teams were not just completing an assessment, they were helping prove the 20x program itself, giving federal agencies a real reference for how testing runs and what the deliverables look like.

Where the partnership showed: 20x is built on continuous, machine-readable evidence, and that changes what assessment looks like. Rather than reviewing documents at a point in time, Fortreum brought an engineering approach to the platform itself, working alongside the InfusionPoints team to evaluate the pipeline that produces the evidence: whether it pulled from the right locations, whether every location was included, and whether the output matched what the indicators expected.

That kind of engineering-level collaboration is harder to find than it sounds. It surfaced refinements on the InfusionPoints side that produced a more durable, reliable platform for the long term, and it reflected how both teams understood 20x deeply enough to push each other rather than simply check boxes.

What They Proved

A FULLY SUCCESSFUL 20X JOURNEY, QUANTIFIED BY THE EVIDENCE

11

Key Security Indicators
validated

61

KSI Rules assessed

209

Validations completed

2

Pilot cohorts certified

Beyond the numbers, the engagement proved the 20x model is not only plausible but manageable in a real-world timeframe. InfusionPoints emerged with a certified platform in XBU40 that its own clients can rely on to meet the 20x requirements, and with a partnership that both teams intend to carry forward.

Still Flying Together

The InfusionPoints and Fortreum collaboration did not end at certification. Both teams continue to work together on modernizing federal cybersecurity, through joint go-to-markets on AWS Marketplace, shared events, and thought leadership, carrying the same partnership that made the 20x pilots work into whatever comes next.

Considering the 20x Path?

InfusionPoints and Fortreum bring complementary expertise to organizations navigating FedRAMP 20x, from building secure, certifiable platforms to independent assessment by a top-tier 3PAO with round-one pilot experience. Reach out to learn how a collaborative path can work for you.