# nClouds | AWS Case Studies

**KNIGHTSCOPE**

## Benefits Summary

Achieved US Federal Government FedRAMP "In-Process" Rating

## About Knightscope

Knightscope is an advanced security technology company based in Silicon Valley that builds fully autonomous security robots that deter, detect, and report. Its mission is to make America the safest country in the world.

**Industry**

Robotics, Security

**Location**

California, USA

**Featured Services**

FedRAMP

> When it comes to something as specific as FedRAMP, you want to work with a partner that has that knowledge and experience to come in and look at your architecture and your documentation to make sure that everything is going to work well."
>
> —Christopher Reider, Director of Information Security, Knightscope

## CHALLENGE

### Preparing to Enter a New Vertical with Strict Security Requirements

For two years, Knightscope had been preparing to take a huge step for its business. The company was getting ready to sell its autonomous security robots (ASRs) to government entities.

Cloud applications for the US government have strict security requirements. To meet them, Knightscope built an entirely new environment in AWS GovCloud. The final and most important step in the process was applying for FedRAMP certification. To do that, Knightscope needed a FedRAMP-accredited third-party assessment organization (3PAO) to conduct a thorough review of its infrastructure and help it prepare for its upcoming FedRAMP audit.

## An Experienced Assessment Partner to Help It Prepare

As leaders in the autonomous robotics field, the experts at Knightscope always want to make sure their partners understand how their technology works and operates in the real world.

Christopher Reider, director of information security at Knightscope, particularly appreciated the effort nClouds (formerly Cloudnexa) put into learning Knightscope's product and technology so it could apply its AWS expertise to Knightscope's unique use case.

nClouds began looking at the different endpoints and fine-tuning processes to match the security controls that FedRAMP requires, exploring Knightscope's existing architecture to identify gaps and vulnerabilities.

nClouds and Knightscope routinely met for several working sessions a day for 60 days to meet Knightscope's very tight deadline. Throughout the process, nClouds became an extension of Knightscope's team.

> "The [nClouds] team came in and really became a part of our team, truthfully. We were sending 30 or 40 emails back and forth every day. I was so impressed with the way that [nClouds] worked with our team, asked really good questions, and gave us some hard things to think about."

## Achieving "In-Process" FedRAMP Rating

With nClouds' help, Knightscope achieved its US federal government FedRAMP "In-Process" rating, joining 83 other companies that are actively working toward their agency authorizations for 2023.

Becoming FedRAMP certified means that Knightscope will be able to do business with government entities. It opens up a whole new vertical for the company, with exponential growth possibilities. Knightscope is also the only autonomous security robotics company to have taken this step, which gives it a valuable advantage over the competition.

Today, Knightscope is closer to the completion of its authorization process—a massive success for the company.

> "
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> Having the partnership with [nClouds] made us more prepared and more successful. I feel that the work [nClouds] did for us put Knightscope on a completely different level."