

Why Ivanti Chose a Managed Compliance Partner for FedRAMP High

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ABOUT IVANTI

Ivanti provides endpoint, risk, and IT service management solutions to the private and public sectors. Its technology secures everything from mobile devices to enterprise assets, covering their full lifecycle.

Already established in the federal space, Ivanti's mobile device management solution has supported the Department of Defense for over a decade. With growing demand for secure SaaS solutions to assist mobility modernization, Ivanti is committed to delivering those capabilities in a FedRAMP High and DoD IL5 cloud environment.

The Challenge

After completing FedRAMP Moderate in-house, Ivanti considered doing the same for High and IL5 — but an internal analysis revealed the costs and effort would be significant.

“The costs associated with doing it ourselves were around five times what they'd be with Project Hosts,” said Mike Riemer, Field CISO and SVP of Ivanti's Network Security Group. That's not to mention the time involved in building infrastructure, implementing controls, and navigating the authorization process.

Ivanti explored multiple paths before choosing to partner with a managed compliance-as-a-service provider.

“It came down to the fact that we want to deliver for our customers quickly, so time to market was important,” said Scott Shoults, VP of Transformation. “It wasn't about accelerating the process, but assurance of delivery. It improves the probability of passing the audit on the first try.”

The Solution

Project Hosts gave Ivanti the partnership and flexibility it needed. Instead of forcing Ivanti into a rigid architecture, the team offered multiple integration paths to suit its engineering and compliance needs.

“The ability for us to utilize the tools we already have and host them ourselves, so that we’re not forced into the selected toolset Project Hosts has, was important,” said Riemer. “Other companies have a finite list of tools they support. In our case, we have the choice.”

Project Hosts also allowed Ivanti to use its Microsoft Azure subscription. This meant the team could retain ATO ownership and manage compliance themselves, if they chose.

“Project Hosts CEO Scott Chapman said, ‘If you own the ATO, we’ll give you instructions on how to move it away from us if you don’t want to stay,’” Shoults explained. “Of course, if it’s working, why would we? But it says you’re willing to earn our business every day.”

Riemer said transparency was another differentiator. Once he started working with the team, Ivanti gained information that other vendors were reluctant to share.

“That helped us a lot and gave us a sense of what Project Hosts would manage, the extent of its responsibilities, and what we’d need to pick up on our side,” he said.

The Results


Project Hosts helped Ivanti accelerate compliance without overwhelming its engineering resources — and positioned the company to scale its trusted federal offerings in the cloud.


“I can’t say enough about Project Hosts and the team,” Riemer said. “They were so helpful with the information and documentation they provided ... I don’t think we would have been able to get where we are today without the help of Project Hosts.”

With federal agencies prioritizing cloud security, this partnership enhances Ivanti’s ability to meet rising compliance demands while supporting mission-critical workloads. As state and local governments adopt similar mandates, it opens new doors through FedRAMP reciprocity.

Ready to simplify your compliance journey?

[Connect with Project Hosts](#) to learn how we support FedRAMP, DoD IL4 and IL5, and beyond.

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