

CASE STUDY

JAMIS Powering Its FedRAMP Journey with Project Hosts



ABOUT JAMIS

JAMIS is a leading enterprise resource planning (ERP) provider designed specifically for government contractors (GovCon). With a cloud-native architecture and a robust GovCon feature set, JAMIS enables clients to manage cost, compliance, contracts, and performance in one of the most highly regulated markets in the world.

As cybersecurity standards tightened across the Defense Industrial Base, the company recognized that FedRAMP Moderate compliance was no longer optional. For JAMIS, the decision was both a defensive move to protect existing business and an offensive one to differentiate from competitors in the GovCon ERP market.

“There are only a very few major and serious competitors in the space,” said President and CEO Jeff Noolas. “Eventually, this was going to be a government-wide requirement. We were keenly aware this was never going away.”

The Challenge

For JAMIS, FedRAMP wasn't triggered by a single customer request — it was a strategic necessity. “We really didn't see it as a choice,” Jeff explained. “We saw it as a requirement to continue to be able to compete.”

This meant meeting federal security mandates head-on. However, the path to compliance proved far from straightforward. The team invested in early assessments and explored doing it themselves, but as requirements evolved and costs escalated, it became clear that going it alone wasn't sustainable.

“We attempted to travel down our own rigorous path for the previous two years, and ultimately realized the expense outweighed the benefit,” said CISO Chris Droz. “Before long, we were in the millions of dollars just looking at tooling.”

Plus, compliance isn't just a one-time hurdle. As Chris explained, you also have monthly and annual requirements, each with their own costs and complexities.

To make it even more complicated, confusing and inaccurate guidance was a constant barrier. “There was a lot of misinformation,” Jeff said. “Once we got educated — which took a couple of years and a lot of money — it was pretty clear: This is what we've got to do.”

The stakes were high: failing to meet compliance risked losing contracts and credibility. “It was as much for our clients to keep them compliant as it was about maintaining our status as a significant and credible competitor,” he added. “This was plan A, plan B, and plan C — we had to get there.”

The Solution

After evaluating their options, JAMIS found what they needed in Project Hosts: not a consultant, but a hands-on partner that could own execution from end to end.

Compatibility was also critical. “Looking for someone that would support our software the way it is today — that really weighed heavily on our decision,” Chris said. “And when there were gaps, they fixed themselves quickly.”

Before committing, Chris conducted a rigorous reference check — and the feedback was clear. “I had actually reached out to three references,” he recalled. “They were very, very positive ... And Project Hosts lived up to expectations.”

Through Project Hosts' GSS One — a FedRAMP-authorized, pre-audited environment — JAMIS inherited the majority of required controls. Project Hosts authored the System Security Plan (SSP), coordinated tooling and evidence collection, and led the 3PAO audit process.

The partnership also delivered unexpected efficiencies. “We switched from the scanning tool we were using to theirs,” Jeff explained. “Because it was a better tool, and it was less expensive.”

With weekly meetings, consistent communication, and technical flexibility, JAMIS quickly found that Project Hosts wasn't just meeting requirements — it was streamlining the entire process.

The Results

JAMIS completed its 3PAO audit in less than a year — an aggressive timeline for a first-time FedRAMP Moderate initiative. More importantly, the company achieved a long-term compliance model that reduced internal strain, supported customers, and sharpened its market positioning.

“We do expect it to simplify the sales process,” Jeff said. “Because we can point to verifiable industry standard documentation and certifications.”

Internally, the difference was just as significant. The JAMIS team could re-focus on product and customer delivery instead of being consumed by compliance tasks. “The delineation between application work and compliance responsibilities became very clear,” Chris noted.

For customers, the benefits were substantial. “One of the things we’re doing for our clients is taking a lot of the load off their shoulders,” said Dan Rusert, VP of Business Development.


“Because if you were to do this on your own, you have to take on the costs associated with building your own compliant environment. And not only that, but we’re reducing the stress of complying with cybersecurity regulations that, in many cases, fall outside of our client’s core competencies. We’re providing a streamlined path to compliance, while they continue to focus on their core mission.”


According to Jeff, the partnership now defines JAMIS’ competitive edge on three key pillars. “Advanced technology, a super feature set, and FedRAMP Moderate compliance — and we’re the only leading vendor that’s got all three,” he said.

With Project Hosts as a long-term compliance partner, JAMIS is positioned to expand its presence in the GovCon ERP market, helping customers meet evolving cybersecurity demands while focusing on what matters most: delivering world-class solutions.

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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