



Smartronix & AWS

A Premier Partnership



6 AWS Partner Programs
6 AWS Competencies
5 AWS Service Validations



950+ Accreditations & Certifications
650+ AWS Accreditations
300+ AWS Certifications
100+ AWS Customer Launches

A Few Smartronix Contracting Vehicles:

- GSA Alliant 2
- GSA ASTRO
- OASIS (Pools 1, 3, 4)
- NIH NITAAC/CIO-SP3
- GSA Schedule 70
- Dept of Interior: Cloud Hosting
- SeaPort-NxG
- NASPO ValuePoint

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AWS Partner Network Member Since 2012

Smartronix has been working with AWS since 2007, been part of the AWS Partner Network (APN) since the program began in 2012, and been an AWS Premier Consulting Partner since inception of the APN Premier program in 2016 - placing us in the top 2% of all partners. Only AWS Advanced Tier Consulting Partners among the partner ecosystem are eligible for selection into the Premier category. This top-tier designation highlights the Consulting Partners in the APN program who have distinguished themselves by investing significantly in their AWS practice, providing exceptional customer service, and helping a large number of diverse customers run their applications on AWS.

As a Premier Partner, Smartronix has access to valuable benefits, including deeper technical engagement with AWS Solution Architects and preferred access to AWS beta programs and the AWS Partner Advisory Council. As early adopters of virtualization, we continue to invest in the development of our cloud practice. Our Cloud Assured solutions allow our customers to leverage the power and scalability of AWS while reducing the cost and complexity of managing and monitoring cloud infrastructures and applications in-house. Our certified Experts provide customer assistance and complete management of AWS services - from provisioning through the entire solution life-cycle.

Earning Achievements as an AWS Premier Partner

Smartronix has earned many other AWS Partner accolades, including being named as one of only six inaugural AWS Managed Service Provider (MSP) Partners. This partner designation is granted to a distinct group of APN Partners who pass a rigorous third-party audit that proves they possess deep AWS knowledge in conjunction with the specific IT Service Management capabilities aligned to deliver cloud managed services. These APN Partners also have demonstrated previous customer success on AWS and consistently demonstrate their ongoing customer obsession.

In addition to being an AWS MSP, Smartronix is a Public Sector Partner (PSP), authorized Solution Provider Partner, Authority to Operate (ATO) on AWS Partner, and a Marketplace Skilled Consulting Partner (MSCP). Smartronix also has earned many other AWS competencies, service delivery validations, has over 100 AWS customer launches, and over 300 AWS certifications.

Smartronix Cloud Assured Team AWS Qualifications

Partner Programs

- Managed Service Provider Partner
- Public Sector Partner
- Solution Provider Partner
- Public Sector Solution Provider
- Authority to Operate on AWS
- Marketplace Skilled Consulting Partner

Competencies

- MSSP
- Migration
- DevOps
- Security
- Government
- Nonprofit

Service Delivery Validations

- Amazon Connect
- Amazon Redshift
- AWS GovCloud (US)
- AWS Lambda
- AWS Server Migration Service

Certifications

- AWS Certified DevOps Engineer - Professional
- AWS Certified Solutions Architect - Professional
- AWS Certified Advanced Networking - Specialty
- AWS Certified Security - Specialty
- AWS Certified Data Analytics - Specialty
- AWS Certified Solutions Architect - Associate
- AWS Certified Developer - Associate
- AWS Certified SysOps Administrator - Associate
- AWS Certified Cloud Practitioner

Core, Premium, and Security
FedRAMP Authorized
Cloud Assured Managed
Services (CAMS™)

Smartronix Government
Cloud Solution Highlights:

- 1st to Bring Federal Government onto AWS
- 1st to Implement FISMA Moderate/FedRAMP Solutions (NIST 800-53 Rev. 4)
- Impact Levels 2, 4, 5, and 6 Managed and Security Services



CLOUD ASSURED

cloudassured@smartronix.com

703-435-3322

smartronix.com

AWS Partner Programs

- **Managed Service Provider Partner** - As an inaugural MSP, Smartronix provides customers with full life-cycle solutions in cloud infrastructure and application migration in four key areas: plan and design; build and migrate; run and operate; and optimization.
- **Public Sector Partner** - Smartronix is a recognized, worldwide leader with experience in delivering successful cloud solutions for government, education, and nonprofit customer missions.
- **Solution Provider Partner/Public Sector Solution Provider** - As an Authorized Partner, Smartronix can manage, service, support, and bill AWS accounts for end customers as part of our full life-cycle solution offering to help customers take advantage of a tiered discount structure and flexible contracting options.
- **Authority to Operate on AWS** - Smartronix has access to AWS resources to assist in the pursuit of a compliance authorization for various programs, including the Federal Risk and Authorization Management Program (FedRAMP), Defense Federal Acquisition Regulation Supplement (DFARS), Payment Card Industry Data Security Standard (PCI DSS), Criminal Justice Information Services (CJIS), and many other compliance programs.
- **Marketplace Skilled Consulting Partner (MSCP)** - Smartronix has built strong Marketplace Channel practices and integrated the AWS Marketplace Channel into our business strategies. We have a proven track record of delivering innovative solutions to customers and have earned this designation by meeting experience-based requirements.

AWS Competencies

- **Managed Security Service Provider (MSSP)** - Protect and monitor your essential AWS resources - delivered as a 24/7 fully managed service. AWS Level 1 Managed Security Services are defined by security experts to benefit cloud environments of any size and span six security domains.
- **Migration** - Enterprises migrating to AWS require expertise, tools, and alignment of business and IT strategy. Smartronix can accelerate migration and time to results through its AWS partnership.
- **DevOps** - Smartronix offers a range of services and technology solutions to simplify provisioning and managing infrastructure, deploying application code, automating software release processes, monitoring application and infrastructure performance to accelerate time to market, and optimize each stage of the software development life-cycle with the practice of DevOps.
- **Security** - Smartronix is a carefully selected APN Partner with deep expertise and proven success securing every stage of cloud adoption, from initial migration through ongoing day-to-day management.
- **Government** - Smartronix has expertise in delivering quality solutions to help agencies meet mandates, reduce costs, drive efficiencies, and increase innovation across civilian agencies, national defense and intelligence communities, and state and local governments.
- **Nonprofit** - With the AWS Cloud and Smartronix, nonprofit agencies can scale and automate necessary backend tasks, so they can focus on what matters most. Our nonprofit customers can quickly and securely leverage technology to support fundraising, program management, and more.

AWS Service Delivery Validations

Smartronix has demonstrated experience, proven customer success, and a deep understanding in delivering these services to customers.

- **Amazon Connect** - Smartronix helps customers build cloud-based contact centers using Amazon Connect and elevates their contact center capabilities by leveraging the broad ecosystem of AWS services and integrations.
- **Amazon Redshift** - Smartronix helps customers load, transform, and analyze data as well as architect and implement analytics platforms.
- **AWS GovCloud (US)** - Smartronix helps customers architect, operate, and manage workloads in the AWS GovCloud (US) Region to securely manage sensitive data and workloads.
- **AWS Lambda** - Smartronix helps customers build or migrate solutions to a microservices architecture running on serverless computing.
- **AWS Server Migration Service (SMS)** - Smartronix helps customers implement SMS to migrate on-premise workloads to AWS.