

## Cloud 1-2-3

**A&T Systems Governance,  
Professional Consulting and  
Managed Services:**

**Trusted, Respected AWS Cloud  
Services Partner**

[www.ats.com](http://www.ats.com)

**Plan. Deploy. Secure. Migrate. Manage.**



*Let us show you what real performance is.*

***"Highly Regarded Cloud Architects and Engineers"***



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# Federal, State, and Education Clients Enlist A&T Systems to Assist with Cloud Migration, Architecture, Design, Deployment, and Managed Services

A&T Systems is a small business offering highly experienced, certified cloud architects/engineers who provide Professional Consulting Services Labor Categories, Cloud Managed Services, and cloud consulting to support AWS' 155,000 Contract Line Item Numbers (CLINs), via Government Wide Acquisition Contracts (GWACs) for numerous government clients.

With 32 years of government experience, we deliver 24/7 NOCC Support using certified, cleared AWS architects/engineers; U.S. citizens.

**Award-Winning Support for District of Columbia Health Benefit Exchange Cloud Services Contract:** Amazon Web Services awarded a 2016 City on a Cloud "Best Practices" citation to the District of Columbia Health Benefit Exchange Authority for innovations on its Cloud Services project. As a prime contractor on this project, A&T provided AWS IaaS, PaaS, and the security ATO that contributed to project's success.

## Cloud 1-2-3: A&T supports entire cloud lifecycle as easy as 1-2-3

### Cloud 1—Governance

Effective IT governance helps in successfully aligning IT with business needs. A&T has developed the "A&TVantage™ Cloud Governance Model" that leverages A&T experience in Public-Sector focused Cloud solutions, managed services, and deep understanding of industry best practices.

A&T assists clients with three types of governance issues: technical, business/organizational, and legal. Examples of each type:

**Technical:** Change and data management policies, compliance with technical and security requirements, high availability, redundancy, DR

**Business/Organizational:** CSPs technical/financial status, division of responsibility within organization, cloud policies and processes, and risk

**Legal:** Privacy laws; data breaches; who owns technology, service, and interfaces; liability for data breaches; policies to provide digital forensics data



### Cloud 2—Professional Services

#### Benefits of Using A&T Professional Services:

1. Client's staff can concentrate on their own existing competencies
2. Client's staff do not need to incur steep learning curve to become conversant with cloud technical details
3. Developing governance structure is more efficient and faster
4. Client obtains an optimal architectural design more quickly
5. Fast Solution Guarantee: A&T can deliver a preliminary solution in 3 days
6. Move to the cloud with confidence by leveraging the experience of A&T cloud architects and engineers

Our experience has shown that often after clients acquire AWS Cloud services, they struggle with one of two dilemmas: 1) they possess internal expertise to support the Cloud environment but lack sufficient resources to support it the way they would like to or 2) they lack internal expertise to implement and manage the environment and create/maintain associated governance policies. A&T can help by providing these activities:

CLOUD 1-2-3	Phase Element							
	1. PROCESS	2. GOV PLAN	3. DELIVERY	4. DEPLOYMENT	5. FORMATION	6. GOV SOLUTION	7. IMPROVE/ADAPT	
Phase	Initiate	Discover	Design	Migrate	Integrate	Validate	Operate	
Activity	<ul style="list-style-type: none"> <li>Visualize</li> <li>Strategize</li> <li>Assess</li> </ul>	<ul style="list-style-type: none"> <li>Discover apps</li> <li>Analyze</li> <li>Prioritize</li> </ul>	<ul style="list-style-type: none"> <li>Design solution</li> <li>Set patterns</li> <li>Create plan</li> <li>Test plan</li> </ul>	<ul style="list-style-type: none"> <li>Deploy core infrastructure</li> <li>Prepare current Infrastructure</li> <li>Move apps, services, data</li> </ul>	<ul style="list-style-type: none"> <li>Integrate:                             <ul style="list-style-type: none"> <li>Infrastructure</li> <li>Applications</li> <li>Operations</li> </ul> </li> </ul>	<ul style="list-style-type: none"> <li>Validate functionality</li> <li>Evaluate performance</li> <li>Get business acceptance</li> </ul>	<ul style="list-style-type: none"> <li>Do transition</li> <li>Deliver services</li> <li>Plan cutover &amp; legacy decom</li> <li>Review governance &amp; security</li> </ul>	<ul style="list-style-type: none"> <li>Evaluate migration</li> <li>Assess Dev/ Ops</li> <li>Continually integrate &amp; deploy</li> </ul>

- 1. Process:** Decide what to move to the cloud
- 2. Governance Plan:** Identify IT governance domain objectives and deliverables
- 3. Delivery:** Decide how to deliver cloud—IaaS, PaaS, or SaaS
- 4. Deployment:** Decide how to deploy cloud—public, private, hybrid, community cloud

- 5. Formation:** Determine form—internal/external
- 6. Governance solution:** Create policies for risk, security, compliance
- 7. Evaluate, Improve, Adapt:** Changes—technology laws, organization, and personnel

## Cloud 3: Managed Services

### IT Support Services

- Monthly Status Report
- OS Management with Troubleshooting and Remediation
- OS Patch Management
- Network, Communication, and FW Management
- Add, Moves, and Changes of Existing Services (Workflow)
- RDS Instance Management



### Log Management

- Log Maintenance
- Log Analysis Using Customer-Purchased Tools



### Application Support

- Application Support (Basic Installation/ Support)
- Database Support (Basic Installation/Support)
- Automation Services
- Deep Remediation/Troubleshooting



### User Management

- Adds, Changes, Deletes of IAM Users and Key Management
- IAM Setup/Management



### Monitoring and Managed Services

- 24x7 Monitoring of Cloud Services and OSs
- Business Hours Phone Support for Managed Services
- 24x7 or 8x5 Phone Support for Managed Services
- Snapshot Scheduling, Management and Monitoring
- Backup and Restore Services Using Customer-Provided
- Backup Client License
- Disaster Recovery and Configuration Management



### Security Management of Services and Tools Purchased

- Anti-Virus Management Using Customer- Provided Solutions
- Security Patches
- IPS and IDS Monitoring and Management of Tools
- Purchased and Provided by Customer



### Data Migration Services

- High-Speed Data Uploads
- No Dedicated Direct Connect Cost
- No Device Handling Fee
- Verifiable Chain of Data Custody



## A&T Competencies

### Cloud Systems Integration Solutions

- Cloud Computing Solutions—security, migration, consolidated billing/service catalog, multi-cloud orchestration
- Governance
- Cloud Professional Services
- Cloud Managed Services
- Server & Storage Virtualization
- Datacenter Consolidation

### IT and Network Operations Solutions

#### Operations & Maintenance

- 24x7 Monitoring & Help Desk
- Break-Fix Support
- Software Upgrades & Maintenance
- Systems & Network Administration
- Security Monitoring & Management
- Backup & Disaster Recovery

#### Website & Portal Implementations

- SharePoint Upgrades & Migrations
- Content Management
- Application Design & Implementation

### Telecom Infrastructure Installation & Upgrades

- PBX installations & Upgrades
- ISP and OSP Cabling & Wiring
- VTC Design and Implementation
- Wireless Solutions
- VoIP Design & Implementations
- Secure Networks

### Telecom Lifecycle Management Solutions

- Application Design & Implementation
- Wireless/Wireline Management Portal
- Ordering & Workflow Management
- Telecom Expense Management
- Real-time Wireless Device Management
- Invoice Audits & Contract Compliance
- Vendor & Contracts Management Optimization

## PMO Experience

#	Program	Ceiling
1.	Army ACCENT	\$250M
2.	Army IMCS II and III	\$500M
3.	GSA Connections I and II	\$35B
4.	GSA FABS Schedule 520	N/A
5.	GSA MOBIS	N/A
6.	GSA Schedule 70	N/A
7.	Maryland CATS II / CATS+	N/A
8.	MD Hardware Contract	N/A
9.	NIH-ECS III	\$5.5B
10.	NIH PICS	\$550M
11.	NASA SEWP V	\$20B
12.	National Association of State Procurement Officers (NASPO)	N/A
13.	National Cooperative Purchasing Alliance (NCPA)	N/A
14.	National Association of State Workforce Agencies (NASWA)	\$100K
15.	Navy Bureau of Medicine	\$200M
16.	VA BPA	\$100M
17.	VA National Mobile Devices	\$200M



### Do You Know...

1. What application workloads you can migrate to the cloud?
2. What level of managed services you will need?
3. What attributes you should look for in an AWS service partner?

# Reaching A&T Systems to Fulfill Your Requirements



## Relevant NAICS Codes

A&T qualifies as small business in the following NAICS—the ideal way to reach A&T Systems for your requirements.

- 334111 Electronic Computer Manufacturing
- 334112 Computer Storage Device Manufacturing
- 334511 Computer & Electronic Product Manufacturing
- 423430 Computer & Computer Peripheral Equipment, Software Merchant Wholesalers
- 511199 All Other Publishers
- 517110 Wire Telecommunications Carriers
- 517210 Wireless Telecommunications Carriers (except satellite)
- 517911 Telecommunications Resellers
- 518210 Data Processing, Hosting, & Related Services
- 519130 Internet Publishing, Broadcasting, & Web Search Portals
- 541511 Custom Computer Programming Services
- 541512 Computer Systems Design Services
- 541513 Computer Facilities Management Services
- 541519 Other Computer Related Services: Special IT Value Added Resellers
- 541712 R&D in Physical, Engineering, and Life Sciences

## Contracting Methods: Available contracting methods for reaching A&T Systems

### Prime:

- **Army Cloud Computing Enterprise Transformation (ACCENT)\***  
Contract No. W52P1J-17-G-0055
- **Army Information Technology Communications Services (IMCS III)\***  
Contract No. W91RUS-15-D-0004
- **GSA Connections II; Small Business\***  
Contract No. GS00Q12NSD0001
- **GSA Schedule 70\***  
Contract No. GS-35F-247-DA
- **Maryland Consulting & Technical Services Plus (CATS+)**  
Contract No. 060B2490023
- **Maryland Master Hardware**  
Contract No. 050B7800023
- **NASPO ValuePoint – Cloud Solutions**  
Contract No. AR2494
- **NCPA – Cloud Collaboration & Storage Services**  
Contract No. 01-61
- **NIH Public Information & Communication Services\* (PICS)**  
Contract No. HHSN26320120000511

A&T qualifies as a small business for contracts marked with an asterisk (\*)

## Past Performance Successes

### Federal Departments

- Agriculture
- Defense: Air Force, Army, Navy
- Health and Human Services
- Homeland Security
- Interior
- Justice
- State
- Treasury
- Veterans Affairs

### Municipal

- District of Columbia
- Binghamton (NY) Board of Education

### Federal Agencies

- Bureau of Reclamation
- GSA
- National Laboratories
- NIH
- U.S. Geological Survey
- UNICOR
- USCIS
- U.S. Postal Service

### State of Maryland

- Department of IT (DoIT)
- Department of Environment (MDE)
- Multiple State Agencies for Cloud



## Security Capabilities



- FISMA Moderate: V.A. ATO
- FedRAMP Knowledgeable
- HIPAA and PII Experience
- Facility Clearance in-hand
- Security Training Courses
- Security as a Service Option
- Obtaining ATO by meeting DoD Risk Management Framework (RMF) and Security Requirements Guide (SRG)

Interested in learning more? Contact us at:

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Cloud Solutions Integrator