



A Service Disabled Veteran Owned Small Business



Who We Are

Four Points Technology is the leader in translating **Amazon Web Services (AWS)** into simple, highly-flexible cloud solutions for the Federal government. These solutions can be up and running quickly and allow for a seamless transition from prototype to successful, game-changing production implementations. We are a Service-Disabled Veteran-Owned Small Business (SDVOSB) serving the Federal government since 2002, with extensive experience working with agencies to procure and optimize Cloud Computing.

A Cloud Computing Solution Specialized to Your Agency's Requirements

The Federal government's current IT environment faces multiple challenges - both technological and process related. Agencies need to modernize IT systems and have a more efficient ramp-up path from procurement to utilization. These factors, and others, can make it difficult for Federal agencies to take advantage of the tremendous efficiencies available to them in commercial Cloud Computing infrastructure.

Four Points Technology has partnered with AWS, a Cloud platform recognized by Gartner as the leader in those elements of Cloud Computing most relevant to Federal customers, to enable government agencies to quickly and prudently adopt the scalability, reduced costs, and innovative capabilities of Cloud technology. AWS is best in class in terms of innovation, scale, and price competitiveness in addition to their support for complex security, regulatory, and governance requirements. As an AWS Consulting Partner with Government Competency, Four Points demonstrates technical proficiency in managing government workloads as well as proven experience in providing solutions and delivering mission-critical workloads and applications on AWS.

AWS's solutions address multiple key requirements in support of the Federal government's need for scale and availability:

- Infrastructure as a Service (IaaS)
- Platform as a Service (PaaS)
- Massive compute and storage capacity for data and analytics
- Application development, deployment, and management
- Hosting of application software (AWS Marketplace and enterprise applications)
- Administrative and security management

The core value of the AWS Cloud lies in its ability to:

- Rapidly scale utilization up or down as requirements change
- Enhance productivity through scalability, agility, and ease of migrating the Cloud environment
- Support expanding application environments at a lower cost than on-premises or hosted environments
- Leverage new capabilities as AWS introduces them
- Enhanced reliability and security

Successful procurement and implementation of Cloud solutions should address key questions:

- Is Cloud a product or a service?
- Is the Cloud solution in compliance with my agency's security and governance mandates?
- Which procurement strategies are best?
- How can we test and prototype before moving mission critical systems to the Cloud?
- How do we migrate data and applications quickly and securely from data centers to the Cloud?
- How do we get our team trained and certified on Cloud technology?

Cloud Security and Compliance

Strong safeguards are in place to protect data and privacy, and AWS manages dozens of compliance programs within its infrastructure that are specific to the Federal government. AWS has three FedRAMP regions, AWS U.S East and U.S West Regions have received FISMA Moderate baseline, while AWS GovCloud has achieved FISMA High. This enables AWS to host sensitive workloads in the cloud, including patient records, financial information, and law enforcement data.

Four Points Technology helps Federal agencies architect Cloud solutions to meet a range of needs that are in compliance with FedRAMP and FISMA in addition to ITAR, CJIS, and DoD systems' standards. AWS takes on the responsibility of securing the Cloud environment while Four Points assists agencies in preparing and securing their data and applications in the AWS Cloud.

Flexible Procurement Methods and The Four Points Advantage

Four Points Technology uniquely focuses on the organizational, contractual, and operational details in making Cloud easily attainable for Federal agencies. Over six years of effectively delivering AWS to Federal customers throughout government has given us the experience to educate and guide agencies through the procurement process, leveraging existing GWAC and agency contracts to reduce acquisition time from months to days. Four Points Technology has multiple contract vehicles available for the entire AWS portfolio:

- GSA Schedule 70, Cloud SIN 132-40
- NASA SEWP V, Categories B & C
- DHS FirstSource II IDIQ
- NITAAC CIO-CS

Four Points Technology's customers have access to the entire AWS offering of more than 90 core services, AWS business class technical support, and the AWS Marketplace. Along with the standard AWS offerings, Four Points Technology provides:

- Guidance through the ATO process
- User and administrator training
- Account set up and management
- Customized reporting and alerts
- Migration and implementation services
- Periodic Health Checks

Four Points Technology works closely with Federal agencies to leverage use of their IaaS environments quickly, securely, and efficiently. We provide education and assistance in the Authority to Operate (ATO) process, migration planning, and enablement training to ensure agencies get up and running quickly, meeting agency mission requirements.

For immediate questions, or for help getting started with AWS, contact Four Points Technology at Sales@4Points.com or 703.657.6100 and ask for our AWS business consultant.

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