NASPO ValuePoint Contract for Cloud Services

# STRATEGIC CLOUD SOLUTIONS

# AND

# ORDERING GUIDE
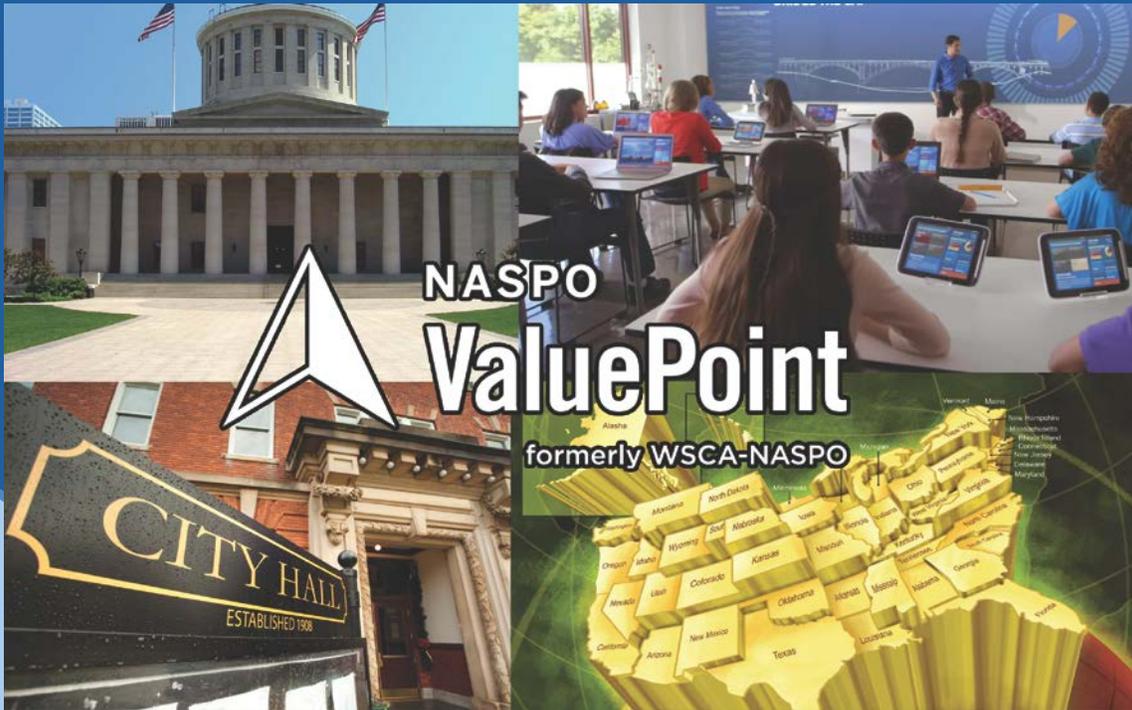
# Vendor Summary

Strategic Communications is a national provider of Cloud services and solutions to State, Local and Educational (SLED) customers.  Strategic is a certified Amazon Web Services (AWS) partner specialized in Cloud Management and Migration Services.  In addition to AWS, Strategic offers several other Cloud tools and services to maximize Cloud ROI and simplify hybrid IT management.  Our Professional Services Group can assist in every capacity from general IT network sustainment activities to the migration and management of entire Virtual Private Cloud (VPC) environments.

**Why do business with Strategic?**

- **Full team of certified Cloud experts that can provide Cloud consulting services including Architecting, DevOps, Migrations and Security.**

- **Currently support Cloud initiatives for Federal and SLED customers including USMC, DISA, Peace Corps, USPTO, Dept. of Veterans Affairs, Montgomery Co, MD and Oakland Co, MI.**

- **Experience in developing secure Cloud environments for sensitive data including CJIS, PCI, HIPPA, FedRamp and FISMA.**

- **Nationally certified Woman Business Enterprise (WBE) and Minority Business Enterprise (MBE).**

# Vendor Contact

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# NASPO ValuePoint Contract Details

**Contract #:** AR2490

**Items to be Purchased:** Cloud Solutions and Services

**Term of Contract:** 9/30/2016 - 9/15/2026

**Agencies Authorized to Purchase:** All State, Local and Education (SLED) including: State Government Departments, Institutions, Agencies, Political Subdivisions (ex. Colleges, school districts, counties, cities, etc.), and, as applicable, nonprofit organizations, agencies of the federal government, or any other entity authorized by the laws of the State to participate in State Cooperative Contracts. Issues of interpretation and eligibility for participation are solely within the authority of the State Chief Procurement Official (must fill out Participating Addendum)

**Administrative Fee:** 0.25%

# Product Summary

Strategic's Cloud services provides scalable cost-efficient solutions for our SLED customers. Our cloud services can be employed to meet mandates, reduce costs, drive efficiencies, and increase innovation. It is a pay-as-you-go model, delivering access to up-to-date technology resources that are managed by our experts.

**Infrastructure as a Service (IaaS)** – Strategic Communications offers reliable options allowing agencies to build their own cloud infrastructure from the ground up.

Solutions Include: *Amazon EBS, Amazon EC2, Amazon Glacier, Amazon S3, AWS Direct Connect & AWS Storage Gateway*.

**Platform as a Service (PaaS)** – Strategic Communications offers an array of solutions that enables agencies to develop, run and manage their applications in the cloud without building the infrastructure associated with development and launching.

Solutions Include: *Amazon CloudFront, Amazon DynamoDB, Amazon Container EC2, Amazon ElastiCache, Amazon EMR, Amazon RDS, Amazon Redshift, Elastic Load Balancing and more*.

**Software as a Service (SaaS)** – Strategic Communications offers a wide array of solutions that allow agencies to license and deliver software from a centrally hosted server in the cloud.  This allows more flexibility for installing, storing and updating applications.

Solutions include: *AWS Identity and Access Management, AWS Key Management Services, AWS Management Console, AWS OpsWorks, Cloud Monitoring Service & Collab9 Hosted UCS*.

## Features and Benefits

Strategic's Cloud services can be used for an array of applications and business initiatives.  Here are some of the features and benefits of our Cloud offerings that customers can take advantage of.

**Websites:** Highly scalable and low cost web hosting.

**Backup/Recovery:** Reliable and cost effective data backup and disaster recovery.

**Archiving:** Archiving from gigabytes to petabytes.

**DevOps:** Rapidly build and deliver products.

**Big Data:** Build and deploy highly scalable and secure Big Data applications.

**High Performance Computing:** Enhanced networks and Cloud-scale clusters.

**Internet of Things (IoT):** Scale billions of devices and trillions of messages.

**Business Applications:** Simplify management and lower costs.

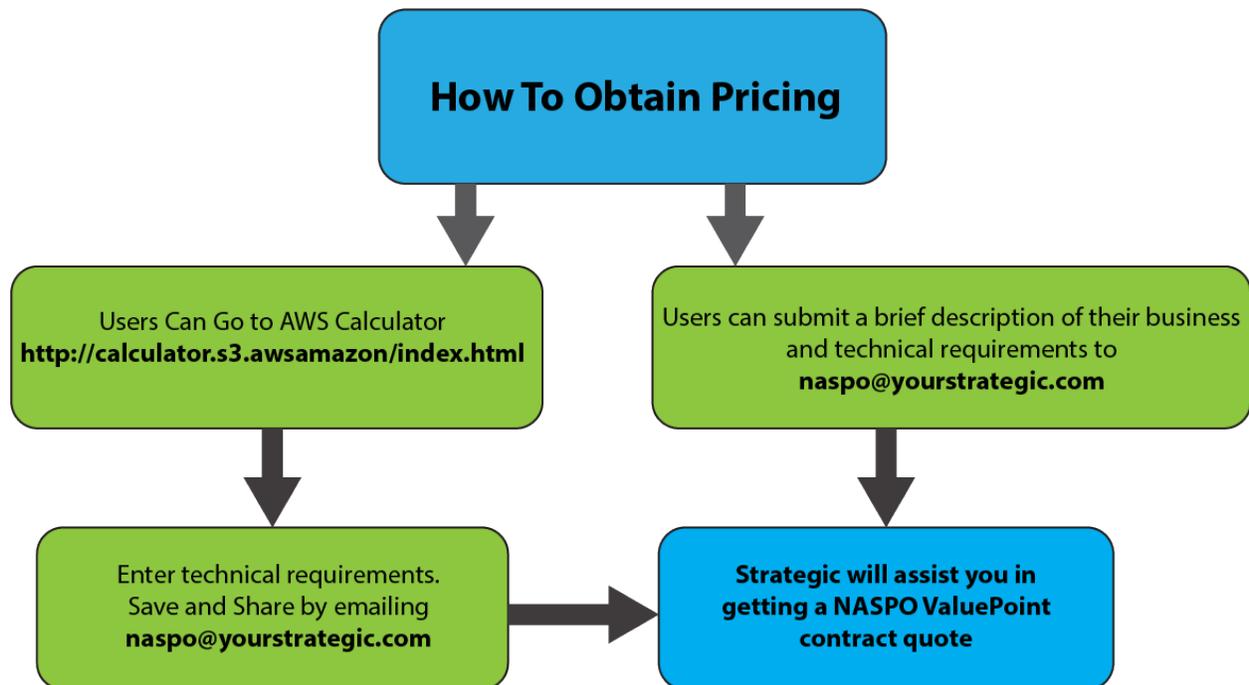**Content Delivery:** Accelerate APIs, websites and video content.

**Mobile Services:** Develop mobile apps that scale to hundreds of millions of devices globally.

**Scientific Computing:** Analyze, store and share massive data sets.

**E-Commerce:** Highly scalable and secure solutions for online sales and retail.

## How to Order

The Strategic cloud solutions and services that we offer can range from hosting basic cloud workloads or developing a highly customized environment that meets a customer's specific program, technical, and security requirements.  Strategic leverages relationships with many cloud providers to deploy and manage sustainable models for IaaS, PaaS, and SaaS Solutions.  Please begin process by leveraging Amazon's free price-estimate tool or send an email to Naspo@yourstrategic.com.



**How To Obtain Pricing**

Users Can Go to AWS Calculator
**http://calculator.s3.awsamazon/index.html**

Users can submit a brief description of their business and technical requirements to
**naspo@yourstrategic.com**

Enter technical requirements.
Save and Share by emailing
**naspo@yourstrategic.com**

**Strategic will assist you in getting a NASPO ValuePoint contract quote**

**Strategic Communications, LLC**          **844-243-2053**          naspo@yourstrategic.com

**Amazon Web Services Cloud Solutions**

As an Amazon Web Services (AWS) Channel Partner and one of a select group of partners authorized to sell secure AWS Government services, we are pleased to offer the full Amazon Web Services (AWS) portfolio and our cloud expertise.

Strategic Communications provides two easy ways to obtain pricing for your Cloud services.

## 1.) For Technical Users

Amazon provides a free, online tool for getting real-time price estimates on infrastructure.  The tool is available at: http://calculator.s3.amazonaws.com/index.html

Technical users can enter technical infrastructure details, save and share the resulting infrastructure request with: naspo@yourstrategic.com.

Our sales and technical staff can then assist you with getting a NASPO ValuePoint Contract quote.

## 2.) For Non-Technical User

Strategic Communications has a team of certified technicians and architects available to assist your organization with their cloud project.

Please submit a brief description of your business and technical requirements to naspo@yourstrategic.com and our staff can work with you to receive a NASPO ValuePoint Contract quote and Statement of Work.

## Collab9 Secure Cloud Hosted Unified Communications

Through our partnership with Collab9, Strategic Communications is proud to offer a range of secure Collaboration as a Service (UCaaS) options for voice, video, web conferencing, messaging and mobility.

For organizations wishing to explore the benefits of using Collab9's UCaaS, please submit a brief description of your business and technical requirements to naspo@yourstrategic.com and our staff can work with you to receive a NASPO ValuePoint Contract quote and Statement of Work.

## Participating Addendum

State and Local government agencies looking to utilize NASPO ValuePoint to procure cloud services must first fill out the Participating Addendum.  Please visit Strategic's NASPO ValuePoint website for more details:

http://www.naspovaluepoint.org/#/contract-details/71/contractor/463