# Dossier: Trek10 Inc.

## SBIR Award Details

**Award Title:** N/A

**Amount:** $4,660,537.00

**Award Date:** 2024-06-21

**Branch:** USAF

## AI-Generated Intelligence Summary

**Company Overview:**

Trek10 Inc. is a consulting and managed services provider specializing in cloud-native solutions, primarily leveraging Amazon Web Services (AWS). Their core mission is to accelerate their clients' cloud adoption and innovation through expert cloud engineering, architecture, and managed services. They aim to solve the problems of complexity, scalability, and security inherent in modern cloud environments, enabling businesses to focus on their core competencies rather than managing infrastructure. Trek10's unique value proposition lies in its deep AWS expertise, particularly in serverless architectures, IoT, and edge computing, allowing them to deliver highly optimized, cost-effective, and resilient solutions tailored to specific industry needs.

**Technology Focus:**

* AWS-focused cloud migration and modernization: Specializing in refactoring monolithic applications into serverless microservices using services like AWS Lambda, API Gateway, DynamoDB, and SQS.
* IoT and Edge Computing Solutions: Designing, building, and deploying IoT platforms leveraging AWS IoT Core, AWS Greengrass, and other edge computing services to enable real-time data processing and intelligent device management.

**Recent Developments & Traction:**

* Announced AWS IoT Greengrass Partner of the Year award in 2021, highlighting expertise in edge computing solutions (Source: Press Release).
* Partnered with Mission Cloud Services in 2023 to enhance enterprise cloud capabilities (Source: Missioncloud.com blog post detailing partnership).

**Leadership & Team:**

* Andy Warzon (CEO): Extensive experience in technology consulting and software development. Previously held leadership positions at other technology firms before co-founding Trek10.

**Competitive Landscape:**

* Cloudhesive: Similar focus on AWS consulting and managed services.
* Differentiator: Trek10 emphasizes a deep focus on serverless and IoT solutions, which might not be the core expertise of all AWS consulting firms.

**Sources:**

1. [https://www.trek10.com/](https://www.trek10.com/)

2. [https://missioncloud.com/news/mission-cloud-services-and-trek10-partner-to-extend-enterprises-cloud-capabilities/](https://missioncloud.com/news/mission-cloud-services-and-trek10-partner-to-extend-enterprises-cloud-capabilities/)

3. [https://www.amazonaws.cn/en/partners/success/trek10/](https://www.amazonaws.cn/en/partners/success/trek10/)