DRAFT AWS One Pager Content

Possible Problem/Solution format – CREATE ONE PAGER FRONT and BACK

**Title: Take Advantage of our CloudForte**

**Sun Heading: The State of ‘Cloud First’ in Federal**

CALL OUT BOX MAYBE: Federal customers face the challenge of implementing cloud migration and management as defined by the “Cloud First” initiative, including due diligence, technical features, security policy, deployment and testing, project management, and implementation governance.

CONTENT: Pressure to modernize the Federal Government’s IT infrastructure is steadily rising. Agencies are actively seeking innovated ways of harnessing the power of advanced IT modernization technologies to effectively migrate legacy applications, databases, and delivery models to as-a-Service (aaS) and managed services models that foster virtualization and digitalization across the enterprise.

Cloud computing is at the forefront of the IT infrastructure management agenda of the new administration. Agencies continue to find themselves increasingly unable to reconcile expensive legacy infrastructures with the continuous need to innovate to meet evolving mission demands. The necessity to improve agency cybersecurity postures, achieve mission efficiency, enhance operational effectiveness, lower costs, and offer leading-edge citizen services will continue to fuel investments in cloud computing over both the near and long-term.

* Much of agencies’ cloud spending is embedded within larger infrastructure modernization projects. Identifiable cloud obligations were $1.7B on cloud in FY 2016
* New funding mechanisms proposed in the pending Modernizing Government Technology (MGT) Act and DISA Project Accounts are expected to provide flexibility that agencies need to purchase cloud services as a utility.
* GSA is playing an increasingly important role in federal cloud computing by creating a new Schedule 70 Cloud SIN, providing new contract offerings, and standing up a new Cloud Center of Excellence to develop standards.
* Agencies are demanding that commercial cloud solutions be interoperable to prevent vendor lock-in and to facilitate easy data migration. Interoperability requirements are also making their way into cloud procurements.
* Changes to the FedRAMP authorization process to simplify and speed the process appear to be successful;
* Agencies are implementing combined private and public/community cloud solutions, creating “Hybrid Cloud Environments.” Private clouds remain important for hosting mission critical capabilities.

**Agency Barriers Moving to the Cloud:**

* **# 1 Challenge Today is a Skills Gap** in Having Technical Resources to Support Migration and Cloud Management
* Have an AWS account, but (other than the base IaaS services) do not have the experts to configure the environment to meet compliance standards
* Currently utilizing a cloud broker or cloud management platform, but it only supports a subset of the AWS services (need access to all the services)
* Do not know how to move complex legacy applications to AWS
* Need to move to the cloud and like what AWS has to offer, but do not know where to start
* Do not want a staff specialized in cloud that we have to support for long periods of time, when we only need them for specific tasks
* Are interested in new AWS services, but need help understanding how they fit and how we can implement
* Have created a pilot, but need to make it secure, enterprise-ready, and scalable

**Featured Trends in Today’s Trust in #1 Market-Leader AWS as Managed Services Provider**

* Open, standard, automated, and virtualized – less resources to manage
* Cloud-native on AWS market leading services – full, real-time access to all AWS add-on capabilities
* XaaS platform
* Improved security built in
* Incremental benefits to move to microservices

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We offer a full range of cloud optimization services, beginning with the basic “get to the cloud” consumption-based services. But as you go up the value chain, we offer premiere platform services that automate and simultaneously provide governance to enable clients to always stay in compliance and most importantly, secure. Agencies who want to use public cloud provider services beyond network, storage and compute and want more access to cloud native services to accelerate solution delivery and innovation…where it matters, at the mission….turn to Unisys.

* We also offer **higher level professional services** that enable clients to take full advantage of AWS’s full suite of native services, optimizing their migration to cloud and driving increased innovation
* The **Unisys Cloud Center of Enablement (CCoE)** is the source of our power to not only successfully migrate our clients, but ensure the culture shift happens that is required to be successful migrating to the cloud
* We have a **comprehensive suite of services, powered by AWS**, called Unisys AWS Cloud XXXXXX that will drive change and enablement to your advantage as a Premiere AWS Managed Services and Cloud Migration Partner
* Unisys will achieve **AWS Certifications** for over 500 Unisys support gurus, Clients and Subcontractors by summer 2018 to be your support.

HIGHLIGHT: **Unisys is closing the skill gap**, accelerating government adoption, and offering essential AWS training and our expertise in the Unisys Cloud Center of Enablement to help clients complete the complete culture shift to cloud.

CALL OUT/HIGHLIGHT: Unisys is all-in the evolution of a hybrid cloud concept to native AWS cloud to ensure that part of our cloud management solution has deep support for AWS’s Cloud for Federal agencies

**Core Principals of Unisys’s Platform Design:**

* **Amazon native services first**
* **AWS Optimized**
* **Automate, Automate, Automate**
* **Value added services are a la carte / services menu**
* **Use Unisys process / IP or COTS to deliver value added services**
* **If it is not automated, it is pattern driven**

***Why Chose Unisys:***

* Maximize AWS native services (AWS optimized)
* Large Gold/Platinum Service Catalog
* Backed by CCoE
* Supports ALL AWS services (OOB)

***Partners/Tools Available – maybe logos across the bottom:***

* Fugue – Template Creation / Enforcement / Compliance
* CloudHealth – Cloud Environment Management / Billing
* New Relic – Performance Management
* ServiceNow (Augusta) – Service Desk

**Possible infographic:**

