

OPS Track ATO Sales Kick Off 2019

ATO on AWS

Joint Operations delivery (Documentation, Engagement and Technical)

Ted Steffan



ATO on AWS (Documentation, Engagement and Technical)

Three focus areas for Operations:

1. Documentation

1. ATO on AWS will create the documentation for AWS services
2. ATO on AWS work with ISV partners to document how their solution treats security controls

2. Engagement

1. ATO on AWS will maintain ATOonAWS@amazon.com & SAO@amazon.com
 1. AWS will prescreen (qualify) opportunities (ISV, Consulting, SaaS/PaaS Provider)
 2. Qualified opportunities will be shared with ATO on AWS consulting partners

3. Technical

1. ATO on AWS will create the automated deployment scripts for AWS services
2. ATO on AWS work with ISV partners to create the automated deployment scripts for their solutions

Thank you!

Ted Steffan

