



CLOUD SUPPORT FOR FEDERAL SYSTEM INTEGRATORS



WHO WE ARE

Four Points Technology is a SBA-certified Service Disabled Veteran Owned Small Business (SDVOSB) Value Added Reseller delivering IT and clinical solutions to our Government customers around the world. We have been delivering Cloud since 2012 and have built a highly-efficient cloud operations team focused on streamlining and standardizing the delivery and account management functions associated with the cloud.

CLOUD OPERATIONAL MANAGEMENT

Operational management of your Cloud: account setup, billing, reporting, cost optimization, problem resolution and escalation is Four Points' core competency as a Value-Added Reseller. Four Points' ability to manage these operational aspects of Cloud delivery complements the strong technical capabilities of FSIs, allowing FSI prime contractors to focus their resources on high value technical delivery services.

PARTNERING WITH FOUR POINTS

The Four Points Technology Cloud Team is Federally-focused, with an understanding of the nuances of billing and reporting requirements and the work in most Civilian and DoD agencies. In addition to cloud capacity, our team is experienced with developing and processing SOWs for AWS ProServe and the mechanics around delivering AWS badged training.

FSIs who select Four Points Technology as the Cloud provider benefit in multiple ways:

- When selecting Four Points Technology as a supplier/subcontractor large business, FSIs can obtain small business and SDVOSB credit for their cloud capacity spend by awarding orders to Four Points Technology under an appropriate NAICs code. Converting cloud capacity to a small business purchase can free up significant headroom for the FSI Prime to deliver their own high value technical resources while meeting small business goals.
- In addition to AWS, we resell the other FedRAMP hyperscale CSPs (Azure and Google) and have all three directly on our GSA Schedule. When partnering on GSA or a GSA-based BPA, FSIs can propose Four Points Technology as a CTA partner and may be able to offboard low-margin Cloud resale completely from their program P&L.
- We can deliver cloud to the government at the same or lower cost than buying direct. With relatively low overheads, we can generally meet FSI's required price points and do not charge for our operational billing and reporting services.
- CSPs continue to recognize the FSIs revenue attainment and launches even when we act as the reseller.
- Should the FSI want to include AWS-delivered ProServe, training, or managed services in their offer, we are experts in managing contract flow downs that AWS may not accept directly and supporting the on-boarding, reporting, and deliverables associated with subcontracting for AWS professional services.
- While FSIs typically have strong AWS teams focused on technical solutioning, the Four Points Technology AWS team is complementary -- focusing on supporting operational functions with rapid, effective escalation within AWS.
- We are experts in cloud economics/FinOps -- optimizing cost structures through consolidation, annual and multi-year volume commitments, and best-fit instance sizing.
- In addition to our CSPs, we have established relationships with major suppliers of third-party cloud management tools, colocation providers, and hybrid solution OEMs that we can deliver to our FSI partners.
- Four Points Technology is ISO 9001:2015 (Quality and Management) and ISO 20243:2018 (Open Trusted Technology Provider Standard) certified, and CMMI Level 3 certified.

CERTIFICATIONS AND CONTRACTS

SBA-CERTIFIED SERVICE DISABLED VETERAN OWNED SMALL BUSINESS (SDVOSB)

SEWP #: NNG15SD22B (SDVOSB)

SEWP #: NNG15SC74B (SB)

GSA #: 47QTCA19D00MP

CIO-CS #: HHSN316201500034W

NAICS CODES: 541519

SAM.GOV REGISTERED

AWS PARTNER DESIGNATION

- ADVANCED TIER SERVICES
- PUBLIC SECTOR SOLUTION PROVIDER
- GOVERNMENT CONSULTING COMPETENCY



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