FOUR POINTS TECHNOLOGY

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 partner with top manufacturers and software companies to provide our customers with leading edge information technology solutions.

Four Points Technology aims to help our customers maximize their resources and build an effective and efficient solution to help meet their complex needs. We offer our customers and vendor partners dedicated contract management, strong program management, and a Federally-focused sales and business development team that specializes in delivering leading-edge technical solutions for real-world government initiatives.

DISPELLING THE MYTHS OF RESELLERS AND MULTI-CLOUD

Myth: Resellers have to make money. It would save Federal agencies considerable costs to go directly to each Cloud Service Provider (CSP) and establish separate contracts.

FALSE. Value-Added Resellers offer services and opportunities that wouldn't be available to the customer otherwise.

- High-volume resellers provide services as part of their reseller role that are typically billed hourly by systems integrators (SIs). These services include onboarding; billing; custom reporting on usage, spend, and cost savings; and cost optimization advisory services.

- Resellers offer customers efficiency and flexibility. Cloud continues to be one of the fastest changing aspects of IT. The ability to rapidly shift workloads and focus from one CSP to another, to take advantage of first-to-market solutions or to onboard additional CSPs or SaaS providers without separate procurements, is a core value of a multi-cloud contract.

Myth: If I select a reseller, I will lose direct access to my CSPs.

FALSE. Though customers may have previously experienced SIs limiting CSP access, ensuring their control of the cloud environment and ability to maximize billable labor, Four Points Technology only acts as an enabler within a no-charge operational support role; encouraging our CSP partners to work directly with Agency customers.

THE BENEFITS OF WORKING WITH FOUR POINTS TECHNOLOGY

Four Points Technology offers a multitude of benefits to both customers and vendor partners, including...

- **SDVOSB Designation:** Assist customers with small business, service disabled, and veteran owned buying goals.

- **Cost Optimization:** Four Points Technology holds a FinOps certification status, so we have expertise in cloud cost management and optimization on the AWS platform.

- **Custom Reporting:** We provide direct control to clients for their working accounts, as they will be able to self-service the provisioning and de-provisioning of all AWS resources.

- **Contractor Performance Assessment Reporting System (CPARS):** Our experience over the past 12 years is well-documented with CPARS from various agencies.

- **Tiered Discounting:** We do not charge for operational billing and reporting services, we base off of capacity volume.

- **Support:** We can provide Enterprise Support that is passed to the End User as part of the contract.

THE BENEFITS OF WORKING WITH FOUR POINTS TECHNOLOGY

- **Flexibility:** The hallmark of our company, being under 100 employees, we have an entire division dedicated to our cloud business.

- **Cost-Effective Solutions:** Four Points Technology delivers cloud services to government agencies at, or below, direct purchasing costs, ensuring value without inflating costs. Our cloud offerings are available through our three GWACS: GSA MSA, SEWP, and CIO-CS.

- **Operational Efficiency:** With low overhead, Four Points Technology can meet customers' price requirements while offering complimentary operational billing and reporting services.

- **AWS Global Services:** Our team excels in managing complex contract flow downs, providing seamless boarding, reporting, and deliverables for AWS ProServe and training.

- **Complementary Support:** While AWS and AWS Managed Service partners focus on technical solutions, Four Points Technology enhances operational support with billing and account management.

- **Robust Partnerships:** We offer access to leading third-party cloud management tools, colocation providers, and hybrid solution OEMs; adding further value to BAH partnerships.

- **Multi-Cloud Capacity Requirements:** We support the other major CSPs of Azure, GCP, and OCI, so we are able to deliver them under one delivery order or task order CSP.

TECHNOLOGY OFFERINGS

Air-Gapped Solutions	Edge Computing	Performance Analysis
Artificial Intelligence	Healthcare Solutions	Rugged EUD
Cloud Capacity	Hyper-Converged Solutions	Tactical Solutions
CSP-Delivered Professional Services & Training	Infrastructure Design & Testing Intrusion	Virtualization
Cybersecurity/Zero Trust	Multi-Cloud	Vulnerability Assessments
Data Center Automation	Networking	Wireless Security Products & Services
Data Protection	On-Site Installation & Maintenance	XaaS (Anything as a Service)
DEVSECOPS		

CERTIFICATIONS AND CONTRACTS

SBA-CERTIFIED SERVICE DISABLED VETERAN OWNED SMALL BUSINESS

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

FINOPS CERTIFIED PRACTITIONER AND FOCUS ANALYST

OUR SOLUTION AREAS

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Cloud and Multi-Cloud Solutions
Consolidation · Cloud
Virtualization · Multi-Cloud

Medical IT
Equipment · Systems
Software

Security
End-to-End
Solutions

Software and Application Solutions
Software · Compliance
Digital Experience

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FOUR POINTS TECHNOLOGY

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