



# CORPORATE OVERVIEW



## What We Do

We deliver cloud transformation solutions that help commercial and federal enterprises improve business results by migrating to the cloud, modernizing apps, and using data intelligence. For almost 40 years, AIS has helped hundreds of global enterprises optimize their technology investments to overcome IT challenges and achieve business goals. We develop a deep understanding of your business, market, and the needs of both to help you connect the two in new and meaningful ways.



- Gold DevOps
- Gold Cloud Platform
- Gold Cloud Productivity
- Gold Application Development
- Gold Application Integration
- Gold Collaboration and Content

## Value Proposition

- Since 1982, we've provided software & systems engineering services
- In 1994, we became a Microsoft Partner, at the inception of the program
- For over 10 years, we've been working with the Azure product teams
- AIS has 2 Microsoft MVP's engaged in stellar industry-leading initiatives
- Our team is heavily involved in Microsoft programs such as Regional Director, Azure Gov Meetups, and Partner & Customer Advisory Councils
- Continually recognized and awarded by Microsoft



**CMMISVC / 3<sup>SM</sup>**  
Exp. 2021-08-10 / Appraisal #656



## Our Cloud Transformation Services



### Cloud Adoption

Demystifying the approach and cost to get properly established in the cloud



### Modernization

Improve performance, security, and scalability through migration and modernization



### Data Intelligence

Using data and applied artificial intelligence to deliver better business results, faster

## How We Deliver

### INVESTMENTS IN PEOPLE, TECHNOLOGIES, AND PARTNERSHIPS:

- Our employee-empowered approach yields a retention rate at 90%
- Employees lead and participate in numerous industry events and trainings, including many AIS-lead Azure Gov summits
- Through our investments in innovation, we empower our people to deliver cutting-edge solutions that further our clients' mission

### OUR APPROACH ALLOWS AIS TO COMMIT TO TIME AND BUDGET:

- We partner with our clients to build performance-based solutions to help them overcome business challenges
- Bring your internal IT capabilities up to speed through AIS' frameworks, standardized processes and best practices, and organizational change management

### CONTRACT VEHICLES:

- **Prime:** Army Cloud Computing Enterprise Transformation (ACCENT), Bonneville Power Administration (BPA) IT Development Services, C5 Other Transactional Authority (OTA), GSA IT 70, Maryland Consulting and Technology Services (CATS+), Navy Seaport-e, and United States Senate SharePoint Integrators IDIQ
- **Other:** Advanced Technical Exploitation Program II (ATEP II), Army ITES-3S, Army RS3, Defense Logistics Agency JETS IDIQ, DOI Foundation Cloud Hosting Services Contract (DOI-FCHS IDIQ), NASA SEWP-V IDIQ, OCIO SES Enterprise Cloud Service, SeaPort-NxG IDIQ, Social Security ITSSC-2, VETS 2 GWAC, and Veterans Affairs T4NG

### LATEST INDUSTRY RECOGNITION FROM MICROSOFT:

- 2014 Microsoft US Regional Azure Partner of the Year Award
- 2018 Microsoft US SI of the Year Award for Azure performance
- 2019 Microsoft US Partner of the Year for Dynamics for Sales

### Headquarters

Reston, Virginia  
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Suite 600  
appliedis.com  
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### Regional Offices

Columbia, Maryland  
Durham, North Carolina  
Dayton, Ohio  
Indianapolis, Indiana  
Austin and San Antonio, Texas  
Hyderabad, India

### Industry Partners

Microsoft (Gold Partner), Amazon (AWS), Equinix, Nintex, & many more.



## Companies and Organizations that Trust Us with Their IT Needs



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