CONNECTRIA®
HOSTING

SERVICES:

- **Managed AWS**

ATSG: A MANAGED AMAZON WEB SERVICES (AWS) CUSTOMER CASE STUDY

Connectria - expert Managed Services for your AWS environment.

ATSG Corporation leads the small business sector providing information technology solutions and professional services to commercial customers and United States Federal Agencies. As an AWS customer, ATSG was confronted with the challenge of 24/7 monitoring for one of its global applications. They chose Connectria. Learn why.

amazon webservices | Partner Network

ADVANCED CONSULTING PARTNER

NO JERKS ALLOWED®
JERKS

About ATSG

Founded in 2004, ATSG Corporation leads the small business sector providing information technology solutions and professional services to commercial clients and United States Federal Agencies, including the Department of State, Department of Defense and Department of Justice. ATSG employs over 150 people and has successfully managed projects in 97 countries across 5 continents. Headquartered in Rosslyn, Virginia, ATSG is an ISO-certified federal contractor and holds several GSA procurement vehicles.

ATSG Challenges

With several development projects on its plate, limited resources and tight timeframes for delivery, ATSG chose Amazon Web Services as its cloud platform during 2013. ATSG liked the sheer functionality, scalability, self-service aspects and competitive price of AWS. One development project, however, had global support implications which presented a challenge for ATSG. This system would be spread across different parts of the world so users required a 24/7 experience.

Given ATSG did not wish to address 24/7 monitoring capabilities internally, they decided to outsource this function to a company with expertise in managing AWS environments. According to Patrick McCollum, ATSG Chief Technical Officer, "Outsourcing managed AWS as a service for this project is a compelling option that allows me to spend our money on developers, not system administrators and network engineers."

Since ATSG has to manage multiple development companies, it made good sense for them to seek an outsourced solution for continuous monitoring of its global AWS system.

1-800-781-7820 • 1-314-587-7000

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Choosing Connectria

In its search for a managed AWS vendor, ATSG had several criteria for guiding its decision:

• Requisite managed AWS expertise and 24/7 monitoring capabilities

• A high level of responsiveness

• US-based

• Price competitive

In addition to Connectria, ATSG evaluated 5 other companies, each an AWS reseller with varying degrees of management and support capabilities. ATSG chose Connectria because it met all its criteria and demonstrated exceptional responsiveness, before, during and after the sale. McCollum noted, "Given our tight schedules and the fact that we're managing several development companies, Connectria's responsiveness was key. We cannot have developers waiting around for changes." McCollum added, "Some of the vendors we reviewed had the experience and monitoring capabilities, however their use of overseas call centers and service providers created a responsiveness issue.

"Connectria is undeniably one of the leaders within the Managed AWS market....not many vendors can do what they do."

Patrick McCollum, CTO, ATSG Corporation

It was clear to ATSG that Connectria was the best vendor for our needs. Connectria is undeniably one of the leaders within the Managed AWS market....not many vendors can do what they do."

With Connectria, ATSG is using Amazon S2, S3, RES and SES product. Though the initial stage of the project is limited to 100 users, it has the potential to expand into the thousands, particularly if ATSG blends another one of its products on the same servers. As ATSG moves into production, they expect the complexity to increase and look forward to leveraging Connectria's advanced AWS capabilities.

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ABOUT CONNECTRIA

Connectria provides award-winning cloud computing, managed hosting and custom managed hosting solutions for more than 1,000 customers in over 30 countries worldwide. Recognized as the #1 Cloud in North America, we are experts in complex multi-vendor solutions, and we support the broadest range of technologies, managed services and security in the industry.

At the core of Connectria is our No Jerks Allowed® company philosophy. As The Jerk Free Company®, we've established a unique culture where every individual goes "the extra mile" to take care of our customers. Being The Jerk Free Company® extends beyond our people too. We make it easy to do business with us through flexible terms, scalable solutions and straight-forward pricing to serve the hosting needs of large and small organizations alike.

To learn more about Connectria's Managed Amazon Web Services, please visit us at:
http://www.connectria.com/cloud/managed_aws.php

To learn more about ATSG Corporation, please visit :
www.atsgcorp.com

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