20 Most Promising AWS Solution Providers – 2019

Today, industries like education, telecommunication, finance, manufacturing, and more, have a deep reliance on AWS to enhance their organizational strategies and gain a competitive edge over their peers. Apart from its ability to revolutionize IT development and management, AWS also enables firms to improve their operations with emerging technologies, such as AI, machine learning, among others, and deliver innovative applications for the front-end and back-end processes. In the light of this, technologists, startups, and industry giants are incorporating AWS' unparalleled capabilities into their offerings to provide dependable and risk-free cloud services that are capable of driving business and process optimizations.

With a comprehensive understanding of these new developments, CIOReview has compiled a list of the 20 most AWS solution providers to guide organizations in harnessing the power of new-age AWS solutions and ensure the advancement of core IT operations within their firms

and augment the AWS functionalities they offer to clients.

We are glad to feature Georgia-based Peniel Solutions (PSL) as our cover story. PSL offers Digital Transformation Services, DevSecOps (Development Security, and Operations), supported by the full range of cloud services exclusively for the United States government. In this edition, we are also featuring Addx Corporation as the "Company of the Year," owing to its extensive government business domain knowledge that assists agencies modernize their IT infrastructures, improve business processes through systems automation, and build a smart financial management strategy.

With several innovative technological capabilities and success stories up their sleeve, these firms are constantly proving their mettle in the business landscape. We hope this edition of CIOReview helps you build the partnership you and your firm needs to offer the latest and most advanced AWS functionalities to your clients.

We present to you CIOReview's "20 Most Promising AWS Solution Providers – 2019."

Pinnacle Technology Partners

Pinnacle Technology Partners

recognized by **CIOReview** *magazine as*

20 MOST PROMISING
AWS
SOLUTION PROVIDERS · 2019

The annual listing of 20 companies that are at the forefront of providing AWS solutions and transforming businesses

Company:
Pinnacle Technology Partners

Description:
A born-in-the-cloud consulting and services firm that aids in unlocking the potential of AWS to take advantage of the cost, efficiency, agility, and availability gains for healthcare and life sciences companies

Key Person:
Gary Derheim
VP, Managed Services and Marketing

Website:
ptp.cloud

Pinnacle Technology Partners
Unlocking the Potential of Cloud for Life Sciences Companies

Today, improved data-driven decision-making capabilities and accelerated precision medicine are driving the life sciences and healthcare arenas toward personalized healthcare. Cloud services are offering quick and efficient ways to discover, develop, test, manufacture, and commercialize therapeutics through patient personalization mechanisms, and managed data sharing. The Amazon Web Services (AWS) platform, in particular, is being trusted by many of the largest enterprises and hottest startups to power a wide variety of workloads,

> " Our organization is uniquely constructed to meet the complex cloud needs of life sciences and biotechnology companies

including web and mobile application development, data processing and analytics, warehousing, and much more. Keeping up with the changing times, life sciences companies are now looking to incorporate innovative cloud-based computational capabilities, advanced analytics, artificial intelligence and machine learning for more efficacious drug development processes.

Nevertheless, the deployment of such cloud services remains a tough puzzle to solve for many organizations. Now, more than ever, they require continuous monitoring of insights, controls, and cost-optimization for reaping the benefit of speed-to-deployment and flexibility of the cloud. To help make sense of such convoluted workflows, Pinnacle Technology Partners (PTP), a born-in-

the-cloud consulting and services firm was established. The company aids in unlocking the potential of AWS to take advantage of the cost, efficiency, agility, and availability gains for healthcare and life sciences companies.

"Data analytics and security, along with adherence to compliance through GxP and HIPAA, sits on the top of the checklist for any biotechnology company looking to incorporate cloud solutions," comments Gary Derheim, VP of Managed Services and Marketing at PTP. To support life sciences and healthcare organizations in developing applications faster, and also scale their business at lower IT costs, PTP architects, implements, and optimizes AWS technology solutions. "100 percent of our employees are certified in Healthcare and Life Sciences (HCLS) Compliance on AWS to ensure the highest quality of deliverables," states Derheim.

Today, PTP has combined its organizational expertise to develop the PeakPlus platform for helping its healthcare and life sciences clients accelerate innovation armed with cloud security. Leveraging the platform, PTP's clients can stay abreast of best practices and compliances while managing organizational expenses seamlessly. Highlighting the core idea behind PeakPlus, Derheim says, "Our experience as an AWS Advanced Consulting Partner has demonstrated that having a cloud governance strategy in place, at the very start of any cloud initiative, is critical to overall success." And rightfully so, without a proper governance platform, any cloud project is at risk of configuration, security, and financial ruin. To avoid this pitfall, the PeakPlus platform not only offers customized visibility of process flows,

Gary Derheim

but through a team of professionals, constantly helps clients manage and secure their cloud environment. Clients can get a daily evaluation of platform data, consolidated into monthly reports for their executives, IT leaders, and administrators. "Our organization is uniquely constructed to meet the complex cloud needs of life sciences and biotechnology companies," reassures Derheim.

Leveraging its proven track record as an AWS Advanced Consulting Partner, PTP was recently approved as AWS Life Sciences Competency Partner in the AWS Partner Network (APN). The AWS Life Sciences Competency distinction is awarded to companies that have showcased technical proficiency and customer success in building and managing Life sciences solutions on AWS. "Our achievement of the Life Sciences Competency designation is a testament to the efficiency of our services," says Derheim, with pride. Having been recognized for its contribution already, PTP aims to continue architecting, optimizing, and securing sensitive data for their life sciences customers. **CR**