



Innovating Public Sector Cloud Solutions: The Unified Power of AWS, TD SYNnex, and Partner Success

Explore the dynamic synergy between AWS, TD SYNnex, and our partner resellers, driving pioneering cloud innovation in the public sector. Through collaborative efforts, these success stories exemplify the transformative potential of strategic partnerships, showcasing how together, we're shaping the future of cloud solutions for government entities.

Govplace:

Revolutionizing Public Sector Contracts with FinOps-As-A-Service



When Govplace found itself competing for a crucial USCIS contract renewal, it turned to TD SYNnex's FinOps-A-Service capabilities to gain a decisive edge. By integrating back-office support and driving cost efficiencies into the proposal, Govplace distinguished itself from competitors and clinched a substantial 4-year project exceeding \$200M in value. This success story underscores the power of strategic partnerships in winning and delivering large-scale government contracts.



"We sincerely value the support provided by TD SYNnex's AWS distribution program. TD SYNnex's strong technical expertise, business acumen and emphasis on customer support along with the implementation of the FinOps layer, have all been instrumental in strengthening relationships with many of our critical customers. This strategic partnership has not only set us apart in a highly competitive marketplace but also has enabled us to secure a substantial 4-year recompetes worth more than \$560 million. The expertise of TD SYNnex and their AWS distribution program has been an important component to our success over the last few years and will continue to be a vital partnership as we expand our cloud practice and footprint."

— Alexis Tsokos, Cloud Practice Lead, Govplace

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New Tech Solutions: Pioneering Public Sector Cloud Innovation



As a participant in TD SYNnex’s Cloud Practice Builder program, New Tech Technologies has rapidly ascended in the public sector arena, thanks to its close collaboration with TD SYNnex. In under three years, New Tech Solutions’ concerted efforts have garnered industry acclaim, gained AWS Advanced Solution provider, Public Sector Partner, with Government Competency and culminating in AWS recognizing New Tech Technologies as the Small Business Partner of the Year at re:Invent 2023. This accolade celebrates their commitment to driving innovation and delivering exceptional solutions in the public sector space.



“We at New Tech Solutions (NTS) Inc., extend our sincere appreciation for the tremendous impact of TD SYNnex’s distribution services, particularly through their Cloud Practice Builder program. By leveraging their channel enablement initiatives, we’ve experienced heightened success in the public sector arena. This strategic partnership has not only propelled our growth but also positioned us for industry recognition, as evidenced by the prestigious AWS Small Business Partner of the Year award at re:Invent 2023. Through leveraging distribution and participating in Cloud Practice Builder, we’ve seen significant revenue increases, solidifying the undeniable value of our collaboration with TD SYNnex.”

— Sudhir Rao, VP Cloud & Services, New Tech Solutions (NTS)

Red Oak Strategic: Supporting Democracy & the Electoral Process with AWS



Red Oak Strategic, a graduate of both TD SYNnex’s Cloud Practice Builder and AWS’s Accelerated Partner Development programs, is making significant strides in the public sector landscape. Their recent accomplishment in enhancing transparency, efficiency and security in the Iowa Caucus stands as a testament to their partnership with AWS and TD SYNnex. Red Oak Strategic developed a state-of-the-art app tailored for vote collection, validation, and reporting in the Iowa Caucus. Leveraging AWS infrastructure and services to address critical challenges in security and scalability for real-time vote tracking and reporting, this innovative solution not only ensured data accuracy and security but also handled unpredictable, high traffic spikes from around the globe seamlessly. Red Oak Strategic’s success highlights the transformative impact of strategic collaboration in solving unique and complex public sector challenges.

“The Red Oak Strategic team is immensely grateful for the invaluable support provided by TD SYNnex’s distribution services, particularly through their channel enablement program, Cloud Practice Builder. This initiative has been instrumental in growing and maturing our AWS cloud business, helping to propel our AWS Partnership to new heights of success. Our recent success in developing the Iowa Caucus vote collection and reporting application stands as a testament to the direct, transformative impact of Cloud Practice Builder. Without this program, we wouldn’t have had the resources or expertise to tackle such a complex project. Leveraging distribution and participating in Cloud Practice Builder have been essential in our journey, and we look forward to continued collaboration and success with TD SYNnex.”

— Patrick Stewart, Chief Revenue Officer, Red Oak Strategic

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