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.
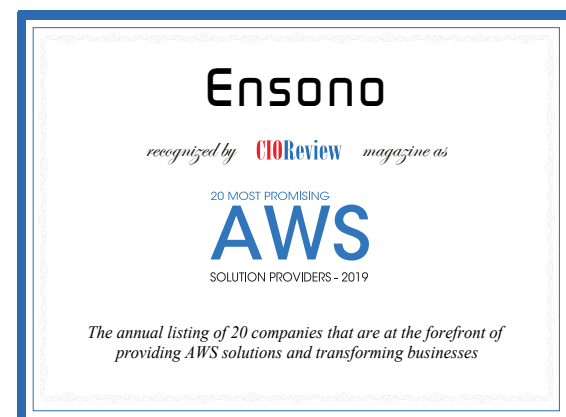
With a comprehensive understanding of these new developments, CIOReview has compiled a list of the 20 Most Promising AWS Solution Providers to guide organizations in harnessing the power of new-age AWS solutions and ensure the advancement of core IT operations within their firms and augment the AWS functionalities they offer to clients.

We are glad to feature Georgia-based Peniel Solutions (PSL) as the 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 to 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."

Ensono

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:
Ensono

Description:
Ensono, a hybrid IT services provider, addresses its clients' current cloud transformation needs while anticipating and engineering solutions for the ever-changing demands of tomorrow

Key Person:
Benjamin Wood
SVP,
Advisory and Consulting

Website:
ensono.com

Ensono
The Gateway to Digital Transformation

The power of AWS is undeniable. There are no boundaries to the capabilities and services it brings to the table from a business and technology standpoint. Organizations are now empowered to accelerate their digital transformation in a way they were never able to do before. Yet, migrating to the cloud can be a daunting experience, mostly when companies have a shortage of in-house skills and capital or have functional responsibilities that tie them back to their existing infrastructure. As a cloud transformation solution provider, Illinois-based Ensono proves its mettle in helping enterprises unleash themselves from the impediments they face in managing the cloud transformation process to better achieve their critical business outcomes.

"We take an outcome-based approach to achieve digital transformation for our clients so we can then be purpose driven in maximizing their two most important strategic assets—people and capital," states Benjamin Wood, SVP, Advisory and Consulting, Ensono. The company maps a customized transformation roadmap and journey based on the organization's business needs to drive agility, innovation, or establish new revenue streams—no matter where they are in their transformation journey. Ensono then provides managed IT services to their clients to optimize and modernize their existing infrastructure and cloud. And with its Cloud Transform Framework, a set of six services—Cloud Activate, Cloud Migrate, Cloud Operate, Cloud Optimize, Cloud Enable, and Cloud Innovate—Ensono helps its clients to not only realize the full promise of the cloud and accelerate the time of transformation but also goes beyond cloud migration to transform existing business applications.

To help clients attain critical outcomes from a business standpoint, Ensono follows an approach called Ensono Flex that allows clients to shift workloads across Ensono's varied service platforms: mainframes, distributed systems, data centers, and private and public cloud. This greater flexibility enables their clients to leverage the entirety of Ensono's services to drive transformation and meet changing business needs without fear of vendor lock-in. As a customer-centric company, Ensono adopts a 'client-in-the-room' approach that challenges them to always test the decisions being made are in a customer's best interest.

"We aim to be a relentless ally for our clients, disrupting the status quo and unleashing them to do great things," says Wood. This is best illustrated by one of the Ensono's long-term strategic partners, Guinness World Records (GWR). GWR, traditionally known for publication of its eponymous book, has diversified into a creative consultancy and digital media agency over the years. GWR's digital media and online record-processing services now attract 50,000 applications a year, and the company's YouTube channel has more than 2.7 million subscribers and hundreds of millions of views per year. They progressed from needing five MBS of data a month to four TBS. This fundamental change in the company meant that the existing IT infrastructure was not suited to the new business demands, which necessitated a move to a managed public cloud. Ensono's long-term strategic partnership with the company demonstrated what was possible with AWS. Ensono devised a more scalable and agile solution that helped them strengthen several functional areas of the transformation, functionally manage their existing infrastructure, and be prepared for the future as well.

> **We take an outcome-based approach to achieve digital transformation for our clients while maximizing their two most important strategic assets—people and capital**

Forging ahead, the company will continue to innovate and invent new solutions to support the outcomes that their customers need as a business. "We will soon roll out services for mainframe modernization to enable organizations with mainframes to take advantage of cloud capabilities while managing within a mainframe environment," says Wood. Ensono has recently launched a Cloud Academy to support individuals in becoming highly productive cloud experts by providing both hands-on experience and the cloud educational background necessary to work in a cloud-specific role. **CR**

Benjamin Wood