

The Strategic Cloud Difference



Intro to Strategic

Strategic Communications specializes in providing government, healthcare, and education customers the latest in IT, AV, and Cloud solutions. We are public sector driven, and are designed to operate as your one-stop-shop for all things multi-cloud within the public sector.

Strategic Differentiators

Dedicated public sector cloud sales team with 12+ reps

- Solutions designed specifically for the public sector

Large suite of government contract vehicles

- NYS OGS IT Lot 3 • 19 NASPO State PAs

Reclaim your data sovereignty from cloud SaaS providers

Custom consolidated billing portal

- Streamlined billing portal with built-in cost optimization

Access to all Cloud Regions in AWS Including AWS GovCloud

Cost Optimization Capabilities

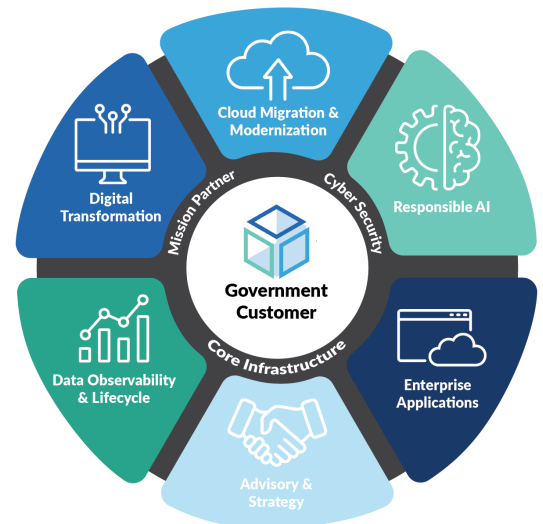
- Enhanced cost savings compared to traditional RIs/savings plans. lower costs with no long term commitments

Cloud Marketplace Ready Solutions

- Strategic Communications enables our partner community to easily get their cloud-native solutions published to AWS Marketplace, where they can be easily consumed through our existing State Cloud Contract Vehicles

Past Performance

- **Florida Department of Economic Opportunity**
CX/UI Transformation for Unemployment Insurance Claims. Cloud Native solution that provided customer service improvements and significant cost savings to the agency
- **Maryland Department of Health & Information Technology**
Provided AWS Infrastructure and Marketplace Solutions. Exclusive AWS Cloud Contract for all State Agencies.
- **Connecticut Department of Labor**
Contact Center Modernization via Amazon Connect. CT DOL saw a 60% reduction in repeat calls and was able to better manage their record high case load.



Core Cloud Capabilities

Cloud Migration & Adoption

- Infrastructure Modernization
- Migration Accelerator
- Multi Cloud Adoption

Responsible AI

- AI Powered Applications
- Secure AI Framework
- AI Vision

Enterprise Applications

- Business Applications
- Cloud Native Development
- Software as a Service (SaaS)

Advisory & Strategy

- Cloud Readiness Assessment
- CCoE Implementation
- Professional Services

Data Observability & Lifecycle

- Data Lakes/Warehouses
- Dashboards & Reporting
- Data Migrations

Digital Transformation

- Customer Experience
- Business Process Optimization
- Financial Optimization

Government Contract Vehicles



State & Local Government Contracts

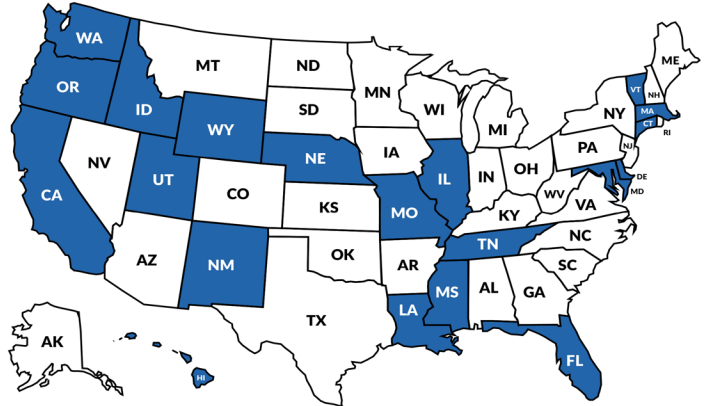
NASPO ValuePoint Cloud

Contract Number: AR2490

Term: Through September 15th, 2026

- California
- Connecticut
- Delaware
- Florida
- Hawaii
- Idaho
- Illinois
- Louisiana
- Maryland
- Massachusetts
- Mississippi
- Missouri
- Nebraska
- New Mexico
- Oregon
- Tennessee
- Utah
- Vermont
- Washington
- Wyoming

NASPO Participating Addendum Map



NYS OGS IT Umbrella Lot 3 *Authorized Dealer

Contract Number: PM69693

Term: Through November 29th, 2025

G2G Marketplace

Contract Number: EQ-013120-01 *Authorized Dealer

Term: Indefinite

Equalis Group

Contract Number: EQ-013120-01 *Authorized Dealer

Term: Through April 30th, 2025

(With 2 Option Renewal Years)

OMNIA

Contract Number: R220802 *Authorized Dealer

Region 4 EXC - TX

Term: Through September 30th, 2025

Federal Government Contracts

NASA SEWP V - Groups C & D

Contract Number: NNG15SC90B

Contract Number: NNG15SC50B

Term: Through October 31st, 2025

(With Two 3 Month Option Periods)

NITAAC CIO-CS

Contract Number: HHSN316201500048W

Term: Through April 30th, 2025

(With 2 Option Renewal Years)

GSA IT Schedule 70

Contract Number: 47QTCA21D007U

Term: Through April 1st, 2026

2GIT - (GSA BPA)

Contract Number: 47QTCA21A000W

Term: Through March 30th, 2026

Army CHESS ADMC-3

Contract Number: W52P1J-19-G-0050

Term: Through March 5th, 2030

Army CHESS ITES SW2

Contract Number: W52P1J-20-D-0065

Term: Through August 30th, 2030