

World Wide Technology

Company Overview

Founded in 1990, WWT has grown from a small product reseller into a technology solution provider with over \$12 billion in annual revenue and more than 6,000 employees. We serve the technology needs of Enterprise, Public Sector, and Global Service Providers around the globe, including many of the world’s best-known brands. WWT ranks on Fortune’s Best Places to Work for 8 straight years.

Practice Areas

- AI & ML
- Big Data/Analytics
- Application Development/Migration/Modernization
- Cloud Services/Management/Data Management
- DevOps
- Enterprise Architecture
- Hybrid Cloud Platforms
- IoT
- Mobile
- Networking
- Security
- Telco/Service Provider

What Makes Us Different

- *30 Years of Enterprise Customer Experience – 400 Dedicated Enterprise/PubSec Account Teams(Client mgrs., BD, Engineers, 3 AWS Ambassadors on staff)*
- *Fortune 250/Large Public Sector Clientele with Master Service Agreements*
- *Advanced Technology Center - \$600 Million R&D, POC, and Lab as a Service – Customer Demos/Proof of Concept/ Innovation Sandbox as a Service*
- *Deep experience in Data Center, Hybrid, and Cloud Experts – Capabilities Spanning On-Prem, Hybrid, and Public Cloud*

- *WWT Software Division: 600+ App Developers*
- *Mature Big Data/Analytics/AI/ML/IoT/Mobile Practices*
- *Over 100+ Key ISV/Partners available for demo/POC’s*
- *Best in Class Global Supply-Chain/Logistics/Services For On-Prem & Hybrid Solutions*

Solutions Sweet Spot

Amazon Web Services(AWS) Cloud Architectures & Migration

Strong expertise with a variety of AWS technologies, ISVs and workloads. Hybrid architectures: Co-lo (Equinix) , and VMC; Networking (cloud, and SD-WAN); AWS Outposts. Security Solutions: Native and ISV; Storage solutions; Backup and DR solutions; Application Dependency Mapping; Consulting Services – ORA, CMA

Big Data/AI/ML For Digital Transformation

Clients have access to a highly qualified data science group that has experience working with the latest AI frameworks. Our experienced data scientists first help organizations understand their level of data maturity, then identify and prioritize clear business use cases that can provide quick and exceptional value.

CloudOps, DevOps, ProdOps

Strong Expertise with a variety of DevOps tools and technologies, Automation, configuration management, CI/CD technologies, Monitoring and management, Log aggregation and analysis.

Application Services:

Development/Modernization/Refactoring

Over 500 US based software developers with a proven track record of custom solutions and development for Fortune 500 clientele and ISV partners. Application Modernization specialty (microservices and replatforming for cloud). Legacy Application Integration: Application integration expertise with legacy systems Software & DB Supported: Open-source technologies and application development stacks, Erlang, Java, MS .Net, MySQL, PostgreSQL, SQL Server, Oracle,

MongoDB, DynamoDB, Confluent, Kafka, containers, K8s clusters, and deployment.

Clientele Sweet Spot

Large Enterprises (including Fortune 500)

As a trusted advisor across Digital Strategy, Application Assurance, Data Management, Enterprise Architecture, and Operations, we work with large multi-vendor teams on cloud architecture, software development, and/or legacy integration projects, and provide execution through a pool of technical architects and DevOps Engineers.

Federal & SLED

We are a strategy & execution organization with over 30 years of experience and credibility that our customers trust for recommendations. We deploy a customized team consisting of architects, engineers, and developers, based on the client’s business requirements and budgets.

Partner Highlights

AWS - Advanced Consulting Partner, AWS Solution Provider, Government Reseller, Public Sector Partner Program, Marketplace Partner, Well-Architected, Immersion Day

Competencies: <https://www.wwt.com/aws-public-safety-and-disaster-response-partner-page>

<https://www.wwt.com/aws-devops-partner-page>

Key Partners: CloudCheckr, DivvyCloud, Splunk, Rubrik, RedHat, Hashicorp (Terraform, Vault), Cisco, F5, Palo, NetApp, Dell EMC, Splunk, Rubrik, VMware, Equinix, Fortinet, Pure

Key Verticals

Media/Publishing	Healthcare	Service Provider
Retail	Public Sector	Energy
Manufacturing	Financial Serv.	Transportation

Corporate Information

Founded	Jul 1990
Employees	6000+
Officers	David L Steward, <i>Chairman of the Board</i> Jim Kavanaugh, <i>CEO</i> Joe Koenig, <i>President</i> Mike Taylor, <i>CTO</i>
Locations	Corp HQ: St Louis, MO Locations: US, Europe, Asia Pacific
Contact Info	+1 (800) 432-7008 http://www.wwt.com/ cloud@wwt.com

Partner Reference Customers / Solutions

The following are Customer / Solutions highlights:

Customer Solution	University of Phoenix realizes the benefits of DevOps
Customer Solution	An Innovative Approach To Auto Scaling Servers In The Cloud: Pilot Lighting
Customer Solution	ITDRC: Uses Edge Computing to Speed Recovery from Natural Disasters
Customer Solution	McCoy Global: Takes Seat as Digital Leader with Cloud Platform

AWS Partner Sales Reference Materials

The following are additional sales enablement assets:

WWT Website	AWS Partner Landing Page
GTM Assets	WWT Advanced Technology Center Portal
APN Profile	WWT AWS Advanced Consulting Partner

AWS Services Offerings At-A-Glance

The following highlights some of WWT's AWS services offerings, and alignment to the cloud adoption framework, and AWS migration acceleration strategy:

Cloud Adoption Readiness	5 step approach, and allows customer to come in at different steps depending on if they already have artifacts from previous steps either from WWT or from outside company, or from internal.
Cloud Security Assessment	Deliver to the customer a set of controls, policies, methods that help them meet and exceed their needs today and in the future while training their personnel or supplementing their staff to help fill gaps in knowledge or skill.
Cloud Network Assessment	Deliver a cloud workshop to help develop a networking strategy around cloud connectivity, including multi-region, edge, on-prem and all aspects of a cloud environment.
Cloud Migration Readiness Assessment	A workshop used to quickly assess where a client is with their cloud adoption and determine the next steps required to migrate workloads to the AWS platform.
Cloud Business Office Accelerator	Help build a CCOE. WWT has helped hundreds of organizations transform and embrace cloud technology in the pursuit of digital transformation efforts.
Cloud Operations	The cloud operations strategy engagement is centered around assessing organizations' current staff, tools, and processes used to manage and run their cloud environment.

AWS & WWT Partner Contacts

The following is a summary of the AWS & WWT Contacts:

AWS Contacts	
Partner Manager (Public Sector)	Victoria Thompson 408-334-3370 Thompson.Victoria@amazon.com ,
Partner Manager (Commercial)	Michelle Olson 651-468-6550 olsonmo@amazon.com
Partner Solution Architect	AWS Partner Solutions Architecture Team Aws-sa-wwt@amazon.com
WWT Contacts	
Partner Manager	Shannon Heimburger 636-734-9820 Shannon.heimburger@wwt.com
AWS Practice Technical Lead	Long Le Long.le@wwt.com
Business Development Manager	Jack French 314-780-2473 Jack.french@wwt.com



Advanced Consulting Partner

Public Safety and Disaster Response Competency

DevOps Competency

Public Sector Partner

Immersion Day Partner

Solution Provider