Cloudticity Uses the APN to Mature its Practice and Gain New Customers

"Our APN relationship has been instrumental in gaining almost all of our new customers. We lead with our APN credentials whenever we engage new prospects."

- Gerry Miller, Founder & CEO, Cloudticity

Cloudticity provides healthcare organizations with HIPAA-compliant, cloud-based solutions, with a customer base that provides healthcare services to more than tens of millions of patients.

Cloudticity's success has been enabled by its participation in the AWS Partner Network (APN). "We joined the APN as soon as we got started, and strive to be early adopters of APN programs," says Miller. "I believe that you get out of the APN what you put into it. As opportunities to participate in the evolution of the APN come about, we evaluate what makes sense for us given our business and technical goals. As we compete in a growing marketplace, our APN distinctions are critical in differentiating us from tens of thousands of APN Partners worldwide."

Meeting the high standards of APN programs, including achieving Advanced Consulting Partner Tier status, joining the AWS MSP Program and the AWS Competency Program, helped Cloudticity mature both functional and technical elements of its business.

"The third-party AWS MSP audit includes many pillars of focus. One area that surprised us was the strong focus on business specifics," says Miller. "When we first prepared for the AWS MSP audit, we were tiny, and most companies of our size aren't as focused on investing in some of the criteria and expectations outlined in the audit. Preparing for the audit forced us to grow up. We were driven to focus on areas that we may not have been as tuned into initially—such as formalizing our security program. Because we committed to meet that bar, we behaved like a much bigger company; and, in turn, we matured our practice much faster."

Miller credits the high standards of APN with helping Cloudticity become HITRUST-certified, a standards-setting certification focused on the safeguarding of sensitive information and management of information risk for global organizations across industries. "One of our biggest differentiators is our HITRUST certification," says Miller. "We would not have gained that in the time we did without having gone through the process to prepare for APN program audits."

Cloudticity works with teams across AWS to help healthcare companies successfully migrate to and take advantage of the AWS Cloud. "Being able to bring AWS resources—such as regional sales managers, healthcare-focused solution architects, and executives—into sales opportunities and going-to-market with AWS through marketing campaigns, co-written blogs, and events have opened up doors for us that we would not have been able to touch otherwise," says Miller.

Competitive Focus

- Healthcare, HIPAA, and HITRUST

Global Presence

- The United States
- Europe
- Canada

AWS Offerings

- Cloudticity Oxygen, managed services for HIPAA applications on AWS
- Cloud Application Architecture and Development
- Migrations to AWS
- DevOps Automation on AWS

APN Distinctions

- Advanced Consulting Partner
- Managed Service Provider (MSP)
- AWS Public Sector Partner: Government
- Well-Architected Partner
- DevOps Competency Partner
- Healthcare Competency Partner
- AWS Service Catalog Service Delivery
- Amazon EC2 Systems Manager Service Delivery
- Amazon QuickSight Service Delivery

About Cloudticity

Cloudticity helps healthcare organizations design, build, migrate, manage, and optimize HIPAA-compliant solutions on Amazon Web Services (AWS). Founded in 2011, Cloudticity has helped providers, payers, and companies that sell to the healthcare industry remain secure, compliant, and highly available to patients and the customers relying on them. Cloudticity is HITRUST-Certified.