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AWS SPECIAL

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20 Most Promising AWS Solution Providers 2016

Cloud computing is the latest megatrend that is empowering organizations to evolve in a rapidly transforming technology landscape. In the past few years, the cloud computing space has witnessed incredible growth, driven by commodity public clouds that deliver extremely low cost compute and storage services appropriate for web-scale applications. In this paradigm, Amazon Web Services (AWS) has emerged as a dominant force.

With products such as Amazon Glacier and Amazon Simple Storage Service (S3) for storage, and Amazon Route 53 for networking, AWS is empowering organizations that wish to harness the power of the cloud to propel their applications development. Being a piece of infrastructure that is supporting the current tech boom, AWS allows companies to handle traffic, store videos, power a database, and run analytical operations.

While many small and large enterprises have embraced the prowess of AWS to manage different workloads, there are still quite a few companies that are yet to make the leap.

To assist CIOs maneuver in the right direction while adopting AWS, a distinguished panel comprising CEOs, CIOs, VCs, and analysts along with the CIOReview editorial board has selected the leading AWS solution providers. The companies featured here demonstrate an ability to develop innovative technologies combined with outstanding customer service.

In our selection, we looked at the vendor's capability to fulfill the burning need for cost-effective and flexible solutions that will add value to the AWS landscape.

We present to you 20 Most Promising AWS Solution Providers 2016.



Company:
CSS Corp

Description:

CSS Corp, a global leader in Customer Experience (CX) and Technology transformation services, brings the best technology, methodology and cloud transformation solutions

Key Person:
Nishikant Nigam,
EVP & Chief Delivery
Officer

Website:
csscorp.com

CSS Corp Leveraging AWS to Enhance Customer Experience

With two decades' worth of knowledge in building and leading large IT services business across all service lines, Nishikant Nigam, EVP and Chief Delivery Officer, CSS Corp, acknowledges that cloud technologies impact every aspect of a business. From being a mere buzzword, cloud has become a proven computing model with long term business benefits. As an early adopter of cloud and with the capability of building intelligent cloud tools, CSS Corp stays ahead of the technology curve. However, Nigam stresses that many organizations are struggling with hybrid cloud adoption, which fundamentally changes the IT landscape, requiring re-engineering of enterprise IT architecture and integration with enterprise data centers. "Another concern that CIOs face is the long timeline for workload migration. The industry needs a solution that accelerates workload migration while decreasing cost and downtime, and enhancing the customer experience," adds Nigam.

“Our industry leading management platform provides a holistic solution for Hybrid Management including security for the enterprise

CSS Corp has built deep technical expertise by partnering with key cloud providers like Amazon Web Services (AWS) to build multi-tenant platforms for the management of hybrid cloud workloads, security, performance, and migration. "We have developed targeted frameworks and

accelerators for designing and managing enterprise-class public, private, and hybrid cloud infrastructure, with minimal disruptions, low risks, and reduced costs," states Nigam. "Our comprehensive cloud services include consulting and readiness assessment, transition and integration, and SLA based managed services around the AWS cloud platform."

CSS Corp's cloud offerings extend from automated assessments of application and migration of workloads into cloud to the ongoing management of cloud infrastructure and ecosystems. Their modular cloud solutions transform business and IT and provide catalogue-based services, ensuring agility, standardization, governance, and optimization of cloud environments.

With IPs and platforms built to scale, their platform accelerates cloud adoption and allows organizations to migrate workloads at internet scale with minimal risk. This significantly reduces the transformation timelines and increases the ROI—enabling efficient usage of technology infrastructure. "Moreover, the ability of our platform to perform automated assessment, categorization of applications, and automated migrations leveraging industry leading tools, results in accelerated adoption of cloud (up to 3x compared to traditional players)," asserts Nigam. In addition, cloud optimization and hybrid management cause a major challenge for enterprises. "Our industry leading management platform provides a holistic solution for Hybrid Management including security for the enterprise. With intensive analytics engine and cloud best practices, we reduce spends significantly for our clients. Organizations looking to move faster



Nishikant Nigam

with greater agility consider our solution to be highly responsive to their changing business needs. Our services help companies launch products and services up to 60 percent faster and facilitate up to 40 percent TCO savings," adds Nigam.

Since agility, scalability, and faster time to market become key factors for the success of any software application or system, CSS Corp helps improve productivity up to 30 percent with a focus on automation, accelerators, and framework. By leveraging the AWS partnership, CSS Corp has successfully delivered positive business outcomes to many global customers. "We have saved millions of dollars for a leading FMCG company by helping them adopt AWS cloud solutions with value based pricing models to lower IT operating costs. We also have a history of launching websites within two days with our customized solution, with a robust digital strategy—delivering 99.9 percent uptime and thereby improving end customer experience," affirms Nigam.

CSS Corp stays ahead of the competition by being a reputable integrator and an advanced consulting partner of AWS. As a strategic support partner, "we are committed to nurturing long-term client relationships by revamping our cloud, analytics, and digital strategy—redefining cost structures, strong business outcomes, and unrivaled customer experiences," states Nigam. Forging ahead, "We see CSS Corp to be a very strong quadrant in the cloud and digital space along with our traditional service lines, embracing newer technologies to evolve into a more powerful, progressive, and dynamic organization," concludes Nigam. **CR**