



AWS and Smartsheet partner together to serve mutual customers and drive innovation

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Amy Belcher
Director Worldwide Public Sector Global ISV Partners at AWS



Partner:
Amazon Web Services

Industry:
Technology

Organization Size:
Enterprise (10,000+ employees)

Region:
North America

Website:
aws.amazon.com

Amazon Web Services (AWS) is a global leader in cloud technology. The company provides a reliable, scalable, low-cost cloud platform currently used by hundreds of thousands of companies in 190 countries. Millions of customers—including startups, enterprises, and government agencies—rely on AWS to lower costs, become more agile, and innovate faster.

Background

AWS delivers many of its technology solutions through the AWS Partner Network (APN), a large partner community that leverages programs, expertise, and resources to create and sell technologies to customers. The APN has more than 150,000 partners from more than 150 countries. *“It’s been amazing to work with Independent Software Vendor partners who are helping our customers solve some of the greatest challenges around the world,”* says Amy Belcher, director, worldwide public sector global ISV partners for AWS.

AWS also offers the Authority to Operate (ATO) on AWS Program, a set of resources solution providers can use to accelerate the security and compliance authorization processes for government security standards such as the Federal Risk and Authorization Management Program (FedRAMP), the Federal Information Security Management Act (FISMA), and the European Union’s General Data Protection Regulation (GDPR).

Building a strong partnership

The AWS Global Partner Program team was initially introduced to Smartsheet when Smartsheet was onboarding as an AWS customer and going through the ATO process. Smartsheet then became AWS’ ISV partner, and it continues to support many of AWS’ mutual customers. *“Smartsheet and AWS have built an amazing and strong partnership together,”* says Belcher. For example, in the public sector, by building on AWS GovCloud, Smartsheet and its government customers can host sensitive

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data and regulated workloads. *"I have seen that Smartsheet has taken what I call the sand out of the gears and simplified complicated processes for my team and many of our mutual customers,"* Belcher says.

A shared customer obsession and drive for innovation

As AWS and Smartsheet have grown their partnership, both companies have increased their focus on meeting customers' business and technical needs. *"We are both customer-obsessed. Smartsheet and AWS are working together to help our customers streamline workflows and accelerate their digital transformation,"* Belcher says.

In addition, AWS and Smartsheet share a drive for innovation. *"One of our leadership principles is 'Invent and Simplify,' and that's exactly what Smartsheet and AWS are striving for on behalf of our customers. We're solving problems in a simple, innovative way,"* says Belcher. *"With customer-obsession and drive for innovation at the core of our partnership, Smartsheet and AWS look forward to serving customers around the world together."*

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