

## AllCode

### Company Overview

AllCode is a 9 year-old San Francisco based cloud service provider and strategic advisor. We design, build, integrate and manage sophisticated infrastructure solutions and software applications. Our clients range from Fortune-level global enterprises to Silicon Alley start-ups. We are technology agnostic, and have a long track record of successfully delivering the right solutions using the right technology.

### Practice Areas

- Data Recovery
- Cloud Services & Management
- Mobile Application Development
- Cloud application Development
- Database Development
- SaaS Development

### What Makes Us Different

- Experienced, cross-trained team of seasoned technology professionals
- 6 year history of happy clients and successful engagements
- Expertise in full lifecycle of software development solutions delivery: from conception through design, implementation and operation
- Expertise with solutions architecture, execution and ongoing management
- Flexible, technology agnostic approach to designing solutions that best meet client needs
- Ability to comprehensively review and understand business requirements, technology constraints, compliance and regulatory issues through senior partner-level involvement
- Expertise with solutions architecture, execution and ongoing management
- Hybrid delivery model, utilizing seamlessly integrated on-shore and off-shore teams

### Solutions Sweet Spot

#### AWS Cloud Architectures & Migration

Strong expertise with a variety of AWS technologies and workloads; Hybrid architectures; Networking, security and storage solutions; Backup and DR solutions; Specialized services in Amazon Quicksite and RDS; Dev Ops Competency

#### Managed Services: CloudOps, DevOps, ProdOps

Strong Expertise with a variety of DevOps tools and technologies; Automation, configuration management, continuous deployment technologies; Monitoring and management; Datacenter buildout and operations

#### Software Solutions

Development expertise with a variety of open-source and database technologies; Android and iOS mobile development

### Clientele Sweet Spot

#### Mid-size Businesses and Well-funded Startups

We employ a SWAT-team approach to architect, build and manage entire app stacks and/or hybrid systems infrastructures, using a combination of different technologies as per the client's business requirements and budgets

Reference clients: Twillio, DataStax, Remitter, ICANNNotes, True Accord, Homebase, Consejo Sano, Let's Play Soccer

#### Small Businesses

We work with medium multi-vendor teams on software architecture development and/or legacy integration projects, and provide execution through senior partner-level involvement

Reference clients: Driftwood, Doma, APBNet, Caveat, Trove

### Key Technologies & Partnerships

#### Cloud Ecosystem

AWS (Premier Consulting & Channel Reseller Partner), Azure, GCP, Digital Ocean

#### Systems & Networks

Linux/Windows, Cisco, VMware

#### Software, Databases

Open-source technologies and application development stacks, Java, Ruby, Python, PHP, NodeJS, MS .Net, MySQL, PostgreSQL, SQL Server, Oracle, MongoDB

#### Mobile

Android, iOS

### Key Verticals



- Healthcare
- Fintech
- Start Ups
- Sports/Gaming
- Internet Businesses

### Corporate Information

<b>Founded</b>	Feb 2015
<b>Employees</b>	72
<b>Officers</b>	Joel Garcia, <i>CEO &amp; CTO</i> Lydia Benham, <i>COO</i> Nikhil Mohan, <i>VP Sales</i> Mike Alvarez, <i>VP Engineering</i> Sabine Henderson, <i>Director of Q/A</i>
<b>Locations</b>	Corp HQ: San Francisco, CA, USA Columbia: Medellin
<b>Contact Info</b>	+1 (415) 890 - 6431 <a href="http://www.allcode.com">www.allcode.com</a> <a href="mailto:info@allcode.com">info@allcode.com</a>

Partner Reference Customers / Solutions

The following are Customer / Solutions highlights:

	AllCode enhanced their platform scalability; migrated data from RavenDB to SQL Server; Configured Identity Server and reduced manual intervention with PowerShell scripts
	AllCode implemented Amazon Quicksite to help them make data empowered decisions with an easy to use data visualization dashboard
	AllCode planned, drafted and built the Centro Business Planning mobile applications for iOS and Android
	AllCode performed an AWS Well Architected Framework Review and migrated them to AWS Control Tower; AllCode assisted in their acquisition of SOC 2 compliance

AWS Managed Partner Sales Reference Materials

The following are additional sales enablement assets:

Wikis	Description and link to various wiki's
Sharepoint	Description and Link to AWS NA Partner team site
GTM Assets	Description and link to other GTM assets on Partner enablement portal
APN Profile	<a href="#">AllCode Partner Page</a>

SFDC Profile	Description and link to Partner's SFDC profile (including PDM plan)
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AWS Services At-A-Glance

The following view highlights AllCode's alignment to the APN program and AWS service offerings:

Solutions	Programs	Workloads	Industry	Customer Segment	NA Sales Area
IoT	Channel Reseller	MSFT Workloads	Government	Global	Canada
Storage	Managed Service	MSFT Exchange	Healthcare	Strategic	US West
Mobile	Service Delivery	SAP	Life Sciences	Enterprise	US Central
Migration	Public Sector	Oracle	Financial Services	Named	US Northeast
DevOps	Marketplace		Digital Media	Territory	US Southeast
Security	Test Drive		Marketing/Comms	Startup	
Big Data	Training Partner				
Saas Enablement					
End User Computing					

AWS & Managed Partner Engagement Contacts

The following is a summary of the AWS & Managed Partner Engagement Contacts: <create NSI specific chart>

AWS Contacts		Partner Contacts	
PDM	<Tarryn Heath, <a href="mailto:tarrynh@amazon.com">tarrynh@amazon.com</a> >	Alliance Lead	<Lydia Benham, <a href="mailto:lydia@allcode.com">lydia@allcode.com</a> >
PSA	<N/A>	Technical Lead	<Joel Garcia, <a href="mailto:joel@allcode.com">joel@allcode.com</a> >
PSM	<N/A>	Sales Lead	<Nikhil Mohan, <a href="mailto:nikhil@allcode.com">nikhil@allcode.com</a> >
PSL	<N/A>	Area Sales Leader	<Nikhil Mohan, <a href="mailto:nikhil@allcode.com">nikhil@allcode.com</a> >
FPMIM	<Samuel Swanson, <a href="mailto:swanmsam@amazon.com">swanmsam@amazon.com</a> >	Marketing Lead	<Lydia Benham, <a href="mailto:lydia@allcode.com">lydia@allcode.com</a> >