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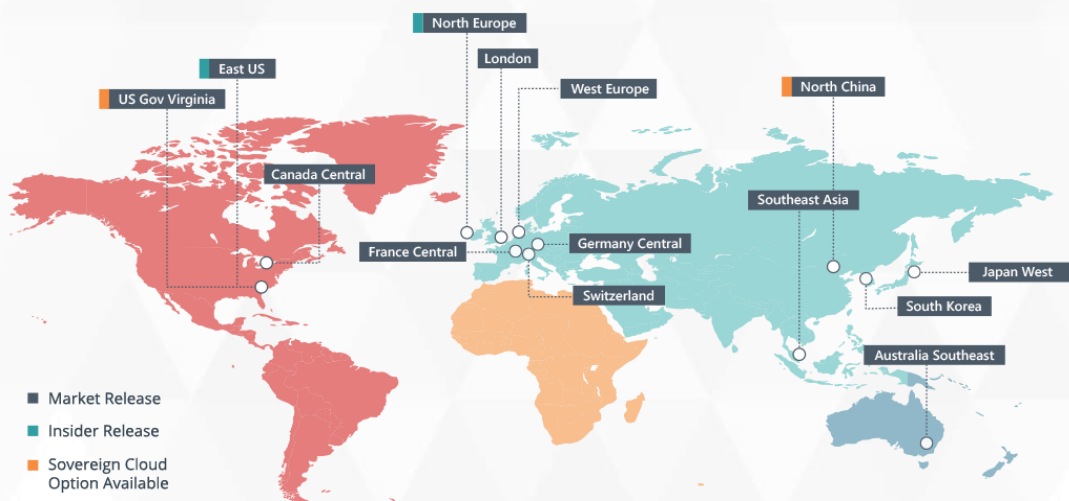- Microsoft MVP
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About AvePoint

Secure Collaboration and Optimize SaaS Operations

ISO Certification

27001:2013

17K Customers

8M Cloud Users

88 Countries

7 Continents

AvePoint is headquartered and maintains its principal operational center in Jersey City, NJ, with approximately 1,500 employees across five continents.

AOS-UG

Our cloud services are a FedRAMP (moderate) Authorized SaaS solution for use across all agencies. We renewed our authority to operate January 2022.

Map legend:
- Market Release
- Insider Release
- Sovereign Cloud Option Available

Map labels: North Europe, East US, London, West Europe, North China, US Gov Virginia, Canada Central, Southeast Asia, France Central, Germany Central, Switzerland, Japan West, South Korea, Australia Southeast

14 Global Cloud Instances

99.9% Availability Backed by Azure

24/7 World-Class Support

100PB Managed Customer Data

Microsoft Partner

Gold Application Development
Gold Collaboration and Content
Gold Cloud Productivity
Gold Messaging
Gold Datacenter

Microsoft

Where We Are Headed

Sustainable cloud model to transform your agency

Why **FedRAMP solutions** can securely get you there

Cloud Smart Operating Model
– How to make it more:
- Resilient
- Controlled
- Productive

Digital Transformation Accelerated During the Pandemic

~63% Prefer hybrid or fully-remote work[1]

67% Projected growth in Desktop as a Service in 2021[2]

23% Increase in cloud spending in 2021[2]

1) McKinsey Reimagine Work: Employee Survey, https://www.mckinsey.com/business-functions/organization/our-insights/what-employees-are-saying-about-the-future-of-remote-work, (Dec 20-Jan21). 2) Gartner Press Release https://www.gartner.com/en/newsroom/press-releases/2021-04-21-gartner-forecasts-worldwide-public-cloud-end-user-spending-to-grow-23-percent-in-2021 (April 2021).

Data Growth and the Cloud Have Entirely Changed the IT Landscape

"Explosive" Enterprise Data Growth

CAGR of enterprise data **23%[1]**

Digital Transformation / Shift to Cloud

21%[2] CAGR of cloud storage

Data Loss

Security issues

Compliance

Behavior

Digital Collaboration

MSFT Teams YoY user growth rate in early 2021 **~90%[3]**

Enterprises Deploying Complex Environments

~92%[4] of respondents have a multi-cloud strategy, 82% hybrid

1) Worldwide Global Datasphere & StorageSphere Forecast, CAGR from 2020-2025: IDC Market Forecast, (March 2021). 2) Cloud Storage Market: Global Opportunity Analysis and Industry Forecast, CAGR from 2020-2027, Allied Market Research, (April 2020). 3) Microsoft public filings and transcripts. Teams users as of April 2021 is 145mm vs 75mm in April 2020. 4) Flexera 2021 State of the Cloud Report . https://info.flexera.com/CM-REPORT-State-of-the-Cloud (Survey: Nov 2020, Report 2021)

Smart and Modern Cloud Strategy in U.S. Public Sector

> To realize the full benefit of cloud technology, agencies must cultivate an organizational mindset of constant improvement and learning. Modernization is not a commitment that is sustained solely by interventions once every decade. Rather, modernization is a constant state of change and part of the day-to-day business of technology at every agency.
>
> *Office of the Federal Chief Information Officer*

Legacy & On-Premises → **Migration** → **Data Protection** → **Information Management** → **Operational Governance** → **Total Cloud Transformation**

Cloud Strategy Pillars

Security	Procurement	Workforce
• Continuous Data Protection	• Category Management	• Skill Gaps/Reskilling
• FedRAMP/StateRAMP/Local Security Program	• Service Level Agreements	• Communication Engagement
• Trusted Internet Connections	• Security Requirements for Contracts	• Transition Strategies

Tackling Without a Model is NOT an Option

- Detail and Comprehensive Migration Planning

- Balance Solution Sustainability with the Incorporation of New Capabilities into Your Environment

- Nurture and Direct Employee Adoption

Agency Operations

Agency Security

Cloud
Smart Operating
Model

Agency Governance

Agency Enablement

FedRAMP Program

Eliminates duplicative efforts Cloud Service Providers (CSP) would have to complete for each agency by providing a common security framework.

Stages to FedRAMP Authorized

FedRAMP Ready

Ready To Start Process, But Needs an Agency Sponsor

A designation provided to CSPs that indicates that a FedRAMP – recognized Third Party Assessment Organization (3PAO) attests to a CSO's security capabilities, and that a Readiness Assessment Report (RAR) has been reviewed and deemed acceptable by the FedRAMP PMO.

FedRAMP In Process

Agency Sponsor/JAB And Working Towards Authorization

A designation provided to CSPs that are actively working toward a FedRAMP Authorization with either the Joint Authorization Board (JAB) or a federal agency.

FedRAMP Authorized

Is An Authorized Vendor

A designation provided to CSPs that have successfully completed the FedRAMP Authorization process with the JAB or federal agency. There are three impact levels based on the :

- Low: Meant for data intended for public use. Data loss would not compromise the agency's mission, safety, finances, or reputation.

- Moderate: Vendors can securely support data such as PII. Agencies that would have an impact if data was compromised.

- High: Agencies with the most sensitive data that would be gravely affected by comprised data.

Secure Collaboration That Fits Your Mission

FedRAMP Moderate Controls

	AvePoint Online Services (AOS)	AOS US Sovereign Cloud (AOS-US)	AOS for US Government (AOS-UG)
Application	AOS	AOS	AOS *FedRAMP Moderate*
PaaS *Infrastructure & operations*	**AvePoint Cloud Ops** *Standard Cloud Ops*	**AvePoint Cloud Ops** *US Persons Only*	**US Gov Cloud Ops** *FedRAMP Moderate*
Data Center	**Azure US East** *FedRAMP High*	**Azure Gov** *FedRAMP High*	**Azure Gov** *FedRAMP High*

FedRAMP Authorized   Not Pursuing FedRAMP

New FedRAMP (moderate) Authorized

USE CASES

Resilient
- Multi-SaaS data protection
- Manage information not end-users

Controlled
- Transformed security reporting
- Flexible M365 license management

Productive
- IT self-service catalog
- Self-service data recovery

Resilient

Cloud Backup

Multi-SaaS data protection

- Microsoft Dynamics

- Salesforce

- Google Workspace

Records

Manage information not end-users

- Manage M365 content lifecycle alongside physical records

- Automate business rules to determine lifecycle outcomes

- Maintain oversight with built-in reporting and auditing
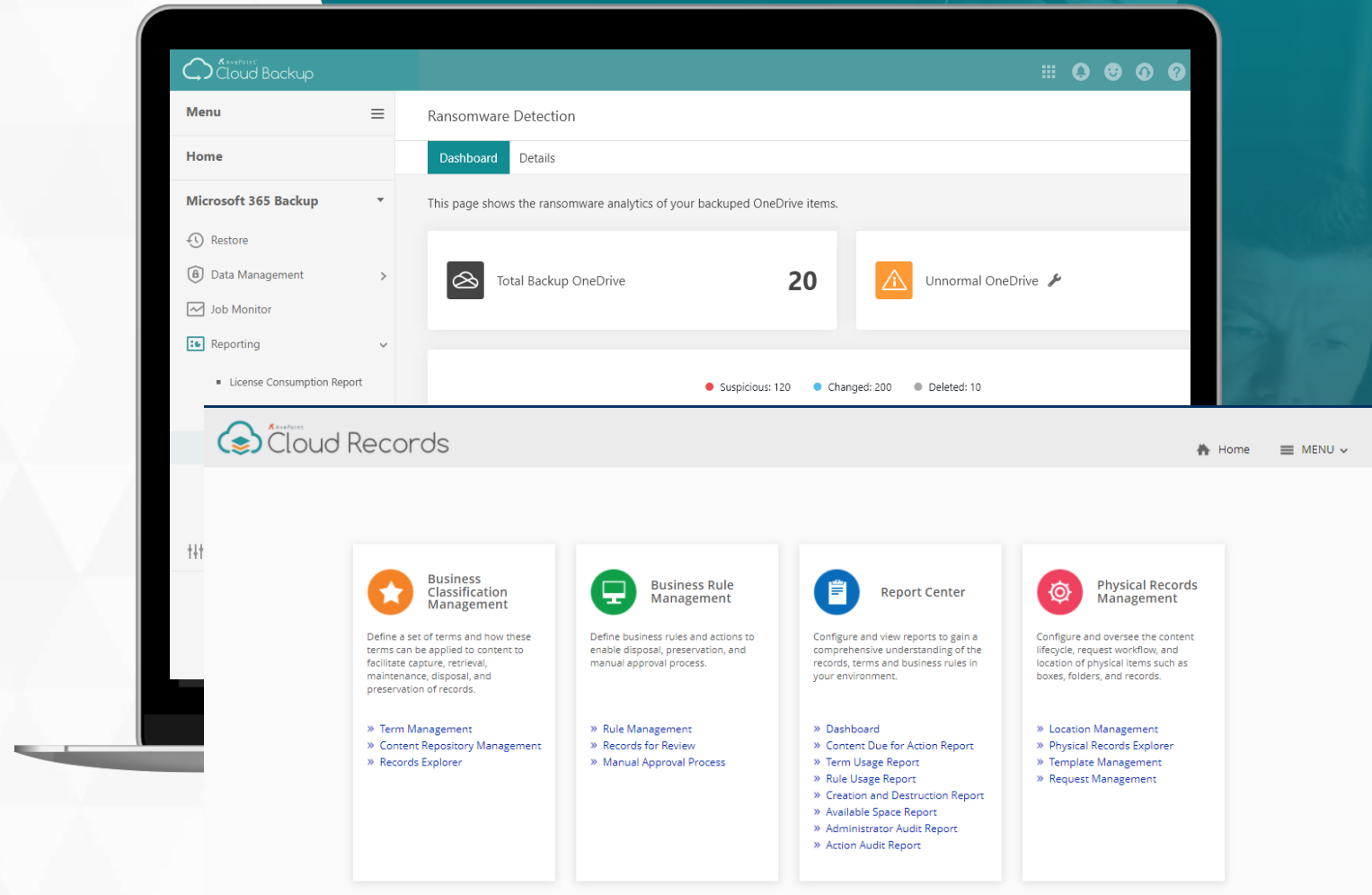
Controlled

Insights
Transform security reporting

- Enable central reporting over M365 security

- Monitor, control and set access policies for external users based on workspace or metadata

Policies
Ensure policy compliance

- Define risk with Microsoft's sensitive information templates for public sector

- Monitor, control and set access policies for external users based on workspace or metadata
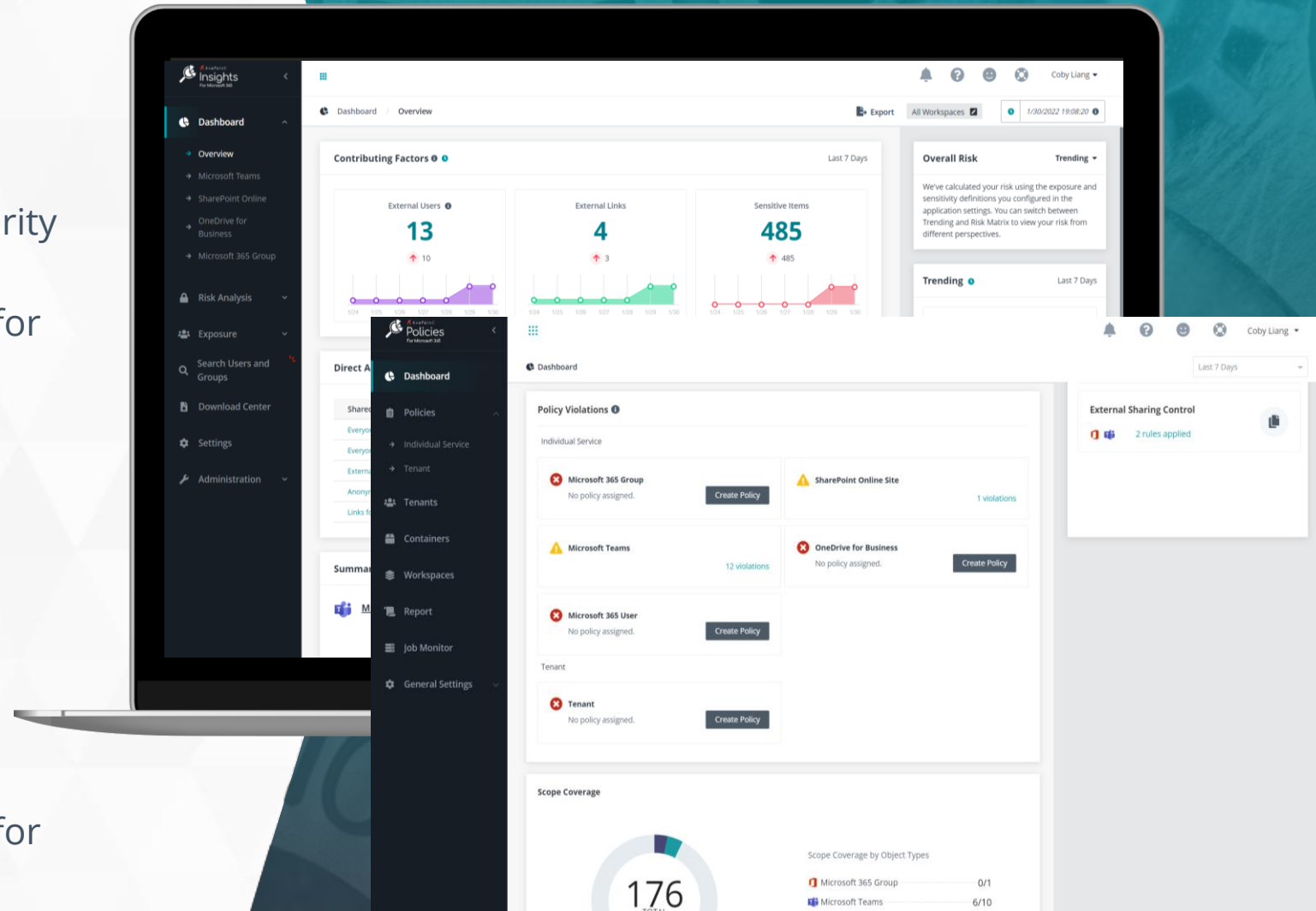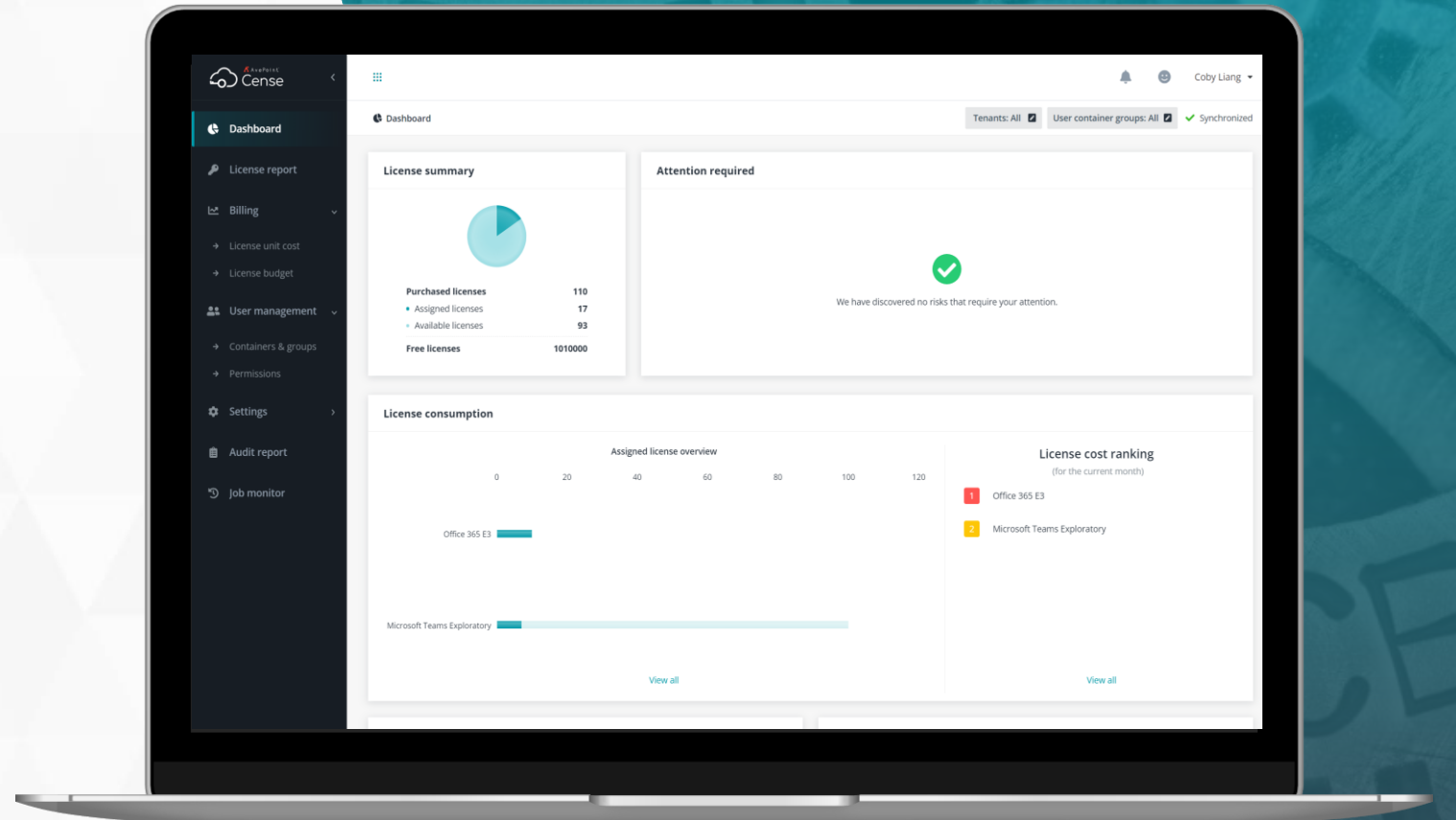
Controlled

Cense

Flexible M365 license management

- License insights

- Delegated license control

- License budget management

- Flexible user group

Productive

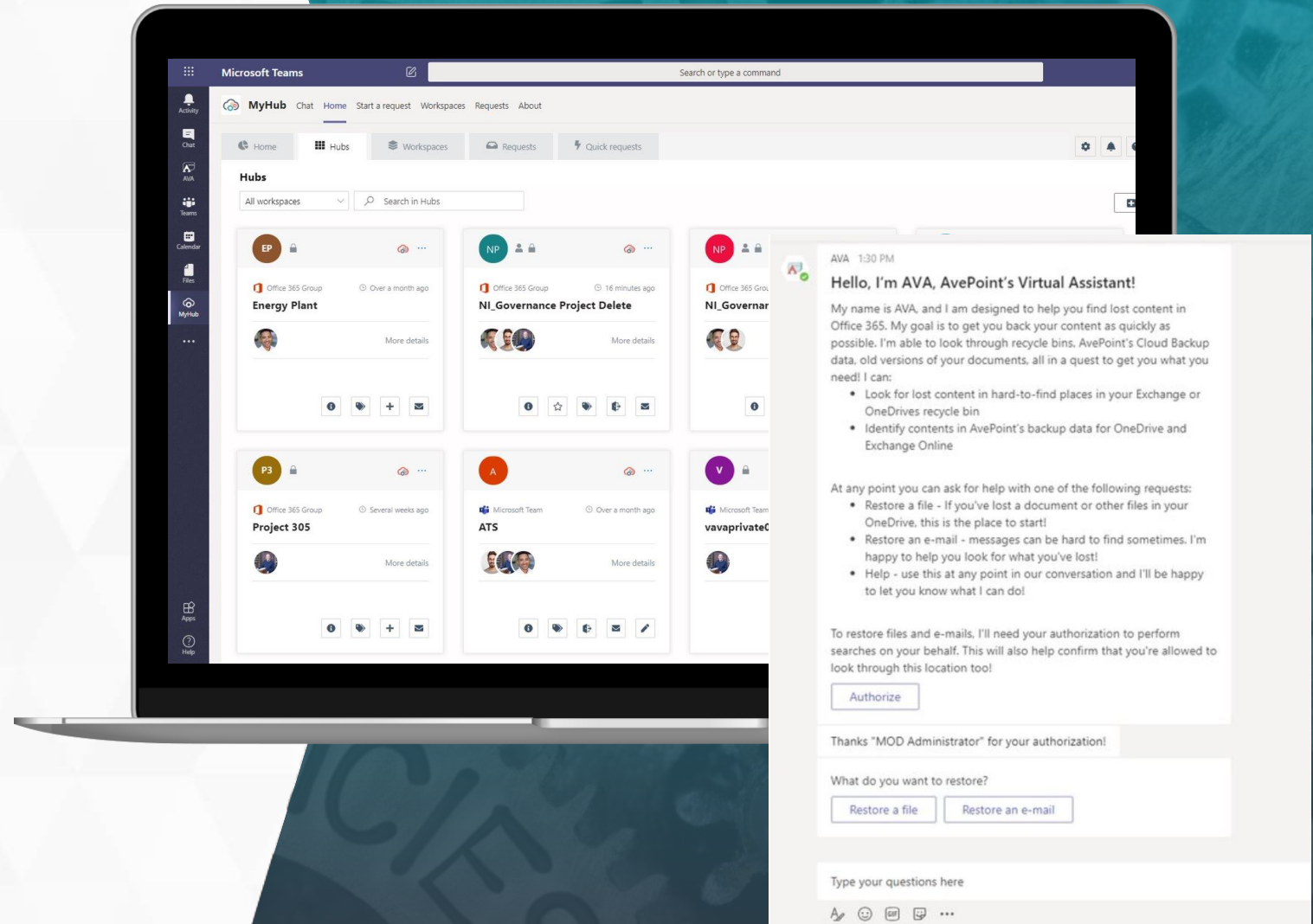## MyHub for Microsoft Teams

IT self-service catalog for M365

- Create a new workspace

- Re-certify a current workspaces

- Manage members

AVA

Self-service data recovery for M365

- Recover accidentally deleted files

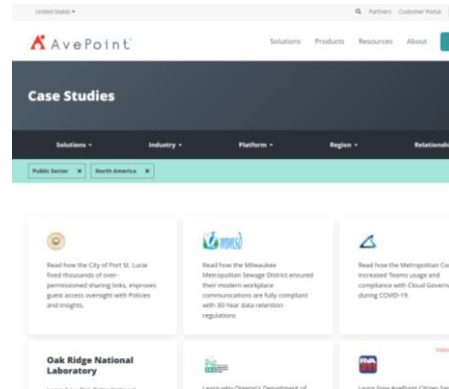- Quickly locate files, documents or emails

- File version history

Resources

AvePoint Blog

- FedRAMP (moderate) Authorized Renewal: AvePoint's FedRAMP Authorization Expands to 6 More Solutions

- Public Sector: Public Sector Archives - AvePoint Blog

AvePoint Case Studies

- Public Sector: Case Studies & Customer Testimonials | AvePoint

- All: Case Studies & Customer Testimonials | AvePoint

Monthly M365 Government Community Call

Join Jay Leask and other members of the government community live on LinkedIn! Subscribe Here

Request a demo today!