



Karthik Consulting, LLC



Company Overview

Karthik Consulting (KC) is an IT systems integrator with experience in Agile software development, cybersecurity, IT modernization, Operations & Maintenance (O&M), and cloud migration.

Practice Areas

- Cloud Services
- Cybersecurity
- Agile Software development
- IT Operation & Maintenance (O&M)
- Project and Program Management

What Makes Us Different

- Experienced IT professionals with clearances and certifications
- Top Secret cleared facility with classified safeguarding and access to several “Best in Class” prime contract vehicles.
- 15+ year history of satisfied clients and successful engagements
- Strong prime past performance with the several federal civilian and DoD agencies.
- Expertise with solutions architecture, execution and ongoing O&M
- Technology agnostic approach to designing solutions that best meet client needs
- Cybersecurity support for Operational Technology (OT) including ICS and SCADA systems
- Strong expertise in DevSecOps, cloud security, RMF/FISMA ATO
- FedRAMP cybersecurity “Auditor of Auditors”
- Support the DoD outside the Continental US (OCONUS)

Solutions Sweet Spot

Cloud Adoption/Migration

Strong expertise in designing and building cloud native applications with hybrid architectures, networking, security

and storage solutions. Proven track record in migrating legacy on-prem applications into robust, secure, resilient cloud applications.

DevSecOps (Software Factory)

Buid and operate secure DevSecOps environment for federal agencies, applying DoD/DHS best practices and automated CI/CD tool set.

Agile Software Development

Development expertise with a variety of open-source and database technologies

Cybersecurity

Provide whole range of cybersecurity services:

- ✓ Information System Security Officer (ISSO),
- ✓ Information System Security Engineer (ISSE),
- ✓ Governance Risk Compliance (GRC),
- ✓ Risk and Vulnerability Assessment (RVA),
- ✓ High Value Asset (HVA), Threat Hunting
- ✓ Penetration Testing (PT), Incident Response (IR),
- ✓ Security Operations Center (SOC),
- ✓ Defensive Cyber Operations (DCO),
- ✓ Support OT - ICS/SCADA systems
- ✓ Support FedRAMP readiness of COTS/SaaS products,
- ✓ End-to-end professional services to prepare for and support Continuous ATO (cATO) process (Iron Bank/DCAR),
- ✓ Support obtaining ATO of systems up to Impact Level 5 (IL5)

IT O&M

Provide O&M of on-premise IT systems and network including HW/SW maintenance, upgrades, OS/database security scans, patching, tiered help-desk and Network Operations Center (NOC) support

Clientele Sweet Spot

Federal Agencies, Government

KC is in the business of providing IT and cybersecurity solutions and support to DoD (Army, Navy, Air Force and

Space Force), federal civilian agencies such as DHS (USCG, USCIS, FEMA, TSA, HQ, CISA), FDIC, USDA and Treasury, and Intelligence Community (IC).

Reference clients: DoD – Navy, Army, Air Force, Space Force, JAIC; DHS – USCG, TSA, FEMA, USCIS, CISA, HQ; FDIC; USDA

Key Technologies & Partnerships

Cloud

AWS (Select Consulting & Distribution Reseller Partner), CoreStack, Carahsoft (Azure & Google Cloud reseller)

Systems & Networks

Linux, Windows, VMware

Software, Databases

Open-source technologies and application development stacks, Kubernetes (K8S), Java, MS .Net, Python, MySQL, PostgreSQL, SQL Server, Oracle, MongoDB

Key Verticals

- Federal, Government
- Commercial

Corporate Information

Founded	2008
Employees	100
Officers	Karthik Balasubramanian, <i>President/CEO</i> Bhomik Harmani – <i>Chief Strategy Officer</i> Felix Martin , <i>VP Business Development</i> Jim Annulis – <i>VP Engineering</i>
Locations	Corp HQ: Falls Church, VA Colorado Springs, CO
Contact Info	info@karthikconsulting.com www.karthikconsulting.com

Partner Reference Customers / Solutions

The following are Customer / Solutions highlights:



KC is building the agency wide contractor designed, built and operated Software Factory (SF) that will be designated as the 1st continuous ATO (cATO) system across DHS.



KC is the prime contractor to build and maintain the Joint Common Foundation (JCF), DevSecOps platform (software factory) for AI/ML operations across the DoD



KC supports the process to obtain the 1st ATO of the National Guard recruitment system.



KC develops and operates the US Space Force (USSF) Defensive Cyber Operations – Space (DCO-S) product and platform (Manticore) on-premise and transition to Air Force AWS GovCloud based Cloud One/Platform One

AWS Managed Partner Sales Reference Materials

The following are additional sales enablement assets:

APN Profile

Partner ID : 1793358

APN URL
KC Prime Contract Vehicles

<https://partners.amazonaws.com/partners/0010h00001ftZloAAM/>

<http://www.karthikconsulting.com/contract-vehicles/>

AWS Services At-A-Glance

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

Solutions	Programs	Workloads	Industry	Segment	Sales Area
DevSecOps	Government	MSFT Workloads	Government	US Federal Agencies	United States
Storage	Public Sector	Linux Workloads	Startups	State & Local	
Migration	Service Delivery	SQL Server			
SaaS Enablement	Security	RDS			
Security	Distribution Reseller	Postgres			
BigData					
Machine Learning					
laC					

AWS & Managed Partner Engagement Contacts

The following is a summary of the AWS & Managed Partner Engagement Contacts:

AWS Contacts		Partner Contacts	
Strategic Partner Executive	Max Kozinn, kozinnmk@amazon.com	Alliance Lead	Bhomik Harmani, bharmani@karthikconsulting.com
PDM	Jennifer Tran Nguyen, ngjenn@amazon.com	Technical Lead	Dave Wolf, dwolf@karthikconsulting.com
PSA	Brian Smitches, smitheit@amazon.com	Sales Lead	Felix Martin, fmartin@karthikconsulting.com