



AWS and Booz Allen Announce Expanded Partnership to Speed Digital Transformation for U.S. Federal Agencies

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SEATTLE & MCLEAN, Va.--(BUSINESS WIRE)--Jan. 24, 2025-- Amazon Web Services (AWS), an Amazon.com, Inc. company (NASDAQ: AMZN), and [Booz Allen Hamilton](#) (NYSE: BAH) today announced an expanded partnership and strategic collaboration agreement to accelerate and improve technology outcomes and efficiencies for the U.S. government. Working together, the companies will develop and market solutions to help federal agencies drive innovation, speed decision-making, reduce costs, and scale advanced technologies across intelligence, defense, civil, and commercial missions.

The two companies will work together to build and bring to market a new set of solutions to make it easier for federal agencies to accelerate their digital transformation journey. As a result, Booz Allen will be able to offer—for the first time—ready-made and reusable enterprise-level digital solutions for agencies at scale in areas including cloud migration, cybersecurity, and generative artificial intelligence (AI).

These solutions will provide agencies with end-to-end capabilities for essential missions, from enhancing national security with AI to deterring cyberattacks with zero-trust solutions, deploying cloud services to remote environments, modernizing and migrating IT infrastructure, and accelerating scientific discovery with high-performance computing (HPC).

The solutions will combine Booz Allen's deep technical and domain expertise with AWS's advanced cloud services and the security, scalability, performance and sustainability of its infrastructure. As part of the collaboration, joint customers can also access [AWS Migration Acceleration Program](#) benefits, including a free proof-of-concept trial, migration assessment, and AWS credits to support migration efforts for operational efficiencies.

"We're hearing from our government customers that they need agile solutions that improve operations, boost efficiencies, and enhance security, while also reducing costs," said Dave Levy, vice president of Worldwide Public Sector at AWS. "Our partnership will enable Booz Allen to deliver cutting-edge solutions via the AWS Marketplace and further meet the evolving needs of the U.S. government. This collaboration represents a force multiplier for government customers and will empower increased scalability, flexibility, security, and resilience in support of their critical missions."

"Federal agencies today are faced with complex, compounding and converging challenges that are evolving faster than ever. This environment requires industry to be technically fearless, ruthlessly fast, and obsessed with outcomes," said [Bill Vass](#), chief technology officer at Booz Allen. "For decades, Booz Allen has worked to solve these intractable problems for our clients with advanced technology and innovation. Through this expanded partnership with AWS, we are able to jointly create, invest in, and scale solutions in new ways to transform missions, drive efficiencies, and accelerate outcomes through technology."

AWS and Booz Allen have worked together for years to deliver high-impact outcomes for federal missions. Their work with U.S. Army Japan supporting the Indo-Pacific area of responsibility leverages the power of AWS's services and scale with Booz Allen's technical expertise and mission understanding to provide end-to-end encryption of warfighter data around the globe. With a focus on zero trust and edge communications to help soldiers operate effectively in variable conditions—and using tools like AWS Shield and Cloud Edge Global Access (CEGA)—the companies are addressing the persistent challenges of the first and second island chain and increasing credible military deterrence.

"Today's rapidly evolving threat landscape in the Indo-Pacific requires constant modernization of advanced technology solutions to outpace the adversary," said Michael Deeter, director, Cyber/Dark Horizon, U.S. Army Japan. "Missions are faced with electronically disrupted operational environments, requiring rugged, scalable, secure tech to the edge that will survive first contact. It's imperative that we partner with industry innovators like Booz Allen and AWS to deliver cutting-edge, mission-ready solutions like Dark Horizon that counter threats and solve our toughest challenges."

This collaboration builds on the proven success Booz Allen and AWS have achieved for joint customers. Recently named AWS's [Federal Government Partner of the Year](#), Booz Allen is the leading provider of AI and cybersecurity to the U.S. federal government. The companies previously announced a collaboration through the AWS [Generative AI Partner Innovation Alliance](#) to help the U.S. government envision, identify, and develop generative AI solutions that will drive innovation and increase productivity.

Read more about [Booz Allen and AWS's collaboration](#).

About Amazon Web Services

Since 2006, Amazon Web Services has been the world's most comprehensive and broadly adopted cloud. AWS has been continually expanding its services to support virtually any workload, and it now has more than 240 fully featured services for compute, storage, databases, networking, analytics, machine learning and artificial intelligence (AI), Internet of Things (IoT), mobile, security, hybrid, media, and application development, deployment, and management from 114 Availability Zones within 36 geographic regions, with announced plans for 12 more Availability Zones and four more AWS Regions in New Zealand, the Kingdom of Saudi Arabia, Taiwan, and the AWS European Sovereign Cloud. Millions of customers—including the fastest-growing startups, largest enterprises, and leading government agencies—trust AWS to power their infrastructure, become more agile, and lower costs. To learn more about AWS, visit [aws.amazon.com](#).

About Booz Allen Hamilton

Booz Allen is an advanced technology company delivering outcomes with speed for America's most critical defense, civil, and national security priorities. We build technology solutions using AI, cyber, and other cutting-edge technologies to advance and protect the nation and its citizens. By focusing on outcomes, we enable our people, clients, and their missions to succeed—accelerating the nation to realize our purpose: Empower People to Change the World®.

With global headquarters in McLean, Virginia, our firm employs approximately 35,800 people globally as of September 30, 2024, and had revenue

of \$10.7 billion for the 12 months ended March 31, 2024. To learn more, visit www.boozallen.com. (NYSE: BAH)

Forward-Looking Statements

Certain statements contained in this release include “forward-looking statements” within the meaning of the Private Securities Litigation Reform Act of 1995. Examples of forward-looking statements include statements that do not directly relate to any historical or current fact. In some cases, you can identify forward-looking statements by terminology such as “may,” “will,” “could,” “should,” “forecasts,” “expects,” “intends,” “plans,” “anticipates,” “projects,” “outlook,” “believes,” “estimates,” “predicts,” “potential,” “continue,” “preliminary,” or the negative of these terms or other comparable terminology. Although we believe that the expectations reflected in the forward-looking statements are reasonable, we can give you no assurance these expectations will prove to have been correct.

These forward-looking statements relate to future events or future financial performance and involve known and unknown risks, uncertainties and other factors that may cause actual results, levels of activity, performance or achievements to differ materially from any future results, levels of activity, performance or achievements expressed or implied by these forward-looking statements. A number of important factors could cause actual results to differ materially from those contained in or implied by these forward-looking statements, including those factors discussed in Booz Allen’s filings with the Securities and Exchange Commission (SEC), including Booz Allen’s Annual Report on Form 10-K for the fiscal year ended March 31, 2024, which can be found at the SEC’s website at www.sec.gov. All forward-looking statements attributable to Booz Allen or persons acting on Booz Allen’s behalf are expressly qualified in their entirety by the foregoing cautionary statements. All such statements speak only as of the date made and, except as required by law, we undertake no obligation to update or revise publicly any forward-looking statements, whether as a result of new information, future events or otherwise.

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