



Smartronix AWS Cloud Services

(VOTE)

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Background

The Health Connector seeks approval to enter three work orders for Amazon Web Services (AWS) cloud services through the Commonwealth approved reseller, Smartronix, Inc.

- In July 2017, the Health Connector entered into a work order with Smartronix, Inc., for use of cloud services through Amazon Web Services (AWS) under the state's Infrastructure as a Service (IaaS) and Platform as a Service (PaaS) contract RFR 16-21. Since that time, the contract has been renewed annually
- AWS offers a flexible and scalable suite of cloud-based technology services that best align with the Health Connector's strategic business goals and operational demands

Utilization and Growth

The scope of AWS cloud services has increased over time and continues to expand to meet ongoing Health Connector business needs.

Current State Utilization

- Data storage
- Virtualized desktops
- ‘Get an Estimate’ web tool and tax calculator
- Appeals and Ombuds team requests
- ConnectWell application for Health Connector for Business

Future State Expansion

- Expansion of the Health Connector’s internal Data, Analytics, and Reporting platform
- Migration of the Health Connector’s physical on-premises servers and data to the cloud

Benefits of State Blanket Contracting

State Blanket RFR 16-21 Infrastructure-as-a-Service (IaaS) and Platform-as-a-Service (PaaS).

- By leveraging RFR 16-21, the Health Connector receives the benefit of relying on a vendor procured through a state-wide process with all the strong contractual protections that come with a state contract
- Smartronix was awarded RFR 16-21, and as a certified reseller for the Commonwealth, Smartronix offers a 16 percent discount off list cost for all Massachusetts state agencies

Project Work Order Estimated Costs

The Health Connector seeks to enter into three work orders with estimated costs for fiscal year 2025 based on project specific projections.

The amounts in these line items are included in the FY25 budget.

Project Work Order	Estimated Costs
AWS hosting for current services	\$500,000
Data Analytics and Reporting Platform	\$213,000
Migration of on-premise infrastructure to the cloud	\$240,000
Total Not-to-Exceed	\$953,000

VOTE

Health Connector staff recommend that the Board of Directors authorize the Executive Director to enter into three work orders with Smartronix for AWS cloud services through June 30, 2025 in a total amount not to exceed \$953,000.