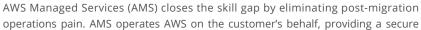# AMS Proposition for Regulated Industries

What is AWS Managed Services (AMS)?
AWS Managed Services (AMS)enables customers to offload undifferentiated but critical daily operations of their AWS infrastructure services so that they can focus on value creation.

What Customer Problem Statements does AMS Solve?
Migrating to the AWS cloud and setting up operations can be challenging since most organizations often lack the skills, tools, and experience needed to plan for both migration and ongoing cloud Operations. The pressure to move quickly often requires them to look for external help.

AWS Managed Services (AMS) closes the skill gap by eliminating post-migration operations pain. AMS operates AWS on the customer's behalf, providing a secure and compliant AWS Landing Zone, a proven enterprise operating model, on-going cost optimization, and day-to-day infrastructure management. By implementing best practices to maintain their infrastructure, AMS helps reduce operational overhead and risk. AMS automates common activities, such as change requests, monitoring, patch management, security, and backup services, and provides full-lifecycle services to provision, run, and support their infrastructure. AWS Managed Services unburdens the infrastructure operations so they can direct resources toward differentiating their business.

What specific value does AMS address for Customers in Regulated Industries (e.g. FSI-Financial Services Industries; HCLS-Health Care / Life Science)
AMS enables Customers' accreditation of the AWS Cloud Operating Model for leading Industry Compliance Frameworks, namely BSI-C5 [Germany], ISO, PCI, HIPAA, SOC, NIST, CIS. AMS also implements over 100 security and operational guardrails and compliance checks that reduce security and compliance risk for Customers' AWS instances.

What does the recent AMS announcement of tecRacer as AMS partner imply for Regulated Industry Customers?
tecRacer is the AWS AMS partner in the DACH region. In this model, AMS delivers the 24x7 Operations remotely while tecRacer handles initial support and Customer-Engagement.

Additional value offered by tecRacer includes:

- Local Language Helpdesk (Business-Hours) offered by tecRacer
- tecRacer can help with the Migration and On-boarding to AWS & AMS
- Additional AWS Consulting / Application Development Services offered by tecRacer

Where can I read more to learn more about AMS?
https://www.tecracer.com/managed-services/ams-aws-managed-services-by-tecracer/
https://aws.amazon.com/managed-services/

How to contact tecRacer

If you would like to know more about us, please call us at...

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