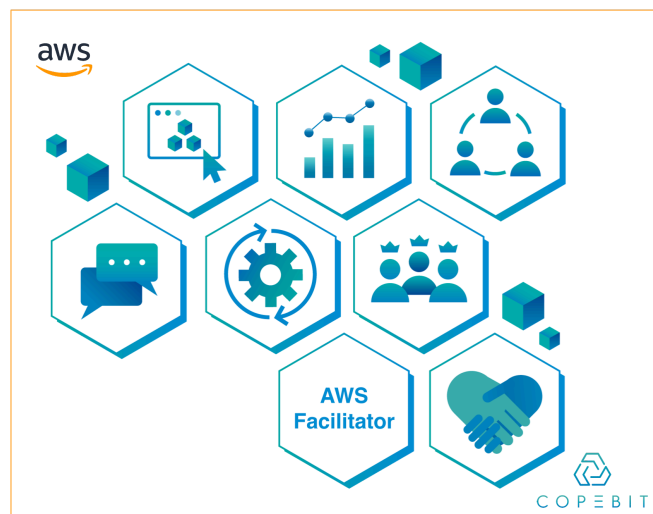# AWS Facilitator

Together into the future: Cloud technologies for the Swiss healthcare sector — supported by copebit's AWS Facilitator

Overview / Problem definition

In the Swiss healthcare sector, there is currently a high demand for the integration of new cloud technologies into existing operational processes and digital healthcare projects. The **AWS Facilitator for the healthcare sector** acts as a central interface between the business departments and IT departments of **hospitals, health insurance companies, doctors' surgeries, laboratories, Spitex services, pharmacies**, and many other service providers in the healthcare sector. copebit's AWS Facilitator not only serves as a contact person and consultant but also enables quick and uncomplicated access to **demos, proof of concepts (PoCs), minimum viable products (MVPs), training courses**, and various technology components thanks to copebit's extensive AWS technology portfolio. In this way, it provides healthcare providers with targeted support in the introduction and scaling of innovative solutions in the respective sectors and contributes to increasing efficiency and operational reliability in critical areas.

The AWS Facilitator provides all parties involved with an experienced c**ontact person and consultant**, supported by the comprehensive know-how of copebit, an AWS Advanced Consulting Partner. Over the past eight years, copebit has successfully implemented projects for numerous customers in the healthcare, education, industry, finance, public sector, and energy and research sectors and has extensive experience and the highest certifications. The AWS Facilitator represents not just a single person, but the **combined knowledge and experience of many experts** who will support you in the successful implementation of your projects and business ideas.

Benefits / Added value

Technology challenges in the healthcare sector	AWS Facilitator
Healthcare providers must comply with **strict data protection and security requirements**, especially for sensitive citizen data and critical infrastructure data. These requirements are mandatory under the Swiss Data Protection Act	Support in the implementation of security solutions to ensure data security and compliance, including identity and access management, threat protection, and key management (Support in the area of: AWS IAM, KMS, Shield,

and require comprehensive security solutions and compliance measures.	CloudHSM, and many other services)
Healthcare facilities increasingly need access to powerful AI and ML technologies, but these are often very resource intensive. These technologies support the optimization of processes in areas such as **diagnostic support, patient data analysis, and resource planning** and are crucial to increasing efficiency and quality of care.	Support in the implementation of machine learning tools to enable companies to develop and train their own models without having to invest in expensive hardware. Use of generative AI services to quickly and cost-effectively provide technical support for proof of concepts, MVPs, and development projects (Support in the area of: AWS Bedrock, SageMaker, and others)
There is a lack of flexible and scalable **high-performance computing capacity** in the healthcare sector, as in-house HPC (High-Performance Computing) solutions are often costly and complex. However, such computing capacities are crucial for processing large amounts of data, as required in **image processing and the research and analysis of patient data in order to optimize diagnosis and treatment methods.**	Support in the use of high-performance computing services to perform complex computations and analyses, including efficient resource utilization, load balancing, and automated task processing (Support in the area of: EC2 Spot Instances, Elastic Load Balancing, and AWS Batch for performing complex calculations and analyses in research)
Healthcare organizations face the challenge of efficiently managing, analyzing, and long-term archiving large volumes of patient data and health information while complying with strict legal data protection requirements. This includes data from areas such as **patient records, treatment histories, diagnostic data, and administrative processes that are essential to the quality and efficiency of healthcare.**	Support in the implementation of security solutions to ensure data security and compliance, including identity and access management, threat protection, and key management (Support in the area of: AWS IAM, KMS, Shield, CloudHSM, and many other services)

Offer

Our AWS Facilitator services focus on the following areas:

- **Consulting and training:** Support in the selection and implementation of AWS services as well as continuous education through training and workshops on current cloud technologies and trends
- **Technology integration:** assessing the requirements for cloud adoption; integrating new cloud technologies into existing IT infrastructures and training programs
- **Strategic planning:** planning comprehensive digitalization and cloud strategies, including making recommendations for the entire copebit service catalogue
- **Selection and implementation:** Selection of suitable copebit services and products based on AWS cloud-native services; building flexible and scalable cloud solutions using a wide range of AWS services
- **Project support:** Supporting development projects from conception to implementation, including the provision of proof of concepts (PoCs) and demos for innovative projects
- **Security consulting:** Advice on best practices in the areas of data protection and IT security to ensure secure cloud solutions

- **Communication:** promoting collaboration between companies, specialist departments, and the IT department to optimize cloud usage

	AWS Facilitator Basic	AWS Facilitator Advanced	AWS Facilitator Premium
Cloud consulting & support	8h per month	16h per month	20h per month
Cloud training	X	X	X
1x GenAI standard use case / PoC (duration max. 1 month)	n/a	optional	X
further PoCs	n/a	optional	optional
Development support for PoCs / MVPs	n/a	n/a	X

- **Basic:** Ideal for newcomers to cloud technologies — suitable for initial steps together with an experienced partner, including training and targeted ramp-up of the internal organization
- **Advanced:** Includes all basic services and is suitable for customers who already have their own use cases and are carrying out proof of concepts (PoCs). Includes extended consulting for implementation
- **Premium:** Includes all the services of Basic and Advanced and is aimed at customers with increased requirements in the areas of software development and organization. It is suitable for the development of MVPs and PoCs with integration into existing on-premise infrastructures.

Costs

The standard services are available at a fixed price. Not included are the recurring costs for the AWS services, which are charged separately. However, many functions and products can be tested as part of the AWS Free Tier (i.e. without additional AWS costs). As an AWS Advanced Consulting Partner, copebit offers its customers attractive funding opportunities as part of the AWS Funding Program. Prices for individual services are available on request.

Contact/ copebit AG

At copebit, we have extensive experience and the necessary expertise in all areas to support your business transformation. Our focus is on AWS cloud technologies, which form our core competence as an AWS Advanced Consulting Partner.

aws PARTNER Advanced Tier Services aws PARTNER Storage Services Competency aws PARTNER Amazon EKS Delivery aws PARTNER Amazon EC2 for Windows Server Delivery aws PARTNER Amazon RDS Delivery aws PARTNER Solution Provider aws PARTNER Public Sector aws PARTNER Well-Architected Partner Program aws PARTNER Immersion Day

copebit AG is a leading Swiss IT company specializing in cloud consulting, development, engineering, and operation. We are experts in the latest cloud technologies and project management, from HERMES 5 to agile frameworks such as SCRUM and SAFe. Our goal is to deliver exceptional results and build successful partnerships with our clients.

Customer references / success stories

- Landing zones: [Customer case: Appenzell Ausserrhoden Informatik](#)
- GenAI: [Customer case: HGC-Cubotoo](#)
- Data-based services: [Customer case: autoSense](#)
- Container EKS: [Customer case: Simpego](#)
- EKS / DocDB: [Customer case: Sly](#)
- [Further references](#)
- [Testimonials from customers](#)

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