Blacktip Solutions

Precision | Visibility | Cost Control

Blacktip Solutions is a mission-focused small business delivering secure cloud governance and optimization solutions for federal and regulated environments. Building on experience supporting USAF, DHS, DHA, and intelligence community operations, we developed Blacktip Refine™, a proprietary AWS cost optimization platform engineered for compliance-driven environments. Blacktip Refine™ operates directly inside the customer's AWS environment, maintaining full data sovereignty while analyzing infrastructure utilization to identify cloud inefficiencies.

Core Competencies

Cloud Cost Governance & Optimization

AWS optimization platform delivering EC2 and RDS rightsizing, Savings Plans analysis, and multi-account visibility across regulated environments.

Secure Multi-Account Cloud Architecture

Cross-account IAM integration delivering read-only access, tenant isolation, and customer-owned data storage across regulated AWS environments.

Federal Cloud Modernization Support

Supports modernization and DevSecOps initiatives through integrated cost governance across federal cloud environments.

Program & Technical Delivery Leadership

Structured implementation support covering risk management, compliance alignment, performance reporting, and mission integration execution.

Corporate Data

SBE Small Business Enterprise Program

- UEI: SU55FSWCWK98
- CAGE Code: 14QN0
- PSC: R499 – Professional Support: Other

NAICS Codes

541511 – Custom Computer Programming Services (Primary)
541512 – Computer Systems Design Services-
518210 – Data Processing, Hosting, and Related Services
541519 – Other Computer Related Services

Certifications

SBA VETERAN-OWNED CERTIFIED

SBA WOSB CERTIFIED

SBA EDWOSB CERTIFIED

Past Performance

- Delivered secure AWS cost optimization across multi-account environments, ensuring compliance within regulated cloud deployments.
- Provided EC2 and RDS rightsizing analysis for enterprise workloads, supporting fiscal accountability and cloud performance.
- Executed cross-account IAM integration across AWS organizations, enabling immediate visibility into cost and utilization metrics.
- Led multi-period utilization and Savings Plans analysis initiatives, improving financial transparency across cloud programs.
- Managed Blacktip Refine deployment and governance support within customer environments, consistently meeting security and compliance standards.

Differentiators

- Demonstrated success delivering secure AWS cost optimization across multi-account environments, ensuring data sovereignty and compliance in regulated cloud deployments.
- Secure architecture enabling cross-account visibility, read-only integration, and tenant-level isolation for mission-critical and compliance-driven environments.
- Proprietary rightsizing logic with multi-period utilization modeling, generating actionable cost governance insights while maintaining operational performance standards.
- Documented IP ownership, security controls, SBOM transparency, and trade secret protections aligned to federal and SLED cloud modernization initiatives.

Key Agencies Supported

(Representative experience from our leadership)

- Department of the Air Force (USAF)
- Department of the Army (USA)
- Defense Health Agency (DHA)
- Department of Homeland Security (DHS)
- Department of Education
- Intelligence Community Elements

Contact Us
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