

WHAT IS MICROSOFT AOS-G (AGREEMENT FOR ONLINE SERVICES – GOVERNMENT)?

The Microsoft Agreement for Online Services – Government (AOS-G) is a specialized procurement program designed for public sector agencies and approved government contractors that require secure, compliant access to Microsoft Government Community Cloud (GCC and GCC High) environments. AOS-G enables these organizations to acquire Microsoft cloud services through authorized partners, offering flexibility, scalability, and compliance without the long-term commitment of an Enterprise Agreement (EA).

PURPOSE AND OVERVIEW

The AOS-G program bridges the gap between Microsoft's commercial cloud and the stringent regulatory demands of U.S. federal, state, and local government entities. It ensures that sensitive workloads operate exclusively within U.S. data centers managed by screened U.S. personnel — meeting key compliance standards such as FedRAMP High, ITAR, CJIS, IRS 1075, and DoD SRG IL5.

Through an AOS-G agreement, organizations can procure Microsoft 365 GCC or GCC High, Azure Government, Dynamics 365 Government, and other eligible online services under a simple, flexible structure suited for deployments under 500 seats.

KEY FEATURES OF MICROSOFT AOS-G

- **Authorized Partner Channel:** Only Microsoft-approved AOS-G partners, such as FCN, Inc., are authorized to provision licenses within the Government Community Cloud environments.
- **Compliance-Driven Cloud Architecture:** Supports agencies requiring FedRAMP High, ITAR, or DoD IL5 compliance through isolated data centers and screened U.S. personnel.
- **Flexible Procurement Model:** Designed for organizations that do not qualify for or prefer not to enter a long-term Enterprise Agreement (EA).
- **Direct Billing and Management:** Licenses are billed directly through the partner and managed in the Microsoft 365 Admin Center, allowing for streamlined license control and invoicing.
- **Government Cloud Access:** Provides access to GCC and GCC High environments designed specifically for U.S. Government agencies and contractors handling controlled unclassified information (CUI).
- **Subscription-Based Licensing:** Enables annual or monthly subscription terms with predictable pricing and the ability to scale up or down based on mission needs.

BENEFITS TO AGENCIES AND CONTRACTORS

- Ensures compliance with U.S. government data residency and sovereignty requirements.
- Provides flexible, scalable access to Microsoft 365, Azure Government, and Dynamics 365 solutions.
- Allows procurement through a trusted Microsoft partner like FCN, Inc., ensuring expert support and guidance.

- Simplifies acquisition for organizations under 500 seats while maintaining enterprise-grade capabilities.
- Improves security posture through U.S.-only data centers, personnel, and dedicated compliance certifications.

IDEAL USE CASES

- Federal, state, and local government agencies requiring compliance with FedRAMP High or DoD IL5.
- Defense contractors or suppliers working under DFARS, ITAR, or CMMC frameworks.
- Municipalities, educational institutions, and non-profits requiring government-grade cloud environments.
- Organizations transitioning from legacy on-prem environments to Microsoft's secure GCC or GCC High cloud environments.

WHY CHOOSE FCN, INC. AS YOUR AOS-G PARTNER

FCN, Inc. is an authorized Microsoft AOS-G partner specializing in federal, state, and local government cloud implementations. Our Cloud Practice delivers turnkey solutions across Microsoft 365 GCC, Azure Government, and hybrid cloud environments — combining compliance, security, and operational excellence.

As an AOS-G partner, FCN offers end-to-end services including migration, license provisioning, cybersecurity hardening, and continuous managed support under the highest compliance standards.

SUMMARY

Microsoft's AOS-G program provides government organizations and their partners with a streamlined, compliant pathway to adopt secure cloud technologies. By working with an experienced AOS-G partner like FCN, Inc., agencies can confidently modernize IT operations while maintaining full adherence to federal security and regulatory frameworks.

Contact us at cloud@fcnit.com for more information.