

Overview

- AWS is a public cloud computing platform with various services, including compute, database, networking, and storage.
- Offerings cover IaaS, PaaS, DaaS, CDN, storage, identity management, and many more!
- Market leader in the cloud computing space.
- Available in 10 regions, including America, Europe, Asia, South America & Australia.

Services Sold

- Managed AWS
- AWS Direct Connect

Elevator Pitch

We help customers prepare, enhance and manage their AWS environments with services such as assessments & consulting, migrations, security, hybrid solutions, and connectivity. Partners like Datapipe, Rackspace, and HOSTING offer managed solutions that reduce the complexity of AWS by providing planning, guidance, implementation and support. Working with our portfolio of network and colo providers, we can also offer private connectivity via AWS Direct Connect.

Key Features and Differentiators

- Dedicated Support Team
- Consulting & Pro Services
- Cost Optimization & Unified Billing
- Patching & Updates
- Layered Security & Governance
- Managed Recovery & Orchestration
- Private Dedicated Connection

Ideal Customer Profile

- Test & Dev
- Startup Companies
- Tech-Savvy Customers
- Long-Term Archival
- Seasonal Workloads
- Cloud-Enabled Apps

Qualifying and Technical Questions

- Is this a new or existing environment?
- Which services are you using?
- What is your average monthly spend?
- Do you have an AWS expert on staff?
- What are your security & compliance requirements?
- Do you have a migration plan?
- How do you connect to AWS?
- What are you doing for redundancy & high availability?
- Do you need to integrate with an on-prem IT environment?
- Do you have a hard time keeping up with changes, patches, and fixes?
- Would you benefit from outsourcing any of the following? Monitoring, maintenance, backup, DR, security, database, support, patching.