

AWS Partner Led Benefits.

Are you an AWS Customer without a
Partner Led Account?



What is an AWS Partner-Led Account?

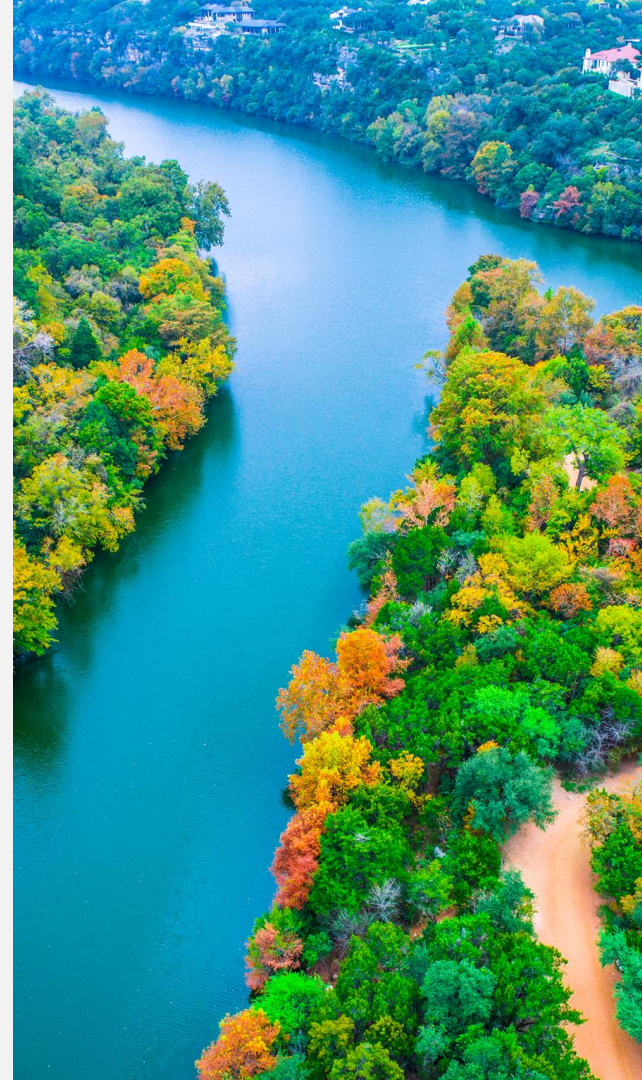
AWS is known for setting the benchmark in customer support and retention. Their commitment to their customers is second to none; from supporting technical issues to advising on cost reduction and strategy, they have some of the best account managers in the industry.

One of AWS' biggest strategies for 2023 is to leverage their trusted Partner Network to elevate this level of support even further by linking their customers and challenges, to extremely well-equipped technology providers that hold the relevant advanced accreditations and are aligned to the AWS philosophy.

By definition, AWS Advanced Partners have specialists in many pillars of the AWS ecosystem and are experts in core AWS frameworks such as Well-Architected Reviews, Proof of Concept Funding, and JumpStart Programs.

Transitioning your account to a Partner led scheme is easy and unlocks a huge number of benefits and support without any additional spend.

This deck explores the benefits, costs and how you get there.



Who is it applicable for ?

Imperative for...

- ✓ Start-up / Scale Support
- ✓ Not currently with a partner
- ✓ Enhanced DevOps advice
- ✓ Security Conscious Teams
- ✓ AWS project funding
- ✓ Supporting internal teams
- ✓ AWS Compute funding
- ✓ Unblocking AWS challenges
- ✓ Cost consolidation
- ✓ Keeping MSPs on their toes
- ✓ Support & Best Practice

Not for...

- ✓ No intention to use AWS Services
- ✓ Already have an AWS Advanced Partner doing a great job

What are the benefits ?

1. Extended Expert Team

An extended team of technology consultants, specialists, and solution architects aligned to ensure your costs are low, your tech is built to best practice and your security compliance is running at optimum. Your team will meet monthly with you to review these using the "Score Card".

2. Project Support and Funding

Helping you build business cases to get technical support and advice on strategies/funding for both compute and professional services work to enable growth and best practice adoption. These topics will be logged in the "Score Card" and managed in the monthly meeting.

3. Advanced Support Link

Leveraging advanced support to help navigate AWS and get the best out of their global world-class teams. In some cases, we can offer guidance and "use cases" from a large array of our existing client examples to help enable smooth support & best practice guidance.

4. Cost Management & Billing

Supporting the whole cost management process and doubling down on the AWS ethos to ensure you are running at optimum efficiency and cost. Ensuring your TCO is optimum makes you, AWS, & 3Gi happy as everyone is seeing value in the chain.

4. Cloud Board Pack "Score Card"

Cloud efficiency and compliance can be difficult for teams to articulate to the board in terms of; how are we secure? how do we know the costs are low? and are we following best practice? For this, we run a board pack/score card process to help with the complete stakeholder management chain.

5. Digital Transformation Advice

We are our own start-up incubator, our education comes direct from Silicon Valley and Investment Banking. We are not just here to help with AWS, we are here to help with advising on your complete Digital Transformation journey and facilitate use of AWS products that add a competitive edge.

What are the costs ?

None

To get an Advanced Partner aligned to your account and start the relationship with them should be completely zero cost. 3Gi Technology conducts everything in the 'Benefits' section without any additional charges to your account.

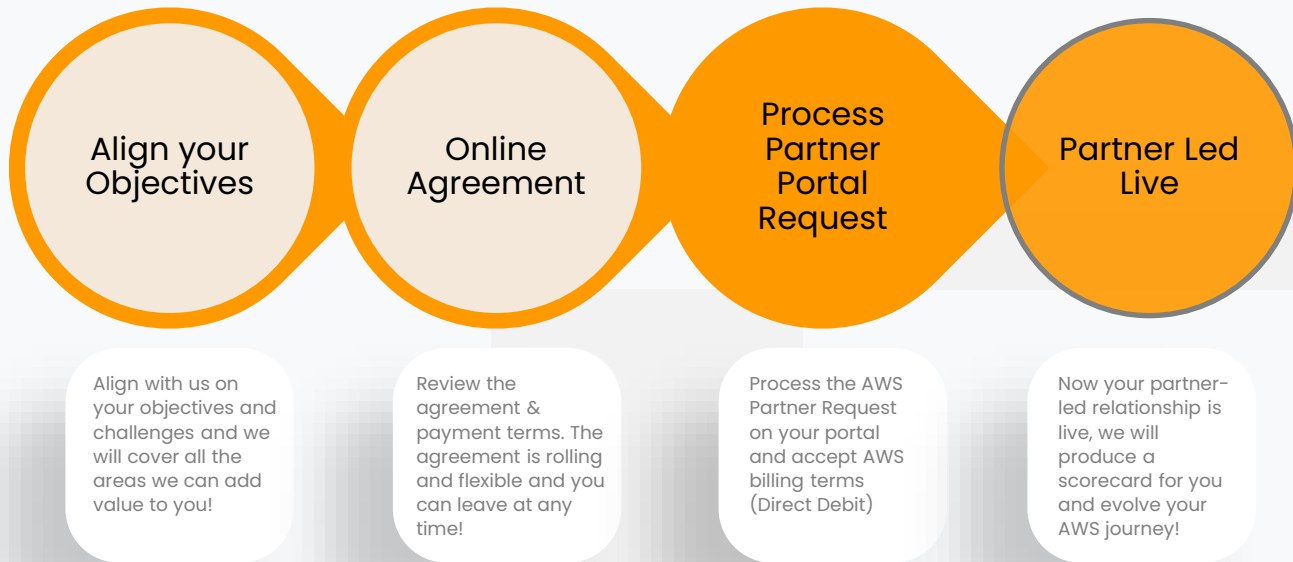
If anything, it could even culminate in less spend – we are continually advising on the funding available (POC, Well-Architected, etc.) to help accelerate your technology initiatives or tackle challenges and weaknesses in your AWS environment and get them fully funded in AWS Credits.

We will never:

- ❖ Add margin to your AWS services
- ❖ Charge professional services for setting up your AWS Partner Led account
- ❖ Tie you into a contract outside of processing the billing
- ❖ Have access to your live AWS accounts (Unless you want us to help with service and support)

What do I need to do ?

Setting yourself up with 3Gi on an AWS Advanced Partner Led Account is a simple process.



Frequently Asked Questions ?

1.) Am I locked into a contract if I go with a partner?

No, effectively you can swap between partners or back direct to AWS at any point. We won't take offense.

2.) Is there any cost at all, either additional services or on the bill baked in?

No, partners earn 7% of your monthly AWS revenue that's it. Some partners charge a management fee, but we don't.

3.) Does this mean I no longer deal with AWS themselves?

No, you still keep your account manager and log support tickets with them directly or we help you do this, we just add additional help.

4.) Why do AWS give a partner 7% when they could just take the revenue direct?

Statistically, the enhanced partner care allows to aid both contract longevity and customer value so makes sense commercially.

5.) We have an MSP does that mean we can't have a partner?

No, you can keep your existing relationship with any other technical providers you have.

6.) You claim 100% of Professional Services costs also can be paid by AWS, how does that work?

To get certain projects live AWS will pay up to 50% of professional service costs, and we as a vendor will pay the other 50%.

3Gi - AWS Advanced Partners

About 3Gi

3Gi is a technology service provider, with a 20-year history of enabling growth through technology and digital transformation. With roots in investment banking, we supply build, and support services to let start-ups, scale-ups & established businesses adopt, command, and keep up to date with the ever-growing world of 'Cloud Technology'. As well as commanding an expansive DevOps capability, 3Gi Technology is an Advanced AWS Partner and holds a broad range of specialist AWS technology designations, and are Well Architected experts.

2023



Thank You.