



**AWS Well-Architected**

# **AWS Well-Architected Partner Solutions**

New tools for automating  
Well-Architected Framework Reviews

Lauren Small, Well-Architected ISV Program Manager

# AWS Well-Architected ISVs are:



Integrated with the  
AWS Well-Architected  
Tool



Validated through the  
AWS Competency



Designed to reduce time  
and resources to  
complete reviews and  
generate insights

Learn more: <https://aws.amazon.com/well-architected-tool/partners/>

# Well-Architected Partner Solutions Webinar Series

Date	Partner
On-demand	nOps
» Now	CloudCheckr
April 28	Turbot
May 5	Trend Micro Cloud One-Conformity
May 12	Continuity Software

# CloudCheckr CMx

**Comprehensive Management for Well-Architected Workloads**

Alana Fitts, Director of Strategic Alliances

Eric Morrissey, Senior Sales Engineer

April 21, 2021



# Agenda

- CloudCheckr CMx
- CloudCheckr CMx for AWS Well-Architected Reviews
- CloudCheckr Partner Benefits
- Demo Presentation
- Wrap Up
  - 3 Key Take Aways / Call to Action
  - Resources
  - Q&A

**CloudCheckr CMx**

**Poll:** Have you ever used  
CloudCheckr before?

# Managing Customers at Scale with CloudCheckr CMx



## Boost Resale Margins

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### Full Billing Control

Optimize resale margins across accounts



## Save Money, Add Value

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### Cost & Expenses

Free up budget and effectively plan for future spend



## Keep Customers Safe

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### Security & Compliance

Leverage 300+ security and compliance checks



## Enable Total Visibility

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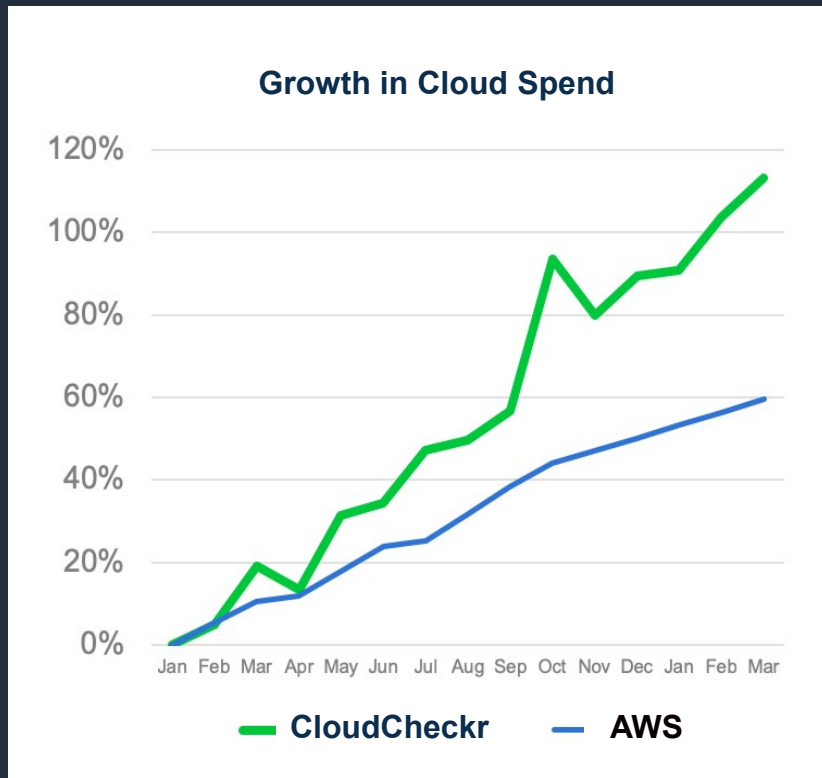
### Customer Experience

24/7 access to billing details and usage information

# CloudCheckr



# Grow AWS Business Faster with CloudCheckr CMx



## Scale Faster

- Provide customers with insights that build confidence
- Accelerate cloud adoption
- Increase customer satisfaction
- Build MRR/ARR

# **CloudCheckr CMx for AWS Well-Architected Reviews**

# CloudCheckr CMx and the AWS Well-Architected Framework

Operational  
Excellence



Security



Reliability



Performance  
Efficiency

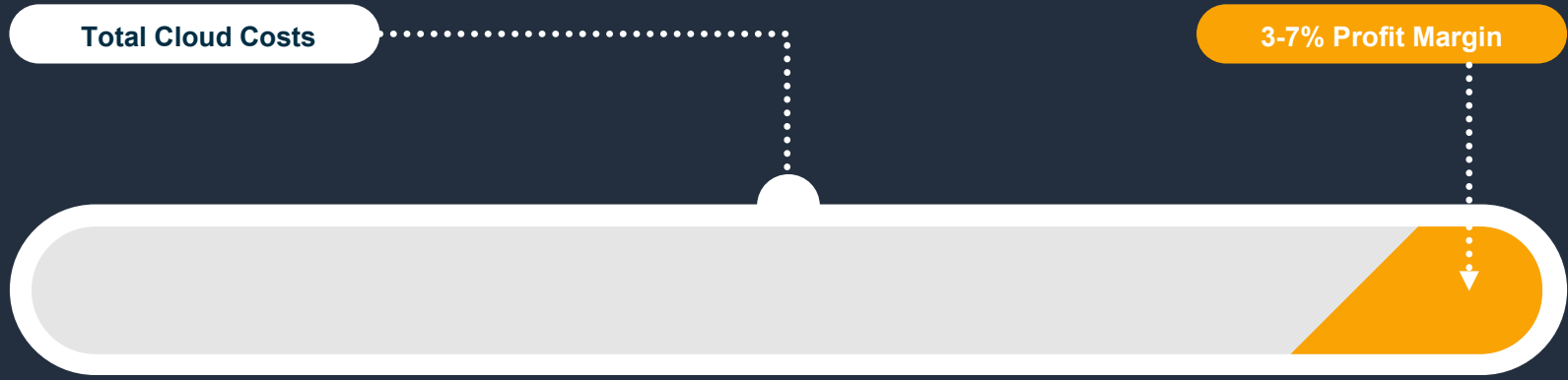


Cost  
Optimization



# CloudCheckr Partner Benefits

# Managed Services Profit Margins **Before** CloudCheckr



Margins can be thin

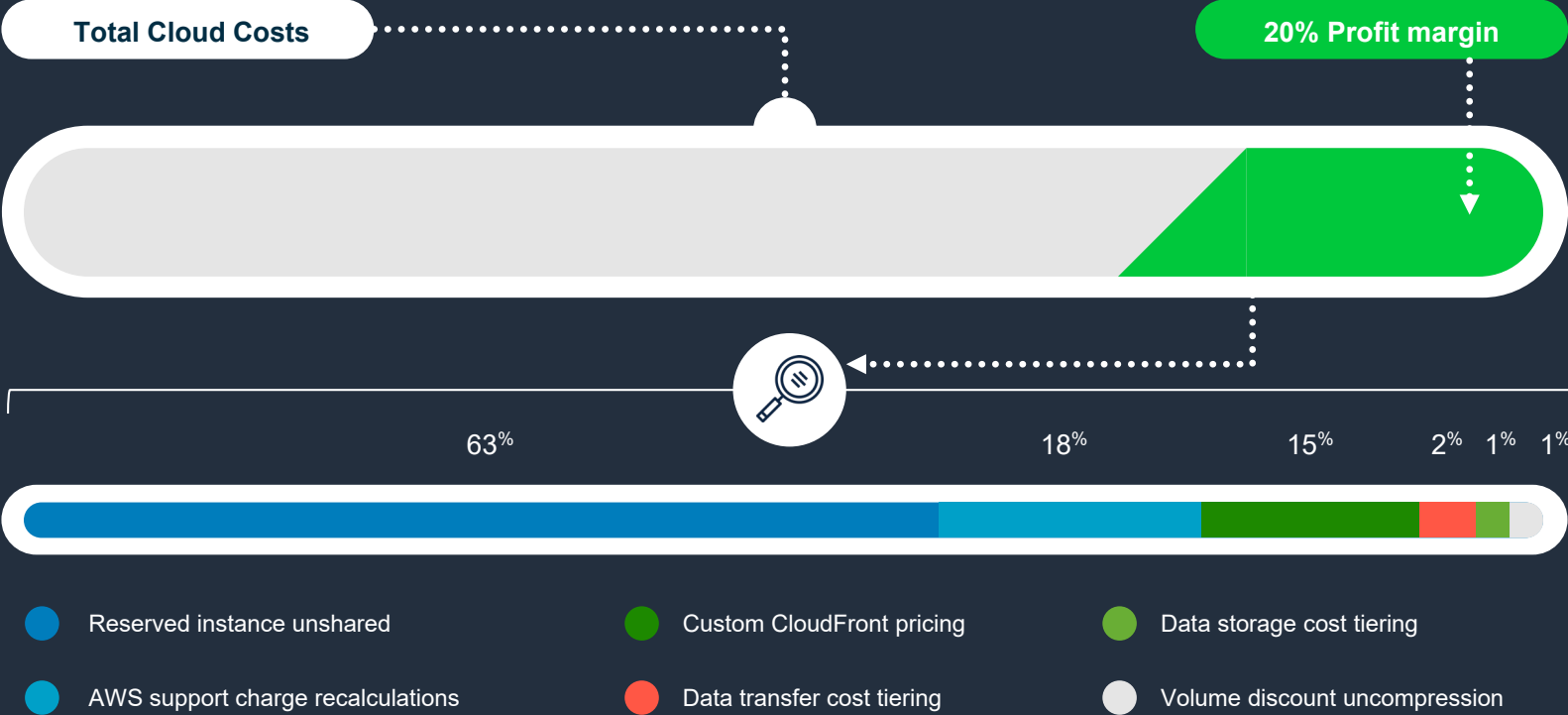


Difficult to perform end-customer billing



No marked increases in profitability at scale

# Managed Services Profit Margins **After** CloudCheckr



**Poll:** Do your customers request more up-to-date information about their monthly AWS spend?

# Revenue Opportunities Through Professional Services

## Capacity & Resource Optimization

Monthly service reviewing cost optimization recommendations to detect and terminate idle, unused, previous generation, and miss provisioned resources.<sup>2</sup>

**\$850 a month<sup>1</sup>**

## Cost Transparency

Detailed, executive cost-and-forecast report on costs by organizational business grouping and cost savings opportunities.

**\$900 a month<sup>1</sup>**

## CloudCheckUp!

Monthly assessment of cloud infrastructure across costs, assets, usage, performance, and security, may be extended into a full audit.

**\$1,500 a month<sup>1</sup>**

## Reservation Management

Review on cost savings through Reservation Management, including: Purchase recommendations, RI audit, amortization, pinning, purchase strategy and adherence policy.

**\$800 a month<sup>1</sup>**

1. Suggested pricing, can vary depending on size of customer. 2. These monthly services can include remediation and action based on the findings, depending on size of customer, etc.





## 3 Key Take Aways / Call to Action

1. CloudCheckr will help you grow your AWS resale and services practice faster
2. CloudCheckr will expedite the Well-Architected Review process
3. CloudCheckr will enable you to increase margins and provide additional value-added services

# Try the Solution: Free Trial Offer

## CloudCheckr

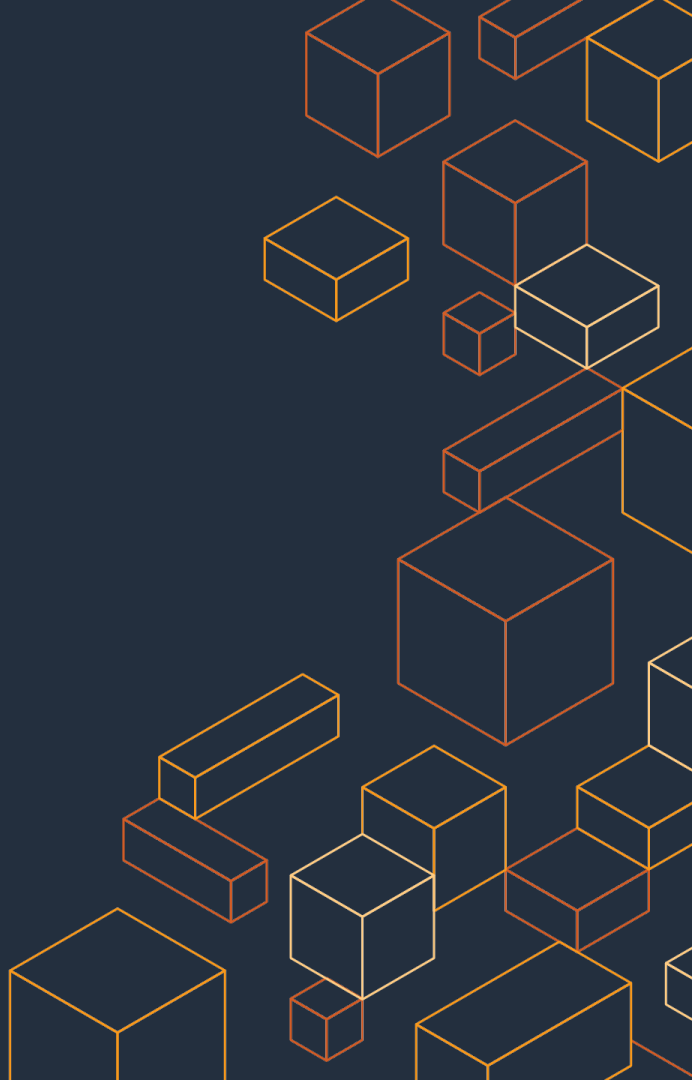
Request access for a free Partner Trial of the solution »

Get in touch with CloudCheckr: [Contact CloudCheckr now »](#)

[Access the solution brief »](#)



# Q&A





**AWS Well-Architected**

**Thank you –  
Join us next week!**

# CloudCheckr Resources

## Stay “In The Know”

- Whitepaper: [How Cloud Management Enables the 5 Pillars of Successful Cloud Infrastructure](#)
- Webinar: [Mastering Maximum Security, Reliability, and Performance in the Cloud](#)
- Reference Guide: [Amplify Margins with CloudCheckr CMx](#)