



AWS Well-Architected Partner Solutions

New tools for automating
Well-Architected Framework Reviews

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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
» Now	nOps
April 21	CloudCheckr
April 28	Turbot
May 5	Trend Micro Cloud One-Conformity
May 12	Continuity Software

Be **Free** to Fly

**nOps Cloud
Management
Platform**



www.nops.io

AWS Advanced Technology Partner & Cloud Management Services.
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Meet the **Speakers**

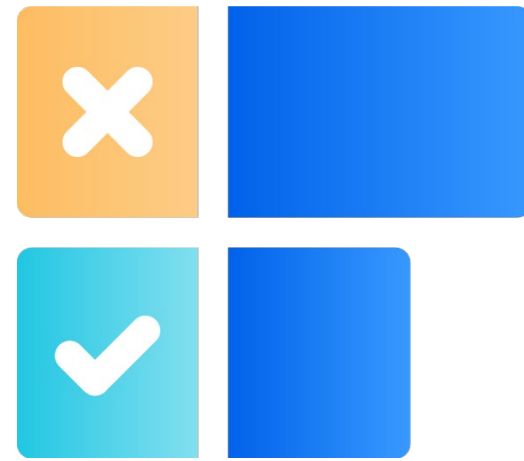


JT Giri
CEO & Founder



Mahanth Jayadeva
Solutions Architect





Poll

nOps for

AWS Well-Architected Reviews



JT Giri
CEO & Founder
nOps

Serious about

skills

- nOps used in hundreds of AWS Well-Architected Reviews
- AWS-recommended partner-offering during AWS Well-Architected training
- AWS Advanced Technology Partner
- AWS ISV Accelerate Program
- AWS Cloud Management Tools Competency
- AWS Marketplace Seller
- High AWS NPS (customer sat)

aws partner network

Advanced Technology Partner

Cloud Management Tools Competency

Marketplace Seller

powered by **aws**

aws marketplace

AWS Well-Architected

nOps Net Promoter Score

Get expert advice and save costs on your AWS accounts, regions, projects, and employees.



Partners Recognizing Value



[nOps is] a great example of a partner who is not only innovating on behalf of their customers but also **innovating to help other partners.**"

– *Doug Yeum, Head of Worldwide Channels & Alliances, AWS*

<https://www.youtube.com/watch?v=rTEGH-bc8FY&feature=youtu.be&t=846>

Leveraging nOps, partners can shorten the time it takes validating some of the answers found in an AWS Well-Architected Review and reduce time to uncover high-risk issues and opportunities to innovate and drive better customer outcomes."

– *Matt Yanchyshyn, Director, Solutions Architecture, AWS*

[Valcann case study](#)

[Mode2 case study](#)

We are able to introduce our customers to the nOps cloud management tool prior to the Review to give immediate AWS architecture health checks to **expedite the entire process.**"

– *Tia Dubuisson, President, Belle Fleur Technologies*

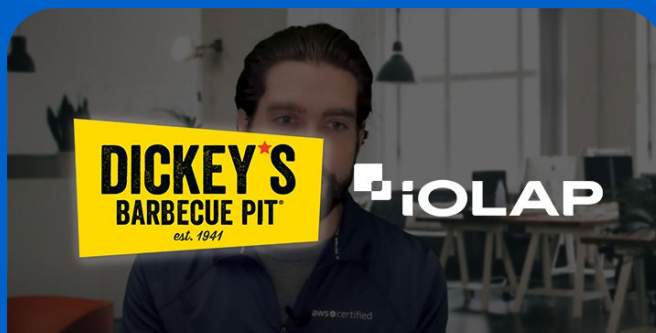
The automated checks by nOps surface critical issues and **factual data that improve our Review discussions** with clients."

– *Stedman Ng, SVP, Head of Cloud Enablement, Cprime*



Typical 18-50% cost savings

nOps case studies



CLIENT STORY

Dickey's Barbecue Pit & iOLAP use nOps to identify 24% AWS cost savings and manage ongoing infrastructure health.

[WATCH 3-MINUTE VIDEO CASE STUDY →](#)

24%



CLIENT STORY

Grupo JCPM

Grupo JCPM accelerates delivery of ecommerce platform on AWS to meet COVID-19 needs of retail customers..

[READ CASE STUDY →](#)

19%



CLIENT STORY

6Connex

How nOps helped 6Connex reduce AWS cloud costs by 50%, and comply with security best practices to meet the ISO information security standard.

[READ CASE STUDY →](#)

50%

Uber



“nOps allows us to operationalize costs and get them in front of the engineers directly, saving **15% in the first month** of implementation. Awesome tool!”

– Uber Advanced Technologies Group



nOps. The only cloud management platform built specifically for AWS and aligned directly with the AWS Well-Architected Framework. *Optimized for DevOps teams.*



Proven. 18-50% AWS cost savings are typical. One SMB client saved \$200K in the first 60 days (that's \$1M/year!). *nOps finds cost-savings opportunities 100% of the time.*



Fast. Easy set-up, SaaS, no agents to install, just requires Internet access and an ID/PW to access the system. *Actionable data within 24 hours.*



Experience. nOps has been used in **hundreds** of assessments.

nOps is the **solution**

nOps is cloud management & cloud intelligence for AWS. Made easy.

“Leveraging nOps, partners can shorten the time it takes validating some of the answers found in an AWS Well-Architected Review and reduce time to uncover high-risk issues and opportunities to innovate and drive better customer outcomes.”

– Matt Yanchyshyn, Director,
Solutions Architecture, AWS

How nOps Helps



Automated discovery of high-risk issues with target infrastructure, and continuous monitoring of alignment with Well-Architected.



Security. Drill-down dashboard & rules, real-time alerts for security and non-compliant events leveraging AWS CloudTrail, audit trail.



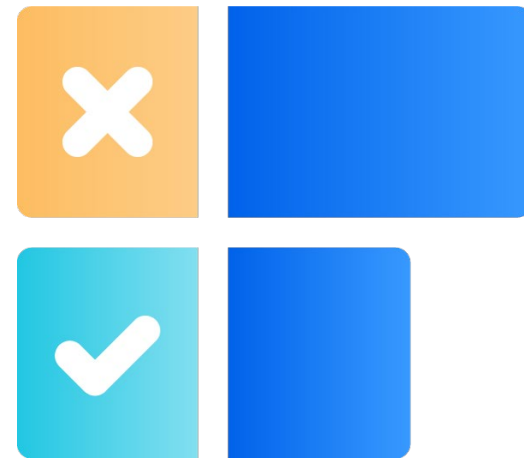
Cost optimization. Drill-down cost dashboard, reporting & tracking, resource utilization, zombie instances, notifications.



Reliability. Auto-alerts on AWS changes with rules-powered recovery.



Consolidated Billing. Use chargeback budgets to eliminate billing issues real time.



Poll

Use Case #1 Cost-Optimization

Customer Issue

Needs better resource utilization, waste management, RI Planning. AWS MRR is out of control and cannot afford to add new AWS services or regions. They also need detailed chargeback capabilities.

How nOps Helps



Consistently saving customers 18-50% of AWS costs.



Real-Time view of the AWS infrastructure inventory with instant visibility to changes that affect cost, plus cost history & audit trail for resources.



Continuous cost tracking across AWS accounts- powerful tagging functionality.



Identify & monitor for zombie instances and underutilized resources.

Use Case #2 AWS Well-Architected

Customer Issue

Customer is having issues with cost, security, compliance, reliability/scalability, performance, efficiency.



How nOps Helps



Automated discovery of high-risk issues with target infrastructure, and continuous monitoring of alignment with Well-Architected guidelines.



Cost optimization. Drill-down cost dashboard, reporting & tracking, resource utilization, zombie instances, notifications.



Security. Drill-down dashboard & rules, real-time alerts for security and non-compliant events leveraging AWS CloudTrail, audit trail.



Reliability. Auto-alerts on AWS changes with rules-powered recovery.

How does the **review work?**

1

Set a date and time for the Review and select a priority workload.

- Assume 1 - 4 hours, based on the amount of pre-work you complete.
- Start a free trial of nOps cloud management for AWS that automates discovery to accelerate and improve the Review.

2

Invite attendees to the Review.

- A cross-section of your internal stakeholders (think IT and business).
- nOps team, including a solution architect (AWS Approved Well-Architected Partner).

3

Day of the Review.

- The Review can be performed on-site or remotely.
- Perform deep-dive on a critical workload, based on 44 rules.
- Audit operations for compliance with the five pillars of Well-Architected.
- Perform assessments via Q&A and automation.
- Surface some immediate cost savings by revealing unused resources.

How does the **review work?**

4

Following the Review.

nOps provides:

- Recommendations based on business implications of your workload design decisions.
- A prioritized roadmap of short-, medium-, and long-term goals, based on the core Framework pillars.

Customer can:

- Decide to implement recommendations and receive available AWS credit funding for remediation.. (Actual remediation work performed by nOps may have associated costs.)
- Perform periodic checks on the assessment to improve the score and work on recommendations.

What Happens After a **WAFR with nOps?**

- Cost optimization, risk mitigation, future-proofing.
- New AWS services.
- Increased MRR.

Growth in AWS ARR Following AWS WAR - Representative Customers				
Customer	MRR (WAR)	MRR (New)	% Growth - Est.	New Services / Comments
	\$100,000	\$150,000	+50%	EKS, EC2, Terraform, RDS
	\$12,000	\$45,000 - \$60,000	+275-400%	Glue, Lambda; ARR varies month-to-month based on volume
	\$6,000	\$20,000	+233%	ECS, Terraform; now DBA flexEngage
	\$6,000	\$60,000	+900%	ECS, Redshift
	\$10,000	\$30,000	+200%	ECS, EC2, Jenkins
	\$7,500	\$13,022	+74%	EUR Region
	\$65,000	\$100,000	+54%	ECS, Fargate, Lambda, RDS



How does the **billing work?**

Pricing – Retail

Starter	Growth	Professional	Enterprise
Up to \$50,000 AWS Consumption	\$50,000 - \$100,000 AWS Consumption	\$100,000+ AWS Consumption	Over \$250,000 in AWS Consumption, Call for custom quote
Up to 3 AWS Accounts	Up to 10 AWS Accounts	Up to 20 AWS Accounts	
Unlimited Users	Unlimited Users	Unlimited Users	
\$500	\$1,000	\$1,500	CALL
\$25 per account (after 3)	\$25 per account (after 10)	\$25 per account (after 20)	Eligible for RI "ShareSave" Program
		Eligible for RI "ShareSave" Program	

Demo:

nOps Cloud Management Tool



JT Giri
CEO & Founder
nOps



DEMO

Try the Solution: Free Trial Offer



[Request access for a free Partner Trial of the solution »](#)

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

[Access the solution brief »](#)



Q&A



**Thank you –
Join us next week!**



nOps Resources



nOps Free Trial



How Uber Reduced AWS Costs 15% in 30 Days



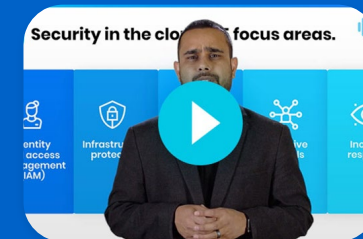
nOps Case Studies



451 Research Report – nOps




APN Blog Post – AWS Well-Architected, by JT Giri




Video – Get Well-Architected for Continuous Compliance & DevSecOps

Appendix



Change Management | nOps Rules | Reports | Cost Control | Security Dashboard | Workloads Beta | Help

Well-Architected Framework Review Report

4/12/2021, 11:52:32 AM + Custom Questions 

Filters Clear All

CUSTOM RULES +

- iam-role
- James custom 1

AWS ACCOUNT













- nOps-Internal (552)
- nOps-Internal-427148507963 FIX PERMISSION
- nOps-Internal-396328324619 FIX PERMISSION
- nOps-Internal-8370731940


CLOUDFORMATION: STACK-NAME

- prod-celery-ecs-ECS-1DE2LUQ5XFFM9
- uat-celery-ecs-ECS-1XLSKBR EHC0NS
- jenkins-ecs-V2-ECS-1X6LBG2 M46RS6

TAGS >

Sort by | AWS Services

SECURITY PILLAR	FINDINGS	PRIORITY	ACTION
Root MFA AWS strongly recommends that you do not use the root user for your everyday tasks, even the administrative ones. Instead, adhere to the best practice of using the root user only to create your first IAM user . Then securely lock away the root user credentials and use them to perform only a few account and service management tasks.	0	Well Architected	  
Implement life cycle, MFA and password policies for all users The current best practice is for customers to segregate defined roles and responsibilities of system users by creating user groups. User groups can be defined using several different technologies: Identity and Access Management (IAM) groups, IAM roles for cross-account access, Web Identities, via Security Assertion Markup Language (SAML) integration (e.g., defining the roles in Active Directory), or by using a third-party solution (e.g., Okta, Ping Identity, or another custom technique) which usually integrates via either SAML or AWS Security Token Service (STS). Using a shared account is strongly discouraged.	13	Critical	  
Unrestricted Public Access The rule analyzes Virtual Private Cloud(VPC) resources running in a public subnet with 0.0.0.0/[port number] in security groups. This common mistake opens cloud networks to outside threats.	4	Critical	  
S3 Security Check The rule does below security & best practices checks on S3 buckets. Mismanagement of S3 permissions settings by users is one of most common causes of security breaches and can cause significant data leaks. A few of the important checks in S3 buckets are: <ul style="list-style-type: none">Knowing which public read and public write access settings for S3 Bucket.Usage of S3 versioning to store and retrieve any particular data element.	4	Critical	  



Appendix



Dashboard

Cost Control

Well Architected

Templates

Opportunities

Billing

Workloads

Settings



trish27

Settings

Partner Clients

+ New Client

Search account...

All Clients

Accounts in Consolidated Billing

ACCOUNT NAME	MASTER ACCOUNT NAME	CLIENT NAME	ACTION
nOps-Internal-4052 Active Account	nOps-Internal	nOps-Internal	Assign to client <input checked="" type="checkbox"/> Project Enabled ⓘ <input checked="" type="checkbox"/> Report Enabled ⓘ
nOps-Internal Master Account Active Account	nOps-Internal	nOps-Internal	<input checked="" type="checkbox"/> Report Enabled ⓘ
nOps-Internal-282439395128 Active Account	nOps-Internal	nOps-Internal	Assign to client <input checked="" type="checkbox"/> Project Enabled ⓘ <input checked="" type="checkbox"/> Report Enabled ⓘ
nOps-Internal-396328324619 Active Account	nOps-Internal	nOps-Internal	Assign to client <input checked="" type="checkbox"/> Project Enabled ⓘ <input checked="" type="checkbox"/> Report Enabled ⓘ
nOps-Internal-427148507963 Active Account	nOps-Internal	nOps-Internal	Assign to client <input checked="" type="checkbox"/> Project Enabled ⓘ <input checked="" type="checkbox"/> Report Enabled ⓘ
nOps-Internal-5742 Active Account	nOps-Internal	nOps-Internal	Assign to client <input checked="" type="checkbox"/> Project Enabled ⓘ <input checked="" type="checkbox"/> Report Enabled ⓘ
nOps-Internal-993 Active Account	nOps-Internal	nOps-Internal	Assign to client <input checked="" type="checkbox"/> Project Enabled ⓘ <input checked="" type="checkbox"/> Report Enabled ⓘ
nOps-Internal-4035 Active Account	nOps-Internal	nOps-Internal	Assign to client <input checked="" type="checkbox"/> Project Enabled ⓘ <input checked="" type="checkbox"/> Report Enabled ⓘ
nOps-Internal-1405	nOps-Internal	nOps-Internal	Assign to client <input checked="" type="checkbox"/> Project Enabled ⓘ <input checked="" type="checkbox"/> Report Enabled ⓘ



Appendix



Dashboard

Cost Control

Well Architected

Templates

Opportunities

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trish27

Well Architected

Well Architected Report of All Clients

Search client

Here is the list of all clients with security, cost, reliability, performance and operations issues. This list doesn't contain clients added for WAFR access

CLIENT NAME	SECURITY	COST	RELIABILITY	OPERATIONS	PERFORMANCE
nOps-Internal Contract	430 issues ↑ +1 than previous month (429)	761 issues ↓ -5 than previous month (766)	118 issues ↑ +76 than previous month (42)	29 issues ↑ +3 than previous month (26)	35 issues
mony-billing-apr05 Contract	431 issues ↑ +1 than previous month (430)	761 issues ↓ -4 than previous month (765)	129 issues ↑ +34 than previous month (95)	81 issues ↑ +5 than previous month (76)	35 issues
mony-new-apr05 Contract	436 issues ↑ +11 than previous month (425)	761 issues ↓ -12 than previous month (773)	132 issues ↑ +42 than previous month (90)	81 issues ↑ +28 than previous month (53)	35 issues
San-demo Contract	431 issues ↑ +2 than previous month (429)	762 issues ↓ -3 than previous month (765)	116 issues ↑ +7 than previous month (109)	28 issues	35 issues
mony-wizard-apr6 Contract	436 issues ↑ +9 than previous month (427)	762 issues	90 issues ↑ +50 than previous month (40)	77 issues ↑ +49 than previous month (28)	35 issues