



CloudKeeper Growth Accelerator - Program Explanation

Six weeks of free, unlimited Solutions Architect-as-a-Service, plus complimentary access to CloudKeeper Tuner and Lens

1. Program Overview

The CloudKeeper Growth Accelerator is a six-week, zero-cost engagement that provides AWS customers with unlimited access to CloudKeeper's Solutions Architects, supported by FinOps specialists and CloudKeeper's cost optimization tooling (Tuner and Lens).

The program is designed to remove friction for customers by enabling immediate, hands-on technical and cost optimization support, without contracts, procurement, or long-term commitments.

The objective is to help customers move faster, unblock initiatives, adopt new AWS services responsibly, and build durable, scalable architectures while maintaining predictable cloud spend.

2. Program Intent & Rationale

Many AWS customers face challenges related to:

- Limited in-house cloud expertise or bandwidth.
- Complexity of architectural decisions during growth or modernization.
- Cost uncertainty when experimenting or scaling workloads.

At the same time, introducing a new partner often slows progress due to procurement, approvals, and cost concerns. This program removes those barriers by offering services at:

- **Zero cost**
- **Zero risk**
- **No contractual obligation**

It allows customers to tangibly experience CloudKeeper's SA-as-a-Service model while delivering real technical and financial outcomes within a short, defined timeframe.

3. What the Program Is (and Is Not)

What It Is

- An expert-led engagement with CloudKeeper subject matter experts.
- Unlimited access to CloudKeeper Solutions Architects for six weeks.
- A flexible framework to address real customer challenges.
- A mechanism to accelerate AWS workload adoption and optimization.

What It Is Not

- A tool trial.
- A one-time, static assessment.
- A sales-only or advisory-only motion.
- A commitment to ongoing services.

4. Talk Track (For AWS Sellers)

“Our partner, CloudKeeper, runs a program that provides unlimited Solutions Architect support for six weeks and optimizes costs - at no cost and with no obligations. They're an AWS Premier Partner with a 15-year track record and have helped hundreds of customers solve complex technical challenges. I've seen a lot of customers really benefit from this program, and I think you would, too. Can we set up a call with them to discuss more details?”

5. Scope of Support

During the six-week period, CloudKeeper provides:

- **Solutions Architect-as-a-Service**
 - Architecture reviews and design sessions.
 - Troubleshooting and technical guidance.
 - Best-practice recommendations aligned with AWS standards.
- **FinOps & Cost Optimization Support**
 - Spend visibility and baseline analysis.
 - Optimization opportunities and governance guidance.

- Ongoing cost awareness as workloads evolve.
- **CloudKeeper Tooling**
 - **Tuner:** Continuous usage optimization and actionable insights.
 - **Lens:** Resource-level visibility and real-time monitoring.

All services are delivered **at no cost to the customer.**

6. Engagement Types Enabled by the Program

The Growth Accelerator is not limited to a fixed set of engagement types. However, the following represent common and proven ways customers may engage during the six-week period.

6.1 Technology Roadmap Planning (TRP) / GenAI Roadmap Planning (GRP)

Help customers assess, prioritize, and sequence technology initiatives.

- **TRP:** Focuses on technical roadmap planning across infrastructure, platforms, and services.
- **GRP:** Focuses on how GenAI and AI services can be applied to achieve business objectives.

Outcome:

A prioritized, actionable roadmap aligned to business goals and AWS best practices.

6.2 Proof of Concept (PoC)

Leverage CloudKeeper expertise to execute PoCs for:

- New architecture patterns.
- Service adoption or modernization.
- Net-new workloads on AWS.

Outcome:

Validated designs and confidence to proceed with production implementation.

6.3 Software Savings Analysis



Identify cost savings opportunities for third-party software by:

- Reviewing current software usage.
- Identifying candidates for repurchase via AWS Marketplace.

Outcome:

Reduced software spend and simplified procurement through AWS.

6.4 Well-Architected Review Plus (WAR+)

Assess existing AWS environments for architectural optimization beyond a standard WAR.

- Reliability, security, performance, cost, and operational excellence.
- Hands-on guidance to remediate findings.

Outcome:

Actionable improvements to architecture health and scalability.

6.5 Cost Optimization Assessment

Identify achievable and sustainable cost savings within the customer's AWS environment.

- Spend baseline creation.
- Optimization opportunities across services and usage patterns.

Outcome:

Clear savings roadmap without impacting performance or growth.

6.6 FTR-Compliant Assessment (AWS Marketplace Readiness)

Help customers accelerate readiness for AWS Marketplace by preparing for:

- "Qualified Software" badge requirements.
- Architectural and deployment standards.

Outcome:

Faster progress toward AWS Marketplace listing and compliance.

6.7 GenAI Workshop

Explore and define practical GenAI use cases.

- Identify business-aligned GenAI opportunities.
- Map use cases to AWS services.
- Address architecture, security, and cost considerations.

Outcome:

A clear GenAI adoption direction with defined next steps.

6.8 Migration Assessment

Support customers planning AWS migrations by:

- Assessing current environments.
- Defining migration strategies and sequencing.
- Identifying risks, dependencies, and cost implications.

Outcome:

A structured migration approach aligned with business timelines.

7. Delivery Model

1. Customer Identification & Nomination

- AWS sellers identify customers experiencing technical, bandwidth, or cost challenges.
- Customers are nominated through a CloudKeeper salesperson.

2. Discovery & Alignment

- Introductory call with customer stakeholders.
- CloudKeeper technical and sales teams align on objectives and engagements.

3. Six-Week Engagement

- Unlimited SA-as-a-Service.
- Ongoing collaboration and execution.
- Regular updates and alignment with AWS stakeholders.

4. Post-Engagement Path

- Customers may choose to continue with CloudKeeper's resale and cost management services.
- Continuation is optional and results in **net zero cost** for the customer.

8. Eligibility Criteria

To participate, customers must:

- Spend **\$15,000 or more per month** in AWS consumption.

No additional prerequisites or commitments are required.

9. Program Outcomes & Alignment

- **Customers** gain momentum, clarity, and confidence.
- **AWS** benefits from accelerated workload adoption and healthier cloud usage.
- **CloudKeeper** demonstrates value through real outcomes, not promises.

The program is intentionally designed to align incentives across all three parties.

10. Differentiators

- Zero-cost, zero-obligation engagement.
- Unlimited architect access - not time-boxed sessions.
- Combined **architecture + FinOps** expertise.
- AWS Premier Partner with 15+ years of experience.
- Proven success across hundreds of AWS customers.

11. Supporting Case Studies

Recommended references:



- [Foundation AI – Re-architected and streamlined Kubernetes with EKS v1.30](#)
- [FranConnect – Seamless MSK cluster upgrades and improved SQS expertise](#)
- [Foundation AI – Optimized Amazon RDS for performance and cost efficiency](#)
- [Foundation AI – Scaled remote workforce using Amazon WorkSpaces](#)

12. Next Steps

- Identify eligible customers experiencing technical or cost challenges
- Introduce the CloudKeeper Growth Accelerator using the provided talk track
- Nominate the customer to CloudKeeper to begin the engagement