



# ACAI Solutions

Q4 2024

# AWS

## The Industry Leader



### AWS as Industry Leader

- 32% global market share in Q2 2024, leading Microsoft Azure (23%) and Google Cloud (12%).
- Global presence spanning data centers across 31 geographic regions.



### Customer Base

- Serving over 2.38 million customers worldwide.
- Customer base covers diverse sectors including tech, finance, healthcare, government, and more.
- Notable customers include Netflix, Pfizer, and NASA.



### Revenue

- **Projected 2024 revenue:** Over \$100 billion (about 20% of Amazon revenue).
- Strong growth driven by increased demand for cloud services, including AI workloads.



### Gartner Magic Quadrant Leadership

- Named as a Leader in the 2023 Gartner Magic Quadrant for Strategic Cloud Platform Services.
- Achieved leadership recognition for 13 consecutive years.
- **Source:** <https://aws.amazon.com/de/blogs/aws/read-the-2023-gartner-magic-quadrant-for-strategic-cloud-platform-services/>



# AWS Landing Zone

## What larger AWS customers have in common



### AWS Landing Zone Concept

- Centralized management of core capabilities
- Enables efficient multi-account AWS resource management
- Provides security, governance, and compliance controls



### Multi-Account vs Single AWS Account Advantages

- Enhanced Security & Compliance
- Improved Cost Management
- Better Scalability
- Effective Segregation of Duties
- Granular Access Control
- Simplified Disaster Recovery



### Solutions to Key Problems

- Security & Governance Consistency.
- Operational Efficiency.
- Simplified Account Provisioning.
- Standardized Baseline Configurations.
- Centralized Logging and Monitoring



### Available Solutions

#### AWS Control Tower

- Managed service for setting up and governing multi-account AWS environments.

#### Custom Landing Zone

- Tailored solution built on AWS Landing Zone.

# Challenges of Managing AWS Landing Zones

	CONTROL TOWER	CUSTOM
<b>AUTOMATION COMPLEXITY</b>	Limited customization	High complexity, requires deep expertise
<b>MANAGING IAC AND CI/CD PIPELINES</b>	Less flexible for advanced integrations	Complex to maintain consistency across accounts
<b>GOVERNANCE AND POLICY ENFORCEMENT</b>	Good for basic guardrails, struggles with complex policies	Flexible but resource-intensive to implement and maintain
<b>COST AND TIME INVESTMENT</b>	Quicker deployment, but may lack depth for large enterprises	Offers maximum control, but significant time and financial investment (12+ months, >\$1M)



## Key Challenges for Both

- Multi-account management complexity
- High operational costs
- Expertise requirements
- Deployment and provisioning speed
- Compliance and security management
- Scalability across regions and organizational units

# Segmentation of AWS Landing Zone Customers

	SMALL BUSINESSES	SMALL AND MID-SIZED ENTERPRISES	LARGE ENTERPRISES/ PUBLIC SECTOR
MONTHLY RECURRING REVENUE IN USD	\$1,000 - \$5,000	\$5,000 - \$50,000	\$50,000+
NUMBER OF AWS ACCOUNTS	<10	10-50	50-500+
NUMBER OF WORKLOADS (TEAMS)	1-3	3-20	20-100+
LEVEL OF SECURITY/GOVERNANCE REQUIREMENTS, IAC CI/CD AUTOMATION	Basic	Moderate to Advanced	Advanced
CHALLENGES	<ul style="list-style-type: none"><li>▪ Limited resources and expertise for implementation and maintenance of a Landing Zone</li></ul>	<ul style="list-style-type: none"><li>▪ Balancing security and operational efficiency</li><li>▪ Implementing multi-account strategies</li><li>▪ Managing compliance</li></ul>	<ul style="list-style-type: none"><li>▪ Complex security and compliance (especially for finance, pharma and public sector)</li><li>▪ Managing hundreds of AWS accounts</li><li>▪ Scaling cloud infrastructure management</li><li>▪ Consistent deployment across all AWS Core Accounts</li></ul>

# ACAI Solutions



## SIMPLIFY MULTI-ACCOUNT MANAGEMENT

Streamlined solutions for managing AWS accounts



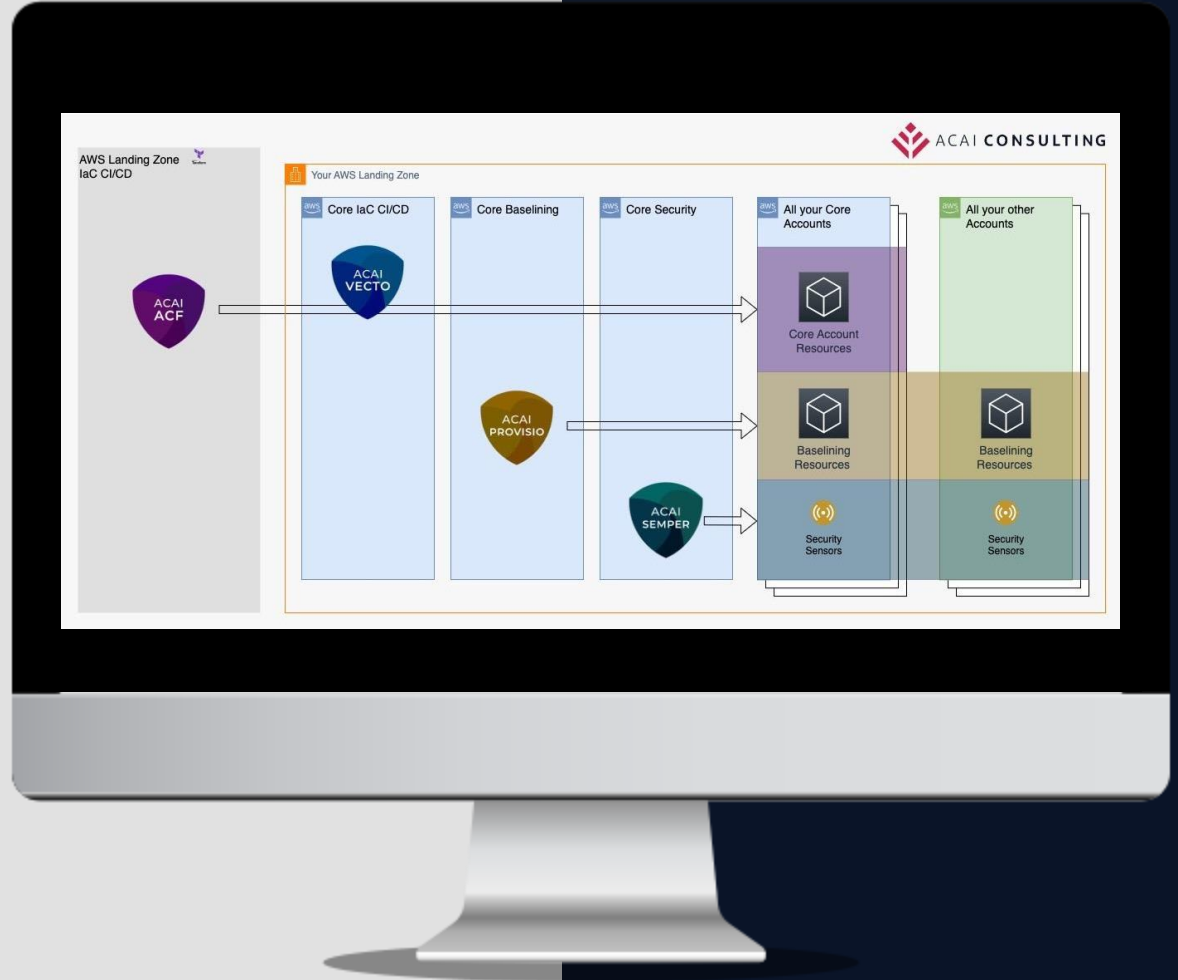
## IMPROVE OPERATIONAL EFFICIENCY

Speed up deployments with automated processes



## SCALABILITY & SECURITY

Grows with your business while maintaining strict security standards



# ACAI ACF Solution

Simplifies the management of AWS Landing Zones across multiple accounts and regions while meeting stringent compliance standards.

## KEY FEATURES



### Fits All

Works with both AWS Control Tower and custom AWS Landing Zones.



### Modular & Integrated

Choose the components you need for a seamless experience.



### Security & Compliance

Designed to meet enterprise-level standards.



### Enterprise-Proven

Supports large-scale deployments with significant AWS workloads.



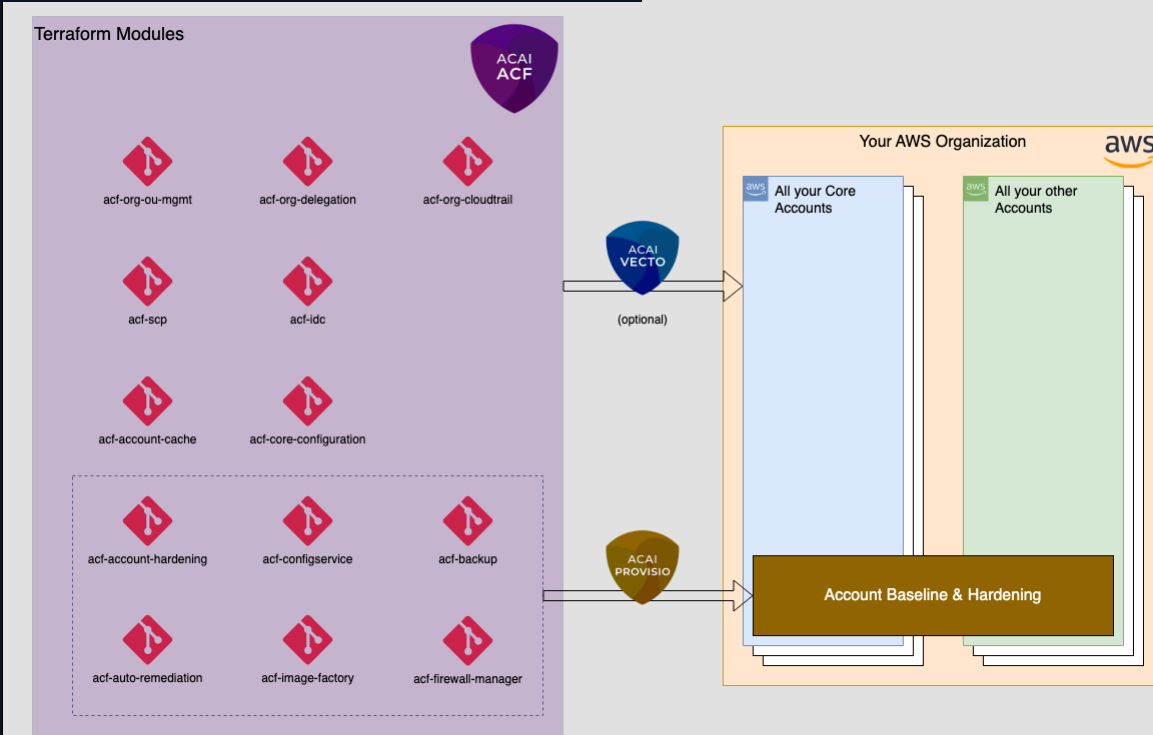
### Multi-Region

Optimized for multi-region performance and scalability.



### Intuitive Abstraction Layer

Simplifies complex operations for platform engineers.



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# ACAI PROVISO Solution

Enhances AWS security by implementing robust baselines and hardening measures using Terraform, overcoming multi-region and multi-account challenges.

## KEY FEATURES



### Multi-Region Management

Apply resources across multiple regions with a single configuration.



### Multi-Account Provisioning

Standardize security policies across all AWS accounts.



### Terraform Integration

Utilize Terraforms power while addressing its native limitations.



### Precise Resource Allocation

Deploy resources based on account metadata like tags and IDs.



### Customizable Templates

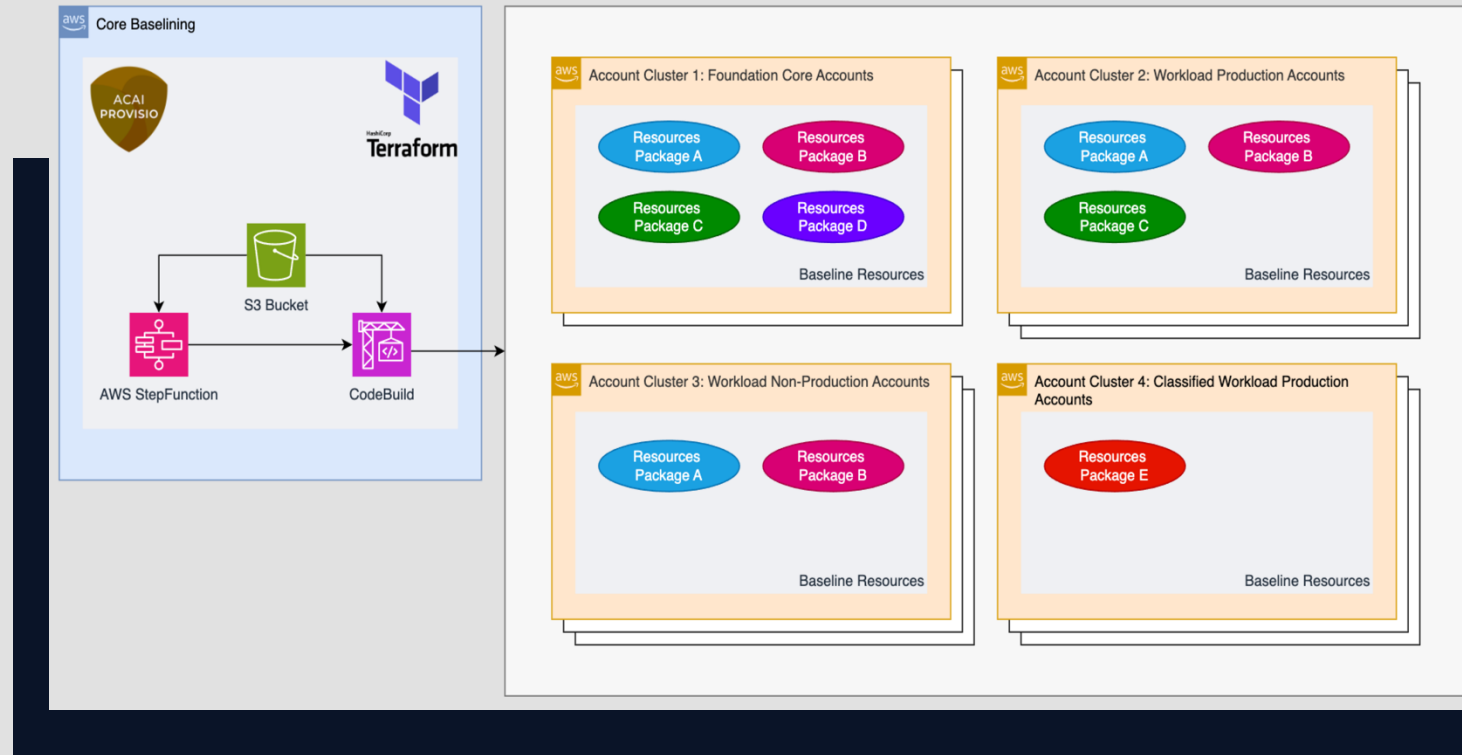
Adapt configurations to meet your specific needs.



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# ACAI VECTO Solution

Automates and streamlines Infrastructure as Code (IaC) pipeline management, ensuring secure and consistent AWS Core Account deployments while reducing operational overhead.

## KEY FEATURES

### Use Case 1

Deploy AWS resources to a single Core Account with one pipeline

### Use Case 2

Use multiple pipelines for a single Core Account deployment

### Use Case 3

Manage deployments across multiple Core Accounts with one pipeline

### IaC for IaC

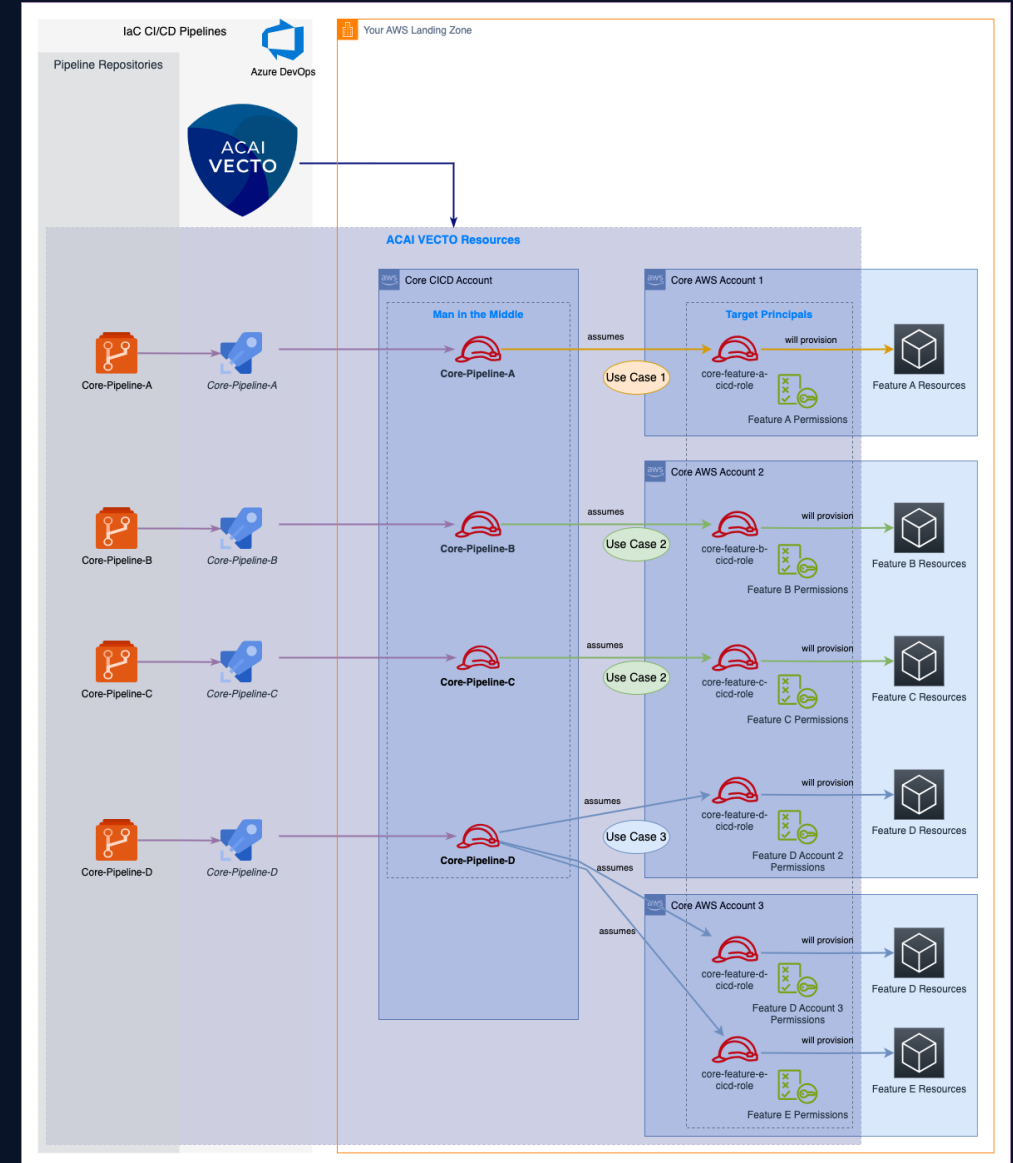
Automate the management of Core CI/CD resources and AWS principals

### Specification-Driven Design

Define clear deployment structures for AWS Core Accounts

### Security Focus

Tailor CI/CD principals with minimal permissions for enhanced security



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# ACAI SEMPER Solution

Helps AWS customers with large AWS Landing Zones meet highest security and compliance requirements (e.g. CIS AWS or the NIS 2 Directive) by managing the full lifecycle of incidents through a policy-based DevOps-driven approach.

## KEY FEATURES



### Security Sensors

Deploy AWS Config and Event Bridge Rules across selected regions



### Tailored Security Standards

Manage AWS Security Hub standards at the account level



### Enhanced Context

Enrich security findings with relevant account information for better resolution



### Filter Findings

Define policies to filter accepted findings and sync with AWS Security Hub and Amazon GuardDuty



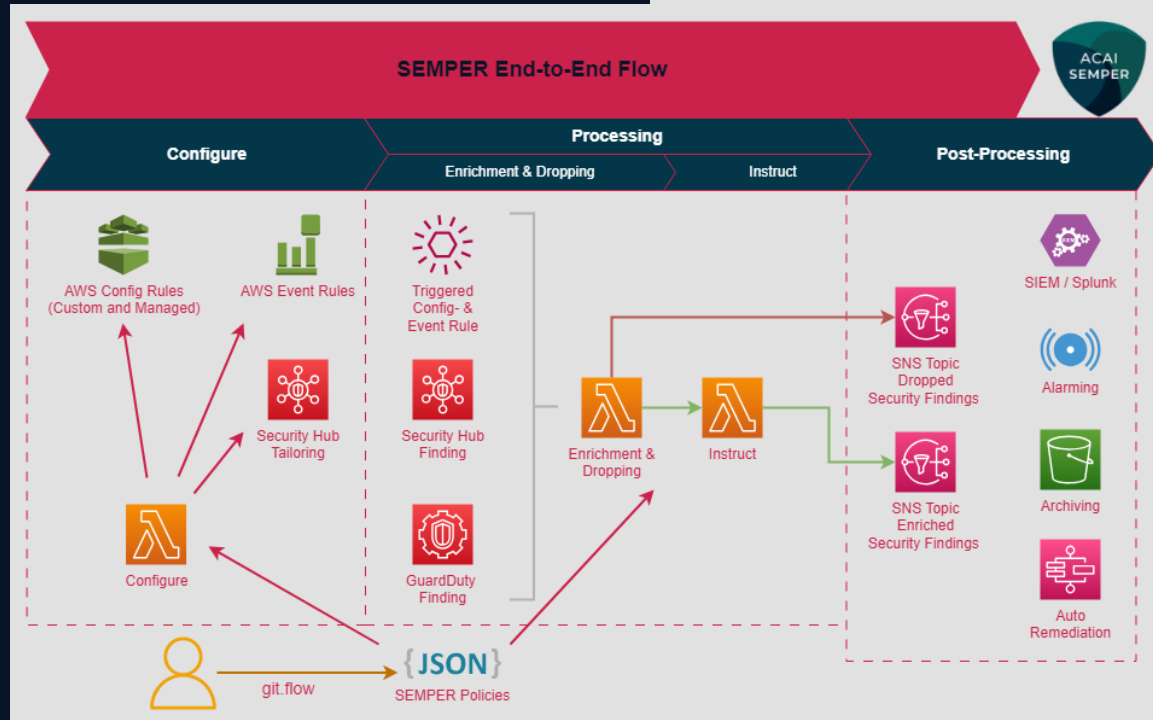
### Policy as Code

Manage everything via a unified Policy as Code repository



### AWS-Native & Serverless

Fully integrates with AWS services, keeping data within your perimeter



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# ACAI Team



**MICHAEL ULLRICH**

Cloud Security Architect

## Core Competencies

- Delivery of large international projects
- Architectural and implementation experience
- Expert for Cloud and IT security

## Experience

- Over 15 years of IT project management
- Over 30 years of IT experience
- Executive MBA, University of Würzburg, Germany
- Master of Science in Electrical Engineering, University of Erlangen, Germany



**DR. VENIAMIN GALIUS**

Managing Consultant

## Core Competencies

- Business analysis and process engineering
- Agile delivery
- M365 and digital workplace
- Infrastructure and telecommunications

## Experience

- Over 15 years of IT project management
- 5 years scientific programming, ETH Zurich
- Doctorate in Biophysics and Molecular Biology, ETH Zurich, Switzerland
- Master of Science in Biophysics, Humboldt University Berlin, Germany



**NIKLAS BÖGELEIN**

Cloud Solution Architect

## Core Competencies

- Bridging the Gap between DevSecOps and CxO's
- Cloud Solution Architect with extensive experience in Cloud Foundations, Security and Big Data

## Experience

- 10 Years of IT Engineering and Cloud
- Ex-Topic Lead „Cloud Platforms and Architecture” at Swiss Consulting Agency
- Served successful for market leading companies (Mercedes, Swiss Banks, CSS, Inventx, Manor, Karstadt and many more)
- Bachelor of Science (Business Informatics)

# ACAI Contact



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**GIT HUB**



**TERRAFORM REGISTRY**