

# The Pitch

This isn't a normal cover letter. I apologize in advance for the length, but it's important to you, trust me.

AWS is a trap. If you do the wrong things it will put you out of business. You don't know what they are ahead of time, and they won't do anything to stop you - they'll happily take your money as you kill your business. Of course, Azure and Google and Oracle are the same in this regard, but I am intimately familiar with AWS.

My job is to stop that from happening. That's what I do: I keep AWS (and crypto miners and other bad guys) from taking money and time from you that they shouldn't be.

How do they cost you money they shouldn't? Two areas: deployment, and security.

Deployment: AWS lets you spin up hardware and storage and network and all sorts of things immediately, that's why we love it. But they all cost you, even if they're not what you needed. Even if they're unused. Even if you don't know they are there. In the past, I found and removed storage volumes costing tens of thousands of dollars a year that were entirely unused. Developers love AWS, because they don't have to ask anyone to deploy whatever they want... and often, don't clean up when they're done. As time passes, your cloud spend rises, because without someone playing janitor, unused assets accumulate.

Security: AWS comes secure out-of-the-box. Then your developers and operations folks add things, and it's not always obvious what things are opening a back door to the bad guys, and what things are not. All the attackers need is one tiny insecurity, and they're in. In some cases, they're not even after you; random scans find the way in, and in a week you get a bill for a half a million dollars in cyber-coin mining you didn't even know about. Or maybe they install some ransomware to try to extort you for ten times that amount, because one of your developers made a minor mistake. Insurance is only a partial solution: it's expensive, use it and your rates skyrocket, and word gets out.

You need a janitor. You need a security guard. You need someone with experience who understands the failure modes and can help you not only steer clear of them, but fix anything that's already vulnerable before it's exploited. You need someone to own and fix the problem. And you need it soon.

That's where I come in. I am a dedicated resource that can take a real ownership interest in your cloud spend and security, in return for the same salary and benefits you already pay most of your middle management. I will come in, analyze your billing and security situation, and help you implement changes - most of them

fairly straightforward - to address the issues you didn't realize you had. Then I help establish policies and procedures and documentation and enforcement to let you avoid the same pitfalls again.

If you read this and decide you don't like me, that's fine... but do find someone to address this. There are companies that do these things. They aren't cheap. You get to pay not only their consulting fees, but all of their overhead, and in the end, it can cost you an awful lot of money. Spending a million dollars to avoid spending 25 million is a great deal, but it's still a million dollars.

In every cloud job I have ever had, I've saved my employer significantly more than its cost to employ me. It isn't hard to do, honestly - it just takes experience, and commitment. Experience you don't get from an Intern, or a developer moonlighting in security. And commitment you frankly don't get from a third party: you need someone invested in your success.

My requirements are modest:

100% remote

I live and work in California and have no interest in leaving or commuting.

AWS only

sorry, I don't know GCP or Azure well enough to offer what I do in AWS.

A reasonable benefits package including health insurance and accrued vacation.

Salary commensurate with the value I add

think middle management director level

If your AWS keeps you up at night, or you've just realized you're sitting on a house of cards - reach out to me. I won't be available forever.

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<https://bortels.github.io/resume.pdf>