

Amazon

Contact: Joe Smith – VP, Infrastructure Strategy

Sales Stage: Discovery (SQL)

Deal Size: Est. \$450K ARR

Meetings:

May 12: Intro call. Focus on AWS internal cost visibility.

May 17: Demo of usage spike detection module.

Needs:

Real-time usage-based alerts for finance ops.

Historical usage analytics with granularity below SKU level.

Objections:

Concerned about integration effort with internal billing APIs.

Internal Notes:

Similar use case to Jetstream (current customer); POC completed in 3 weeks.

Next Steps:

Share pricing tiers.

Align with FinOps team lead on pilot scope by June 1.