



Cloud Economics

PARTNER TRAINING

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Cloud Economics BUSINESS DEVELOPMENT MANAGER

The Objective of this training

- Cloud Economics
 - What is it?
 - What is the business value?
 - What is CFM?
- What value can we provide
- How to become a trust advisor
- How to improve my business
- How to improve my win rate

What is in the scope?

Mixture of on demand videos, **AWS** consulting guidance & hands-on sessions to help you:



Why **Cloud Economics** will help you to accelerate your business



Leverage free AWS templates and tools for data collection, mapping and pricing



Get access to consulting content to improve your business



Tackle CXOs challenge & most important financial metrics to decision making



Gain hands on experience in calculating optimized migration Business Cases

What is in for you?

Tools and best practices for calculating Business Cases and leveraging AWS investment programs to:



Increase your Cloud Economics knowledge



Increase Business Case accuracy and comprehensiveness



Increase win rates and deal sizes



Increase downstream revenue opportunities

Program structure and engagement commitment

Areas	Key Aspects	Format	Time Commit
Cloud Economics Accreditation	Advance non-technical best practices for migrate large-scale workloads.	<ul style="list-style-type: none"> On demand videos 	3.5 h
Partner Migration Business Case	You will learn advance non-technical best practices for migrate large-scale workloads.	<ul style="list-style-type: none"> Live sessions for tools On demand videos for templates 	4 h
Cloud Economics Overview	summary of what we have learned from cloud economics, how does Cloud Economics do it	<ul style="list-style-type: none"> Live session 	40 min
Financial Overview	You will learn what is important to hear for CXOs, the most important financial metrics for project analysis and decision-making	<ul style="list-style-type: none"> Live session 	30 min
AWS Cost Optimization Levers	Business case cost optimization levers including guidance on implementation	<ul style="list-style-type: none"> On Demand Live session 	25 min
Case Study Practice	Hands-on experience calculating a business case using the tools and templates explored during the training	<ul style="list-style-type: none"> Live session to set the scene and to discuss the outcomes Self-study and business case prep 	6 h
Engagement Commitment	<ul style="list-style-type: none"> 2-3 candidates completing full curriculum AWS PDM Supervision & Cloud Economics accompaniment 		15h





Thank you!