



# Cloud Economics

## PARTNER TRAINING PROGRAM

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# The Objective of this training

- Cloud Economics
  - What is it?
  - What is business value?
  - What is Cloud Financial Management?
- What value can we provide?
- How to become a trusted 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
<b>Cloud Economics Accreditation</b>	Advance non-technical best practices for migrate large-scale workloads.	<ul style="list-style-type: none"> <li>On demand videos</li> </ul>	3.5 h
<b>Partner Migration Business Case</b>	You will learn advance non-technical best practices for migrate large-scale workloads.	<ul style="list-style-type: none"> <li>Live sessions for tools</li> <li>On demand videos for templates</li> </ul>	4 h
<b>Cloud Economics Overview</b>	Summary of what we have learned from cloud economics, how does Cloud Economics do it	<ul style="list-style-type: none"> <li>Live session</li> </ul>	40 min
<b>Financial Overview</b>	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"> <li>Live session</li> </ul>	30 min
<b>AWS Cost Optimization Levers</b>	Business case cost optimization levers including guidance on implementation	<ul style="list-style-type: none"> <li>On Demand</li> <li>Live session</li> </ul>	25 min
<b>Case Study Practice</b>	Hands-on experience calculating a business case using the tools and templates explored during the training	<ul style="list-style-type: none"> <li>Live session to set the scene and to discuss the outcomes</li> <li>Self-study and business case prep</li> </ul>	6 h
<b>Engagement Commitment</b>	<ul style="list-style-type: none"> <li>2-3 candidates completing full curriculum</li> <li>AWS PDM Supervision &amp; Cloud Economics accompaniment</li> </ul>		15h





# Thank you!