# Professional Services – Statement of Work

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| --- | --- |
| “Customer” | xxx |
| “AAA” | AAA, Inc. |
| Project Name | AWS Cloud People Transformation and Operating Model Workshop |
| “Project Location” | xxx |
| Customer’s Engagement Contact Name and Email Address | xxx |
| Customer’s Accounts Payable /  Bill To / Invoice Information | xxx |
| Customer’s Bill To Mailing Address | xxx |
| Customer’s AWS Billing Account ID | xxxx |
| Currency | $ |

This Statement of Work for AWS Professional Services (this “**SOW**”) is entered into between AWS and Customer. This SOW is made a part of the AWS Customer Agreement available at <http://aws.amazon.com/agreement> by and between Amazon Web Services, Inc. and Customer or other written agreement between Amazon Web Services, Inc. and Customer governing Customer’s use of the Services (the “**Agreement**”). This SOW is effective as of the date the last party signs this SOW (the “**SOW Effective Date**”). Capitalized terms may be defined above or in the Agreement.

## Scope of the AWS Professional Services

AWS will provide the consulting and advisory services described below, for up to the total number of days set forth in this SOW.

## AWS Cloud People Transformation and Operating Model Workshop

During the AWS Cloud People Transformation and Operating Model Workshop, AWS will work with Customer IT Executives and IT Transformation execution teams to define Customer’s current state and desired future state as it relates to transforming their people’s roles/skills, organizing their IT teams, and the adoption of a best-fit operating model to best take advantage of AWS. The list below, while not exhaustive, are the key activities AWS and Customer participants will undertake, during the workshop.

During the Cloud People Transformation and Operating Model Workshop, AWS will**:**

* Conduct a 4-hour interactive workshop to facilitate Customer understanding of industry leading patterns in which enterprises are evolving their operating and organization models to enable agility and efficiency in the cloud
* Assist the Customer in creating a future-state functional and interaction model between teams needed to operate in the cloud
* Assist Customer in designing and staffing an initial “Cloud Tiger Team” and then model the scaling of it into a mature cloud organization
* How to establish a roadmap of next steps to remediate gaps between current and future state operating and organizational models
* Consolidate learnings and agreed upon actions into a single vision page, for Executive consumption
* Assist Customer in defining the next steps to execute the stated vision

Expected Work Products:

* Documented vision of possible Customer future-state operating models
* Documented Customer strategy for commissioning and staffing a Cloud Tiger Team
* Initial Customer Workloads for migration (~5) identified and documented
* Documented Customer-specific Vision & Priorities on a page
* Recommended next steps and associated critical components for Cloud Adoption

## Schedule of Rates

The rates for consultants are expressed in the table below as daily rates (assuming an 8-hour day). Customer will be billed for the actual time worked by the AWS consultants. The aggregate charges for consultant time under this SOW will not exceed the total in the table below, without the prior written authorization of the parties.

|  |  |  |  |
| --- | --- | --- | --- |
| ***Consultant Level/Role*** | ***Daily Rate*** | ***# of Days*** | ***Cost*** |
| Principal Consultant | $3,000 | 5 | $15,000 |
| One Time Adoption Incentive Subtotal |  |  | $(15,000) |
| Total |  | 10 | $0 |

## Additional Terms

1. Some AWS Professional Services may be provided on-site at the Project Location. All other AWS Professional Services under this SOW will be provided remotely or at such other locations as may be mutually agreed.
2. AWS will provide the AWS Professional Services using skilled and experienced resources and in a professional manner. If AWS fails to do so then, as Customer’s sole remedy, AWS will reperform the relevant AWS Professional Services or refund the charges for such service; provided that Customer notifies AWS of the failure within three months of the date of performance.
3. Customer’s billing details are as set out in the table at the front of the SOW or as notified in writing from time to time by Customer. Customer consents to receiving invoices via email. The parties may mutually agree via email to increase the number of consultant days and expenses one time under this SOW.
4. This SOW automatically terminates six months after the SOW Effective Date. Customer agrees that, upon any termination of this SOW, (a) Customer will pay AWS for the AWS Professional Services already performed or in-progress and expenses incurred through the effective date of the termination and (b) AWS will have no further obligations to Customer under this SOW.

Acceptance and authorization

**IN WITNESS WHEREOF,** the parties below have executed this SOW as of the SOW Effective Date.

**AWS: CUSTOMER:   
Amazon Web Services, Inc. Intel Corporation**

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| --- | --- | --- |
|  |  |  |
| Signature |  | Signature |
|  |  |  |
| Full name |  | Full name |
|  |  |  |
| Title |  | Title |
|  |  |  |
| Date |  | Date |