

WHY SHOULD YOU MOVE YOUR AWS SPEND TO A CHANNEL PARTNER?



The top five challenges that end users have from dealing directly with AWS are:

1. Un-organised AWS infrastructure
2. Outdated AWS infrastructure
3. Not leveraging AWS pricing models for cost optimisation
4. Inability to accurately deliver departmental chargeback
5. Paying in USD on credit cards

By moving your billing to a channel partner, you can resolve these challenges plus see further benefits that will enable you to lower costs and leverage more AWS services. Such as:

- ✓ **Receive billing in GBP**
 - Removes USD exchange rate costs
- ✓ **Receive invoices and billing reports for each department**
 - Deliver correct department chargeback
- ✓ **Leverage your credit line with the partner**
 - No more credit card billing
- ✓ **Put security and control policies around spend**
 - Remove any unsecure "Shadow IT" created by departmental spend
 - See all spend by account/department via a single easy to use platform
- ✓ **Realise cost savings via a partners assessment services**
 - Look for efficiencies in existing services
 - Find opportunities to provision Reserved Instances
 - Identify new workloads to migrate
- ✓ **Create a plan to migrate further workloads to AWS**
 - Realise further cost savings
 - Innovate at speed and get to market quickly

In Summary

Beginning State

1. Unorganized AWS spend and tracking
2. Low utilization / outdated infrastructure
3. No cost optimization - high cost to consume AWS

End State

1. Organized AWS spend with corporate governance policy
2. High utilization / modern infrastructure
3. Cost optimized to ensure efficient spend in AWS



1. Centralize



2. Audit



3. Implement



4. Leverage advanced AWS

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