

AWS Startup Offering

3Gi Technology Ltd



Overview



3Gi is an Advanced Tier AWS partner specialising in supporting Startups in the adoption and management of Data, AI, ML and GenAI tools. We are proud of our hyper focussed technical and consulting team's ability to produce bespoke solutions that produce production level GenAI solutions that solve our customer's challenges.

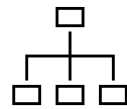
The purpose of this deck is to introduce the support we can provide in collaboration with AWS and define our product offerings to **AWS Startup** customers. We continue to evolve these solutions by leveraging our internal capabilities, AWS relationships and wider strategic partnerships.

Specialisms

- ❖ GenAI
- ❖ AI & Machine Learning
- ❖ Migrations
- ❖ Cloud Storage & Databases
- ❖ Well Architected Reviews
- ❖ Compliance & Vanta
- ❖ AWS Marketplace
- ❖ Bespoke AWS Support



Specialists in **AWS Data, AI, ML and GenAI** project design and development – understanding business problems and building tailored proven and novel solutions to resolve your challenges.



Expert AWS Best Practice and **Well-Architected Framework** practitioners – leveraging our skills to resolve your cost, security and scaling challenges, and bringing industry leading compliance solutions through **Vanta**.






AWS Funding Program advisors, delivering work at a discounted rate and guides in obtaining AWS Activate Credits to sustain your cloud operation.



AWS Solution Providers, providing a comprehensive scope for cost neutral support under our Solution Provider Program.

Our Core Offering



| Mission | Description | Funding |
|-------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------|
| Build  | AI has become essential for businesses, from startups to enterprises, however most projects fail due to funding gaps, technical skill shortages, or slow iteration. Address these challenges with our Build programme, where expert designed AI solutions are delivered using AWS funding to remove financial risks and ensure success. | 20% of projected ARR to 3Gi Up to 8% of ARR to customer in AWS credits |
| Move  | Migrating to AWS unlocks significant benefits, but re-architecting platforms can be complex. Our Move & Modernise program simplifies this process with expert guidance and AWS funding, ensuring a smooth transition, improved performance, and reduced costs. | 25% of ARR to 3Gi 25% of ARR to customer in AWS credits |
| Protect  | Ensuring your cloud environment is secure, reliable, and cost-efficient is critical in all highly competitive markets. Powered by AWS' Well-Architected Review, our Protect program identifies issues and optimises performance, using proven strategies to meet compliance, scaling, and security objectives with confidence whilst reducing cloud cost. | An additional 10% of the projected ARR can be allocated to 3Gi to execute any project for you |

Our Solution Provider Program



Support

- Access to **Enterprise Team** (a dedicated team aligned to provide help/advice as needed)
- **Partner-Led Support Model** – we can triage support tickets you log with AWS
- Agnostic solutions provider, able to deliver **additional operational services** (CloudOps, SecOps, DevOps)
- **Alignment with your Account Manager and Solution Architects** at AWS for collaborative work (you, AWS, and 3Gi)
- **Monthly call to review support** requirements and provide a regular check-in point, strategic support offering, tracked via a client scorecard
- **CloudHealth metrics** and alerts set up, with core security alerting configured (requires WAR setup)

Strategy

- **AWS Optimization Immersion Day** (equip your team with expertise and tools to significantly reduce AWS costs)
- **Access to AWS's funding programs**, with guidance and management on their use
- **AWS Marketplace and APN guidance** and support (including access to AWS resources)
- **Exclusive access** to events, new product sessions, and immersion days
- Development of a strategic **Well-Architected program** using the framework and funding to achieve core tech objectives
- Our **Data, AI, and Machine Learning specialisms** can be leveraged under 'Build' funds

Commercials

- **Smart billing and cost management support** via our FinOps platform (no credit card issues)
- **Continuous financial review** and alerting to help control and reduce AWS spend (requires a WAR setup)
- **Monthly rolling agreement** (no contract term, aligned with AWS consumption)
- **Zero cost for the program** – we cover the service with our commercial agreement with AWS

Our Additional Partner Benefits



Vanta

Under either our Solution Provider or Protect Program, 3Gi and Vanta will implement your free trial, configure your framework of choice and complete the first steps in meeting your compliance goals

- Obtain **discounted access to Vanta** through our strategic partnership, **a market leading compliance tool**.
- Simplify your path to obtaining compliance requirements, including **SOC 2, ISO 27001, HIPPA and GDPR**.
- **Seamlessly integrates** with your AWS environment, simplifying the audit / gap analysis process and reducing manual effort.
- Ensure your ability to **engage with highly regulated clients**

Marketplace

Combining our personal experience with customer demand, we have developed a specialism in assisting AWS customers get set up on the AWS Marketplace, publish their products and get the support to leverage this channel as an important growth strategy.

- Gain support to publish, manage, and scale your offerings on AWS Marketplace, **increasing visibility to global buyers**.
- Navigate the **APN portal** with guidance from 3Gi and AWS to meet your marketplace objectives with far lower lead times
- Continued support for your Marketplace offerings through our **Solution Provider Program**

Credits

We work extensively with the Activate team to support customers and investors with their credit access and management. We are also able to advise on how to maximise the return from your credit allocation.

- **Obtain up to \$100,000 in AWS Activate Credits** to cover your AWS Cloud spend.
- **Connect your investors with 3Gi** to receive advice on how to distribute credits.
- Help manage your credit supply with the **AWS Portfolio Team** through our relationship.
- Use built in AWS tools to **track your credit spend** under our supervision.