

# SIMPLIFIED AWS PROCUREMENT WITH ZOI

Zoi simplifies AWS management by combining cost-effective license procurement with expert FinOps consultancy to optimize your cloud expenditure. We offer simplified billing, more competitive pricing and, most importantly, regular cost optimization.



WHAT YOU GET

LESS EFFORT, MORE VALUE: ZOI STREAMLINES YOUR BILLING.

- **Simplified billing process:**  
Zoi creates a consolidated invoice for you every month - efficient and time-saving
- **Currency stability:**  
the conversion from USD to EUR is carried out by Zoi - secure and predictable
- **Attractive conditions:**  
Zoi grants you up to a 3% discount on license fees and 30 days payment term

PREREQUISITES

SEAMLESS INTEGRATION AND FULL CONTROL WITH ZOI

- Zoi will receive the **necessary authorizations** to access your main AWS account for administration and billing.
- You retain **full access** to your AWS accounts

BENEFITS

IMPACT STARTS WITH INSIGHT

1. Cost optimization

Zoi optimizes your cloud spend

2. Stay up to date

We keep you up to date with the latest developments in cloud environment

3. Proactive Spending Alerts

Set up personalized alerts, allowing you to act quickly

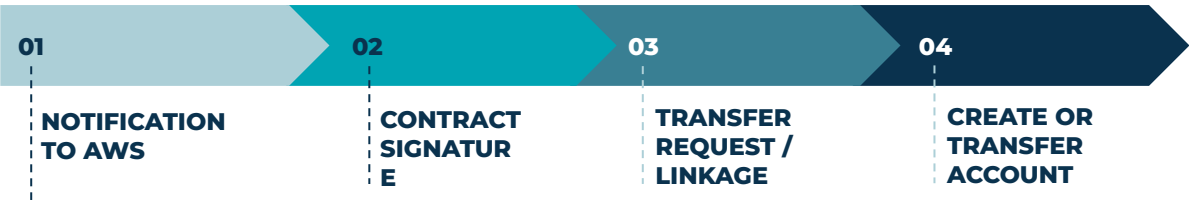
4. Improve Budgeting & Forecasting

Accurately predict future costs and allocate budgets effectively

## AWS HANDOVER

STRUCTURED AND SMOOTH

It's just an administrative task



- ✓ **AWS made easy:** Power Your Cloud with Zoi
- ✓ Let **ZOI take care of AWS** so you can focus on your business

## WHY WITH US?

UNLOCKING YOUR POTENTIAL

Annual Recurring Revenue (ARR) in USD	Discount	FinOps	Zoi Support
<50k	2%	-	-
>50k	2%	1 day	✓
>100k	3%	3 days	✓
EDP	individual	3 days	✓

TERMS AND CONDITIONS

- ➔ **EDP:** For organizations with significant AWS commitments, we facilitate the setup and management of an EDP (Enterprise Discount Program) to achieve substantial discounts on your overall AWS spend.
- ➔ **FinOps:** For the annually offered FinOps days, our FinOps consultants will analyze your AWS usage, identify cost-saving opportunities, and implement best practices.
- ➔ **Zoi support:** Basic support for resolving common AWS billing issues (e.g., cost dashboards, basic service access). Access to foundational documentation and guides for using AWS services through Zoi.
- ➔ **AWS Partner:** Zoi is a **Premier Tier Partner**, selected by AWS, who is authorized to offer AWS service purchasing.

ABOUT ZOI

Zoi is a cloud-native IT consulting company that bridges the gap between businesses and the latest cloud technology. As one of the first AWS partners in Germany with over 10 years of experience, we've been pioneering cloud solutions from the very beginning. With more than 450 employees across six countries, we partner with European manufacturing, retail, and healthcare companies. Together, we develop long-term digital strategies that keep them competitive in an increasingly digital world. Our approach: AI-driven solutions, business-focused execution, and the highest delivery culture.



- Migration and Modernization Services Competency
- IoT Services Competency
- SAP Services Competency
- DevOps Services Competency
- Retail Services Competency

READY TO IMPROVE YOUR AWS JOURNEY WITH US?



I am just an email away

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