

Inferdat AWS Cheat Sheet

Internal reference for AWS team conversations

Ex-Amazonians. Rethinking the partner motion.

4x

Faster to production vs industry avg

1:3

Opp conversion goal (ACE launched)

48hr

SOW turnaround

24hr

Email response SLA

10

Pre-packaged demos ready to share

Free

POC/V at Prove stage

WHY THINK OF US

- Cost-conscious delivery built for Startups and SMBs
- Speed: POC to production in 6 to 10 weeks
- GenAI specialists using the full AWS GenAI stack
- Everything runs inside the customer's AWS account
- We directly help you hit your GenAI quota
- We keep Startup and SMB accounts from getting deprioritized by partners focused on large enterprise
- No SOW needed at Prove stage, faster time to first value

THE PROBLEM WE SOLVE FOR AWS

- POCs stall and never reach production, leaving ARR on the table
- Partners sign SOWs but AWS sees no backend revenue
- Deals drag to year-end, quota hits come late or not at all
- Most partners deprioritize SUP and SMB segments for larger accounts
- GenAI quota is hard to hit without a partner who actually gets to production

We were on the AWS side. We saw all of this firsthand, and led delivery at a Premier partner. **We built Inferdat to fix it.**

FOR CARS / DGRS

How we help you win

- Resource to help you prospect and break into new accounts
- Helps you hit high opportunity goals and partner attach rate requirements
- Fast opp-to-launched conversion builds strong promo stories
- No SOW at Prove stage means faster pipeline entry
- Free POC/V removes friction from first conversations
- 10 pre-packaged demos you can share with customers immediately

LEAD WITH

Prospecting support

Partner attach rate

Promo story builder

FOR CSRS / AMS

How we help your customers succeed

- 4x faster time to production than industry average
- Structured deployment process designed to get more GenAI projects across the finish line
- Shorter sales cycle with 10 pre-packaged demos ready to share
- Fast POC/V to prove value before full commitment
- Counts directly toward your GenAI ARR quota
- Transacts through AWS Marketplace for easy customer consumption

LEAD WITH

Time to revenue

GenAI quota

Marketplace billing

OUR SLAS TO AWS TEAMS

Email response	24 hours
SOW turnaround	48 hours
Opp conversion target	1 in 3
CRM updates	Weekly deal status
POC/V at Prove stage	Free
Demo availability	10 pre-packaged
Time to production	6 to 10 weeks

AWS MARKETPLACE BILLING

All Inferdat transactions run through AWS Marketplace. The primary value is ease of consumption, with PPA drawdown as an additional benefit for customers who have it.

Easy consumption

Runs through the customer's existing AWS bill. No new vendor setup, no separate procurement process, no new contracts to negotiate.

Counts as AWS revenue

Marketplace transactions show up as AWS revenue. Every Inferdat deal directly supports your team's number alongside the customer's GenAI goals.

Easier expansion

Renewals and scope expansions stay in one billing relationship. Less friction at every stage of the customer lifecycle.

PPA drawdown

For customers with a Private Pricing Agreement, Marketplace purchases count against committed AWS spend. Less common in SUP/SMB but worth knowing for mid-market and above.

WHAT WE OFFER

- ProdWorks:** Four-stage production-readiness process (Show, Prove, Build, Operate)
- ABI:** Embedded AI analytics for customer-facing products, flat pricing, white-label
- Inferdat Observe:** App plus infra AI observability, merged trace
- Advance:** Managed AI operations post-deployment
- All built inside the customer's AWS account

AWS GENAI SERVICES WE USE

Bedrock

AgentCore

Transcribe

SageMaker

Glue

Redshift

Athena

S3

+ more

GENAI QUOTA MESSAGE FOR ALL AWS TEAMS

- GenAI quota is now a real number for every AWS team and it is hard to hit without partners who get customers to production
- Inferdat builds everything inside the customer's AWS account using the full AWS GenAI stack: AgentCore, Bedrock, Transcribe, SageMaker, and the data services underneath
- Every deal we close transacts through AWS Marketplace and counts as AWS revenue
- Makes it easy for customers to consume without new procurement overhead
- We are not a POC shop — we are a production partner, and we move faster than anyone else in this space