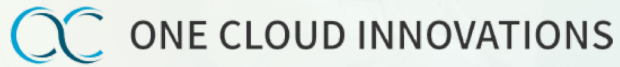


Cloud Startup Jumpstarts AWS Cloud Practice

Partner: One Cloud Innovations



One Cloud Innovations was looking to accelerate their cloud practice growth with Amazon Web Services (AWS).

Headquarters: San Jose, CA

Website: <http://onecloudinnovations.com>

Services Used: Tech Data Cloud
Customer Enablement Consultation, AWS
Solutions

Challenge

One Cloud Innovations, a San Jose startup knowledgeable in cloud services, was looking to add AWS to their portfolio. They came to Tech Data to accelerate the development of their AWS cloud practice. After several joint enablement planning sessions, One Cloud Innovations committed to an aggressive goal of upgrading from Registered to Advanced within 90 days, moving them up two levels of the AWS Consulting Partner tiers. Becoming Advanced would make them eligible for more profitable resell programs and open doors to additional funding, but this tier requires a significant number of AWS accreditations, certifications, and references.

Insight

The AWS Consulting Partner tiers, start at Registered and move up to Standard, Advanced, and Premier. One Cloud Innovations was not only committing to grow their AWS cloud business, but they were committing to move up 2 levels and taking on 3 times as much exam prep and certification testing for their engineer team in such a short period of time. Typically, partners achieve moving from Registered to Standard in a similar time frame, but with previous industry experience and support from Tech Data Cloud, One Cloud Innovations reached for the Advanced tier.

Tech Data Cloud Solutions + AWS

Tech Data Cloud provided weekly support to ensure One Cloud Innovations stayed on track with their upgrade goal. As One Cloud Innovations worked towards their certifications, the Tech Data Cloud team supported their opportunities throughout the 90 days. In the same time frame, One Cloud Innovations also became an AWS Public Sector Partner with Tech Data support. This opened up public sector SLED opportunities that they were not able to transact previously. They are currently on the path to becoming an AWS Migration Competency Partner.

In addition to achieving the Advanced Consulting Partner tier and becoming an AWS Public Sector Partner, One Cloud Innovations is also able leveraging Proof of Concept (POC) funding through Tech Data, a program that offers funding to develop end-customer test environments that allow them to demonstrate AWS capabilities. This demonstration helps accelerate customer on-boarding while reducing financial risk and investment.

Result

To date, One Cloud Innovations has grown it's AWS monthly recurring revenue from \$0 to \$20K a month in addition to \$70K in influenced monthly revenue.

Do you know which solutions is right for your business? Find out [here](#).