ACAI Solutions

Q2 2025

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AWS
The Industry Leader

AWS as Industry Leader

- 32% global market share in Q2 2024, leading Microsoft Azure (23%) and Google Cloud (12%).
- Global presence spanning data centers across 31 geographic regions.

Customer Base

- Serving over 2.38 million customers worldwide.
- Customer base covers diverse sectors including tech, finance, healthcare, government, and more.
- Notable customers include Netflix, Pfizer, and NASA.

Revenue

- **2024 revenue:** Over $100 billion (about 20% of Amazon revenue).
- Strong growth is driven by increased demand for cloud services, including AI workloads.

Gartner Magic Quadrant Leadership

- Named as a Leader in the 2024 Gartner Magic Quadrant for Strategic Cloud Platform Services.
- Achieved leadership recognition for 14 consecutive years.
- **Source:** https://pages.awscloud.com/GLOBAL-brand-awareness-content-download-24-gartner-ardm-cloud-application-platforms-mq-learn.html?trk=6ae326d1-79b4-4355-9716-c4ed318beb74&sc_channel=el&wf_id=6729438c0029784a6c773920e5250b88

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AWS Landing Zone
What larger AWS customers have in common

AWS Landing Zone Concept

- Centralized management of core capabilities
- Enables efficient multi-account AWS resource management
- Provides security, governance, and compliance controls

Multi-Account vs Single AWS Account Advantages

- Enhanced Security & Compliance
- Improved Cost Management
- Better Scalability
- Effective Segregation of Duties
- Granular Access Control
- Simplified Disaster Recovery

Solutions to Key Problems

- Security & Governance Consistency.
- Operational Efficiency.
- Simplified Account Provisioning.
- Standardized Baseline Configurations.
- Centralized Logging and Monitoring

Available Solutions

AWS Control Tower
- Managed service for setting up and governing multi-account AWS environments.

Custom Landing Zone
- Tailored solution built on AWS Landing Zone.

Challenges of Managing
AWS Landing Zones

	CONTROL TOWER	CUSTOM
AUTOMATION COMPLEXITY	Limited customization	High complexity, requires deep expertise
MANAGING IAC AND CI/CD PIPELINES	Less flexible for advanced integrations	Complex to maintain consistency across accounts
GOVERNANCE AND POLICY ENFORCEMENT	Good for basic guardrails, struggles with complex policies	Flexible but resource-intensive to implement and maintain
COST AND TIME INVESTMENT	Quicker deployment, but may lack depth for large enterprises	Offers maximum control, but significant time and financial investment (12+ months, >$1M)

Key Challenges for Both

- Multi-account management complexity
- High operational costs
- Expertise requirements
- Deployment and provisioning speed
- Compliance and security management
- Scalability across regions and organizational units

Segmentation of AWS Landing Zone Customers

	SMALL BUSINESSES	SMALL AND MID-SIZED ENTERPRISES	LARGE ENTERPRISES/ PUBLIC SECTOR
MONTHLY RECURRING REVENUE IN USD	<$5,000	$5,000 - $50,000	>$50,000
NUMBER OF AWS ACCOUNTS	<10	10-100	>100
NUMBER OF WORKLOADS (TEAMS)	<5	5-25	>25
LEVEL OF SECURITY/GOVERNANCE REQUIREMENTS, IAC CI/CD AUTOMATION	Basic	Moderate to Advanced	Advanced
CHALLENGES	▪ Limited resources and expertise for implementation and maintenance of a Landing Zone	▪ Balancing security and operational efficiency ▪ Implementing multi-account strategies ▪ Managing compliance	▪ Complex security and compliance (especially for finance, pharma and public sector) ▪ Managing hundreds of AWS accounts ▪ Scaling cloud infrastructure management ▪ Consistent deployment across all AWS Core Accounts

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SIMPLIFY MULTI-ACCOUNT MANAGEMENT
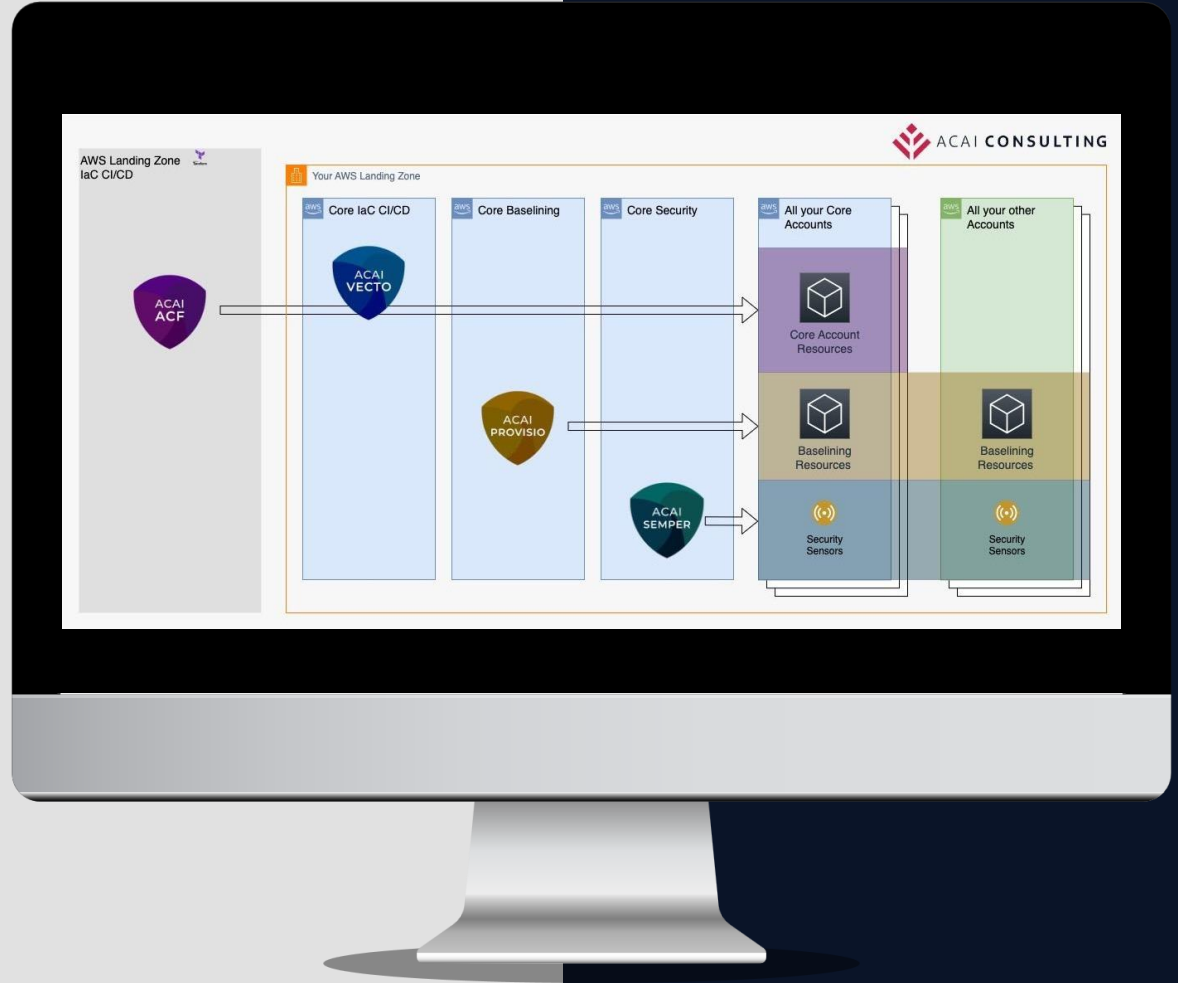
Streamlined solutions for managing AWS accounts

IMPROVE OPERATIONAL EFFICIENCY

Speed up deployments with automated processes

SCALABILITY & SECURITY

Grows with your business while maintaining strict security standards

ACAI ACF Solution

Simplifies the management of AWS Landing Zones across multiple accounts and regions while meeting stringent compliance standards.

KEY FEATURES

Fits All
Works with both AWS Control Tower and custom AWS Landing Zones.

Modular & Integrated
Choose the components you need for a seamless experience.

Security & Compliance
Designed to meet enterprise-level standards.

Enterprise-Proven
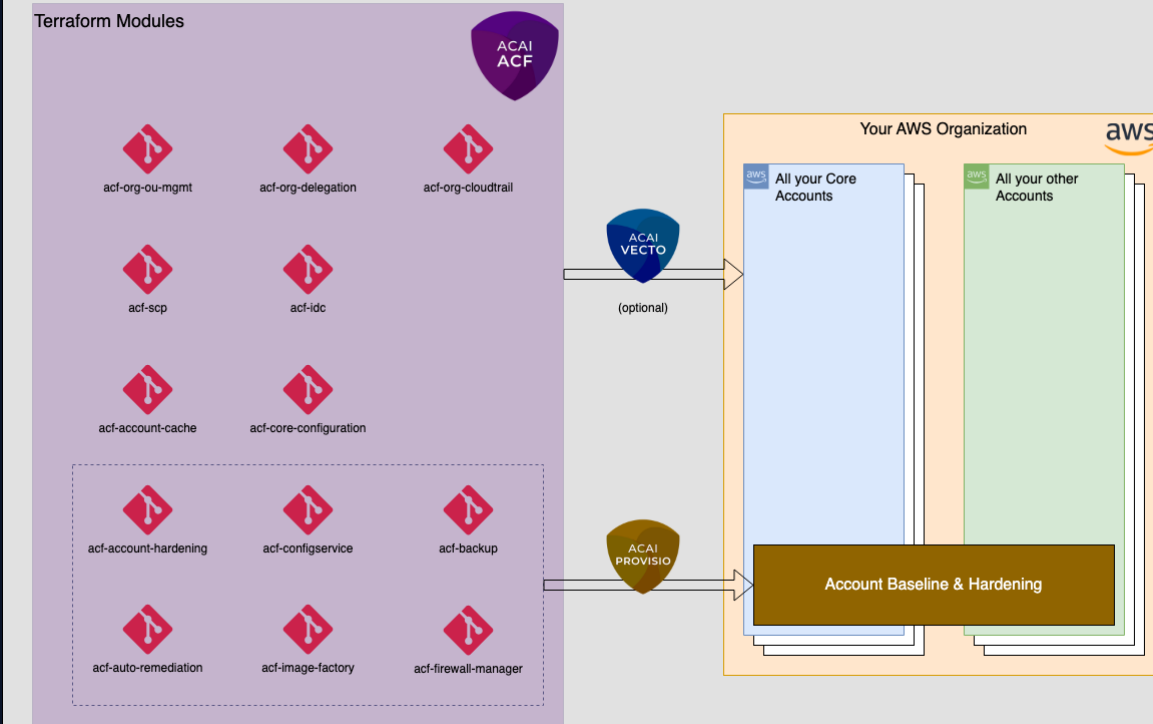Supports large-scale deployments with significant AWS workloads.

Multi-Region
Optimized for multi-region performance and scalability.

Intuitive Abstraction Layer
Simplifies complex operations for platform engineers.

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ACAI PROVISIO Solution

Enhances AWS security by implementing robust baselines and hardening measures using Terraform, overcoming multi-region and multi-account challenges.

KEY FEATURES

Multi-Region Management

Apply resources across multiple regions with a single configuration.

Multi-Account Provisioning

Standardize security policies across all AWS accounts.

Terraform Integration

Utilize Terraforms power while addressing its native limitations.

Precise Resource Allocation

Deploy resources based on account metadata like tags and IDs.

Customizable Templates

Adapt configurations to meet your specific needs.

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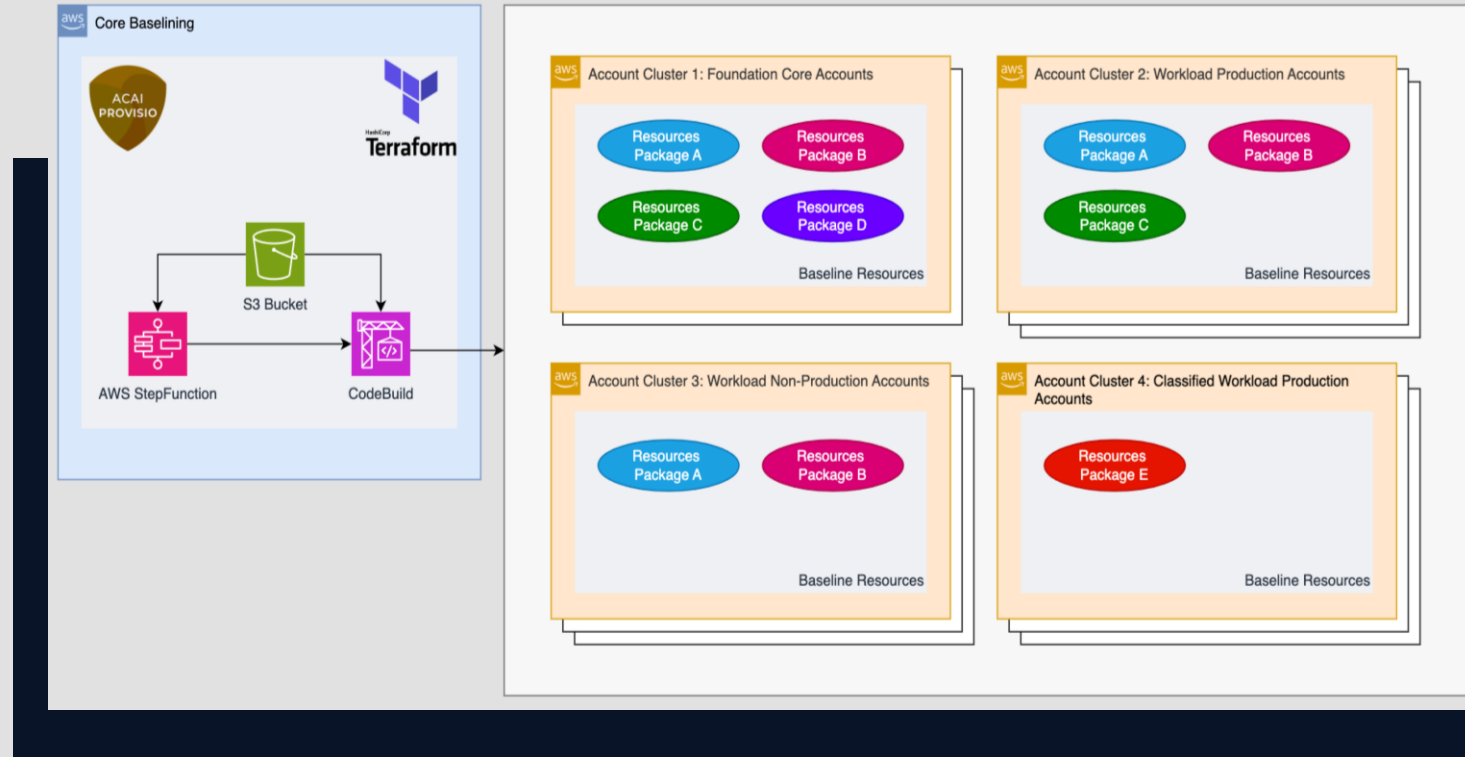
ACAI VECTO Solution

Automates and streamlines Infrastructure as Code (IaC) pipeline management, ensuring secure and consistent AWS Core Account deployments while reducing operational overhead.

KEY FEATURES

Use Case 1

Deploy AWS resources to a single Core Account with one pipeline

Use Case 2

Use multiple pipelines for a single Core Account deployment

Use Case 3

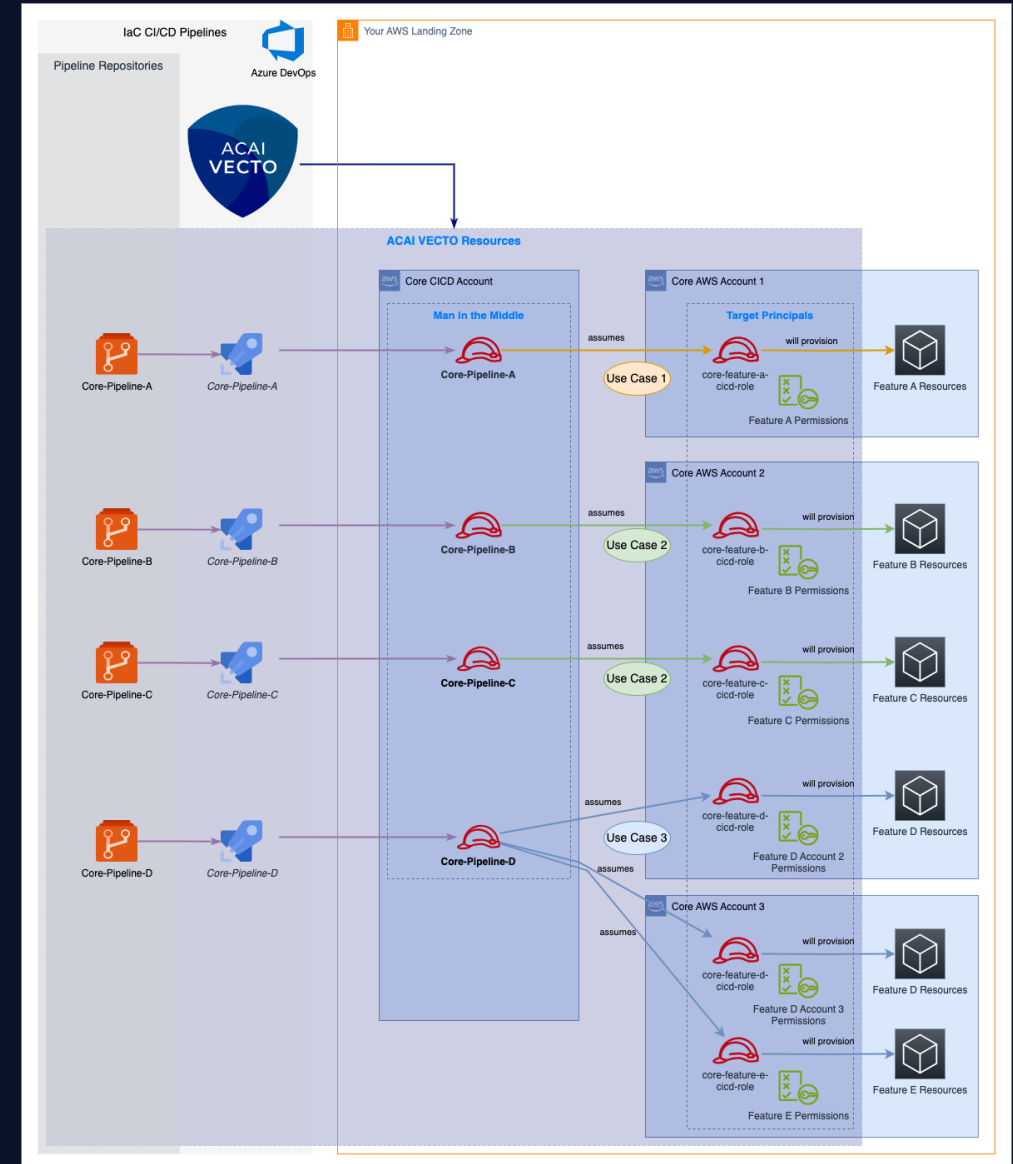Manage deployments across multiple Core Accounts with one pipeline

IaC for IaC

Automate the management of Core CI/CD resources and AWS principals

Specification-Driven Design

Define clear deployment structures for AWS Core Accounts

Security Focus

Tailor CI/CD principals with minimal permissions for enhanced security

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ACAI SEMPER Solution

Helps AWS customers with large AWS Landing Zones meet highest security and compliance requirements (e.g. CIS AWS or the NIS 2 Directive) by managing the full lifecycle of incidents through a policy-based DevOps-driven approach.
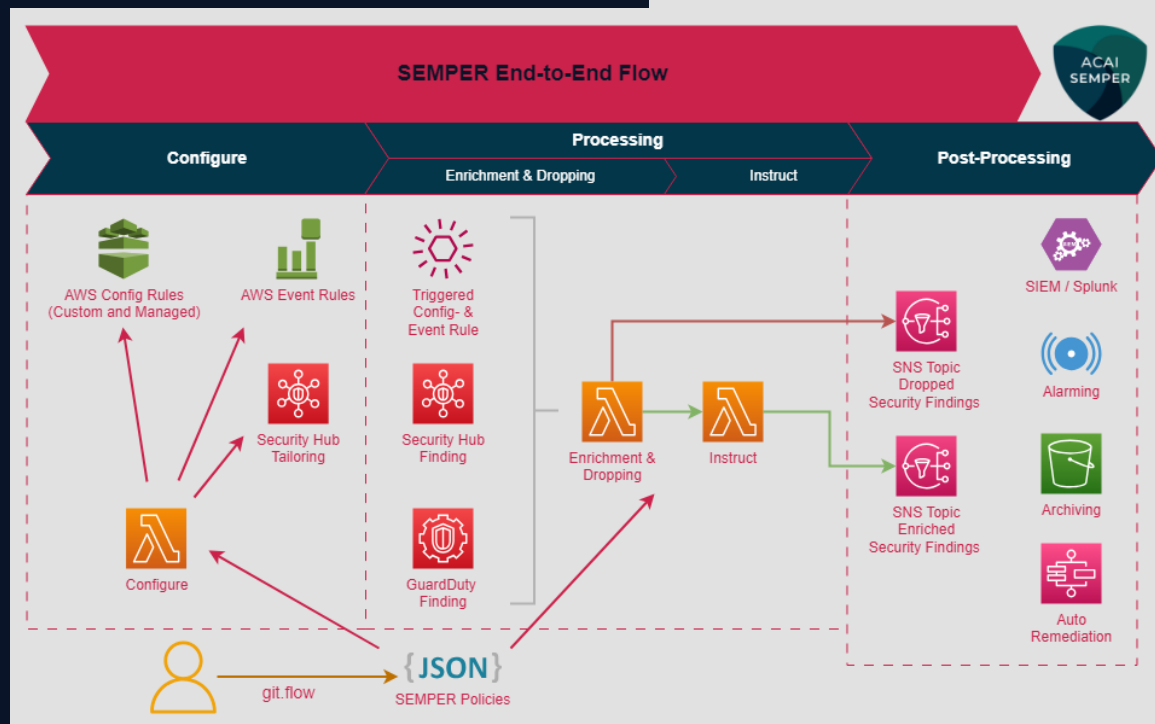
KEY FEATURES

Security Sensors
Deploy AWS Config and Event Bridge Rules across selected regions

Tailored Security Standards
Manage AWS Security Hub standards at the account level

Enhanced Context
Enrich security findings with relevant account information for better resolution

Filter Findings
Define policies to filter accepted findings and sync with AWS Security Hub and Amazon GuardDuty

Policy as Code
Manage everything via a unified Policy as Code repository

AWS-Native & Serverless
Fully integrates with AWS services, keeping data within your perimeter

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ACAI Team

MICHAEL ULLRICH
Cloud Security Architect

Core Competencies

- Delivery of large international projects
- Architectural and implementation experience
- Expert for Cloud and IT security

Experience

- Over 15 years of IT project management
- Over 30 years of IT experience
- Executive MBA, University of Würzburg, Germany
- Master of Science in Electrical Engineering, University of Erlangen, Germany

DR. VENIAMIN GALIUS
Managing Consultant

Core Competencies

- Business analysis and process engineering
- Agile delivery
- M365 and digital workplace
- Infrastructure and telecommunications

Experience

- Over 15 years of IT project management
- 5 years scientific programming, ETH Zurich
- Doctorate in Biophysics and Molecular Biology, ETH Zurich, Switzerland
- Master of Science in Biophysics, Humboldt University Berlin, Germany

NIKLAS BÖGELEIN
Cloud Solution Architect

Core Competencies

- Bridging the Gap between DevSecOps and CxO's
- Cloud Solution Architect with extensive experience in Cloud Foundations, Security and Big Data

Experience

- 10 Years of IT Engineering and Cloud
- Ex-Topic Lead ,,Cloud Platforms and Architecture'' at Swiss Consulting Agency
- Served successful for market leading companies (Mercedes, Swiss Banks, CSS, Inventx, Manor, Karstadt and many more)
- Bachelor of Science (Business Informatics)

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