



Partner Prime Plus



**Schedule
a Meeting**



**Receive
Your Gift**



Your All-In **Account Expansion Team**

As part of Brad's team, you are one of the best AWS sellers in the marketplace. You may also be challenged with pain points that typically come with being a successful AE:

- Too many high-priority accounts to manage
- Not enough SAs
- Gaps in sales enablement support
- Lack of bandwidth to do outreach

Wouldn't It Be Awesome to Have an Enablement **Team** to Help You Grow Your Accounts?

Partner Prime Plus is a groundbreaking program that allows us to work tightly together as one team. You can now leverage our expertise, marketing team, SAs, and sellers to grow your accounts and unlock new opportunities.

This is a collaborative program between nClouds and AWS, created by Brad Winney, to work together as one team solely focused on account expansion.





White-Glove Approach

nClouds operates as an extension of AWS, providing a white-glove approach to growing your business. Our team of experts specializes in services such as DevOps, modernization and migration, and cloud optimization. We kick off our relationship with a comprehensive assessment of these services, uncovering areas for improvement and growth. This assessment often leads to a one-time project, but our engagement doesn't end there.



Ongoing Support and Expansion

Once the initial project is completed, we maintain constant communication with you to foster ongoing growth and create new opportunities. Our team works diligently to ensure that your accounts continue to thrive, maximizing their potential and delivering long-term value. With nClouds as your partner, you can confidently grow your customers' accounts, knowing that you have a dedicated team working tirelessly to achieve your objectives.

How Partner Prime Plus Works

Partner Prime Plus brings nClouds and AWS sellers together as one team in a way that has never before been done. (Buy Brad a second round!) Our dedicated nClouds go-to-market team will work hand in hand with you on both new and existing accounts to help exceed your growth objectives. Our engagement model has weekly, monthly, and quarterly touchpoints to ensure you're getting the support you need.

WEEKLY Touchpoints

nClouds will reach out to schedule brief meetings about accounts and opportunities.

- Account Sync Meeting
- Opportunity Review

MONTHLY Touchpoints

nClouds will reach out to schedule business review and account health meetings.

- Business Review Meeting
- Account Health Check

QUARTERLY Touchpoints

We'll celebrate our success at quarterly business reviews and enable success with strategic planning meetings.

- QBR (Quarterly Business Review)
- Strategic Planning

REPORTING

nClouds will provide you with reports on piped opportunities, account statuses, and quarterly business reviews (QBR).

- Opportunity Pipeline Report
- Account Status Report
- Quarterly Business Review (QBR) Deck

With Partner Prime Plus, Your Customers Can Expect **All of This and More:**



All-Inclusive Collaboration

Partner Prime Plus unites nClouds and AWS sellers as a seamless team.



Customer Obsession

Our strategic and support programs are designed with one goal in mind: to delight our customers by accelerating innovation and delivering world-class service.



Strategic Engagement

Our advisory team works with you to support customers' business outcomes through our Cloud Ops as a Service Strategic Framework.



About nClouds

nClouds is a certified, award-winning provider of AWS and DevOps consulting and implementation services. We partner with our customers as extensions of their teams to build and manage modern infrastructure solutions that deliver innovation faster. We leap beyond the status quo.