

# Cloud architecture for strategic partner deals: \$60M+ closed, \$200M+ influenced.

AWS Partner Solutions Architect · 38 months · Enterprise + AI-native portfolio

PARTNER CONTRACTS  
CLOSED

**\$60M+**

across multi-year deals

CUSTOMER REVENUE  
INFLUENCED

**\$200M+**

tied to architecture work

CLOUD COST REDUCTION

**20–70%**

via Well-Architected reviews

TENURE

**38 mo**

Dec 2021 – Jan 2025

## THE SETUP

Strategic partners pursuing large, multi-year AWS commitments with Fortune 500 and AI-native customers stalled at the architecture stage. Partners had proposals; customer architects weren't buying them. The friction was almost always in the middle: a reference architecture that wouldn't hit cost or scalability targets, a Well-Architected pillar that hadn't been addressed credibly, or a GenAI workload whose economics didn't hold up under scrutiny. Deals worth tens of millions sat in limbo while partner and customer teams talked past each other.

## WHAT I DID

- WAF reviews** **Well-Architected Framework, all five pillars.** Reliability, security, cost, performance, operational excellence. Mapped findings to workload partitioning decisions partners could defend in the room.
- GenAI ref arch** **Foundation models, inference, retrieval, eval.** Model selection, vLLM-pattern serving topology, retrieval architectures, and evaluation discipline for AI-native customers including Cohere, Glean, and Anthropic.
- Embedded** **Partner-side and customer-side, simultaneously.** Worked technical story and commercial structure as one problem. A deal doesn't close if either is weak.
- Cost - down** **20–70% reductions, repeatedly.** The range that shifts deal economics from "nice to have" to "required." Delivered across enterprise migration and GenAI workloads.
- Roster** **Customers across enterprise and AI-native.** D.R. Horton, SiriusXM, Warner, JE Dunn on the enterprise side. Cohere, Glean, Anthropic on the AI-native side. Same approach, different scale of ambition.

## OUTCOME

| CLOSED                          | INFLUENCED                      | COST REDUCTIONS                    |
|---------------------------------|---------------------------------|------------------------------------|
| <b>\$60M+</b> partner contracts | <b>\$200M+</b> customer revenue | <b>20–70%</b> across the portfolio |

**What this proves.** Architecture work that moves deals. Not a deck, not a workshop — the actual technical credibility customer architects need to commit to a multi-year cloud platform decision.