



MIGRATION ACCELERATION PROGRAM (MAP) WITH AWS



- Public Sector
- Amazon RDS Delivery
- Amazon QuickSight Delivery
- Well-Architected Partner Program



AllCode's AWS Migration Acceleration Process

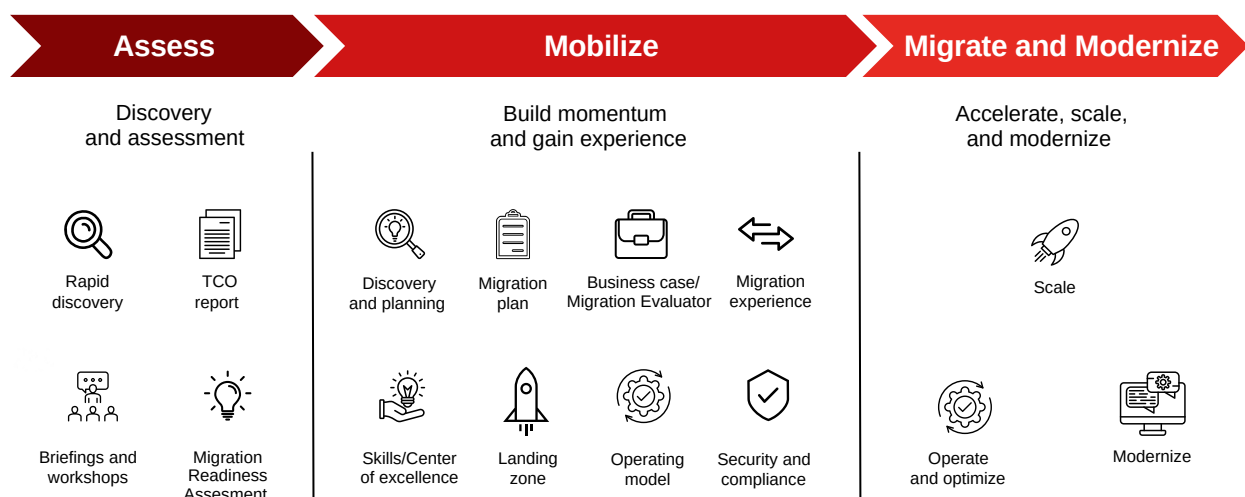
- Step 1: AllCode acquires the monthly invoice from the co-location or your current cloud provider.
- Step 2: AllCode runs a Total Cost of Ownership (TCO) calculation for your new workload on AWS.
- Step 3: AllCode generates a new a SOW for the migration.
- Step 4: We apply for funding on your behalf.

Example 1

Customer has not yet scoped estate and has not yet committed to moving forward. Customer will need a Partner for delivery (cash) but no further investment in offsetting double-bubble. Initial scope estimate is \$1M ARR.

DEAL CONSTRUCT	MAP PPA / MAP 2.0
ASSESS	\$50K (5% of \$1M, \$75K max); assessment reveals \$1.1M ARR scope
MOBILIZE & MIGRATE	\$220K cash

AWS uses a structured approach to drive migration success



2024 MAP Incentives

ARR SIZE DEAL CONSTRUCT

\$0 - \$500K ARR	\$500K - \$10M ARR
MAP Lite	MAP PPA or MAP 2.0

No change to large migration threshold, custom PPA Above \$10M

ASSESS

Up to 5% of est. ARR partner cash (\$75K max) *
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Mobilize and Migrate phases combined, simplifying approvals
Cash payment tied to revenue milestones (\$50K and 20% of ARR)

MOBILIZE & MIGRATE/MODERNIZE

Up to 20% of ARR partner cash (\$2M max) **
Up to +10% cash AWS Greenfield (\$100K max) ***
Up to +10% cash one-step Modernization (\$100K max) ****

Mobilize and Migrate phases combined, simplifying approvals.

Cash payment tied to revenue milestones (\$50K and 20% of ARR)

and/or

15% of ARR credits +50% credits SAP/Oracle apps +10% credits DB & Analytics	25% of ARR credits +50% credits SAP/Oracle apps +10% credits DB & Analytics
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Modular options for use of credits and/or cash Specialized workload incentives available in credits

* Minimum \$100K ARR opportunity

** Paid on revenue milestone achievement, minimum \$100k ARR opportunity

*** AWS Greenfield customers as determined by greenfield opportunity in APN Partner Central. Additional requirements and exclusions may apply in Public Sector **** % of Modernized services as defined in the 6 modernization pathways to be determined in the Pricing Calculator for one-step modernization projects



Get in touch to learn more

Hours: 8am-5pm Monday - Friday

info@allcode.com

(415)-890-6431

www.allcode.com

2021 Fillmore Street, Suite 1128
San Francisco, CA 94115-2708