

## 1

### COMPANY OVERVIEW

**Field Engagement Programs:**  
APN Customer Engagement Program (ACE)

**Competencies:**  
DevOps

**SPMS ID:**  
2025782

#### Sales Motions

##### Purchase Options

- ✓ SaaS
- ✓ BYOL
- ✓ Marketplace

##### Key Services Partners

- ✓ Merito
- ✓ TapHere! Technology
- ✓ Coveros

##### GEO Availability

- ✓ NAMER, APAC, EMEA,
- ✓ LATAM, JAPAN

#### Marketplace

##### GTM Engagement

- ✓ Listed

##### Seller Category

- ✓ DevOps

##### Delivery Method

- ✓ AMI
- ✓ SaaS
- ✓ GovCloud

##### Pricing Plan

- ✓ BYOL
- ✓ Multi-Year
- ✓ Annual
- ✓ Monthly
- ✓ Private Pricing

#### 1-Minute Overview

Inflectra offers its customers a trusted and seamless platform for creating and releasing their most important technology products on time and with the highest quality. The Inflectra suite includes capabilities for managing requirements, test cases, resources, risks and automating all aspects of the entire software development lifecycle.

## 2

### USE CASES

Use Case(s)	Role(s)	Customer Issues	How Does the AWS Partner Address the Issue (Solution)?
Quality Assurance (QA)	<ul style="list-style-type: none"> <li>• Test Manager</li> <li>• Head of QA</li> <li>• Automation Engineer</li> </ul>	Not having enough time to test and validate the software prior to its deployment.	<ul style="list-style-type: none"> <li>• Simplifies managing the testing process, with the ability to track progress and determine feature coverage.</li> <li>• Test automation capability that accelerates the automation of the tests and simplifies the task of test maintenance.</li> <li>• Orchestrates all the testing activities with integrations for performance, security and other testing products.</li> </ul>
Agile Project Delivery	<ul style="list-style-type: none"> <li>• Product Owner</li> <li>• Software Developer</li> <li>• Project Manager</li> </ul>	Managing all the aspects of an agile delivery team and balancing quality & speed.	<ul style="list-style-type: none"> <li>• Manages the entire software development and application lifecycle, with agile backlogs, test management, task tracking and requirements traceability. Connects Git code repositories and code pipelines to link DevOps to agile delivery.</li> <li>• Includes specialized artifact types, built-in workflows, and advanced dashboards of key information for stakeholders.</li> </ul>
Program & Risk Management	<ul style="list-style-type: none"> <li>• Program Manager</li> <li>• Risk Analyst</li> <li>• Business Analyst</li> </ul>	Managing a complex portfolio of software projects, tracking dependencies and risks.	<ul style="list-style-type: none"> <li>• Provides a program management solution that lets customers scale their Agile projects using methodologies such as SAFe.</li> <li>• The platform seamlessly combines Enterprise Agile Planning, Program and Risk Management with Quality Engineering, giving customers a 360-degree view of all their projects and programs</li> </ul>

# 3

## KEY SUMMARY QUESTIONS

### Where Have They Been Successful?

We are most successful with medium-to-large enterprises that develop, manage, or deploy software or software-enabled systems. Our ideal customer works in a highly regulated industry, like life sciences, banking, insurance, automotive, defense, aerospace, or manufacturing, and needs to scale their business, have end-to-end traceability of their processes, and have high-end quality assurance.

### What Is The Revenue Impact To AWS?

Our average initial customer Annual Contract Value (ACV) is approximately \$15k and customers have an average lifespan of 6 years, giving an average Lifetime Value (LTV) of ~\$90k. With our expanding portfolio of products, upsell and cross sell opportunities could yield an ACV of \$50k and a corresponding LTV of \$300k.

# 4

## DIFFERENTIATORS

We offer an integrated alternative that lets cross-functional teams (developers, managers and testers) all work from the same 'single pane of glass.' Our platform has unparalleled support for regulated industries that need compliance, traceability and auditability, yet want to be agile and able to embrace innovation at the same time. Our platform lets customers seamlessly integrate multiple tools so different teams can use what they like but with better efficiency and oversight.

### Similar Solutions

1. Support for multiple methodologies (Scrum, Kanban, Agile, SAFe, waterfall) in the same platform that can all roll-up into an integrated program view.
2. Out-of-the-box functionality that covers entire lifecycle vs. relying on plugins.
3. End-to-end traceability, from risks to requirements to test cases to code. The design includes baked-in default workflows and best practices.

### Related AWS Products & Services

1. Our platform provides DevOps planning, testing and development functionality that complements AWS CodeBuild & CodePipeline.
2. Our platform provides AI-driven automated software testing that leverages AWS Device Farm and lets testers create and run automated tests on the devices without needing to manually write code or create test scripts.

# 5

## NEXT STEPS

### Key Links

- ✓ [Company Homepage](#)
- ✓ [Products Homepage](#)
- ✓ [Industry Solutions](#)
- ✓ [Differentiators](#)
- ✓ [Cloud Services Info](#)
- ✓ [Case Studies](#)

### Deployment Details

- ✓ SaaS from AWS Marketplace
- ✓ SaaS direct to Partner
- ✓ Server/AMI from AWS Marketplace
- ✓ Self-Hosted by Customer on AWS or AWS GovCloud (BYOL)

You can learn more at our website: <https://www.inflectra.com/>

Contact PDM - **Sofi Villalvazo** - [vsofi@amazon.com](mailto:vsofi@amazon.com)

Review AWS Partner Solution Finder: <https://partners.amazonaws.com/partners/0018W00002Y1gleQAB/>

View on AWS Marketplace: <https://aws.amazon.com/marketplace/seller-profile?id=a4de6227-f9db-4995-8d1e-26d44392f4fa>

Contact SA – **Bhavye Sharma** - [shbhavye@amazon.com](mailto:shbhavye@amazon.com)

