Inflectra + AWS

Modernizing Validation with Speed, Accuracy, and Compliance on AWS

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Inflectra and AWS help Life Sciences teams deliver validated software faster with AI-driven testing, unified traceability, and audit-ready compliance aligned to Kiro motions. Built for pharma, medical devices, and healthcare systems, Inflectra scales validation while remaining relevant for other regulated industries including Financial Services and Public Sector.

Inflectra unifies requirements, tests, risks, and documentation in one platform powered by Agentic AI on Amazon Bedrock and Nova, driving Kiro pull-through and expanded Nova usage through integrated SDLC workflows.

Why Sell Inflectra on AWS

Inflectra helps Life Sciences teams modernize validation on AWS with AI-driven test creation, built-in FDA/ISO/GxP alignment, and rapid SaaS deployment through AWS Marketplace.

Why it matters for AWS sellers:

- **AI test creation** using Amazon Bedrock and Nova
- **100% AWS-hosted SaaS** with MPPO/CPPO support
- **Land-and-expand motion** across QA, validation, and engineering
- **Strong traction** in pharma, medical devices, and hospital systems
- **Kiro-aligned seller motion** that supports quota attainment
- **$0.85-$1.10** AWS drag per $1 spent on Inflectra

PARTNERSHIP STATUS

aws PARTNER
- Qualified Software
- DevOps Competency
- Life Sciences Competency
- GenAI Competency
- AWS Marketplace Seller
- ISV Accelerate

aws Available in AWS Marketplace

TRUSTED BY GLOBAL BRANDS

Veeva · Intermountain Health · USDM Life Sciences · Alcon · McKESSON

TYPICAL DEAL PROFILE

$50k+
Average deal size

Procurement through **AWS Marketplace**

1-3 months
Sales cycle length

Land and expand across QA, validation, compliance
Sales motion

TARGET BUYER ALIGNMENT

Focus Target Market (regulated or compliance-driven industries)
Life Sciences, Healthcare, Pharma, Hospital Systems, and Medical Device Manufacturers

Shared Buyers
- QA and Testing Leaders
- Engineering and DevOps Managers
- IT Platform Owners

Other Relevant Industries
- Financial Services
- Public Sector
- Manufacturing
- Aerospace & Defense

CUSTOMER BENEFITS

- **Unified view** of requirements, tests, risks, and releases in one platform
- **Net-new Kiro adoption** through artifact intelligence, traceability, and automated analysis
- **AI and Agentic testing** powered by Amazon Bedrock and Nova
- **Complete traceability** across the full validation lifecycle
- **Compliance-ready workflows** for FDA, ISO, SOC2, HIPAA, PCI-DSS
- **Fast proofs of concept (POCs)** with minimal setup on AWS
- **SaaS or on-prem deployment** for secure environments
- **Data sovereignty** supported through multiple AWS regions

Customer Case Study

Customer Need

Leica Biosystems needed a unified, compliant way to manage requirements, tests, and incidents across global teams building regulated medical device software. Their teams required faster validation cycles, better documentation, and clear traceability to support FDA and ISO expectations.

Solution

Inflectra deployed SpiraPlan and SpiraTeam on AWS to give Leica Biosystems one system to manage requirements, risks, tests, and documentation. With multi-region AWS hosting and AI-enabled traceability, global teams in Germany, India, and China collaborated in real time with reliable, low-latency access.

Customer Impact

- Centralized management improved productivity across R&D, product, and QA teams

- Stronger documentation and full traceability improved compliance confidence and audit readiness

- Collaboration improved across global teams, reducing friction and delays

- Validation workflows became more structured, consistent, and audit-ready

Sales Conversation Guide

Customer solution conversations with Inflectra

Scenario	Target Buyers	Pain Points	Qualifying Questions
Modernizing Validation for Life Sciences (Kiro land motion)	• Validation Directors, • QA Managers, • Compliance Leads	• Manual validation cycles, • Fragmented tools, • Long audit prep	• Walk me through your current validation and audit preparation process. • How do your teams manage requirements, tests, and documentation across systems today? • What challenges do you face maintaining FDA/ISO/GxP compliance across teams and regions?
AI-Driven Testing for Medical Device and Clinical Apps (Kiro expansion motion)	• QA Directors, • DevOps Leads, • Engineering Managers	• Slow regression cycles, • Limited automation, • Heavy compliance overhead	• How are you currently generating and maintaining test cases for regulated applications? • What parts of your testing or documentation workflows would benefit most from AI acceleration? • How do you ensure traceability and accuracy for software that impacts patient outcomes?
Replacing Legacy ALM and Validation Tools (Kiro displacement motion)	• CIO, • VP IT, • Platform Owners	• Legacy on-prem systems, • Lack of visibility, difficulty, • Supporting global teams	• What limitations do you experience with your current ALM or validation systems? • How are you approaching modernization and cloud adoption for regulated workloads? • What requirements do you have for data residency, global access, or multi-region collaboration?

About Inflectra

Inflectra is a global software company dedicated to providing best-in-class software lifecycle management solutions that help organizations manage their software development, testing, and quality assurance processes. Its products, including **Spira, Rapise, and now Inflectra.ai**, are used by customers worldwide in various industries.

Getting Started

Reach out to **Jessica Moore** with any questions.

Learn more and available via AWS Marketplace with MPPO and CPPO support.

Learn more about Inflectra + AWS