
AWS
re:Invent
NOV. 28 – DEC. 2, 2022 | LAS VEGAS, NV

STP206-R1

Cloud strategies for equity valuation and investor readiness

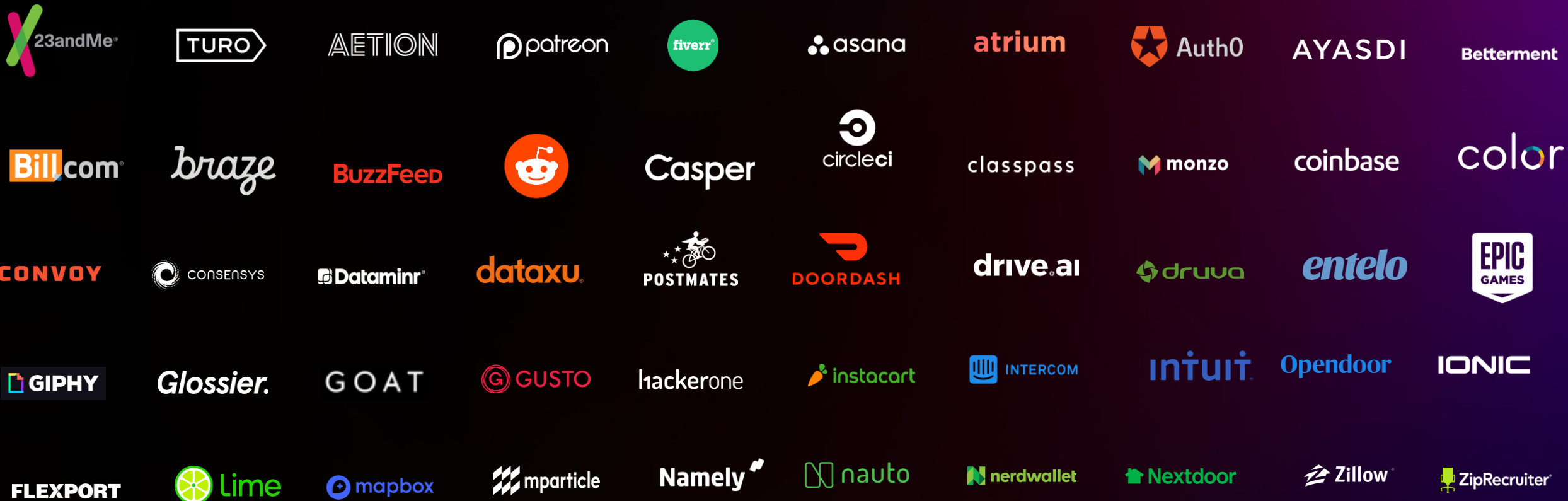
Tony Cerqueira (He/Him)
WW Lead, Valuation Readiness
AWS

Tara French (She/Her)
Exec. Director, Technology Diligence
Vista Consulting Group

Praveen Akkiraju (He/Him)
Managing Director
Insight Partners

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Disruptive models run on AWS



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Preparing for equity events with AWS

HOW INVESTORS MEASURE AND ASSESS VALUATION IS IMPORTANT AT ALL BUSINESS LIFECYCLE STAGES



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Cloud strategy delivers agility and speed

78% **faster** deployments

86% **more time** for **innovation**

31% **less time** keeping the lights on

2.3x increase in new features delivered per year

50% lower five-year cost of operations

413% five-year ROI

10 months to payback

69% fewer unplanned outages



Source: IDC, A Business Value White Paper, sponsored by Amazon, June 2022, Doc. #US49084322

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AWS cloud strategies for equity valuation and investor readiness

PANEL DISCUSSION RE:INVENT 2022 STP206



Tony Cerqueira

AWS World Wide Lead
Equity Valuation Readiness



Tara French

Executive Director
Technology Diligence
Vista Consulting Group

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Questions

Tara French,
Vista Consulting Group



2021 was record setting for funding rounds. How have investors approached 2022?

What are key technology and market areas where you invested, and what role does cloud play?

What do you think companies can expect from investor scrutiny?

Praveen Akkiraju
Insight Partners



What cloud metrics do you typically focus on to start?

How do you expect companies to address gaps or immaturity in their strategy?

Advice for companies seeking investment or acquisition in 2023?

Tony Cerqueira
Amazon Web Services



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Takeaways for cloud investor readiness

- Maturity level/expectations
- Understand and reduce costs/risks
- Innovate and grow
- Architecture matters
- Longer holds and build value



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Questions?

Ask our panelists

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re:Invent 2022 Equity event readiness sessions

Attend this week or watch on YouTube*

STP220 - State of venture funding in the cloud (panel)
Tuesday, November 29 - 11:00 AM - 12:00 PM

STP307 - Scaling a SaaS company for public company readiness
Tuesday, November 29 - 5:00 PM - 6:00 PM

STP201 - Success secrets for mergers and acquisitions
Tuesday, November 29 - 12:30 PM - 1:30 PM
Tuesday, November 29 - 5:00 PM - 6:00 PM

STP206 - Cloud strategies for equity valuation and investor readiness
Tuesday, November 29 - 2:00 PM - 3:00 PM
Wednesday, November 30 - 10:45 AM - 11:45 AM

TODAY – 12:30-2PM informal M&A meetup @ MGM PeerTalk Lounge, 3rd Level

*Available 48 hours after event.

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Thank you!

Tony Cerqueira
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