Vantalect

AWS COST · FIXED PRICE

AWS Cost Analysis & Optimization

We find the waste in two weeks, remove it in six, and measure the savings on your own bill.

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November 6, 2026

The problem

If the bill grew faster than the business and nobody can say who owns which line, the cloud is not the problem. The missing owner is. Cost is an architecture decision before it is a line on a bill.

We trace every line of your bill to what runs it and who owns it, and rank the savings by what they are worth, what they take, and what they risk. In the longer shape we also put them in place and measure them on your bill.

The Analysis

Two weeks

$25,000

Up to 40 consultant hours

Your whole bill, traced to what runs it. We baseline twelve months of spend, measure every resource against its actual use, and rank every saving by what it is worth, what it takes, and what it risks. Read-only, start to finish.

GUARANTEED

The Optimization

Six weeks

$35,000

Up to 110 consultant hours

The Analysis in the first two weeks. Then weeks three through five put the savings in place through your own change process, with the engineers who own each workload. Week six measures every change on your bill.

The second half of the fee is invoiced only if the savings in place at week six, measured on your bill and annualized, are at least three times the fee.

Who it is for

A CTO, CFO, VP of Engineering, or head of platform who recognizes some of this:

- An AWS bill of $50,000 a month or more.
- A bill that grew faster than revenue, or a board that asked why.
- Tags that cover part of the bill, and no owner for the rest.
- Budget authority for a fixed-price engagement without a procurement cycle.

Scope. One AWS organization's bill, with 50 accounts included and more at a small per-account rate, and any mix of compute, containers, databases, storage, and data services. In the Optimization, changes in up to four infrastructure-as-code repositories, in the tool you already use.

It is not the right engagement for bills under $50,000 a month, where the fee is too large a share of the savings, for teams that want a dashboard, or for anyone who wants savings at reliability's expense. Nothing your service levels depend on is cut to hit a number. To review one production workload across all six pillars instead, see the AWS Well-Architected Framework Review at vantalect.com/well-architected.

Week by week

The Analysis, week by week.

Week	What happens
1. Baseline and inventory	Billing access and your Cost and Usage Report on day one. Twelve months of spend by account, service, environment, and team, every resource measured against its use, and walkthroughs with your platform team.
2. Find and rank	The waste register, the rightsizing and commitment plans, and the architecture review, each opportunity with its evidence and estimate. Then a sponsor readout: the baseline, the ranked savings, and what six weeks would put in place.

The Optimization, week by week.

Week	What happens
1 to 2. Baseline, find, and rank	The Analysis, as above. No changes yet: this is the bill everything is measured against. If the approved changes do not add up to at least three times the Optimization's fee, the engagement stops with the Analysis unless we both agree to continue.
3. Quick wins	Waste removed after each owner signs off, with a snapshot kept wherever something could be wanted again. Non-production on a schedule and lifecycle policies on large buckets.
4. Rightsizing and commitments	Compute, databases, and containers resized to measured use, non-production first, then production through your change process. Then Savings Plans and reservations sized to what is left, approved by finance and bought in your account.
5. Architecture and guardrails	Data transfer and NAT charges cut where the design allows. Budgets and anomaly alerts routed to each owner, enforced tag policies, and a showback report per team, so the bill stays down.
6. Measure and hand over	Every change's savings measured on your Cost and Usage Report and annualized. You get the number, the playbook, and a monthly review your team already knows how to run.

Meetings. The Analysis has a kickoff, an architecture walkthrough, a finance session, office hours twice a week, a savings review, and a sponsor readout. The Optimization adds a weekly 30-minute sponsor check-in, change reviews and pairing sessions with each workload's owner, and a commitment decision in week four.

What you receive

The Analysis

1. **The spend baseline:** twelve months by account, service, environment, and team, with the forecast and the share nobody can attribute.
2. **The waste register:** idle and orphaned resources, each with its resource ID, owner, and monthly cost.
3. **The rightsizing plan:** compute, databases, and containers sized to measured use, with Graviton where it fits.
4. **The commitment plan:** Savings Plans and reservations sized to your steady state, each with its term, payment option, and break-even.
5. **The architecture review:** data transfer, NAT gateway, storage tier, and logging charges.
6. **The savings roadmap:** every opportunity ranked by annual savings, effort, and risk, with its evidence. You can run it yourselves.
7. **The sponsor readout,** a short written document, presented in the closing meeting.

The Optimization

Everything in the Analysis, and then:

8. **Waste removed,** each item after its owner signs off.
9. **Rightsizing applied,** non-production first, every change with its rollback.
10. **Commitments in place,** approved by your finance lead and purchased in your account.
11. **Storage and data transfer fixed:** lifecycle policies and tiers, and endpoints where NAT gateway charges justify them.
12. **Non-production on a schedule,** off nights and weekends wherever nobody uses it.
13. **Guardrails that keep it:** budgets, anomaly alerts, tag policies, and a monthly showback report per team.
14. **The week-six savings measurement,** change by change on your Cost and Usage Report, annualized. It decides the second invoice.
15. **The handover workshop,** its recording, and the monthly cost review your team runs from then on.

A deliverable is accepted when it is in your repository, account, or inbox and presented at the corresponding meeting.

How the result is measured

Savings are measured on your own Cost and Usage Report, change by change: what each changed resource cost in the week before the change against the week after it, and what each commitment saved on the usage it covered, net of its amortized cost, all annualized. It is not a model.

The savings named in an Analysis are estimates made from your own usage and prices at the time. You decide and apply every change; Vantalect does not buy commitments or change anything on your behalf.

The guarantee

The second half of the Optimization's fee is invoiced only if the annualized savings in place at the end of week six are at least three times the fee charged. On a $35,000 fee, that is $105,000 a year, rising with the fee charged.

- **Approved, then declined:** a change you approved at the week-two readout and later decline counts at the savings the roadmap estimated for it.
- **The week-two exit:** if the changes you approve from the roadmap do not total at least three times the fee, the engagement ends when your approvals close, within two business days of the readout, unless we both agree in writing to continue. You then pay the Analysis fee in place of the Optimization's: the $17,500 invoiced at signature is credited against the $25,000 Analysis fee, and the $7,500 balance is invoiced.
- **If the gate is not met,** the second invoice is not issued, and you keep everything delivered.
- **0% of your savings, ever.** There is no contingency fee and no share of what you save.

Terms at a glance

A signed statement of work governs each engagement.

Term	The Analysis	The Optimization
Fee	$25,000, fixed	$35,000, fixed
Length	Two weeks	Six weeks
Consultant hours included	Up to 40	Up to 110
Time live with your team (estimate)	About 8 hours	About 38 hours
Beyond the cap	Written change order at $450 per hour, agreed before the hour is spent	Same
Invoicing	As its statement of work sets out	Half at signature, half only if the gate is met; due within fifteen days
Scope	One AWS organization's bill, with 50 accounts included, then $50, $30, or $20 more per account by band (see the terms)	The same, with changes in up to four infrastructure-as-code repositories

Term	The Analysis	The Optimization
Bundle	10% off each with one other AWS engagement, 15% off each with two or more	The same
Ending early	Five business days' written notice; hours to date at $450 per hour, capped at the fee	Same, but at least the Analysis fee after week two, and no more than the first half if we end it before the gate is decided

Additional organizations or repositories, an on-site day, infrastructure migration, and support after the closing readout are outside scope, available only by written change order or a separate agreement. You own everything delivered. Vantalect may cite the measurement with your name removed, unless you agree otherwise in writing.

What we need from you

- **Access within three business days of signature:** billing read access and a view-only role in every in-scope account, from a CloudFormation template you can read before deploying it. The schedule starts on the agreed date or when the access exists, whichever is later, and slides if an obligation is not met.
- **Your reporting on:** Cost and Usage Report and Compute Optimizer enabled, or turned on within three business days of signature with the settings we hand you.
- **An owner for each account or workload** who can say yes to a change, and, in the Optimization, an answer on every change within two business days.
- **The sponsor for thirty minutes a week** and for the readouts, and whoever approves commitments for the week-four decision.

Access and data handling

The role you deploy is read-only. It cannot change a resource or read the contents of buckets, databases, or secrets. You delete it when we finish. Every change goes through your pull requests and pipeline; we never hold standing write access to production.

Billing extracts and working files are kept in your Pavilion workspace, exported to you at the close, and deleted from Vantalect's systems within thirty days after it.

What comes with every engagement

- **Charles, personally.** Charles Sieg is an AWS Certified Solutions Architect and DevOps Engineer, both at the Professional level, who has worked on AWS bills from $20,000 to more than $300,000 a month. No junior hand-off.
- **Pavilion, your workspace,** set up in week one: the calendar, every recording with its transcript and summary, the decisions, and the action items. At the close, you keep one archive of all of it.
- **Every session recorded** on Zoom with your permission, with transcripts.
- **A start within two weeks** of signature, once the access exists.

Questions clients ask

Why not a percentage of the savings?

Because a percentage rewards cutting, not cutting well, and it keeps billing you for work done once. A fixed price, with half of the Optimization's fee riding on the result, avoids both problems.

What if you do not find enough to be worth it?

We say so at the week-two readout. If the Analysis does not find savings of at least three times the Optimization's fee, the engagement stops there unless we both agree to continue, and you pay only the Analysis fee, with the $17,500 paid at signature credited against it.

Will anything get slower or less reliable?

Not on purpose, and not without your say. Every change is reviewed with the workload's owner, made in non-production first, shipped through your change process, and carries its rollback.

Do you buy Savings Plans or reservations for us?

No. We size them and show each break-even; your finance lead approves and buys them in your account. Nobody commits your money but you.

Start with an email

Tell us roughly what the bill is and what prompted the question. Write to **Charles at charles.sieg@vantalect.com**. You will hear back within one business day, and the first call is fifteen minutes.

The full description is at **vantalect.com/cost-optimization**, and the terms every engagement is delivered under are at **vantalect.com/terms**.

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