

The background of the slide is a photograph of a large, arched tunnel opening. The tunnel's interior is lined with dark, vertical wooden slats that create a strong sense of depth and perspective. At the end of the tunnel, a bright, calm ocean stretches to the horizon under a clear sky. The water's surface reflects the light from the opening. Three large, solid blue geometric shapes, resembling stylized arrows or chevrons, are positioned around the image: one on the left, one on the right, and one at the bottom right corner.

Partnering with Stax

The only AWS native
Cloud Management Platform.

Accelerate your client's cloud success

Stax is the only AWS native Cloud Management Platform that is pre-built to work hard beneath the surface, making migrating, maintaining, and operating on AWS seamless.

Now, navigating AWS can be done confidently and at pace. With Stax, your clients will see the benefits and value of AWS sooner.

Exploring the unlimited potential of AWS will be second nature. The confidence Stax provides, will empower them to focus on their core business and drive innovation further up the stack with your support.





Mastery with unmatched insights

Stax was purpose-built to help customers looking to migrate, renovate or simply jump the curve.

If you are developing in cloud, or looking to ramp up your client's success, you'll recognise the need for:

- Experience and resources to start and maintain a cloud ecosystem
- Speed to value
- Industrial strength expertise
- An evergreen solution
- Streamlined processes through automation
- Being up and running in days, not months

Backed by decades of experience and expertise, Stax was created to meet all these needs.

With prefabricated frameworks, Stax is ready to go, straight out-the-box platform – so your customers can get ahead and stay ahead.



Partnering with velocity

We value our partners and believe that we move and learn together. By introducing Stax to your clients and your projects, you're accessing a sweeping range of benefits.

Evergreen foundations

Less time spent on reworks and updates

Delivery risk reduction

Human error is removed through automation

More purposeful production

Reducing repetitive tasks means greater focus on core business

Cloud Relevance

Increase your cloud services by using a prefabricated solution

Faster migration

Shorter time to value and lower upfront costs

Fill the capability gap

With cloud engineering as a service, you won't require as many resources

Better customer experience

Frictionless developer, customer and partner experience

Increased profit margins

Get services moving to value faster



Step up into immediate and continued success

Business Benefits

- Built natively, you'll automatically be updated to stay current and secure
- Start strong. Stay strong.
- Remain competitive and take advantage of AWS services as they are released

- Real-time total cost visibility so you're never stung with bill shock
- Ongoing real-time alerts providing peace of mind that compliance standards are adhered to

- Consistency of operations and controls
- Immediate visibility over business risks & vulnerabilities

- Developers don't need cloud engineering skills
- Faster time to develop and deploy solutions
- Consistency of deployment and operations

- Accelerate the delivery of Applications & Services
- Remove complexity & customization using standards

- Consistently secure & best practice
- Up-to-date with latest cloud services
- Applied to new and existing accounts

Focus on your core business

Evergreen
Continuously up-to-date
with AWS cloud ecosystem

Governance + Transparency
across the entire
cloud ecosystem

Real-Time Guardrails for Security,
Risk, Cost & Compliance

API-Enabled Developer Experience

Out-of-the-Box Solutions for
Common & Critical Functions

Well-Architected, Secure & Resilient Foundations

Technical Capabilities

- Consistently secure & best practice
- Up-to-date with latest cloud services
- Applied to new and existing accounts

- Cost Management
- Ongoing compliance through customisable security controls
- Real-time Rule Alerts
- Notifications via chat, email and 3rd party integrations
- Automatic delegated administration of AWS security services
- Preventative and detective controls enforced consistently

- Full transparency on AWS cost attribution giving you the data to pivot quickly when needed
- Insights to remove AWS wastage

- API Availability for Common Tasks & Functions
- Bring your own IDE or Deployment tools
- Declaratively Built Environments
- Rich Software Development Kit

- Account Management
- Workload Orchestration
- Advanced Networking
- Rich API with Intuitive Console Access

- Foundation Account Assurance
- Security Guardrails
- Identity & Access Management
- Intelligent guardrails to keep you focused and on track

Built for scale



Boost performance

- Prevent budget blow-outs
- Apply best practice compliance rules
- Safeguard your customers' environments from human error
- Identify issues quickly
- Provide the confidence to innovate
- Spend less time on assessing, testing, and implementing new releases
- Reduce OpEx



Stay sharp

- Leaner management and reporting overheads
- Take data driven actions
- Track the risk posture across your customers' environment
- Lean in on insights to improve



Be agile

- Faster deployment per customer
- Continuously improve and optimise processes
- Stay on top of best practice
- Scale at pace





Customer Successes

EVENT

"These are very different businesses, with different transactional and digital platforms. By using the Stax platform, we were able to deploy a uniform architecture for all four groups," says Bourke. "That was very important for us, because it took away the risk of diverging as different teams moved different workloads to AWS."

EVENT

MONEYPLACE

"In learning how to build a cloud environment I was putting a lot of energy into something that wasn't necessarily bringing a lot of value to the business. Whereas now, thanks to Stax, it's there, I can spin up an account for some file storage, I know it's secure and it works. I can give the devs their own account and allow them to play and know that everything is secure. It's freed up time to be able to focus on things that are going to provide value or solve problems for the business."

MONEYPLACE

Locally based, internationally focused

Stax was born out of the lessons and experience gained from nearly a decade spent delivering industrial-strength cloud solutions to hundreds of customers.

While every customer was unique, the same constants emerged regardless of company size, industry, and maturity. It was here we realized we could accelerate secure AWS migrations and automate maintenance by developing a platform that delivers the velocity future-thinking businesses require to stay ahead.

Unlocking the potential that AWS offers requires an insider's perspective, unique expertise and a passion for creating the future. With Stax, your organization will experience the freedom to focus on core business and innovate at pace.



AWS ISV Accelerate
Partner + AWS Reseller +
AWS Marketplace



\$22.7m raised
privately A2 round
2020



\$27m invested
in R&D



Additional \$3.7m
invested to build Stax
for Partners



A growing Stax
Partner Network



100% Australian owned
& operated



60+ Staff all Australia-
based, including
Product and Dev Teams



A relationship in motion

**Whether you're a consulting firm,
an ISV or intermediary, working with
Stax has distinct advantages.**

For Resellers:

Our Reseller partners programmes are structured around the idea of not just fuelling each other, but also giving your customers access to a powerful suite of tools. To empower our partners, we provide consolidated billing, end to end sales support and a 15% discount on Stax product sales.

For Referral Partners:

Our referral partners programme is a complete end-end service led by Stax. The programme includes a rebate, AWS resell, consolidated billing, partner & end customer support. We're there every step of the way to qualify leads, provide pre-sales support and help you to close the sale. As part of the programme, we offer a 15% rebate on Stax product and a 1% rebate on AWS Resell.

The confidence to shift up a gear.

We're here to support you as you lead the sale.

With Stax, you'll access:

- Incredible sales enablement tools
- Ongoing dedicated marketing support to boost build awareness, generate qualified leads & increase pipeline
- Clever resources & thought leadership content
- Comprehensive online training
- Onboarding acceleration workshops
- A dedicated team of support engineers
- A growing network

A woman in a bright yellow jumpsuit is walking down a blue industrial staircase. The staircase has blue metal railings and is set against a dark blue building facade. The scene is lit with dramatic, low-key lighting, creating strong shadows and highlights. The overall aesthetic is modern and industrial.

Accelerate on Stax

Stax was built to deliver results for those who partner with us.

We'll help you accelerate your client journey, no matter their size or industry. Hit those sales targets with ease.

Interested in
investigating more?
Let's connect for a
more detailed demo.

For more information, visit stax.io
or reach out at hello@stax.io



Level 19/8 Exhibition St,
Melbourne 3000 VIC

www.stax.io