

AWS COST · SAMPLE DELIVERABLE

Analysis Sponsor Readout

Week 2 of 6: Sponsor readout · prepared for Seatlark, Inc.

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May 22, 2026 · AWS Cost Analysis & Optimization: The Optimization (six weeks)

SAMPLE DELIVERABLE

This is a sample deliverable. Seatlark, Inc. is a fictional company: every account, resource, finding, figure, and person in this report is simulated to show the form and depth of a Vantalect engagement. AWS prices are list prices from the AWS Price List API retrieved on October 13 and 16, 2026, and AWS Business Support+ pricing is from the AWS Support pricing page on October 16, 2026.

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The number

The Analysis identifies **\$246,839 a year of savings: 39.8% of Seatlark’s \$619,914 AWS bill, and 2.4 times the \$105,000 gate, so the engagement continues. Plan on \$171,086 to \$204,724 of it a year once everything lands, and on \$136,161 to \$156,116 of it being in place by June 18, 2026, which is the part the guarantee counts.** Renee Castellano: this is the two-week Analysis in one document. It finds 29 findings, priced as 30 changes on 244 resources in 16 accounts. If every one lands, the bill falls by \$20,570 a month from today’s \$51,660. These are estimates from your usage and AWS list prices; week six turns them into measurements on your Cost and Usage Report.

The bill was \$3,900 a month a year ago, and it is supposed to grow: Seatlark is 11 months into a 24-month move out of its colocation data center. The question here is whether the 6 waves that have landed were landed well, and what the waves still to come should look like ([What the bill will be at colo exit](#)).

The number. Identified, planned, and counted for the gate are three different questions.

Measure	Per month	Per year
Today's AWS bill (the May run rate)	\$51,660	\$619,914
Identified savings (30 changes)	\$20,570	\$246,839
The gate: three times the \$35,000 fee		\$105,000
Identified, as a multiple of the gate		2.4 times
Planning range, everything approved		\$171,086 to \$204,724
Planning range, in place by June 18, 2026		\$136,161 to \$156,116

How much to plan on

Identified is the full value of every change if it lands as priced. We sort the roadmap by how much stands between the plan and the bill. A **high-confidence** change is a script or a setting with measured evidence. A **medium-confidence** change needs a load test, an application change, or a build, or rests on an estimate with a known limit. The share of each that reaches the bill is our planning assumption, not a result; week six replaces it with measurements.

The roadmap by confidence. The approved set is what the owners approved at this readout ([What you decided on May 22](#)).

Confidence	Findings	Identified	Approved	Approved per year	Reaches the bill	Planning range
High	19	\$148,299	19	\$148,299	90% to 100%	\$133,469 to \$148,299
Medium	11	\$98,540	8	\$62,694	60% to 90%	\$37,616 to \$56,425
Total	30	\$246,839	27	\$210,993		\$171,086 to \$204,724

What the approved set is worth. 27 of the 30 changes were approved: \$210,993 a year at their estimates, 85.5% of the identified total, and 1.63 to 1.95 times the gate at the planning range.

What counts for the gate is smaller. Only a change in place at the end of week six counts, and 6 approved changes (\$52,808 a year) are scheduled after June 18, 2026. That leaves 21 changes worth \$158,185 at their estimates, 1.51 times the gate, and \$136,161 to \$156,116 at the planning range: a margin of \$31,161 at the low end. The high-confidence changes in that set clear the gate alone, at \$123,749 (90% of their estimates).

The top 10

The ten largest findings are **\$141,907 a year, 57% of the total**. The full ranked list is in the Cost Analysis and Savings Roadmap report.

The ten largest findings by annual savings, with each owner's decision at the readout.

Rank	Finding	Owner	Confidence	At the readout	Per year
1	S-1: Dev, partner non-production, and perf-test schedules	Beth Morrow	High	Approved	\$24,183
2	D-3: Catalog database to db.r6g.2xlarge	Imani Brooks	Medium	Approved	\$19,290
3	N-4: Second Direct Connect port from 10 Gbps to 1 Gbps	Owen Pradhan	Medium	Declined	\$17,082
4	C-1: Compute Savings Plan, one year, No Upfront	Lydia Brandt	High	Approved	\$15,950
5	R-3: Ingestion workers m5.4xlarge to m5.2xlarge	Imani Brooks	Medium	Declined	\$13,455
6	W-4: Snapshot and AMI sprawl	Beth Morrow	Medium	Approved	\$11,412
7	E-2b: Production search io1 to gp3	Imani Brooks	High	Approved	\$10,800
8	R-1: Marketplace API tier m5.2xlarge to m5.xlarge	Aaron Feld	High	Approved	\$10,092
9	R-2: Partner APIs m5.2xlarge to m5.xlarge	Diego Saldana	High	Approved	\$10,092
10	D-1: Multi-AZ off on dev and partner non-production databases	Beth Morrow	High	Approved	\$9,552

Decisions we need from you

Seven decisions come out of the Analysis. Two have dates, and the cost of waiting is real. Seven owners hold the 30 changes: Beth Morrow (12 changes, \$97,612 a year), Imani Brooks (4 changes, \$47,745 a year), Aaron Feld (6 changes, \$31,304 a year), Owen Pradhan (2 changes, \$24,544 a year), Diego Saldana (4 changes, \$24,008 a year), Lydia Brandt (1 change, \$15,950 a year), Kara Lindqvist (1 change, \$5,674 a year). The terms give each owner two business days to approve or decline each change; the readout settles them at the table.

The decisions, in the order we would take them.

No.	Decision	Who decides, and when
1	Approve the roadmap, finding by finding. Each owner approves or declines their own findings.	Each owner, at the readout
2	Approve the production freeze plan: no production change from June 4 to 14, so every production change is scheduled for June 2 to 3 or after June 14, 2026.	Renee Castellano, at the readout
3	Make the commitment decision: a one-year No Upfront Compute Savings Plan at \$5.00 an hour (C-1, \$15,950 a year).	Lydia Brandt with Renee Castellano, June 3, 2026
4	Decide the Direct Connect port: replace the second 10 Gbps port with a 1 Gbps port (N-4, \$17,082 a year).	Owen Pradhan, at the readout
5	Approve a load test that replays an on-sale in the performance-test account, so the ingestion workers (R-3) and the catalog database (D-3) are sized on real peak data (\$32,745 a year between them).	Imani Brooks, at the readout
6	Approve deleting the regenerable image renditions for past events (S3-3, 11 TB, \$3,109 a year).	Diego Saldana, at the readout
7	Pick the maintenance window for the partner database resize (D-2, \$9,294 a year) after the freeze, on June 27, 2026: a load test against a restored copy at the new class comes first, and the ten business days' notice that Seatlark Connect's contracts require goes out once it passes, ten business days before the window.	Diego Saldana, at the readout

The commitment has a date and a design. We recommend a one-year No Upfront Compute Savings Plan of \$5.00 an hour, bought in the management account by Lydia Brandt on Wednesday, June 3, 2026. The floor that will remain after every change (the web and API tiers, search, ingestion, the partner APIs, CI, and shared services) costs \$11.63 an hour On-Demand and

26.7% less at the plan’s rates, so \$5.00 an hour covers \$6.82 of usage, 59% of the floor, and saves \$1,329 a month. It is sized below the floor on purpose: past a seven-day return window a Savings Plan cannot be canceled, and it must stay fully used after every deferred rightsizing and Graviton change. A three-year plan would save about 49% instead, and waits for colo exit, when the estate is known. Lydia Brandt approves; your team buys. Vantalect never does.

The other four asks each depend on something only the owner knows. Owen Pradhan knows whether the July orders–database cutover needs failover at full rate (N-4). Compute Optimizer’s 14-day window missed the April on-sale, so R-3 and D-3 stay medium until a load test replays one (Imani Brooks). Diego Saldana confirms nothing a partner embeds points at the renditions. And a partner notice sent today puts the earliest maintenance window on Monday, June 8, 2026, inside the freeze, so D-2 goes after June 14, 2026. D-2 also waits on a load test against a restored copy at the new class, so the notice goes out when that test passes, not today, and the window is June 27, 2026.

The risks

The risks, and what reduces each. Every figure here is an estimate until week six measures it.

Risk	Why it matters	What we do about it
The production freeze	11 days (June 4 to 14) with no production change; a change that slips past June 3, 2026 waits until June 15, 2026	Every production change is scheduled for June 2 to 3 or after the freeze
A wave lands mid-engagement	Wave 6 cuts over on Saturday, May 30, 2026, and adds \$2,600 a month, so the bill rises while we measure	The measurement is per change, on the changed resources; wave 6 is not counted either way
Partner contracts	Seatlark Connect’s contracts require ten business days’ notice of a maintenance window, and partners build pages on your media	The notice goes out when D-2’s restored-copy load test passes, ten business days before the window; nothing partner-facing is deleted until its owner confirms what points at it

What the bill will be at colo exit

You asked what the bill will be when the colo lease ends on June 30, 2027. The honest answer is \$125,300 a month, \$1.5 million a year, if nothing is done, and about \$107,700 a month if the approved roadmap lands. The first number is not ours. It is Seatlark's own plan, with each remaining wave priced the way the first 6 were sized, at the colo allocation, from the \$51,700 a month the plan carries for May.

Seatlark's own plan for the remaining waves. At colo exit it reaches \$125,300 a month, \$1.5 million a year.

Wave	When	Adds per month	Run rate after
Plan base	May 2026		\$51,700
Wave 6: Partner reporting and the affiliate feed generator	May 30, 2026	\$2,600	\$54,300
Wave 7: Orders and checkout, and the SQL Server Enterprise database (9 TB)	July to August 2026	\$22,000	\$76,300
Wave 8: Broker Desk and the remaining SSIS hosts	October to November 2026	\$12,000	\$88,300
Wave 9: Payments and fulfillment (the PCI zone)	January to March 2027	\$18,000	\$106,300
Wave 10: The data warehouse (14 TB)	March to May 2027	\$14,000	\$120,300
Wave 11: Corporate IT; colo exit June 30, 2027	May to June 2027	\$5,000	\$125,300

Assumption A1

We take the plan's end state as the end-state run rate: \$125,300 a month on June 30, 2027, the \$1.5 million a year the migration business case assumed. If the real end state is larger, the growth the remaining waves add is 1.6 to 2.1 times the \$71,000 a month in the plan, and the cost avoidance range below grows by the same factor. A1 is still open at this readout: Lydia Brandt has the business case and will confirm the reading in the weeks that follow, and the guardrails and handover reports record the answer.

The other week-one ask is also open: the colo allocation for each landed workload, the other half of cost per migrated workload. Lydia Brandt is checking what the business case holds; the handover records what came back.

The bill at colo exit. The last row is a planning range and is not added to anything above it.

The bill at colo exit, per month	What it is	Amount
Seatlark's plan, nothing done	The table above	\$125,300
Less the approved roadmap, at its estimates	A saving on the estate already in AWS, and an estimate until week six	\$17,583
The plan with the approved roadmap landed	\$1.29 million a year	\$107,717
Cost avoidance on the remaining waves	Not measured, not counted toward the gate, and not a saving on the bill	\$8,520 to \$14,200

The cost avoidance is the part we can prove least. The remaining waves add \$71,000 a month. The patterns that found this engagement's savings (sizing from 30-day vCenter 95th-percentile use, schedules on by default in non-production, gp3 and lifecycle defaults, log retention, the network template, a cleanup step in the cutover checklist) are worth 12% to 20% of a wave's planned cost if built into the landing zone first: \$100,000 to \$170,000 a year at the end state. That is **not measured, not counted toward the gate, and not a saving on the bill**: the Cost and Usage Report has no "before" for a workload that has not moved. It is never added to any saving, total, or multiple.

What the next four weeks put in place

If you approve the roadmap, the Optimization carries it out through Seatlark's own change process, with each workload's owner: pull requests against the four infrastructure repositories or, for scripted cleanup, change tickets. Vantalect has no write access to production. Weeks three to five each end with a written report.

The Optimization, week by week, with the savings each week carries at the estimates. Weeks five and six put nothing into the bill by design.

Week	Starts	What goes in	Findings	Annual savings
3	May 26, 2026	Waste, non-production schedules, gp2 to gp3, S3 endpoints, log retention, non-production databases, migration backups to archive. Four working days (Memorial Day)	14	\$98,760
4	June 1, 2026	S3 lifecycle for ticket scans; production rightsizing on Tuesday, June 2, 2026; the commitment decision on June 3, 2026	7	\$59,425
5	June 8, 2026	The freeze: budgets, anomaly monitors, tag policy, storage and network guardrails, Instance Scheduler as the default, the wave runbook	0	\$0
6	June 15, 2026	Every change measured and annualized; the handover; the closing readout on Thursday, June 18, 2026 (Juneteenth is a company holiday)	0	\$0
After	After June 18, 2026	Approved changes scheduled after the freeze, run by your team from the handover playbook	6	\$52,808

The guarantee gate

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, measured on Seatlark's own Cost and Usage Report, are at least three times the \$35,000 fee: **\$105,000 a year**. This readout closes the Analysis, which is the Optimization's first two weeks, so the \$35,000 fee is the whole price; there is no separate Analysis fee. There is no contingency fee and no share of what you save. If the gate is not met, the second invoice of \$17,500 is not issued, and you keep everything delivered.

The terms say how it is counted: savings are "measured change by change on the client's Cost and Usage Report: the daily cost of each changed resource or commitment in the week before the change against the week after it, annualized," and "a change the client approved at the week-two readout and later declines counts at the savings the roadmap estimated for it." They also carry this

week’s stop rule: "If the week-two savings roadmap does not total at least three times the fee, the engagement ends at the readout unless both parties agree in writing to continue." The roadmap totals \$246,839 against \$105,000, 2.4 times, so the rule does not apply.

What counts: each change in place by June 18, 2026, measured seven days before against seven days after with the change day excluded, times 365; a change approved at this readout and declined later, at its estimate; and the Savings Plan, by its own fee, the usage it covers, and its utilization. One-time charges are listed beside the result and never annualized into it.

What does not count: the 6 approved changes scheduled after June 18, 2026 (\$52,808 a year); the 3 findings declined at this readout (\$35,846 a year); the fall in AWS Business Support+ that follows any saving; wave 6’s growth; reductions the migration would have made anyway; and cost avoidance on the remaining waves, which is not measured, not counted toward the gate, and not a saving on the bill.

What you decided on May 22

27 of the 30 changes, \$210,993 a year, were approved. 3 findings, \$35,846 a year, were declined. Declined findings count for nothing toward the gate and stay on the roadmap to revisit.

The three findings declined at the readout, with each owner’s reason.

ID	Finding	Owner	In the owner’s words	Per year
N-4	Second Direct Connect port from 10 Gbps to 1 Gbps	Owen Pradhan	"The orders database cutover in July needs failover at full rate. The ports are revisited at colo exit."	\$17,082
R-3	Ingestion workers m5.4xlarge to m5.2xlarge	Imani Brooks	"Compute Optimizer never saw an on-sale. Show me a load test first. Rescheduled as a perf-test exercise after the freeze, on the remaining roadmap."	\$13,455
S-2	Staging schedule, 6 AM to 10 PM Eastern	Aaron Feld	"Staging runs the overnight on-sale rehearsals and the partner acceptance tests in other time zones; the schedule would interrupt both."	\$5,308

Approved, and scheduled after the freeze: 6 changes, \$52,808 a year, run from the handover playbook. They count for nothing toward the gate.

Approved changes scheduled after the freeze, earliest first, each released by an event its owner named.

ID	Owner	Target	Waits on	Per year
E-2b	Imani Brooks	June 22, 2026	the production freeze (June 4 to 14) and the biggest on-sale of the summer: Imani Brooks will not touch the search cluster in the week before it	\$10,800
D-2	Diego Saldana	June 27, 2026	a load test against a restored copy at the new class, then ten business days' notice of a maintenance window, which Seatlark Connect's partner contracts require	\$9,294
D-3	Imani Brooks	July 9, 2026	a load test that replays an on-sale, then the July maintenance window	\$19,290
G-2	Diego Saldana	July 10, 2026	an arm64 build of the partner APIs, validated in staging	\$1,514
G-1	Aaron Feld	July 23, 2026	the July container replatform, which moves the marketplace to arm64 images	\$4,541
N-3	Aaron Feld	August 14, 2026	an application change (the order-status cache), approved for the Q3 sprint	\$7,369

The other 21 approved findings, \$158,185 a year, go in during weeks three and four. **What we ask of you now:** hold the freeze plan and approve the commitment decision for June 3, 2026.

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