Opportunity Accelerator

Assessment & Blueprint

CTO
Large Co Plc
Perform Partners
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Executive Summary

Assessment complete

Large Co Plc has moved beyond the immediate billing issue and is now clarifying what must be stabilised as the AWS estate supports live UK operations. The assessment evidence points to the Way zone as the primary friction: production access, dev/prod separation, change control and architecture documentation need to be tightened before further digital capability is layered on. The Wall zone is also carrying material risk because the website, app delivery, dealer locator, SMS verification and Salesforce form journeys are becoming increasingly important to UK launch operations. The strongest enabler is clear operational focus: security, account separation, architecture review and cost visibility were all identified as practical near-term priorities. The Blueprint should move quickly from immediate access containment into a structured Architecture Baseline, governed account model and controlled pathway for new digital change.

BLOCKER

Production access and change governance are not yet controlled enough for a live, partner-managed cloud estate.

RISK

Infrastructure visibility and third-party dependencies may slow decisions as usage, integrations and cloud cost grow.

ENABLER

Large Co Plc has clear near-term priorities and an internal owner driving pragmatic next steps.

Focus & Diagnose

Assessment Friction Profile

Friction scored across five dimensions. Blocker, risk, and enabler identified.

DISCOVERY THEMES

- Large Co Plc is operating a UK launch environment with several partner-managed components and overseas engineering dependencies.
- The AWS estate includes app delivery, CMS / website delivery and planned dealer locator capability, with account structure still being clarified.
- Cost visibility is improving through CloudCheckr, but service-level optimisation and dev/prod cost separation still need to be validated.
- Data sovereignty is a major assurance requirement: Large Co Plc needs evidence that UK customer data remains in the intended UK / European environments.
- Third-party change routes are creating operational friction across GAC / China engineering, Salesforce / BearingPoint, the marketing agency and AWS tooling.
- Perform Partners is already trusted from the billing support work and can now pivot into security, architecture governance and delivery planning.

Will Zone — Alignment + Capacity

Alignment

Will · On the path

Score: 4

SCORING RATIONALE

Large Co Plc has a clear view of its immediate priorities: security, dev/prod separation, architecture review, dealer locator readiness and cost visibility. The priority order was actively discussed and the client-side lead distinguished between urgent now-work, next-phase improvement and longer-term website / CMS choices. Alignment is therefore on the path, although the wider decision-making group and commercial approval route need to be confirmed before mandate.

> “The key ones to start with are the cost for separate accounts and the security / Well-Architected review.” — CTO

GAPS & UNCERTAINTIES

Confirm the wider sponsor group, approval route and whether the Blueprint is being positioned as immediate stabilisation or a broader cloud roadmap.

Level: On the path

Capacity

Will · Significant risk

Score: 2

SCORING RATIONALE

The programme is being driven by a small number of people while Large Co Plc is still absorbing launch activity. The client-side lead is handling account creation, supplier coordination, backlog prioritisation and issue management, while several workstreams depend on external teams. This creates a material capacity risk: the right priorities are visible, but delivery pace will depend on protected time, supplier responsiveness and clear ownership.

> “I am creating accounts at the moment, so by the end of next week is fine.” — CTO

GAPS & UNCERTAINTIES

Confirm who can provide protected time for AWS access, supplier coordination, governance sign-off and backlog triage.

Level: Significant risk

Governance

Way · Active blocker

Score: 1

SCORING RATIONALE

Governance is the active blocker. Broad admin access, limited role separation and incomplete change control have already created operational exposure. The client wants proper roles, separate dev/prod access, clearer account ownership and a baseline architecture from which future change can be governed. There are also third-party governance dependencies across China engineering, Salesforce delivery and marketing agency activity. Until decision rights, access rules and change pathways are formalised, further AWS change will carry avoidable operational and security risk.

> “The burning priority is security — we need proper roles defined and better production access controls.” — CTO

GAPS & UNCERTAINTIES

Confirm named decision rights for IAM changes, production approvals, third-party account access and emergency escalation.

Level: Active blocker

Wall Zone — Literacy + Infrastructure

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Literacy

Wall · Watch & manage

Score: 3

SCORING RATIONALE

Large Co Plc has practical operational literacy and is asking the right questions around security, data sovereignty, cost and supplier control. There are acknowledged gaps around deeper security, AWS account structure and specialist architecture choices, which is expected at this stage of the launch. The literacy position should be watched and managed: it is not the main blocker, but delivery will benefit from guided decision support and clear artefacts.

> "Security is the area that makes me nervous." — CTO

GAPS & UNCERTAINTIES

Agree the level of cloud, security and FinOps knowledge needed internally versus what Perform Partners will provide as guided support.

Level: Watch & manage

★ Infrastructure

Wall · Significant risk

Score: 2

SCORING RATIONALE

The AWS estate is live and supporting important launch capabilities, but the current structure is not yet sufficiently documented or separated for controlled growth. Dev/prod boundaries, account structure, CMS delivery, dealer locator design, SMS verification and Salesforce form integration all require clearer architecture treatment. Cost visibility is improving, but further analysis is needed to understand service-level drivers and optimisation options as traffic grows.

> "We need to evidence that the data is staying here and not going anywhere else." — CTO

GAPS & UNCERTAINTIES

Confirm the current account map, dev/UAT/prod separation, data flows, integration inventory and access required for the Architecture Baseline.

Level: Significant risk

Blueprint Roadmap

Priority Sequence & Next Steps

Friction-sequenced workstreams in three delivery tiers. Assumptions flagged for validation.

Delivery Roadmap — Tier Options

Draft for discussion

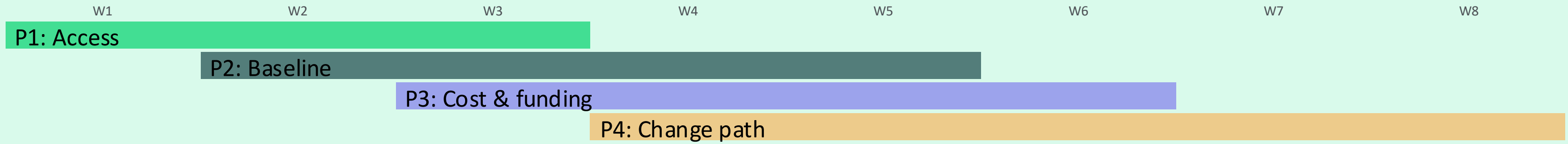
LIGHT — Executive View

1	Secure production access and account separation	Governance (Way) — Score 1
2	Establish architecture baseline and Well-Architected Review	Infrastructure (Wall) — Score 2
3	Build cost, account and funding visibility	Infrastructure / Capacity — Score 2
4	Create controlled digital change pathway	Governance / Capacity — Score 1 / 2

STANDARD — Blueprint Discussion

1	Secure production access and account separation	Define dev/prod roles, remove default admin access and create controlled production access.	Wk 1–3
2	Establish architecture baseline and Well-Architected Review	Run Well-Architected Review, reverse-engineer diagrams and confirm data / account baseline.	Wk 2–5
3	Build cost, account and funding visibility	Use CloudCheckr and AWS analysis to separate cost, plan funding and identify optimisation.	Wk 3–6
4	Create controlled digital change pathway	Define route for dealer locator, SMS verification and forms / Salesforce integration change.	Wk 4–8

DETAILED — Full Draft Roadmap



Select the appropriate tier for your Blueprint conversation. Detailed workstream cards follow on the next slides.

Blueprint Workstreams — Priorities 1 & 2

Draft for discussion

1 Secure production access and account separation

Addresses: Governance (Way) — Score 1, Active blocker

WHAT THIS MEANS

This workstream establishes safe operating control over live environments before further change is introduced. It defines named dev/prod access, removes broad admin access, applies a clear naming convention and confirms who can approve production changes. It is the immediate containment step before deeper architecture remediation.

KEY ACTIONS

- Define separate dev/prod accounts | Remove unnecessary admin access | Implement naming convention | Define production access control | Confirm approval and escalation route

DEPENDENCY

None — foundational starting point

SUCCESS OUTCOME

Production access is role-based, dev/prod accounts are clearly separated, and all parties understand how privileged changes are requested, approved and evidenced.

2 Establish architecture baseline and Well-Architected Review

Addresses: Infrastructure (Wall) — Score 2, Significant risk

WHAT THIS MEANS

This workstream documents what has been built and tests it against the AWS Well-Architected Framework. It should reverse-engineer architecture diagrams where supplier documentation is incomplete and identify high-risk items across security, reliability, operational excellence, performance and cost.

KEY ACTIONS

- Gain read access for assessment | Conduct AWS Well-Architected Review | Reverse-engineer architecture diagrams | Confirm data residency evidence | Present prioritised remediation plan

DEPENDENCY

Priority 1 access containment in progress

SUCCESS OUTCOME

Large Co Plc has a documented baseline architecture, an agreed remediation plan, and a clear evidence pack for data location, account structure and live-service risk.

Blueprint Workstreams — Priorities 3 & 4

Draft for discussion

3 Build cost, account and funding visibility

Addresses: Infrastructure / Capacity — Score 2, Significant risk

WHAT THIS MEANS

This workstream gives Large Co Plc a clearer view of spend by account, service and business capability. It should support funding conversations, AWS credit options, cost forecasting and optimisation decisions as website, app and dealer locator usage increases.

KEY ACTIONS

- Confirm account map | Build CloudCheckr cost views | Analyse service-level spend | Identify AWS credit routes | Forecast dealer locator usage

DEPENDENCY

Priority 2 architecture baseline

SUCCESS OUTCOME

Large Co Plc can see cost by account and service, understand likely growth drivers, and use AWS credit / funding routes where available.

4 Create controlled digital change pathway

Addresses: Governance / Capacity — Score 1 / 2, Active blocker

WHAT THIS MEANS

This workstream creates a repeatable way to introduce change without over-reliance on overseas development teams or manual supplier handoffs. The priority candidates are the dealer locator, SMS verification and the website / Salesforce form journey.

KEY ACTIONS

- Define change intake | Document requirements | Confirm dev/UAT/prod release path | Align supplier handoffs | Pilot with dealer locator, SMS or forms

DEPENDENCY

Priorities 1 and 2

SUCCESS OUTCOME

New digital changes follow a controlled path with named owners, documented requirements, clear test / production separation and an agreed release route.

Commitments

Perform Partners commits

- Define and implement a safer production access model, including separate dev/prod access and role-based permissions
- Deliver a Well-Architected Review with documented architecture, data-flow assurance and a prioritised remediation plan
- Provide cost, account and funding visibility including CloudCheckr review and AWS credit / funding options
- Support a controlled change route for dealer locator, SMS verification and Salesforce / web-form integration

Client commits

- Provide appropriate AWS and CloudCheckr access for assessment, monitoring and account validation
- Facilitate engagement with GAC / overseas engineering teams for architecture information and access changes
- Allocate protected time for CTO and relevant suppliers to participate in reviews and decision sessions
- Obtain any required commercial approvals for the Well-Architected Review, urgent remediation and delivery terms

Programme governance

- All production and privileged access changes use named owners, an approval route and an evidence trail
- New AWS accounts or services must include environment separation, cost allocation and a change record
- Scope expansion beyond the current AWS estate requires a separate scoping conversation

Milestone review points

- Week 2: Access containment agreed, dev/prod naming convention confirmed and production controls initiated
- Week 4: Architecture baseline and Well-Architected Review complete, with data assurance and remediation priorities agreed
- Week 8: Cost / funding view, controlled change pathway and next-phase delivery decision confirmed.

COMMITMENT TO PROCEED

Large Co Plc and Perform Partners agree to proceed with the Opportunity Accelerator delivery programme as defined in this Blueprint. The four workstreams will be initiated in friction-priority sequence, with bilateral commitments as agreed. Milestone reviews at weeks 2, 4, and 8 will assess progress and confirm continuation.

Senior sponsor review and sign-off required before mandate is confirmed — Governance friction requires explicit executive sponsorship across the launch operating model.

Large Co Plc

Name: ___________________________

Role: ___________________________

Date: ___________________________

Perform Partners

Name: ___________________________

Role: ___________________________

Date: ___________________________