



AdapterCloud

AdapterCloud gives platform, security and finance teams one live map of every cloud, cluster, site and SaaS system they run, and what it costs.

PARTNER
CHEAT SHEET
ADAPTERCLOUD.COM

Unified inventory

Dependency topology

Policy and drift

FinOps

API-first

WHAT IT IS

One control plane that maps every cloud, cluster, site and SaaS system a company runs, with dependencies, policy and cost attached.

30-SECOND PITCH

Past one cloud account, nobody can say what you run, what depends on it, or what it costs. AdapterCloud puts all of it on one live map, on one shared record.

PROBLEM WE SOLVE

- Five consoles, one stale spreadsheet
- Nobody knows what depends on what
- Cost arrives with no context
- Policy lives in a wiki

VALUE PROPOSITION

- One record behind inventory, policy, cost
- Dependencies as typed, queryable data
- Governance as a work queue
- Priced by estate, not seats

IDEAL CUSTOMER

Two or more environments, platform team of five plus, real audit or cost pain

Not a fit: One cloud account, or wanting provisioning

WHO YOU ARE TALKING TO

Platform lead — How long to answer what you run?

FinOps lead — Can you trace that line item?

Security lead — Where does the tagging rule live?

MSP founder — What does client forty-six cost?

TOP USE CASES

- Replace the inventory spreadsheet
- Check blast radius before a change
- Work violations like a queue
- Catch drift before the incident
- Attribute spend to real resources

CAPABILITIES

- Adapters
- Connections
- Unified inventory
- Topology edges
- Blast radius
- Policies
- Violation queue
- Drift records
- Sync runs
- Cost attribution

PRICING

Free	\$0 forever
Starter	\$99/mo or \$79/mo annual
Growth	\$399/mo or \$319/mo annual
Business	\$999/mo or \$799/mo annual
Enterprise	From \$12/resource/mo list; \$9/resource/mo annual at 250+
Free tier upward; sized by estate, never by seats	

COMPETITIVE LANDSCAPE

HPE Morpheus — One model, not separate modules

CloudHealth — Cost on the map you operate

ServiceNow ITAM — Discovered, not process-maintained

Kubecost — Whole estate, not only clusters

WHY US

- One resource record across four domains
- Topology is data, not a picture
- Ten system classes as peers
- Isolation structural, not configured

PROOF & CREDIBILITY

- Free tier, test it yourself
- Shipped versus planned published openly
- Secret references, redacted on read

DEMO

Book Vignesh on the 1-1 link; thirty minutes, live walkthrough

TALKING POINTS

- One record behind dependencies, governance, spend
- Impact is arithmetic, not opinion
- Waivers need a written reason
- More viewers cost nothing extra

OBJECTION HANDLING

"Who else uses this?"

Nobody public yet; test it free on one account

"We already have a cost tool"

Keep it; we remove the monthly reconciliation between tools

"Why not build it ourselves?"

The script is easy; the model and isolation are not

DISCOVERY QUESTIONS

- How many environments do you run?
- Where is your current inventory kept?
- How do you assess change impact?
- How long does month-end attribution take?
- Where do your infrastructure policies live?

SPOT A GOOD OPPORTUNITY

- Two or more clouds or hybrid
- Inventory question nobody could answer
- Named FinOps owner reconciling monthly
- Audit or security review coming up
- Single account, tiny estate
- Really wants provisioning or catalogue

HOW TO INTRODUCE US

"You know nobody can say what you run or what it costs? This puts it on one map."

LEAD HANDOFF

Email Vignesh the company, contact, estate shape and pain, before the introduction

PARTNER COMMERCIALS

10 to 15% of first-year collected revenue, on registered deals

USEFUL LINKS

AdapterCloud website adaptercloud.com

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TALK TO US

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