

Ambar

Your AI-powered team to deliver production ready custom software,

10x faster, 10x more affordably

GCloud 15 Service definitions document

The Problem

Development teams are expected to deliver ever more.

AI has not solved software delivery. Humans on the loop will always be essential.

There are too many tools to monitor, assess and react to. The pace is relentless.

The AI tech choice opportunity cost is challenging, leaving productivity benefits unrealised.

Enter Ambar

We provide a holistic software delivery service, powered by our own AI platform to deliver production software, ready for live, 10x faster, 10x more affordably and without vendor lock-in.

We enable organisations to get the software productivity benefit they expect from AI, without having to constantly navigate the evolving AI tool ecosystem.

Our process delivers quality at speed

Phase 01

Prepare

- Definition of a high level scope
- Price and terms up front
- Align on commercial goals
- Deliverables schedule

Duration

Case by case

Outcome

Contract & Timelines

Phase 02

Define

- Deep dive into scope
- Functionality maps
- User interface and experience
- External integrations

Duration

1-3 weeks

Outcome

Wireframes & Specs

Phase 03

Implement

- Implementation
- Progress updates
- Test environments
- Automated tests

Duration

2-6 weeks

Outcome

Application Completed

Phase 04

Evaluate

- User acceptance tests
- Satisfaction Assessment
- Prepare for production deployment

Duration

1-3 weeks

Outcome

Pay ONLY if satisfied

Our Guarantee

We stand by our work. If you don't like the results during phase 3, for any reason, you pay nothing.

This wording is in every single one of our contracts.

Our offer is simple – a custom software build service powered by Ambar's AI platform, delivered in weeks

Built using experts

Our team of researchers and engineers (prev. at Facebook, Amazon, & similar) have built an **AI platform to deliver quality software 10x faster.**

We identify what matters

We dive deep into your business and technical challenge and **create a plan to deliver outcomes within weeks.**

From concept to live

We work on the **entire development process**, from conception to implementation to maintenance.

Human-AI hybrid teams

Our engineers use AI to speed up first drafts (project plans, documentation, code, and more) but **verify every single output** to match our customers' needs.

Retain the advantage

We share our technology with our clients, so they can replicate our speed. This doesn't mean vendor lock-in. After completion, we provide a managed service option, made efficient by our AI-platform for delivering updates.

Ironclad guarantee

Every customer pays only once results are delivered, and only if they're satisfied. **No questions asked.**

Leadership team



Luis Galeas

CEO

Engineer and operator with a track record in delivering \$100M+ outcomes. Prev. at Amazon Web Services, Lendable, & UIUC.



Marcelo Lazaroni

VP of Platform

Researcher with a history in solving the world's most arduous technical challenges. Prev. at Meta & Standard Chartered Bank.



Tom Schutte

VP of Infrastructure

Engineer who built software that millions of other engineers in the world rely on today. Prev. at Amazon Web Services & U. Wisconsin. at all."



Denisa Kastrati

COO

Experienced operator and strategist with a career in empowering teams to over-deliver. Prev. at Monterosa & Chelsea Football Club.

Our team

Our team is made up of researchers, engineers, operators, product managers, project managers, and associates; they are not only deeply experienced across many domains but also acutely aware that technology is important in the context of the outcomes it delivers. They come from Meta, **Amazon**, **Microsoft**, **Veeam**, **Intuit**, **Arup** and beyond.

Investors

We are venture backed, and our financial backing comes from tier 1 institutional investors such as **Lakestar** and **Sequoia**, as well as noteworthy industry angels such as **Solomon Hykes** and **Matt Robinson**.

AI-Powered Custom Application Development

Service Features

- 10x faster application development service powered by proven AI platform
- AI-driven initial drafts for project plans, wireframes, code, documentation
- Human verification by engineers to match client specifications.
- Phased delivery: prepare, design, building and testing, evaluate
- Holistic service from concept to live and application management
- Iterative delivery (sprints), demos and backlog management
- AI-assisted code and test generation with engineer verification (no autonomous release)
- Automated test coverage (unit/integration; performance tests where scoped)
- Build and deployment support (cloud environments supported as agreed)
- Documentation (runbooks and technical handover, proportionate to need)
- Delivery includes definition of “done” and acceptance checkpoints agreed with the client.

Service Description

Ambar delivers bespoke cloud-native applications using an AI-accelerated methodology that combines generative AI for rapid prototyping with expert engineering for precision and reliability. This service spans the full life-cycle from ideation and scoping to deployment and maintenance ensuring mission-critical systems are built 10x faster, 10x cheaper and with uncompromising quality.

Service Benefits

- Proven capability building and supporting enterprise grade solutions
- Ambar's platform enables faster, more affordable build (10x)
- On-going support for maintaining and optimising solutions post go-live
- Accelerates time-to-live, new features in live in days
- The benefit of AI-accelerated engineering, delivered responsibly, robustly
- No vendor lock-in
- We build services that easily migrate across clouds

AI-Powered Project Planning and Scoping

Service Features

- 10x faster application development service powered by proven AI platform
- AI-driven initial drafts for project plans, wireframes, code, documentation
- Human verification by engineers to match client specifications.
- Phased delivery: prepare, design, building and testing, evaluate
- Gen AI, computer vision, natural language processing
- Holistic service from concept to live and application management
- 1-3 week proof of value timescale

Service Description

We help you shape and agree a delivery-ready scope for an AI-assisted application build or change. We combine structured business analysis with AI-assisted drafting to accelerate the production of plans and documentation, with human review to ensure accuracy and suitability for public sector delivery. We agree upfront what information can be used in AI-assisted drafting, and can work within approved tooling/environments where required (for example using client tenancies and repositories for artefacts).

Service Benefits

- Proven capability building and supporting enterprise grade solutions
- Ambar's platform enables faster, more affordable build (10x)
- On-going support for maintaining and optimising solutions post go-live
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AI-Assisted Solution Design and Architecture

Service Features

- Architecture workshops and options assessment (target state, constraints, trade-offs)
- UI/UX discovery and wireframes (as required), including accessibility considerations
- Integration design (APIs, data flows, identity/access patterns)
- Definition of non-functional requirements (security, performance, availability, logging, audit)
- Delivery-ready specifications and backlog refinement
- Design outputs may include interface notes (APIs/data flows), decision log for key design choices, and a handover pack for implementation teams.

Service Description

We work with you to produce delivery-ready solution designs: architecture, UI/UX direction, integration patterns and specifications. AI-assisted drafting accelerates the creation of wireframes and technical documentation, with human review to ensure accuracy and alignment to standards. We agree upfront what information can be used in AI-assisted drafting, and can work within client-approved tooling/environments where required.

Service Benefits

- Improves build predictability and reduces rework
- Clarifies integration and data responsibilities across teams/suppliers
- Provides an auditable design basis for governance and approvals
- Improves traceability from user needs to backlog items and acceptance criteria.
- Outputs are optimised for ingestion into agentic development tools

Quality Assurance and Evaluation

Service Features

- Test approach and evidence pack aligned to acceptance criteria
- Manual and automated testing support (as appropriate)
- UAT planning and facilitation (scripts, sessions, defect triage)
- Performance and reliability checks (where explicitly scoped)
- Release readiness review and recommendations
- Defect reporting and triage aligned to client tooling and prioritisation approach.

Service Description

We provide quality assurance and evaluation activities to support release confidence and acceptance. This includes test planning, execution support, UAT facilitation and (when scoped) performance assessment and remediation recommendations. We provide auditable test evidence aligned to acceptance criteria and governance.

Service Benefits

- Clear, auditable evidence for governance and acceptance
- Earlier detection of defects and operational risks
- Better go-live confidence through structured UAT and readiness checks

Cloud Setup and Migration Support

Service Features

- Cloud configuration and migration planning
- Hands-on setup and migration execution (including repeatable steps/runbooks)
- Infrastructure-as-code approach where agreed (for example Terraform)
- Data migration and validation, cutover planning and rollback approach
- Support for AWS/Azure/GCP and common databases
- Migration outputs may include runbooks, validation checklists and handover notes proportionate to scope.

Service Description

We help you set up cloud environments and migrate applications and data with minimal disruption. Where relevant, we also design and implement data/integration patterns to enable real-time processing where this is in scope. We align to your change control and agree cutover and rollback steps before migration activities.

Service Benefits

- Reduced migration risk through structured planning, validation and cutover controls
- Faster environment readiness for delivery teams
- Clear operational handover artefacts (run-books, configuration notes)

Security and Compliance Support

Service Features

- Security requirements capture and non-functional requirements definition
- Threat modelling and risk workshops with a prioritised risk register
- Recommendations for IAM, encryption, logging/monitoring, network controls
- GDPR-supporting activities (for example data flow mapping and DPIA inputs) where requested
- Security testing coordination and remediation planning (testing only if explicitly scoped)

Service Description

We support you with secure-by-design advisory, risk assessment, and compliance alignment for cloud applications and data processing. Outputs are practical and delivery-oriented: requirements, controls, and implementation recommendations that fit client governance. We support client-defined governance processes; we do not provide accreditation sign-off on behalf of the client.

Service Benefits

- Earlier identification and mitigation of security and compliance risks
- Clear requirements and evidence to support governance decisions
- Reduced rework by embedding security into design and delivery
- Our outputs are optimised for ingestion into agentic tools.

Team training and knowledge transfer

Service Features

- Tailored workshops (discovery-to-delivery lifecycle, templates, quality controls)
- Hands-on sessions (pairing, code review practices, test automation approaches)
- Playbooks and reusable artefacts (checklists, prompt patterns, documentation templates)
- Handover pack for ongoing delivery and operations (where relevant)
- Training materials provided digitally; content is tailored to client toolchain and governance.

Service Description

We provide practical training and knowledge transfer to enable client teams to adopt AI-assisted delivery practices, improve throughput, and maintain solutions effectively. Training can be delivered remotely or onsite and tailored to the client's toolchain and governance.

Training focuses on practical adoption: templates, quality controls, and safe use of AI-assisted drafting within client policies.

Service Benefits

- Builds internal capability and reduces reliance on external delivery
- Promotes consistent quality controls when using AI-assisted tooling
- Improves onboarding for new team members through standard playbooks

Ongoing Application Maintenance and Optimisation

Service Features

- Incident/defect triage and resolution
- Minor enhancements and backlog-driven improvements
- Monitoring and alerting support (tooling and responsibilities agreed with client)
- Cost/performance optimisation reviews (cadence and reporting agreed)
- Regular service reviews and technical debt management
- Change is delivered via an agreed release process, with documentation/evidence proportionate to client governance

Service Description

We provide ongoing support for live applications, including maintenance, optimisation and small enhancements. We use AI-assisted tooling to speed up triage and documentation, with engineer review and standard change controls. We work within client incident and change processes and agree maintenance scope, priorities and reporting cadence upfront.

Service Benefits

- Improved service stability and faster defect turnaround
- Controlled change with clearer documentation and evidence
- Ongoing optimisation to reduce avoidable cloud spend and performance issues

Contact



Luis Galeas CEO

luis@ambar.cloud

Our process delivers quality at speed

Level	Description	Strategy and Architecture	Change and Transformation	Development and Implementation	Delivery and Operation	People and Skills	Relationships and Engagement
1	Follow	£300	£300	£300	£300	£300	£300
2	Assist	£450	£450	£450	£450	£450	£450
3	Apply	£590	£590	£590	£590	£590	£590
4	Enable	£725	£725	£725	£725	£725	£725
5	Ensure, advise	£890	£890	£890	£890	£890	£890
6	Initiate, influence	£1,102	£1,102	£1,102	£1,102	£1,102	£1,102
7	Set strategy, inspire, mobilise	£1,580	£1,580	£1,580	£1,580	£1,580	£1,580

Standards for G Cloud 14 Day Rate Card

- **Consultant's Working Day:** 8 hours exclusive of travel and lunch.
- **Working Week:** Monday to Friday excluding national holidays.
- **Office Hours:** 09:00–17:00 Monday to Friday.
- **Travel and Subsistence:** Included in day rate within M25. Payable at department's standard T&S rates outside M25.
- **Mileage:** As above.
- **Professional Indemnity Insurance:** Included in day rate.

Note: Wherever possible, we seek to structure the pricing based on outcomes.