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Dynatrace Signs New Strategic Collaboration Agreement with AWS to Optimize the Digital Enterprise

Will provide joint customers with enhanced access to Dynatrace platform capabilities to help transform the complexity of modern digital ecosystems into powerful business assets

WALTHAM, Mass.--(BUSINESS WIRE)-- [Dynatrace](#) (NYSE: DT), the leading AI-powered observability platform, today announced a new multi-year strategic collaboration agreement (SCA) with Amazon Web Services (AWS) to deliver automation and intelligence at scale across the digital enterprise. Together, they will provide joint customers with elevated business insights and accelerated time to outcomes.

The SCA will enable Dynatrace customers to have deeper insights into their AWS environments, including their expanding generative AI applications, so they can improve the performance, explainability, and compliance of their AI initiatives.

Dynatrace has been an AWS Partner since 2014. The two companies have empowered enterprise customers to navigate their cloud adoption journeys with confidence. Joint customers have already unlocked significant business value with visibility from Dynatrace to optimize their AWS deployments and achieve operational excellence in increasingly dynamic digital landscapes.

Luca Domenella, Head of Cloud Operations and DevOps at Soldo Technology Srl, stated, "The collaboration between Dynatrace and AWS has been a game changer for our cloud strategy. With deep observability and automation from Dynatrace, we now have unparalleled visibility across our AWS environments. This has helped us optimize performance, address security challenges proactively, and accelerate our digital transformation initiatives with confidence. Integrating observability and security into a single platform is exactly what we need to tame data complexity and deliver better business outcomes."

The new SCA between Dynatrace and AWS marks a key milestone in their existing collaboration and will give customers unparalleled access to:

- **Accelerated Innovation:** The strengthened collaboration drives ongoing advancements in AI observability and security designed to improve the performance, explainability, and compliance of Generative AI applications, LLMs, and agents.
- **Cloud Migration and Modernization:** Dynatrace provides real-time insights into applications, workloads, and infrastructure across every phase of a customer's cloud migration and modernization journey.
- **Full-Stack Security:** By integrating observability and cybersecurity into a single platform, Dynatrace enables customers to monitor, analyze, and protect their entire AWS environment efficiently.
- **Automated Assessments:** Dynatrace supports over 100 AWS services, automatically

assessing performance and security even in the most complex, dynamic environments.

- **Proven Success:** Dynatrace has earned multiple AWS Competencies and AWS Service Validations, demonstrating a high level of technical expertise and customer success.

"Our customers are looking for ways to simplify their cloud operations while accelerating innovation. Through this multi-year strategic collaboration agreement with Dynatrace, we're providing customers with AI-powered automation and comprehensive observability and insights that streamline their operational processes," said Chris Grusz, Managing Director, Technology Partnerships at AWS. "This allows development teams to spend less time managing infrastructure and more time driving business growth."

"To maintain an optimized and effective cloud environment, observability and security are essential," said Jay Snyder, Senior Vice President of Channels and Alliances at Dynatrace. "The SCA between Dynatrace and AWS will bolster our existing collaborative efforts in product integration and go-to-market strategies, expediting innovation and the realization of benefits for our mutual customers."

Enhanced observability and full stack security features from Dynatrace and AWS are available now. For more information on how to leverage this joint solution, contact the Dynatrace team or visit the [Dynatrace blog](#).

About Dynatrace

Dynatrace is advancing observability for today's digital businesses, helping to transform the complexity of modern digital ecosystems into powerful business assets. By leveraging AI-powered insights, Dynatrace enables organizations to analyze, automate, and innovate faster to drive their business forward. To learn more about how Dynatrace can help your business, visit www.dynatrace.com, visit our [blog](#) and follow us on [LinkedIn](#) and X [@dynatrace](#).

Curious to see how you can simplify your cloud and maximize the impact of your digital teams? Let us show you. Sign up for a [15-day Dynatrace trial](#).

Cautionary Language Concerning Forward-Looking Statements

This press release includes certain "forward-looking statements" within the meaning of the Private Securities Litigation Reform Act of 1995, including statements regarding Dynatrace's and AWS' respective capabilities and the expected benefits to organizations from the new SCA, related collaboration between Dynatrace and AWS, and from using Dynatrace and AWS. These forward-looking statements include all statements that are not historical facts and statements identified by words such as "will," "expects," "anticipates," "intends," "plans," "believes," "seeks," "estimates," and words of similar meaning. These forward-looking statements reflect our current views about our plans, intentions, expectations, strategies, and prospects, which are based on the information currently available to us and on assumptions we have made. Although we believe that our plans, intentions, expectations, strategies, and prospects as reflected in or suggested by those forward-looking statements are reasonable, we can give no assurance that the plans, intentions, expectations, or strategies will be attained or achieved. Actual results may differ materially from those described in the forward-looking statements and will be affected by a variety of risks and factors that are beyond our control, including the risks set forth under the caption "Risk Factors" in our Annual Report on Form 10-K, subsequent Quarterly Reports on Form 10-Q, and our other

SEC filings. We assume no obligation to update any forward-looking statements contained in this document as a result of new information, future events, or otherwise.

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