

LocalStack & AWS: Enhancing Outcomes in the AWS Cloud with Local Cloud Development

LocalStack is a catalyst for AWS cloud adoption that enhances lifetime value for AWS customers, simplifies migration to AWS, and streamlines AI integration within the ecosystem. By unlocking value for enterprise customers, LocalStack drives recognizable revenue for AWS.



What is LocalStack for AWS?

Typically, applications built for the AWS cloud are built, tested, and validated on the AWS cloud.

This requires reproducing the production application on live AWS cloud infrastructure to support all non-production work, such as development, testing, and developer onboarding and training, among others.

LocalStack emulates the customer's unique AWS cloud application's behavior on local infrastructure so software teams can perform this non-production work without granting access to cloud accounts or managing those cloud environments at scale.

Each cloud developer can run a standalone sandbox that replicates production behavior on safe, local infrastructure that supports the same application code and Infrastructure as Code (IaC) files they use today. Once they've validated that new code locally, LocalStack enables them to push that code to production seamlessly.

Enterprises worldwide have reported results including accelerated time to market, optimized operational efficiency, and enhanced application quality with LocalStack supporting faster, more efficient, and more effective dev and test cycles at scale.

How LocalStack Drives AWS Revenue

Success in the AWS cloud involves long-term satisfaction among customers and proven business results for the applications they run on the AWS cloud.

LocalStack enhances both by eliminating the need for self-imposed access restrictions, security reviews, and cost controls that can slow down development, testing, and other non-production workflows to deliver high-quality AWS cloud applications.

Without this overhead, AWS customers can eliminate bottlenecks to cloud access to unlock faster deployment times, improve testing accuracy, and optimize costs.

By unlocking local development, LocalStack improves outcomes and strengthens the value of AWS by:

- **Accelerating Time-to-Production:** LocalStack customers increase deployment frequency by eliminating DevOps bottlenecks and shortening the dev-test loop from minutes to seconds. This accelerates consumption of core services such as EC2, RDS, and Lambda in production workloads.

- **Increasing Migration Velocity:** High-fidelity emulation of AWS services allows enterprise organizations to validate workloads for the AWS Cloud offline, reducing cost barriers, mitigating risk of stalled migrations, and facilitating training and onboarding for staff.
- **Simplifying Governance & Security:** LocalStack eliminates the security and compliance overhead for non-production workloads while enabling engineers to validate security policies locally before deploying to the cloud.
- **Workload Retention:** When developers build their CI/CD pipelines around LocalStack’s AWS-native APIs, the workload is effectively “locked in” to the AWS ecosystem.
- **Streamlining AI Integration:** Safe, local sandboxes facilitate the adoption of agentic AI by validating the security, quality, and reliability of AI-generated code faster, more efficiently, and before that code ever touches the cloud.

Target Segments & Pain Points

Pain Points	Relevant Verticals	LocalStack’s Value
“Our devs can’t access the cloud due to strict compliance.”	Financial Services Public Sector Healthcare	Every developer can contribute to the software development lifecycle without needing access to an AWS cloud account.
“Our shared staging environments crash easily, so our developers have to wait their turn to validate code.”	Enterprise/ISV Media & Entertainment Financial Services	Unlock concurrent testing with easily reproduced, standalone environments that run on local infrastructure.
“Testing code from AI tools slows down the pipeline and diminishes the value we get from AI.”	Enterprise/ISV Financial Services Startup	Local sandboxes can show how AI-generated code will perform faster, more easily, and without ever touching the cloud.
“Our AWS ‘Dev Account’ costs are difficult to manage, and we’re still not able to prevent waste.”	Enterprise/ISV Financial Services	Free up resources and empower developers to iterate freely without concerns over accidental waste on the cloud bill.
“Onboarding and training new developers can take weeks as we complete our review for security and permissions.”	Enterprise/ISV Financial Services Healthcare	Increase time to value for hires and simplify training with easily reproducible local sandboxes that simulate production application environments.

The “Better Together” Story

LocalStack is the developer’s “Fast Pass” to AWS production. By providing a high-fidelity local emulation of AWS, LocalStack removes the friction, cost-anxiety, and “deploy-and-pray” cycles that stall cloud projects.

Introducing LocalStack enhances the value of the AWS cloud by eliminating much of the customer responsibility for maintaining security, cost efficiency, and productivity across the pre-production stages of the software delivery lifecycle.

AWS customers who use LocalStack have reported results that amount to millions of dollars in annual value in accelerating time to market, preventing wasted hours in development, improving application quality, and optimizing AWS cloud billing costs.

AWS Partner Credentials

AWS Competencies

ISV Accelerate (Co-sell Ready), Deployed on AWS.

Pipeline Status

FSI Competency (Coming Q3 2026).

Procurement

Available in AWS Marketplace (CPPO & MPPO supported). Counts 100% toward Customer EDP/PPA commitments.

Social Proof & Metrics

400M+

Docker pulls

62k

Github Stars

1,500+

Commercial customers

HITACHI



ATLASSIAN

RYANAIR

CROWDSTRIKE

Nasdaq



SiriusXM



Aer Lingus

How to Engage

ACE Opportunities

Register all joint deals via the ACE Pipeline Manager for seller credit.

Contact

Reach out to your LocalStack PDM or contact the LocalStack team to learn more.

Get in Touch