

EDT & PARTNERS | 

*Turning Sovereignty Expertise into a
Product for Regulated Markets on
Three Continents*

Introduction

Blue Pearl is a cloud services and technology consulting company and an AWS Advanced Tier Partner, with a 145-person team operating across Africa and APAC. The company delivers cloud migration, software development, data and AI services, and cybersecurity for enterprise clients in financial services, energy, mining, and aviation, with applications used by over one million daily users.

Blue Pearl holds the AWS Migration & Modernization Competency, one of roughly 200 partners globally and one of seven on the African continent to carry that distinction. Their data and AI practice has grown from 6% to 27% of revenues in two years.

As Blue Pearl expanded into regulated markets in Australia, Saudi Arabia, and the wider Middle East, clients began requiring formal digital sovereignty controls as part of procurement. The governance expertise existed internally, but they had never structured it into a product they could offer.

EDT&Partners delivered the [Digital Sovereignty Module of the AWS Partner Transformation Program](#). As a result, they now offer their strong internal governance capabilities as a commercial, AWS-aligned sovereignty offering.

Results at a glance: *Repeatable sovereignty assessment product ready for commercial delivery · Validated 3C governance framework · All program graduation criteria met · Pathway to the AWS Digital Sovereignty Competency established*

Challenge: Governance expertise and a strong reason to productize it

Blue Pearl's team was already doing sovereignty work. They used multi-account governance through AWS Organizations and Control Tower, broadly adopted GuardDuty, Security Hub, Inspector, and KMS, and held ISO 27001 and SOC 2 certifications.

Blue Pearl's AWS-approved pipeline is concentrated in Australia and Saudi Arabia, where public sector buyers are moving fast on cloud adoption and sovereignty requirements are tightening. Without a formal sovereignty product to present to those buyers, the team could not translate years of internal expertise into commercial delivery.

"We were introduced to the program by the AWS public sector team in Singapore. The sovereignty process is directly related to our Australian and Saudi business. Our initial expectation was to acquire the building blocks to execute the competency application." - Sai Govender, Co-Founder, Blue Pearl

Solution: A transformation program for digital sovereignty

With a growing engineering team already building on Amazon Bedrock and Strands Agents SDK, Amber had the right foundation. They needed to take the next step and make their offering commercially viable. EDT&Partners led the PTP Digital Sovereignty Module through structured workshops and a Transformation Plan handover, with all work applied directly to Blue Pearl's production environment.

The Gap Analysis Advisor, an AI-powered compliance platform developed by EDT&Partners, ran Blue Pearl's actual platform documentation and architecture diagrams against ISO 27001, the AWS Digital Sovereignty Lens, and the CIS AWS Foundations Benchmark. Instead of a generic checklist, Blue Pearl received prioritized findings specific to their own environment, each traced back to its source regulation.

Reginald Khumalo, AWS Alliance Lead at Blue Pearl, described a similar reaction: "One of the things that stood out was the application EDT&Partners developed to detect vulnerabilities in your environment and how to correct them. I didn't know a tool like that existed."

Those findings set the direction for everything that followed. Three CloudFormation remediation templates were generated directly from the highest-priority gaps and deployed to staging. Blue Pearl's team then independently updated the templates to implement encryption and access controls, advancing the remediation work on their own terms. They also delivered a complete Landing Zone Accelerator skeleton, giving Blue Pearl organizational-level governance ready to scale to new clients.

"It was a practical, well-structured program," Tsele Thaele said. "The workshops were hands-on. We ran real assessments against our actual platform documentation, and we now have automation scripts ready to deploy."

EDT&Partners' consultants stayed involved beyond the workshops, following up during the CloudFormation implementation phase when the team needed more time.

"They kept making themselves available, asking if we were having challenges, offering to open a call to assist us. The support was one of the major standouts." - Tsele Thaele, Associate 2 AWS DevOps, Blue Pearl

Business impact: A marketable product and an open path to a new AWS competency

The difference shows up in how Blue Pearl now approaches regulated-sector conversations. Before the engagement, the team described their capabilities in technical terms and built proposals from scratch for each opportunity. Now they walk in with a defined offering: the Digital Sovereignty Assessment Framework, a repeatable methodology structured around the 3C Model (Compliance, Control, Continuity) that procurement and compliance teams recognize as a formal sovereignty evaluation.

Sovereignty expertise, now ready for market

Blue Pearl came into the engagement as a technically strong AWS partner with governance practices that worked internally but had never been packaged for sale. By the end of the program, the company had a defined sovereignty assessment product, a governance framework that speaks the language of procurement teams in regulated markets, and the training foundation for an AWS competency application that would further differentiate it in the partner ecosystem. The work turned years of internal expertise into something a client can evaluate, buy, and hold Blue Pearl accountable to deliver.

"The PTP Digital Sovereignty Module helped us turn a strong internal technical capability into a structured, market-ready offering. We now have a repeatable sovereignty assessment product, a validated governance framework, and a clear path to the AWS Digital Sovereignty Competency, positioning Blue Pearl to serve regulated-sector clients across Africa, the Middle East, and APAC with confidence." — Tsele Thaele, Associate 2 AWS DevOps, Blue Pearl

Blue Pearl turned existing AWS expertise into a sovereignty product in a single engagement. If your team has the technical capability but no packaged offering for regulated-sector buyers, [let's talk](#) about what a PTP module could do for your pipeline.

