



# The Ascent: Our Strategic Roadmap to the Summit

The Teton Cloud Consulting  
Company Overview





## Why Teton Cloud Was Founded— and Why Our Values Matter

Teton Cloud was founded to guide organizations through secure, scalable cloud transformation—turning technical complexity into clear, actionable roadmaps that deliver measurable results.

We bridge high-level strategy with deep technical execution to provide resilient architectures, streamlined workflows, and intelligent automation across our four strategic pillars:

- | Modernization
- | Data & AI
- | Security & Resiliency
- | Business Applications

We believe our best work happens when we're aligned, which is why we've adopted Covey's 7 Habits as our way of doing business. By staying focused on principles like 'Beginning with the End in Mind' and 'Seeking First to Understand,' we cut through the noise to make clearer decisions and move faster.

For you, this means a partnership rooted in transparency and results that actually hit the mark. We are truly excited to collaborate with your team and help your business reach its peak. Here's to the summit ahead.

With appreciation,

*Steve Zipperman*  
Stephen Zipperman, CEO

# About Our Company

Teton Cloud Consulting combines strategic leadership with technical depth to guide organizations through secure, scalable cloud transformations, ensuring our clients reach their summit of success.

## Overview

To align all actions across Teton Cloud Consulting, we document our mission, vision, values, strategic pillars, and leadership principles. This ensures consistency, accountability, and a clear foundation for decision-making.

We base our leadership approach on [Covey's 7 Habits](#), which promote proactive leadership, collaboration, and growth. These principles reinforce our culture and empower leaders to inspire trust, deliver results, and foster high performance.

## Mission: Why We Exist

We guide organizations through secure, scalable cloud transformation—translating complexity into actionable programs that deliver real results. By blending strategy with technical depth, we deliver resilient architectures, intelligent automation, streamlined workflows and data-driven insights that lift performance and create business-changing impact.

## Vision: Where We Are Going

Our vision is to elevate organizations to new heights through strategy-driven cloud transformation—accelerating transformation, fostering collaboration, and creating measurable results.

Like climbing the Tetons, we embrace bold thinking, effective plans, and relentless execution to help businesses reach their summit of success.

## Strategic Pillars

To translate our mission into action, Teton Cloud focuses on four strategic pillars:



Modernization



Data & AI



Security & Resiliency



Business Applications

Each pillar has defined annual OKRs and explicit “will/won't” choices to maintain clarity and discipline. These pillars guide investment, talent allocation, and go-to-market priorities.

*Innovation without discipline is just noise. Our pillars provide the structure needed to turn bold ideas into scalable realities.*



WHO WE ARE

# Our Guiding Principles

Our principles translate values into daily action, providing a disciplined roadmap for consistent excellence and client success.



## Lead with Integrity:

We make every decision with honesty, transparency, and accountability—building trust at every step of the climb.



## Act with Clarity and Purpose:

We define a clear vision of success before taking action, aligning priorities and resources for meaningful, measurable results.



## Collaborate for Shared Success:

We unite diverse perspectives, foster win-win partnerships, and work together to achieve shared goals.



## Prioritize for Impact:

We concentrate on what matters most, focusing our energy and resources on high-value outcomes and disciplined execution to drive lasting success.



## Execute with Precision:

We deliver on our commitments with discipline and attention to detail, ensuring reliable outcomes and building confidence in every engagement.



## Listen First:

We seek deep understanding before acting, ensuring thoughtful decisions that reflect our respect for diverse perspectives.



## Innovate Boldly:

We challenge the status quo, take initiative, and confidently guide clients to transformative solutions that advance their goals.



## Improve Relentlessly:

We continuously sharpen our processes and skills, adapting to stay ahead and create lasting value.



## Work Anywhere, Deliver Everywhere:

We uphold high standards, communicate proactively, and stay aligned through trust and accountability—wherever our work takes us.

VALUES

# What We Believe



## Integrity

Act with complete honesty and total accountability, taking ownership to do what is right at every step.



## Grit & Focus

Persevere through challenges and prioritize the high-impact work that drives the most meaningful outcomes.



## Hitting the Mark

Begin every project with clear objectives and improve relentlessly to deliver a lasting, positive impact.



## Trail-Blazing

Innovate while uniting perspectives to create success through collaborative and visionary leadership.



## Continuous Learning

Adapt and sharpen our skills constantly to stay ahead and provide maximum value for every ascent.



## Respect & Inclusion

Listen deeply to understand diverse viewpoints and foster an environment where every voice is truly heard.



## PRINCIPLES IN ACTION

# Our Framework for Excellence

Our success is driven by a disciplined approach to leadership. Our culture, built on the 7 Habits\*\*, provides a world-class framework for every client engagement.

These principles guide how we listen to your needs, design your architecture, and execute your transformation. By grounding our delivery in these foundational habits, we ensure a partnership built on trusted relationships and long term value. For our clients, this means a professional experience where decisions are clear, execution is purposeful, and outcomes are consistently measurable.

- **Be Proactive:** We don't wait for challenges to arise: we anticipate cloud complexities and address them before they impact your business.
- **Begin with the End in Mind:** Every project starts with a clear definition of your desired business outcomes to ensure our technical execution hits the mark.
- **Put First Things First:** We prioritize your most critical business needs, ensuring our time and resources are always focused on your highest value goals.
- **Think Win-Win:** We seek mutually beneficial solutions in every engagement, ensuring that our success is always tied directly to your success.
- **Seek First to Understand:** We listen deeply to your unique challenges before proposing a solution, ensuring our strategy is built on your actual needs.
- **Synergize:** We collaborate across teams and with your stakeholders to create innovative solutions that exceed what any of us could achieve alone.
- **Sharpen the Saw:** We relentlessly invest in our skills and latest cloud insights to ensure we always bring the sharpest expertise to your mission.

\*\* *The 7 Habits of Highly Effective People* is a registered trademark of FranklinCovey Co.

A MAP FOR SUCCESS

# Reaching the Summit Together



## Partnering for the Ascent

At Teton Cloud Consulting, we believe our greatest competitive advantage is the synergy of our people and our principles. When you partner with us, you gain a team dedicated to your success through:

- **Purposeful Leadership:** We use our Strategic Pillars—Modernization, Data and AI, Security, and Business Applications—to filter every decision and focus on your high-value outcomes.
- **Value-Driven Results:** From acting with integrity to trailblazing through collaboration, our commitment to our core beliefs ensures a transparent and high-performance partnership.
- **Continuous Innovation:** Our dedication to growth is non-negotiable, ensuring we bring the sharpest skills and latest cloud insights to help you stay ahead in an ever-changing landscape.

At Teton Cloud Consulting, our overview is the strategic roadmap we use to guide clients through the challenges of the modern cloud. By grounding our expertise in our core values and the 7 Habits, we ensure that every project we deliver is an intentional, high-value step toward reaching your organization's peak performance.