
AWS
re:Invent
NOV. 28 – DEC. 2, 2022 | LAS VEGAS, NV

PEX108

Transform your business with AWS Marketplace and AWS Quick Starts

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AWS

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Marketplace Operational Enablement
AWS

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Transforming how enterprises worldwide
find, subscribe to, deploy, and govern third-party software, data,
containers, machine learning (ML) models, and professional services . . .



aws marketplace

. . . while becoming the most strategic channel ISVs, data providers, and
resellers use to acquire new customers, migrate existing customers to
the cloud, and grow revenue

aws
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Scale with AWS Marketplace

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Why AWS Marketplace?

DEAL ACCELERATION

Streamline procurement and legal operations accessing approved budget



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Why AWS Marketplace?

ALIGN FOR SCALE

Align your partnership evolution with AWS strategic goals



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Why AWS Marketplace?

GROW YOUR BUSINESS

Leverage the robust AWS co-sell environment and global reach



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Listing for transformation

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AWS Marketplace – Foundation for success



Build



Market



Sell

Build			Market			Sell		
Plan for selling with AWS	Meet customer needs and list for scale	Private offer execution strategy, sales comp, pipeline sharing	Landing page	AWS Marketplace value for sales	Leverage ACE	Campaigns that point to your listing and landing page	Land and expand	Drive new sales with AWS

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Get noticed

Educate	Activate	Transact
Clear customer benefits and marketing links	Strong call to action	Purchasing and commerce flow

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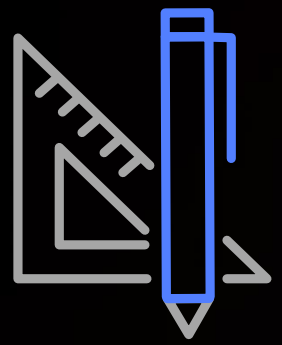
Accelerate deployment

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AWS Quick Start

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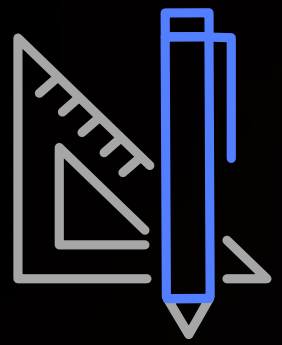
AWS Quick Start



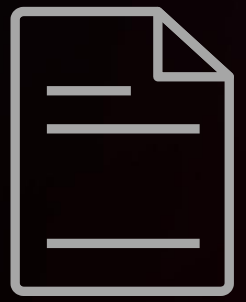
Reference architecture with AWS best practices built in

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AWS Quick Start





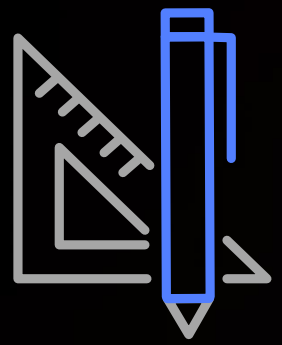


Reference architecture with AWS best practices built in

Scripted “push-button” deployments using AWS CloudFormation

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AWS Quick Start



Reference architecture with AWS best practices built in



Scripted "push-button" deployments using AWS CloudFormation



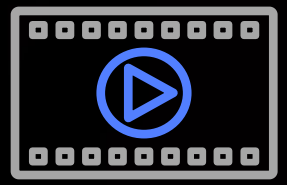
Detailed, step-by-step architecture and deployment guides

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Customer benefits

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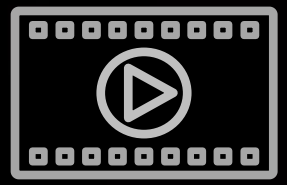
Customer benefits



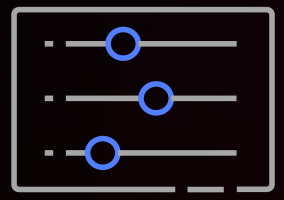
Simplified deployments

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Customer benefits



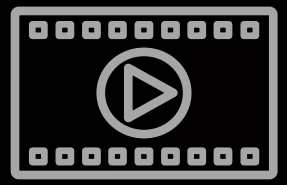
Simplified deployments



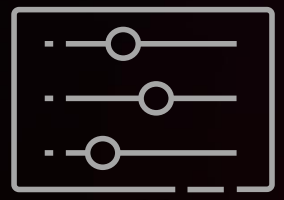
Deploy consistently

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Customer benefits



Simplified deployments



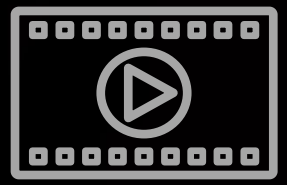
Deploy consistently



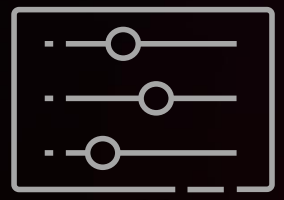
Easily customizable

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Customer benefits



Simplified deployments



Deploy consistently



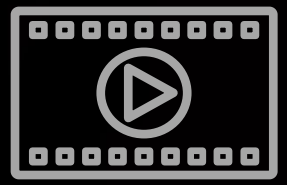
Easily customizable



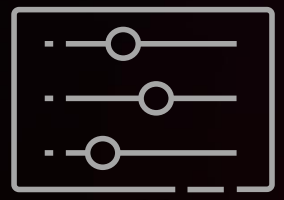
Deploy in minutes vs. weeks

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Customer benefits



Simplified deployments



Deploy consistently



Easily customizable



Deploy in minutes vs. weeks



Verified, production ready

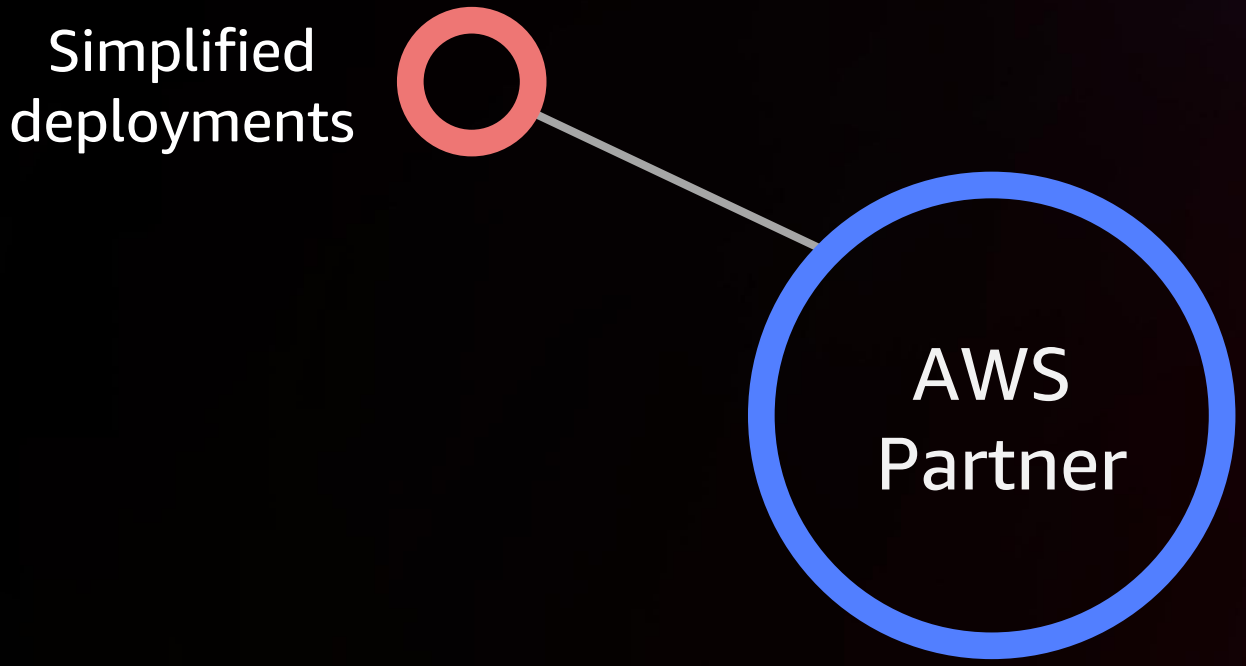
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Partner benefits



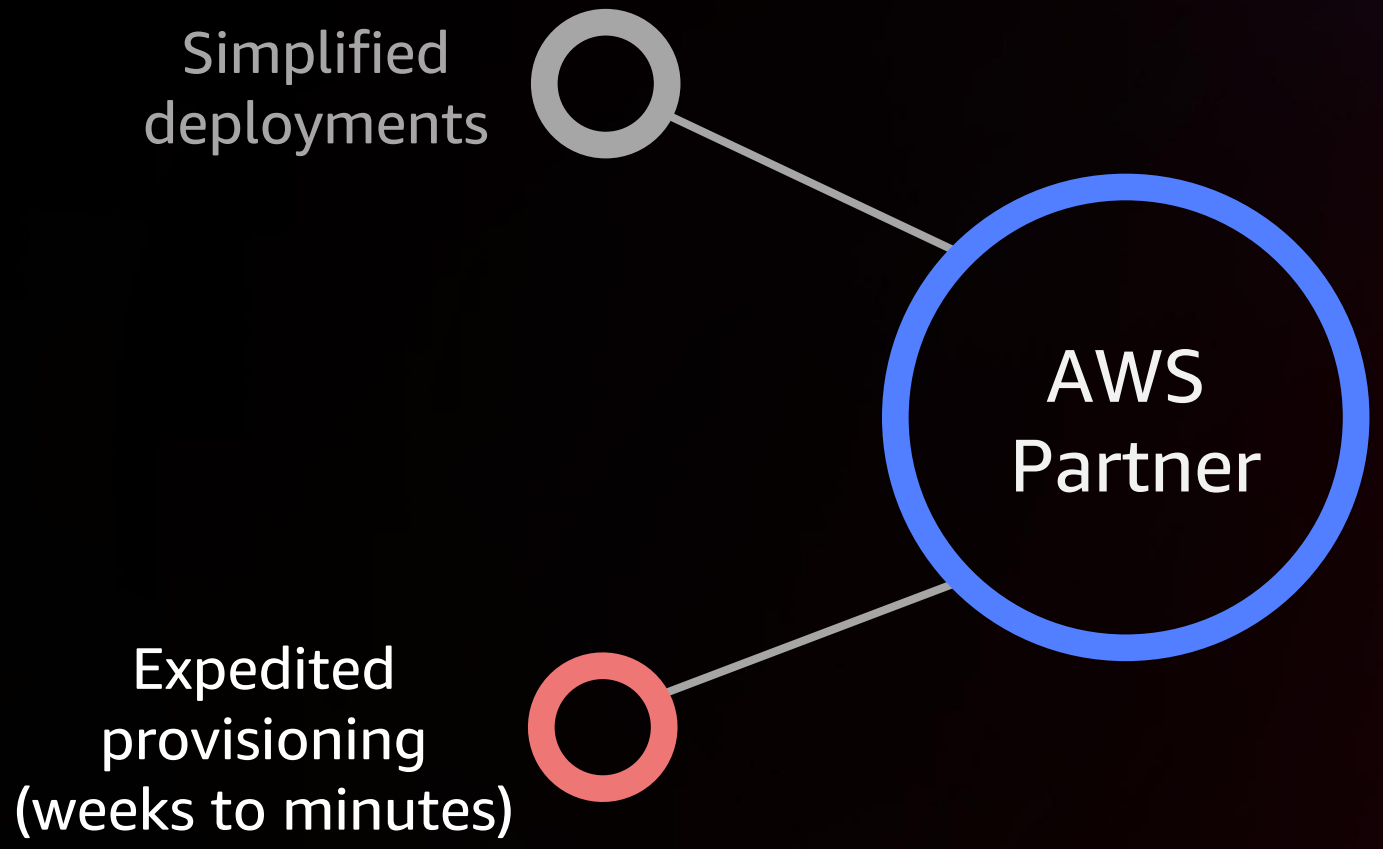
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Partner benefits



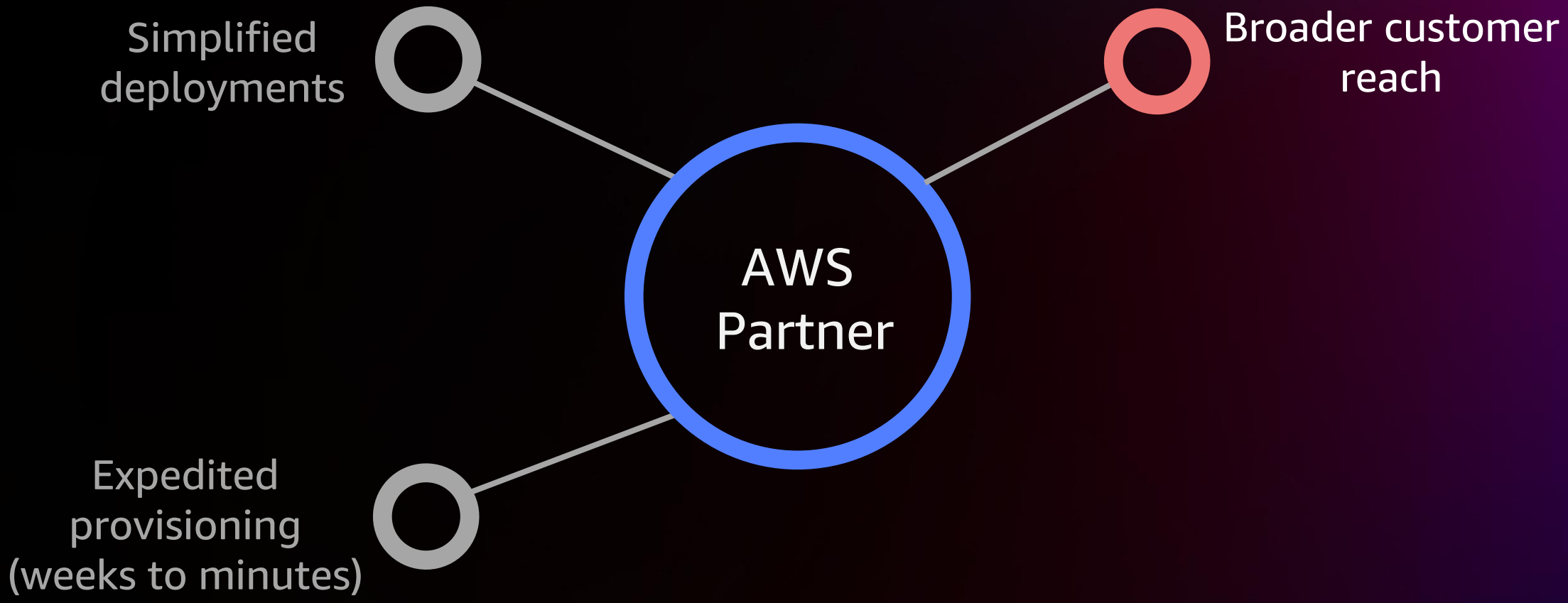
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Partner benefits



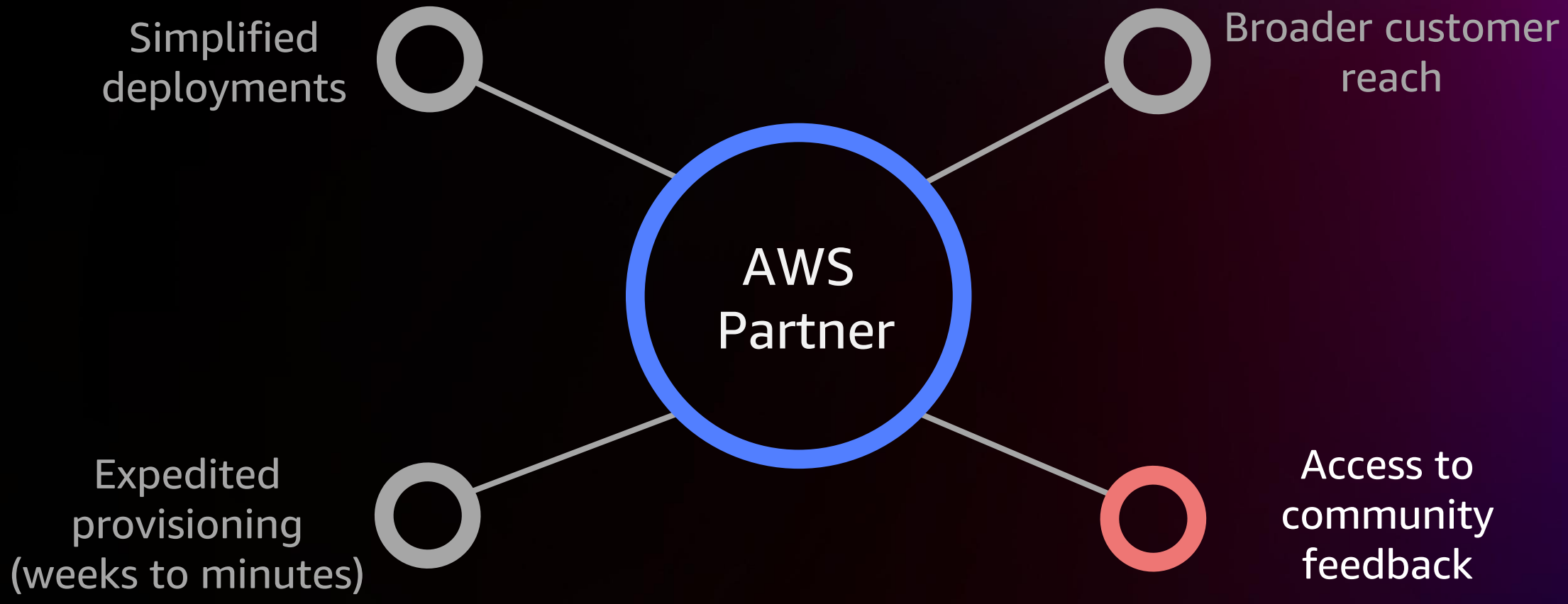
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Partner benefits



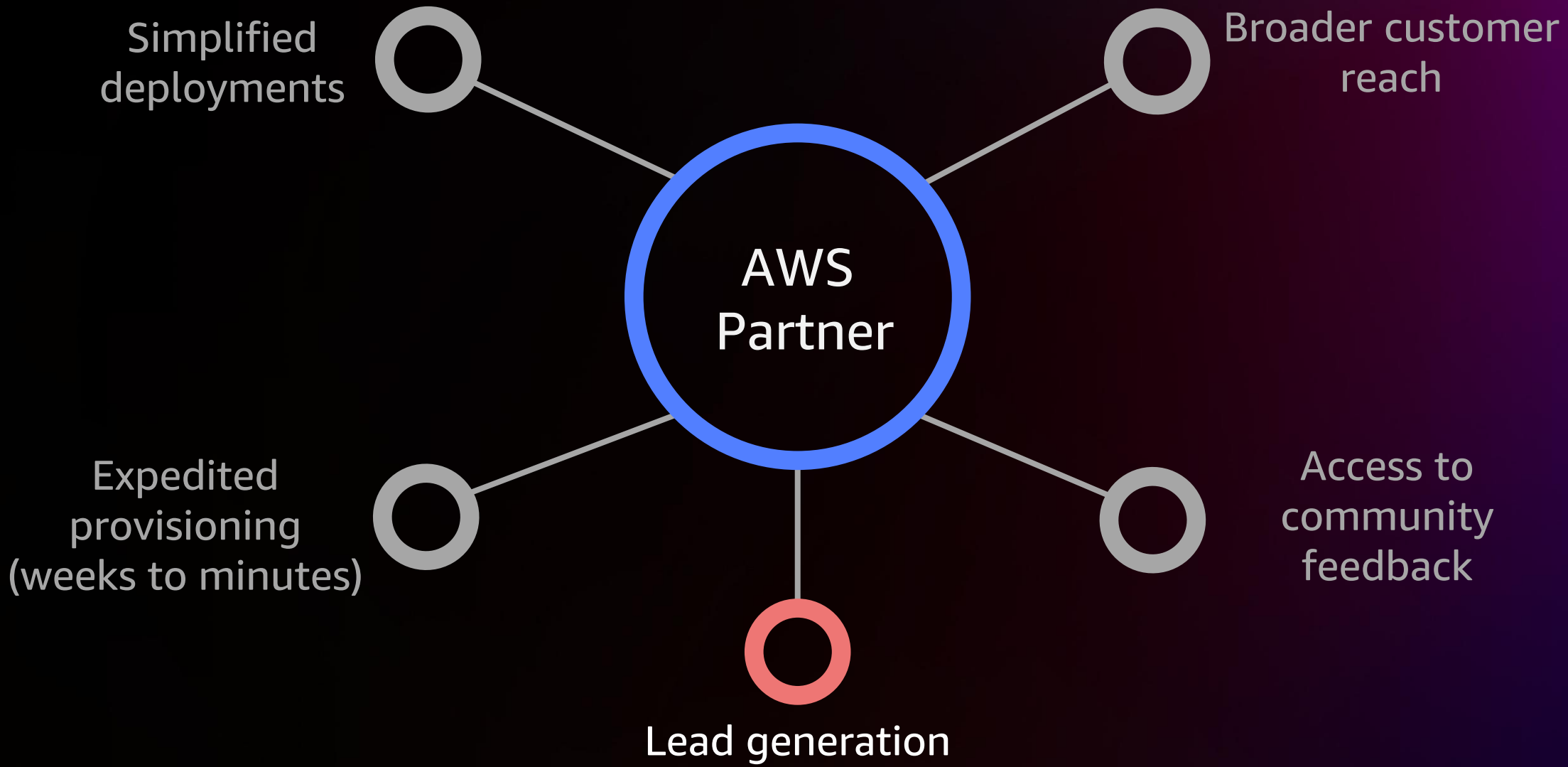
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Call to action

- Register as an AWS Marketplace Seller

- Check the AWS Quick Start contributor's guide



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Thank you!

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