
AWS
re:Invent
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PEX109

AWS Partner: Navigate your way with AWS

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Agenda

Problem statement

What is APN Navigate?

Demo

Key takeaways

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Meet Jane – AnyCompany's Alliance Manager

How do I sell together with AWS?

What profitability programs can I use?

How can I access funding?



What training is available to my team?

What are the requirements for my competency?

How do I share opportunities with AWS?

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Meet Navigate!

APN Navigate is the AWS Partner Network's **partner enablement digital experience** that provides prescriptive, step-by-step guidance from AWS experts

Enablement resources are designed to help you **achieve targeted business outcomes**



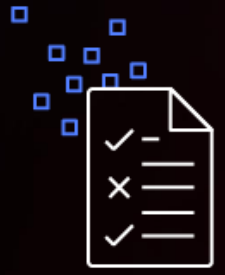
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Navigate’s benefits



Enable your business

Get advice from trusted experts



Gain AWS visibility

Increase awareness and build connections with AWS experts



Build your portfolio

Develop go-to-market assets and earn trust with customers

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Engagement

Business Outcome	Portfolio	
AWS Partner Learning Paths	• Software Path • Services Path • Distribution Path	• Training Path • Hardware Path • Navigate for Alliance Leads
AWS Partner Programs	• AWS Competency • Level 1 MSSP Competency • AWS Service Ready • AWS Service Delivery	• AWS Partner Funding Benefits • ISV Accelerate on AWS • Partner Practice Packages • SPP
Additional Focus Areas	• Blockchain on AWS • VMware Cloud on AWS • Semiconductors for AWS	• TechShift Modernize • TechShift Migration
Public Sector	• Public Sector Foundations 2: Build a Successful Public Sector Practice • Partner Acceleration Process	

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Example: how to achieve AWS Competency for Containers

Step 1: Identify business outcome

Achieve the AWS Competency for Containers

Step 2: Understand requirements

Reach validated status in AWS Software Path; conduct FTR; pay APN annual fee; apply for AWS Competency

Step 3: Complete APN Navigate tracks

Navigate the Software Path and APN Navigate for AWS Competency

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Key takeaways

- Navigate is your one stop shop for onboarding into AWS
- It contains resources and pointers created by AWS experts especially for you
- It is accessed from Partner Central – **Resources** tab

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Thank you!

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