
AWS
re:Invent
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PRT070

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Accelerate your AWS Partner Paths journey in half the time

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aws

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Agenda

AWS Partner Paths

AWS accelerated development and Ingram Micro

AWS Public Sector growth opportunities

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AWS Partner Paths

INSPIRED BY AWS PARTNER FEEDBACK ABOUT THEIR CUSTOMER OFFERINGS

For partners that . . .

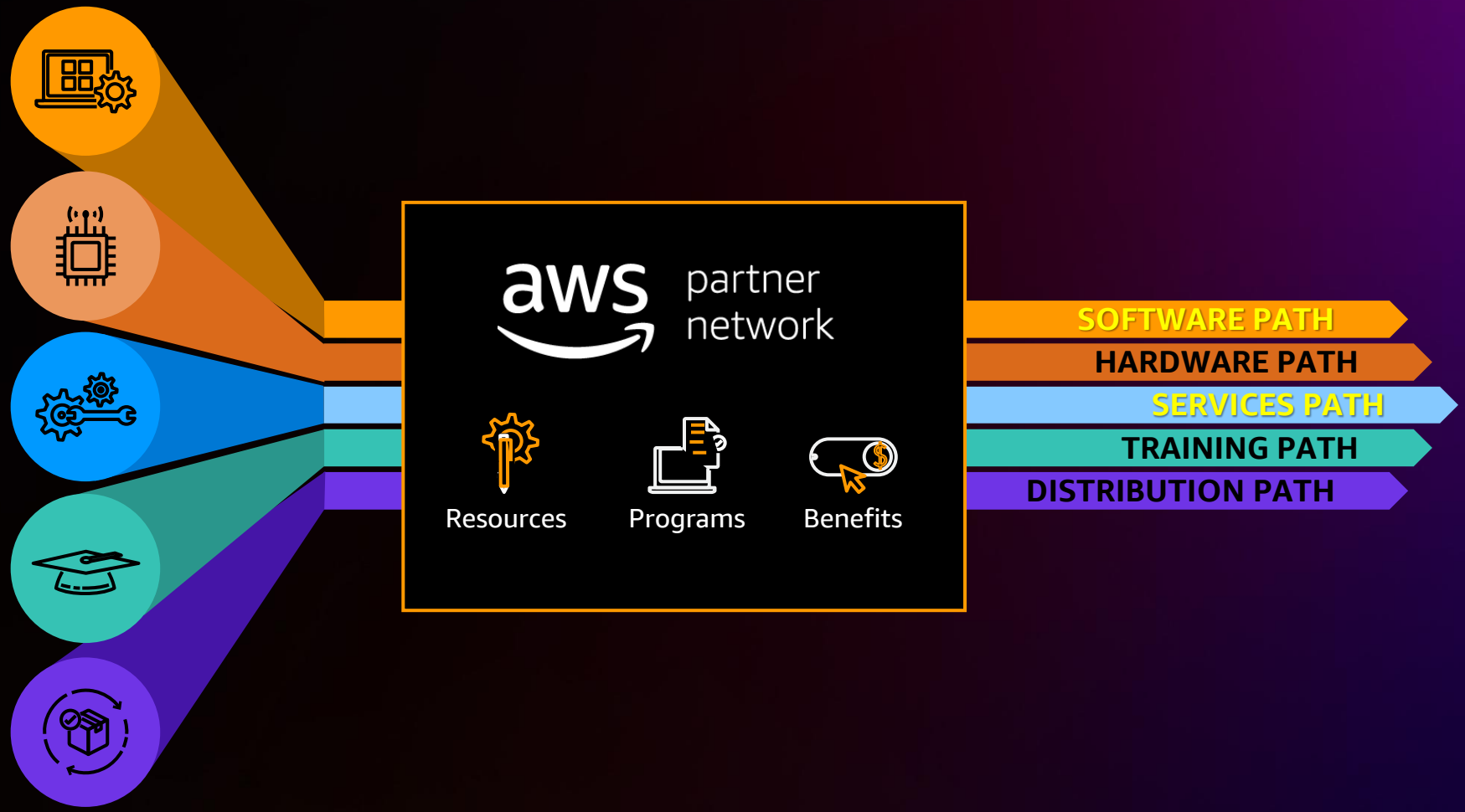
. . . develop software that runs on or is integrated with AWS

. . . develop hardware devices that work with AWS

. . . deliver consulting, professional, managed, and value-add resale services

. . . sell, deliver, or incorporate AWS training

. . . recruit, onboard, and enable businesses to resell and develop AWS solutions



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What is the Accelerated Development Framework?

- A framework developed by AWS and delivered by trained Ingram Micro consultants
- Provides Software Path and Services Path partners with a growth plan customized to meet your specific needs
- Compresses objectives that could take you 18–24 months to complete on your own to 4–6 months

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Accelerated Development Framework

BY INVITATION ONLY: FAST-TRACKED, HIGH-QUALITY, GTM-READY PARTNERS

Accelerated 4–6-month journey (18–24 is typical)

APN alignment

- Navigate Path Training
- Partner Central Overview
- ACE Workshop
- Upgrade to Select Tier (Services path)
- Complete Partner Solutions Finder listing
- Apply to Public Sector Program

Cloud Enablement Engine

- Services Path Only
- Workshop

Technical validation

- Technical Program overview (Services Path)
- OR
- Foundational Technical Review (Software Path)

Procurement Path

- Utilize Ingram Micro resources to accelerate the growth of your AWS Public Sector practice

GTM readiness

- Build Partner Battlecard
- Review Marketing Central, Marketing Concierge
- Discuss Sales Process & Cloud Sales Compensation
- Build AWS Microsite
- Complete Partner Business Plan

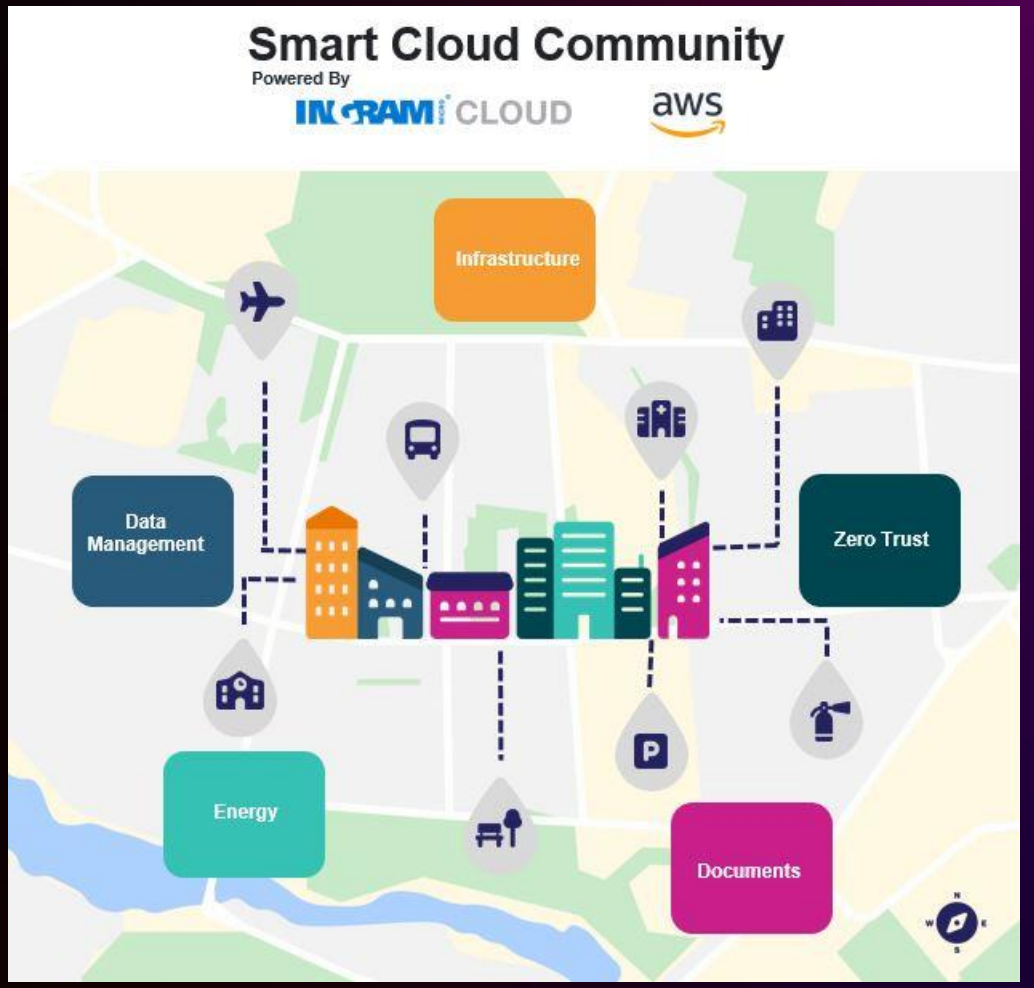
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Procurement

PARTNER-TO-PARTNER GROWTH ECOSYSTEMS





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Public sector expertise

THE INGRAM MICRO DIFFERENCE



- Contracts as a service (select countries)
- Global grants program

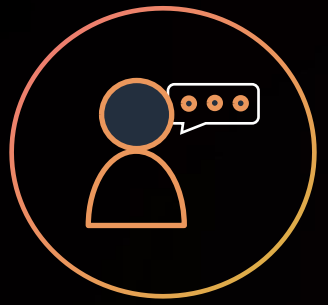
- Global public sector team dedicated to AWS
- Workload expertise and bid capture support in public sector verticals

- CMMC 2.0 & FedRAMP ATO acceleration programs
- Workload compliance solutions for GDPR | Zero Trust | PHI

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Accelerated development benefits



Dedicated team of AWS experts



Reduced time to reach your AWS goals



Customized guidance



Increased visibility to AWS field teams



Promote your business to current and future AWS customers



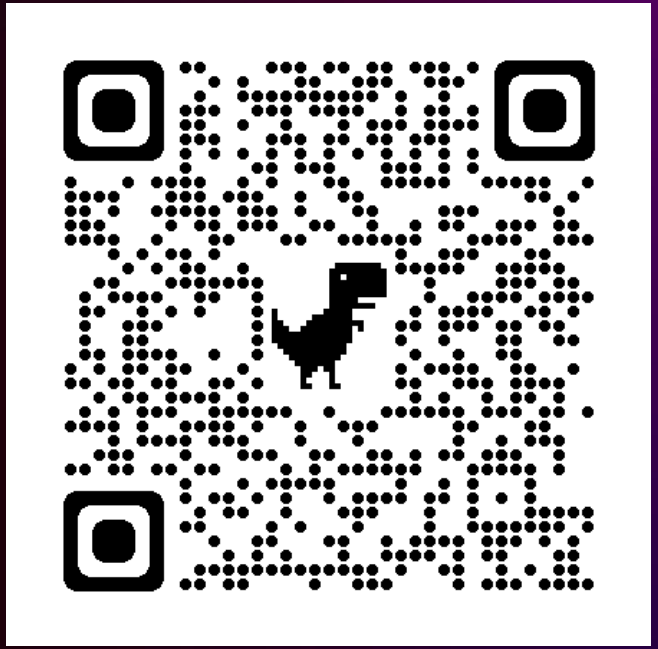
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Call to action . . .

- Stop by our booth Wednesday and Thursday to learn more
- Scan the QR code for more info or email us at AWSAcceleratedDevelopment@ingrammicro.com
- Let us help you accelerate your AWS Partner Paths journey!



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Thank you!

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