

| Registered | Select | Advanced | Premier |
|---|--|--|--|
| <p>Benefits</p> <p>Access to APN Partner Central for:</p> <ul style="list-style-type: none"> Online training and AWS Accreditations AWS Solution Training for Partners Discounts on AWS instructor-led trainings APN Webcasts <p>&</p> <p>Access to APN Navigate to define your APN journey</p> <p>Get contacted by AWS Partner Manager in 1 business day of sign-up</p> <p>Access to AWS Educate Job Board</p> <p>Leverage AWS Marketplace</p> <p>Eligible to receive support on AWS validated customer engagements</p> <p>Access to sponsorship packages for re:Invent & other AWS events</p> | <p>Registered Benefits</p> <p>Plus</p> <ul style="list-style-type: none"> Get the APN Select Tier Badge Company profile listed on Partner Solutions Finder Access to APN Marketing Central and go-to-market resources Access to Partner Opportunity Acceleration (POA) Funding and AWS Promotion credit Access to Partner Development Resource <p>Unlock Programs:</p> <ul style="list-style-type: none"> AWS Service Delivery Program AWS Solution Provider Program AWS Customer Engagement Program (ACE) AWS Public Sector Partner Program | <p>Registered Benefits</p> <p>Select Benefits</p> <p>Plus</p> <ul style="list-style-type: none"> Get the APN Advanced Tier Badge Eligible for Market Development Funding (MDF) Opportunity to be featured on APN Blog Early access to sponsorship packages for re:Invent & other AWS events Eligible for 1 AWS joint case study Promotion of case study on APN forums <p>Unlock Programs:</p> <ul style="list-style-type: none"> AWS Managed Service Provider Program (MSP) AWS Competency Program AWS Well-Architected Partner Program | <p>Registered Benefits</p> <p>Select Benefits</p> <p>Advanced Benefits</p> <p>Plus</p> <ul style="list-style-type: none"> Get the APN Premier Tier Badge Featured on APN Premier, APN Program Pages Access to AWS Professional Service Boot Camp Training Eligible for 2 AWS joint case studies Named AWS Partner Development Manager Assigned an AWS Solution Architect Eligible for customer-facing joint webinars |
| <p>Requirements</p> <p>Complete online Partner Profile</p> | <p>Requirements</p> <ul style="list-style-type: none"> Annual APN Program fee \$2500 4 AWS Accredited individuals: <ul style="list-style-type: none"> 2 Technical Professionals 2 Business Professionals AWS Certified individuals: <ul style="list-style-type: none"> 2 Foundational Certified individuals 2 Technical Certified individuals 3 launched opportunities (total MRR >= \$1,500) 1 publicly referenceable customer 5 customer satisfaction responses | <p>Requirements</p> <ul style="list-style-type: none"> Annual APN Program fee \$2500 8 AWS Accredited individuals: <ul style="list-style-type: none"> 4 Technical Professionals 4 Business Professionals AWS Certified individuals: <ul style="list-style-type: none"> 4 Foundational Certified individuals 6 Technical Certified individuals (min. 3 Professional or Specialty) 20 launched opportunities (total MRR >= \$10,000) 2 publicly referenceable customers 20 customer satisfaction responses Partner business plan | <p>Requirements</p> <ul style="list-style-type: none"> Annual APN Program fee \$2500 20 AWS Accredited individuals: <ul style="list-style-type: none"> 10 Technical Professionals 10 Business Professionals AWS Certified individuals: <ul style="list-style-type: none"> 10 Foundational Certified individuals 25 Technical Certified individuals (min. 10 Professional or Specialty) 50 launched opportunities (total MRR >= \$50,000) 6 publicly referenceable customers 30 customer satisfaction responses Partner business plan Executive business review 3 technical program validations 6 months of sustained attainment of Premier Tier Criteria |