

APN Technology Partner Benefits

APN Technology Partners provide hardware, connectivity services, or software solutions that are hosted on, or integrated with, the AWS Cloud.

APN Technology Partners consist of:

- **Hardware providers** like semiconductor and original equipment manufacturers (OEMs).
- **Connectivity providers** include network carriers.
- **Software solution providers** like SaaS providers and independent software vendors (ISVs).

APN Technology Partners gain access to a variety of trainings, programs, tools, resources, and support to help you build, market, and sell your offerings with APN.

Unlock more benefits and programs as you progress through the APN Technology tiers.

APN resources to build your business

Available upon registration and across all tiers



[APN Partner Central](#)

Access online trainings, and APN webcasts for technical and program videos.



[APN Navigate Foundations Path](#)

Step-by-step guidance to help you achieve APN Select Tier.



[APN Navigate Specialization Tracks](#)

Prescriptive guidance to become specialists in a solution, industry, workload, or service area on AWS, to define programs that best serve your business needs, and progress to your next APN tier.



[Online Training and Accreditations](#)

Access APN business and technical partner trainings, subsidized classes, and AWS credits.



[ACE Program for Partner Referrals](#)

Gain eligibility to share new partner-led opportunities with AWS account teams with the APN Customer Engagements (ACE) Program for co-sell and engagement support.



[AWS Quick Starts Program](#)

Leverage Quick Starts to help you build your production environment quickly.



[AWS Marketplace Listing](#)

Gain eligibility to publish your solution on AWS Marketplace.



[AWS SaaS Factory Program](#)

Business and technical enablement resources to build, migrate, and optimize SaaS on AWS.



[AWS Educate Job Board](#)

Post career opportunities to the Job Board and access a pool of hundreds of thousands of candidates interested in a cloud career.



[AWS Device Qualification Program](#)

A hardware validation program to list qualified devices on partner [Device Catalog](#).



[AWS Global Sponsorship Packages](#)

Sponsorship packages to help APN Partners drive brand awareness, thought leadership, personalized customer interactions, and more.



[AWS Partner Transformation Program](#)

110 days to transformation is a comprehensive assessment, training, and enablement program for APN Public Sector Technology Partners.



[AWS Support from Partner Development Representative \(PDR\)](#)

A PDR will contact you within one business day of signing up with the APN. As you progress through the tiers, you can receive more dedicated support from PDR and Partner Solutions Architects (PSA).

APN Select Tier

APN Advanced Tier

APN Programs to market and sell with APN*For APN Select and higher tiers*

AWS Database Ready Program	✓	✓
APN Customer Engagements (ACE) Program	✓	✓
AWS Public Sector Partner Program	✓	✓
ISV Workload Migration Program	✓	✓
AWS Competency Program		✓
AWS Authority to Operate (ATO) Program		✓

APN marketing resources to market with APN*For APN Select and higher tiers*

APN Partner Solutions Finder listing	✓	✓
APN Marketing Central resources to generate demand	✓	✓
Co-branding marketing assets : AWS Logo, APN Partner Badge usage	✓	✓
Eligible for joint AWS case study on APN Spotlights		✓
Social marketing with APN Blog guest post		✓
Early access to Sponsorship packages for AWS events		✓
Featured on AWS Solution webpages		✓
Eligible to develop solutions featured on Solution Space		✓

APN funding resources to build, market, and sell with APN*For APN Select and higher tiers*

AWS Promotional Credits for solution development	✓	✓
Partner Opportunity Acceleration (POA) funding for POC & Migrations–Cash reimbursement, AWS promotional credits	✓	✓
Marketing Development Funds Program (MDF)–Cash reimbursement, AWS promotional credits		✓

Acceptance into APN tiers and eligibility of benefits is at the sole discretion of AWS. APN benefits provided on a yearly basis. May not be available in all geographies and markets. Some APN benefits are subject to additional requirements, detailed in APN Partner Central and applicable APN Program guidelines.

How to join the APN?

If you haven't already registered your company with the APN, join at no cost by creating your [APN Partner Central Account](#).

[Learn more about APN](#)

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