

# Building an AWS MSP Practice

Contact [aws-msp@amazon.com](mailto:aws-msp@amazon.com) for any inquires

## APN Partner Journey

### 1 MSP Discussion

Schedule an MSP discussion with your **AWS Partner Manager** and **Partner Solutions Architect** on how to setup a cloud MSP Practice and set a timeline with program milestones

Discuss

### 3 MSP Checklist

Download [AWS MSP Program Validation Checklist](#) for detailed requirements. Work with your **AWS Partner Manager** and **Partner Solutions Architect** to review and prepare

Learn

### 5 MSP Program Best Practices

Understand how AWS MSP Partners are meeting the most up-to-date AWS MSP Program Validation requirements through the [best practices document](#)

Build

### 7 Pre-Assessment\*

A [remote exercise](#) between an MSP auditor and Partner to review preparation against MSP Program Checklist requirements

Audit

### 9 Program Achievement



Listed as AWS MSP Partner on [AWS MSP Program page](#) and other program benefits

Go To Market

### 11 Further Grow through Differentiation

Leverage other [APN Programs](#) to grow differentiation

Continued Success

### 2 APN Navigate MSP Track

[Sign up](#) to learn prescriptive guidance on how to build an AWS MSP Practice

### 4 Partner Transformation Gap Analysis\*

A [consultant-led analysis of partner capabilities](#) compared to leading next generation cloud MSPs

### 6 MSP Workshop

In region workshops that deep dive into MSP Program requirements to help Partners accelerate their MSP journey

*Subject to availability*

### 8 Full Audit\*

[Apply](#) to the AWS MSP Program, then complete 2-day audit to demonstrate capabilities aligned to AWS MSP Program Validation Checklist requirements

### 10 Go To Market Acceleration Workshop\*

Evolve [services offerings and go-to-market](#) strategy, continued enablement to AWS MSP Partners to support long term success

*MDF Eligible*

### 12 MSP Program Renewal and Updates

Continue to learn and evolve with the [AWS MSP Program](#), leverage the renewal opportunity to raise the bar of your MSP Practice

Required Highly Recommended