

**Table 1. Requirements for Provisional Access to APN Tier Benefits for Consulting Partners
(Updated 20 November 2020)**

	TBSB Requirements for Select Tier	Current APN Select Tier	TBSB Requirements for Advanced Tier	Current APN Advanced Tier
Annual APN Program Fee	US\$2,500	US\$2,500	US\$2,500	US\$2,500
Knowledge				
AWS Accredited Professionals	2 (minimum 1 Technical & 1 Business)	4 (minimum 2 Technical & 2 Business)	6 (minimum 3 Technical & 3 Business)	8 (minimum 4 Technical & 4 Business)
AWS Foundational Certified Individuals (Cloud Practitioner)	1	2	3	4
AWS Technical Certified Individuals	1	2	4 (min 2 Professional or Specialty)	6 (min 3 Professional or Specialty)
Experience				
Launched Opportunities	2 (combined MRR of at least US\$500)	3 (combined MRR of at least US\$1,500)	10 (combined MRR of at least US\$5,000)	20 (combined MRR of at least US\$10,000)
Partner Business Plan	N/a	N/a	Yes	Yes
Customer Success				
Publicly Referenceable Customers	0	0	1	2
Customer Satisfaction Responses	0	0	10	20

**Table 2. Requirements for Provisional Access to APN Tier Benefits for Technology Partners
(if exempted into the Program)**

	TBSB Requirements for Select Tier	Current APN Select Tier	TBSB Requirements for Advanced Tier	Current APN Advanced Tier
REQUIREMENTS				
Annual APN Program Fee	US\$2,500	US\$2,500	US\$2,500	US\$2,500
Experience				
Direct Revenue	US\$5,000	US\$15,000	US\$100,000	US\$350,000
or				
Launched Opportunities	1 (MRR of at least US\$500)	3 (combined MRR of at least US\$1,500)	10 (combined MRR of at least US\$5,000)	20 (combined MRR of at least US\$10,000)
Product Listing	Yes	Yes	Yes	Yes
Partner Business Plan	N/a	N/a	Yes	Yes
Technical Program Validations	N/a	N/a	Foundation Technical Review	Foundation Technical Review