aws

PARTNER
Premier Tier Services

Unlock AWS Success in the Public Sector.
Turbocharge Tier Advancement and Competency Achievement

At TD SYNNEX Public Sector, we offer a distinct advantage: the ability to provide comprehensive support to help navigate the complexities of the AWS market. Whether it's supporting tier advancements or achieving an AWS competency, our expertise empowers partners to tap into the booming cloud market within the public sector. We understand the intricacies of this landscape and are committed to guiding you towards success in the rapidly expanding realm of AWS solutions for the public sector.

How TD SYNNEX Public Sector Helps Partners

A CLOUD GURU

Knowledge Requirements (Certifications) Made Easy

Meet certification requirements effortlessly with our support. Access fully subsidized trainings via A Cloud Guru, Exit Certified, and AWS Skill Builder, available in both self-paced and classroom styles of learning. These resources will help you meet the knowledge requirements necessary to advance tiers or achieve an AWS Competency.

aws
PARTNER
Public Sector

Enroll in the AWS Public Sector Partner Program with Ease

Save $2,500 annually on AWS APN fees with our support. We offset costs through AWS credits. Additionally, receive guidance from your dedicated AWS Partner Development Manager (PDM) at TD SYNNEX Public Sector. We're here to not only help you enroll in the AWS Public Sector Partner Program but also offer guidance on accessing other AWS programs like Think Big for Small Business, ensuring a smooth and seamless experience.

DemandSolv

Experience Requirements Simplified

To meet experience requirements, it's essential to launch 3 opportunities generating a Total Monthly Recurring Revenue (MRR) of $1,500 or more (required for Select Tier). Utilize our DemandSolv channel to facilitate these launched opportunities effectively. Additionally, we provide fully funded Marketing Development Funds (MDF) to support your efforts in tier advancement or competency achievement, ensuring you have the necessary resources for successful go-to-market strategies.

For information, contact our team today at
EnterpriseCloudSales@tdsynnex.com

Tier Requirement Snapshot

Requirement	Select Tier	Advanced Tier	Premier Tier
Knowledge			
AWS Accredited Professionals	**4 Required** (Minimum 2 Technical and 2 business)	**8 Required** (Minimum 2 Technical and 2 business)	**20 Required** (Minimum 10 Technical and 10 Business)
AWS Foundational Certified Individuals	2	4	10
AWS Technical Certified Professionals	**2 Required** (Can be Associate, Professional, or Specialty)	**6 Required** (Minimum 3 Professional or Specialty)	**25 Required** (Minimum 10 Professional or Specialty)
Experience			
Launched Opportunities*	**3 Required** (Total estimated MRR of at least $1,500)	**20 Required** (Total estimated MRR of at least $10,000)	**50 Required** (Total estimated MRR of at least $50,000)
Partner Business Plan*		Required	Required
Technical Program Validations			**3 Required** (Must include MSP or DevOps Competency)
Sustained Attainment of Premier Tier Criteria			Required
Executive Business Review			Required
Customer Success			
Publicly Referenceable Customers*		2	6
Customer Satisfaction Responses*		20	30

* Represents time-bound requirements that must be refreshed every 12 months

Are you ready to boost your AWS performance in the public sector? Book a consultation with your dedicated TD SYNNEX Public Sector Partner Development Manager (PDM) to explore your ambitions for achieving an AWS competency and tier advancement. Your PDM will craft a customized roadmap aligned with your objectives. Don't forget, reaching Select Tier is required for any AWS public sector venture. Plus, stay ahead by preparing for forthcoming government competency prerequisites. Partner with TD SYNNEX Public Sector to forge your path to triumph in the AWS landscape.