

Holistic Approach to Reselling AWS Generates Recurring Revenue

As an Amazon Partner Network (APN) Partner, your extensive experience in deploying solutions on Amazon Web Services (AWS) alone may not always fulfill all the needs of your customers. It is a challenge for partners to scale their solutions to address their customer's requirements while also earning recurring revenue. Fortunately, Tech Data has a rich ecosystem of cloud resources that can help APN Partners increase business growth with minimal risk.

Tech Data empowers System Integrators, Managed Service Providers, and Value-Added Resellers looking to build or scale their cloud practice by leveraging a full continuum of public, private and hybrid cloud offerings and services.

Through access to a comprehensive StreamOne cloud platform and sales enablement resources, we help our channel partners create solutions that profit from cloud subscription and consumption models, spanning from the enterprise data center to the consumer.

Services for Enabling Cloud Transformation

Optimal use of AWS requires deep solution architecture knowledge and professional services to help users navigate the ever evolving and expanded capabilities. Tech Data offers its channel partners at any maturity level the means to capitalize on this requirement using services that help nurture the success of their customers' digital transformation. Our complete service offerings allow our partners to address solution gaps with:

- ✓ Assessments and consultation to identify cloud readiness of end-customers
- ✓ Managed Services to grow Monthly Recurring Revenue (MRR) with minimal risk
- ✓ Multi-vendor, multi-platform integration and/or migration to combat interoperability concerns
- ✓ Software development, implementation and migration services for greater cloud adoption



Rich Ecosystem of Cloud Resources

Access multi-cloud providers via one marketplace. Combine discount pricing with leading technical resources for a true market advantage. Visit techdatacloud.eu for more information about our cloud platform and services.

Take your cloud services to the next level with our StreamOne Enterprise

Solve common customer challenges with consumption based Infrastructure-as-a-Service (IaaS) such as billing, visibility across multiple account spend, governance, and workload optimization using Tech Data's powerful cloud management functionality. Our StreamOne Enterprise Solutions is more than just a brokerage platform. We offer concierge-like assistance for quick onboarding and robust functionalities that include:

- ✓ Support for consumption and subscription transaction models that allow for more flexible payment options to better fit end-customer needs
- ✓ Comprehensive billing and management tools for greater efficiency and transparency
- ✓ Streamlined support management of multiple cloud providers available in a single platform
- ✓ Greater exposure for channel partner's cloud offerings through a quick and easy stand up branded storefront

Gain more favorable returns with AWS Reseller Program

Uniquely combine all of the benefits of being an AWS partner with access to technical resources and management toolsets to help channel partners effectively capture their customers' AWS business. Build monthly recurring revenue with the following resources:

- ✓ Access to resell all AWS products with no volume commitment
- ✓ Subcontract Tech Data's AWS Certified Solutions Architects for blueprinting workloads into AWS
- ✓ Conduct business planning with one of our Client Executives to accelerate growth
- ✓ Participate in lead generation and awareness campaigns including partner events
- ✓ Proof-of-Concepts (POCs) and AWS Certification cost off-sets

Knowledge of AWS IS Power

As an AWS Authorized Training Partner, Tech Data's ExitCertified provides its channel partners the opportunity to resell AWS Education Services to their AWS customers for increased revenue and margins. AWS-specific SKUs make it easy for our partners to strengthen existing AWS deals and offer their customers flexible training options.



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