amazon web services | Partner Network
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AWS BUSINESS DAY 10/12

created by Softprom by ERC

AWS Marketplace

Complex solutions in a few clicks

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AWS Marketplace

Curated Catalog of 4,200+ software listings from 1,280 ISVs

Get the software
you need in minutes

Charged to AWS Bill

Flexible Pricing

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Popular categories and leading brands most often deployed in projects

AWS Marketplace Listing Types

Amazon Machine Image (AMI) Deployed on AWS EC2			SaaS
Open Source	**BYOL**	**Utility**	**SaaS**
Curated listings, AWS infrastructure cost still apply to open source deployments	Carry previously purchased licenses to AWS via AWS Marketplace License key required to deploy and track Leverage existing investments	Metered pricing available based on variables like term, # of users, amount of bandwidth, # of hosts Pay only for what you use. Free Trials available for many products.	Service completely managed and fulfilled by SaaS Provider No resources required to manage infrastructure SaaS Contracts avail for annual and multi-year commitments, Free Trials available for many products. Consolidated billing with other AWS services

AWS Marketplace *flexible pricing* options

Free Trial

Get started quickly with no commitment.

Good for initial evaluation.

Hourly

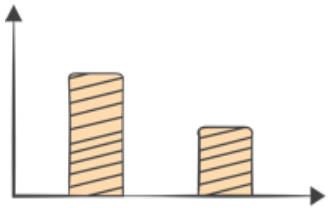
Consumption-based software with no long-term commitments.

Ideal for Dev/Test or spikey workloads.

Monthly

Monthly terms available, with the option to upgrade to annual or multi-year contracts for SaaS and API products.

Ideal for temporary projects and baseline workloads.



Annual/ Multi-Year

Long term contracts include one, two, and three year options.

Ideal for long-term workloads.

BYOL

Leverage existing investments through *bring-your-own-license* to simplify cloud deployment.

Important for customers migrating to AWS.

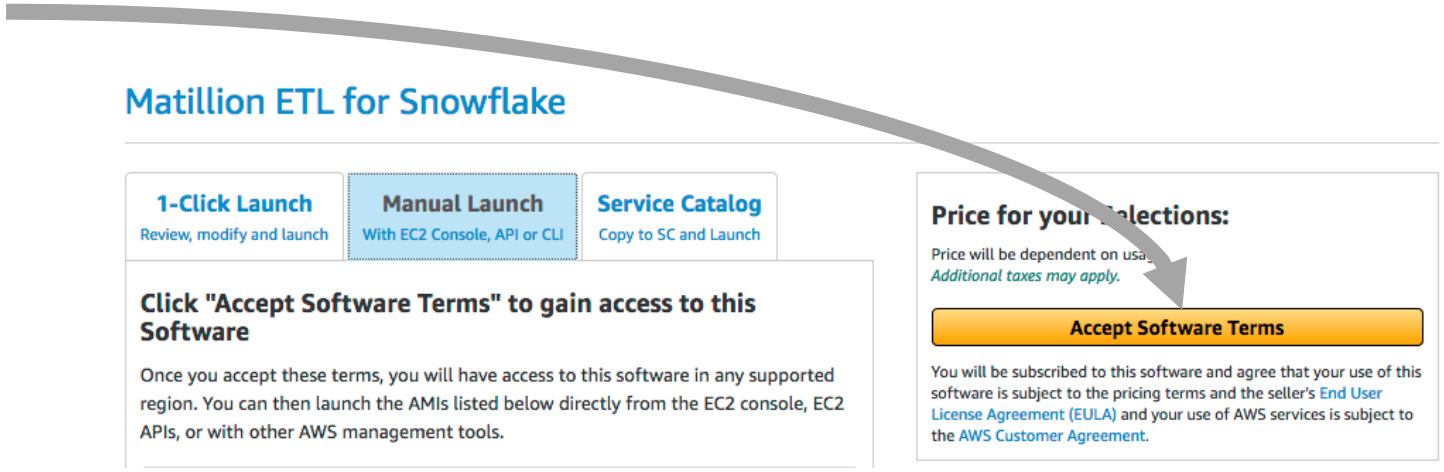
Private Offers

Negotiated pricing between customer & ISV and fulfilled on AWS Marketplace.

Intended for high value transactions

Subscribing to AWS Marketplace Products

Before use, each account
must **Accept Software Terms**



IAM Managed Policies

- AWSMarketplaceFullAccess
- AWSMarketplaceManageSubscriptions
- AWSMarketplaceRead-only

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Launching an AWS Marketplace AMI

AWS Marketplace Website

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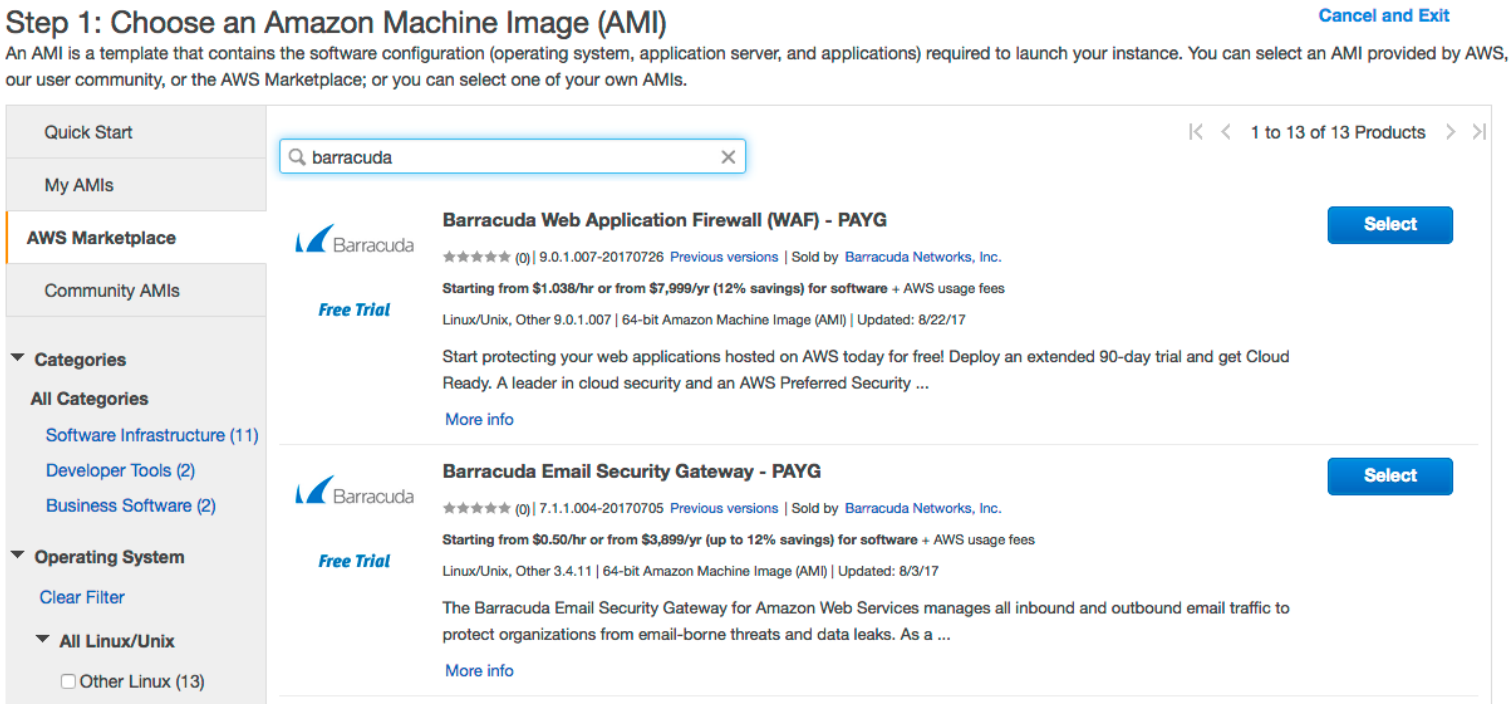
Launching an AWS Marketplace AMI

Amazon EC2 Console



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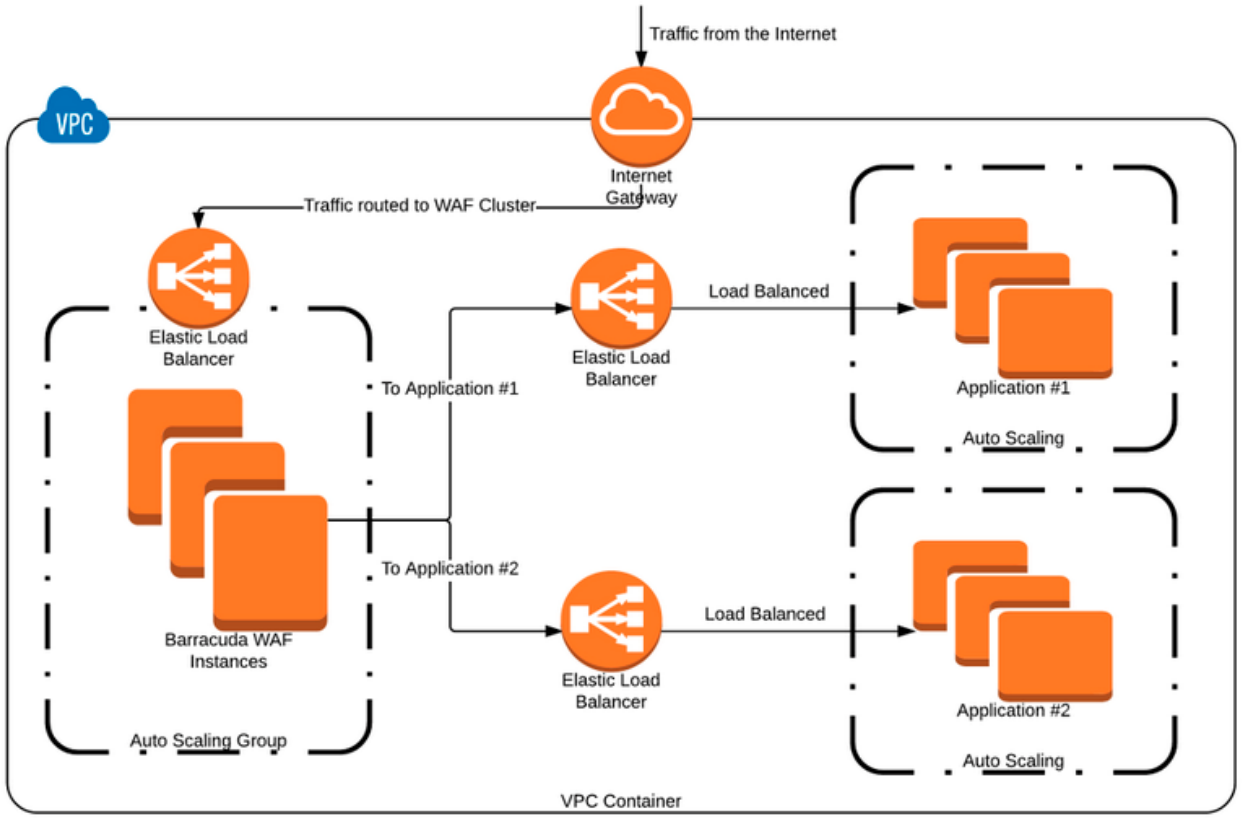
CloudFormation Launch

AWS Marketplace Website



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Summary

- AWS Marketplace a single entry point for any infrastructure solution
- A simple licensing model of infrastructure solutions

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Q&A

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