

Develop a Profitable Cloud Practice With AWS

As a strategic global distribution partner of AWS, TD SYNEX supports and accelerates the success of partners in the AWS Partner Network. We offer services and solutions that simplify routes to market, promote profitability, and prescribe successful business outcomes. This is especially true for our TechSelect Community, where we can tailor a clearly defined roadmap to success. Whether it is delivering educational resources, identifying eligible AWS programs and competencies, or leveraging one of many ready-to-use AWS solutions, TD SYNEX can enable your growth in the AWS Cloud.

Here are 8 ways TD SYNEX helps support AWS Partners



AWS Digital Practice Paths

The AWS Cloud Practice Builder empowers our partners by offering a simple, step-by-step process to build a profitable AWS cloud business.



Partner Marketing Support

Our Marketing Agency provides a suite of offerings supporting a partners AWS focused go-to-market strategy and tactical plan.



Training And Education Services

TD SYNEX offers official vendor training for the top Cloud technologies and brands via flexible delivery offerings combining instructor-led and self-paced options.



Professional Services

TD SYNEX's Cloud & Automation Services practice enables channel partners to deploy Cloud workloads and applications.

TD SYNEX Delivers



Personalized Support

No matter where partners are in their practice journey, TD SYNEX has a dedicated AWS team to help them take their practice to the next level.



Streamlined AWS Management

The StreamOne Platform offers top Cloud Providers, comprehensive management tools and business-building capabilities.



Practice Development

For partners committed to developing their AWS practices, TD SYNEX provides a consultative approach to help partners increase profitability.



Public Sector Expertise

Partners can develop their public sector business through AWS Partner Transformation Program (PTP), Cloud and Automation Services, and professional training.



[CONTACT: ENTERPRISECLOUDSALES@TDSYNEX.COM](mailto:ENTERPRISECLOUDSALES@TDSYNEX.COM)

Grow Profitability With the Partner Originated Discount and Migration Acceleration Program

New Customers, Greater Opportunities

AWS is recognizing your commitment! Receive a Partner Originated Discount (POD) for new end-customer opportunities with Amazon Web Services (AWS). Earn a discount after originating and winning each new end-customer AWS opportunity.

- Discount applies for up to 24 months from the opportunity launch date.
- AWS Account Usage must be less than \$5,000 the month prior.

Your Path to 12%

The AWS Partner Originated Discount is just one way to accelerate your business growth. All TD SYNEX partners receive a base discount of 3%. After reaching Advanced Tier on APN, partners can also add a 4% competency discount on all accounts as well. Combine and maximize your incentive opportunity through TD SYNEX!



Unlock additional funds through the Migration Acceleration Program

Migrating workloads to the cloud can be difficult, often carrying a high price tag and requiring a high time commitment. By pairing our migration capabilities with exclusive funding available through the AWS Migration Acceleration Program (MAP), we can help cut down the time it takes to perform a migration and reduce migration costs for you and your customers. TD SYNEX is authorized to gain access to special migration acceleration funding through the AWS Migration Acceleration Program. As a TD SYNEX partner, you can leverage this funding to help reduce the cost and complexity of AWS migrations.

	Smaller Migrations: <\$500K ARR	Large Migrations: \$500K+ ARR
General Migrations	15% of ARR (base rate)	25% of ARR (base rate)
Incremental for Specialized Workloads (on top of base rate)	+5% [Windows] +10% [DB / Analytics] (from open-source DB) +25% [DB / Analytics] (from commercial DB) +50% [SAP]	

<u>Assess:</u> up to \$15K* <u>Mobilize:</u> up to 20% of ARR, 1:1 match* *\$250K ARR minimum	<u>Assess:</u> up to \$60K <u>Mobilize:</u> up to 40% of ARR, 1:1 match, \$400K max.
Construct: MAP Lite	Construct: MAP 2.0 or MAP PPA

*Additional +10% of ARR for General Migrations at select PE-backed customers