

ISV Self-Service Authorization Guide

The purpose of this guide is to walk Independent Software Vendors (ISVs) through the steps to extend a resale authorization to their consulting partners.

Prerequisites

- ISV must have a paid listing in AWS Marketplace
- Channel Partner must be registered as a [Seller in AWS Marketplace](#) and have completed their public profile and the tax and banking wizard.

To view a full list of Channel Partners registered to resell on AWS Marketplace, please see our partner list [here](#).

TO LEARN MORE ABOUT AWS MARKETPLACE

Visit our [Selling in AWS Marketplace website](#)

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Steps

By following the steps below, ISVs can authorize consulting partners with custom discounts to extend Private Offer for a customer and direct their customer to subscribe to it, or log into their customer account and subscribe on their behalf.

Step 1

Log into [AWS Marketplace Management Portal](#) (AMMP) with the AWS Account you used to register as Seller in AWS Marketplace.

Tip: Ensure that you are logged out from another account before logging in with your AWS Marketplace Seller account.

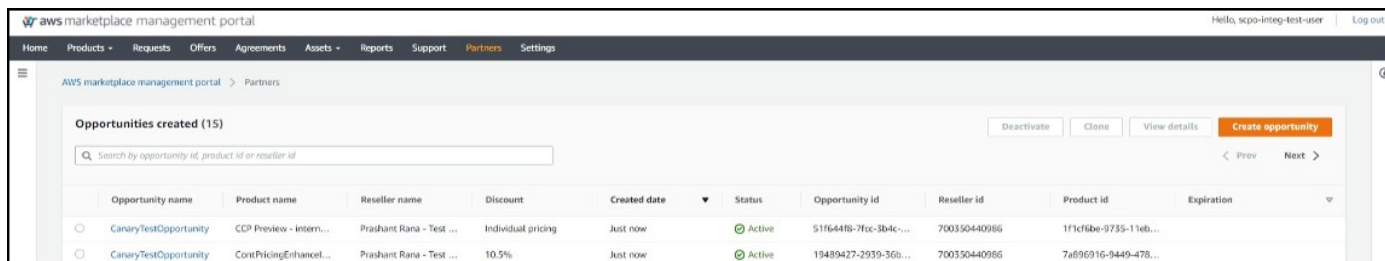
Step 2

From the AMMP landing page, choose the **PARTNERS** tab.



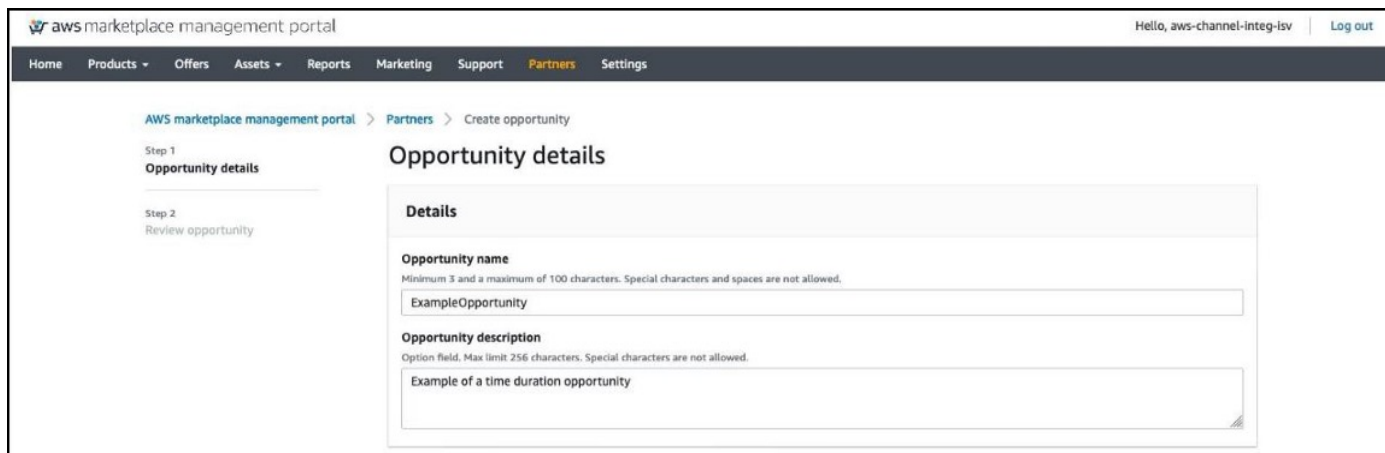
Step 3

Chose Create opportunity



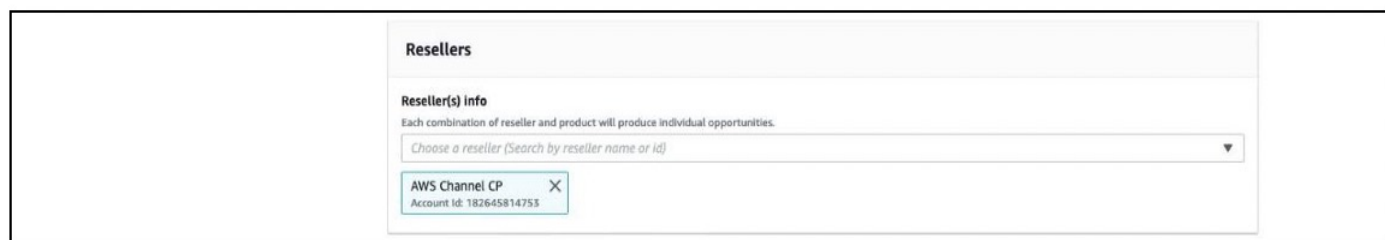
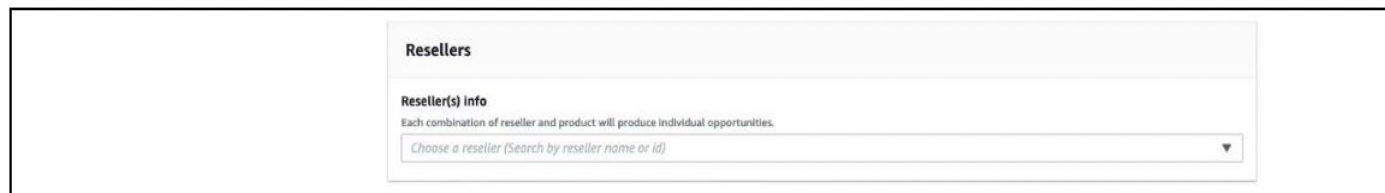
Step 4

Opportunity details can be added to each authorization for easier tracking in the AMMP and in Seller Reports.



Step 5

Select the Channel Partner (reseller) to authorize from the Reseller Info drop down. Hold down the Ctrl key to select multiple resellers at one time.



Step 6

Discount types can be issued in multiple ways:

- **Percentage Discount:** Applies a single % discount rate to all selected products
- **Individual Pricing:** Applies specific discounts to specific products
- **Flexible Payment Schedule (FPS):** Set a flexible payment schedule for a CP opportunity

Discounts & Products

Discount type
Discount on the product price that the reseller can offer

Percentage discount
Apply a single discount rate to all selected products

Individual pricing
Apply specific discounts to a specific product

Flexible payment schedule
Set a flexible payment schedule

Percentage discount (%)
Set the wholesale price with a % discount from the public price

Your product(s) Info
Choose up to ten of your products to authorize resale by the selected resellers.
Choose a product (Search by product name or id)

Step 7

You can **select specific products** to apply the discount authorization. Hold down the Ctrl key to select multiple products at one time.

Percentage discount (%)
Set the wholesale price with a % discount from the public price

Your product(s) Info
Choose up to ten of your products to authorize resale by the selected resellers.
Choose a product (Search by product name or id)

Step 8

A CPPO authorization can be issued using one of the three options below:

- **Single Use:** Applies to one opportunity and is no longer applicable once the consulting partner creates the private offer
- **Specific Time Duration:** Lasts for a specific time duration that is no longer applicable after a date selected by the ISV
- **No Set Time Duration:** Lasts until ended by one of the involved parties

Duration

Opportunity time length
Define how long the specified resellers are authorized to create offers using the specified discounts

Single use
Allows for a single offer to be created per product specified

Specific time duration
Opportunity expires after the date specified below

No set time duration
Lasts until you manually deactivate the opportunity

End date
2022/01/01

Step 9

Buyer account ID can be optionally added to constrain opportunities to a specific buyer account.

Step 10

- Select and add EULA
- *Optional* add Reseller Contract for AWS Marketplace (RCMP) or upload your custom contract for Channel partner. Learn more about RCMP here: [RCMP Guide](#)

Legal terms

End User License Agreement for the buyer
This EULA will be visible to the buyer. Choose a EULA or upload a custom one. This selection will be applied to all Opportunities created.

- Public EULA** [View](#) [View](#)
This product EULA can be found on the product detail page.
- Standard Contract for AWS Marketplace (SCMP)** [View](#) [Learn More](#)
This contract addresses basic requirements for buyers and sellers. You can amend this to support specific buyer requirements.
- Enterprise Contract for AWS Marketplace (ECMP)** [View](#) [Learn More](#)
This contract addresses more stringent requirements for sellers and enterprise buyers. You can amend this to support specific buyer requirements.
- Custom EULA**
Upload your own.

Reseller agreement - optional
You may choose to upload the reseller agreement between you and the channel partner. This will not be visible to the buyer. This step is optional.

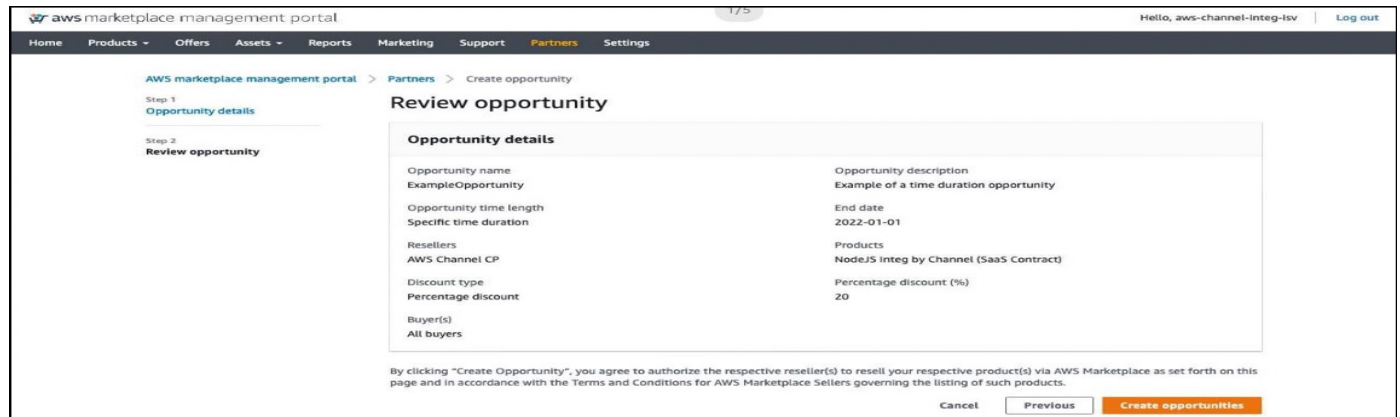
- Reseller Contract for AWS Marketplace (RCMP)** [View](#) [Learn More](#)
Use the standard template to define contractual terms between you and channel partners for this Opportunity
- Custom contract**
Upload your own agreement to define contractual terms for this Opportunity.

Step 11

Select Review opportunity to review authorization details

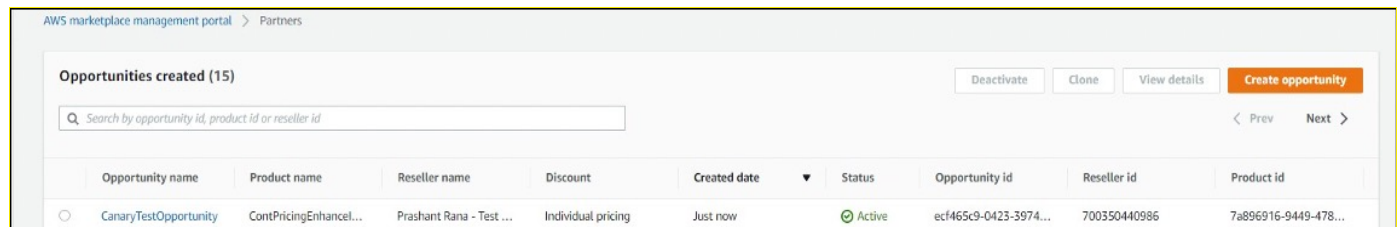
Step 12

Select **Create opportunities** to view opportunity in opportunity table.



Step 13

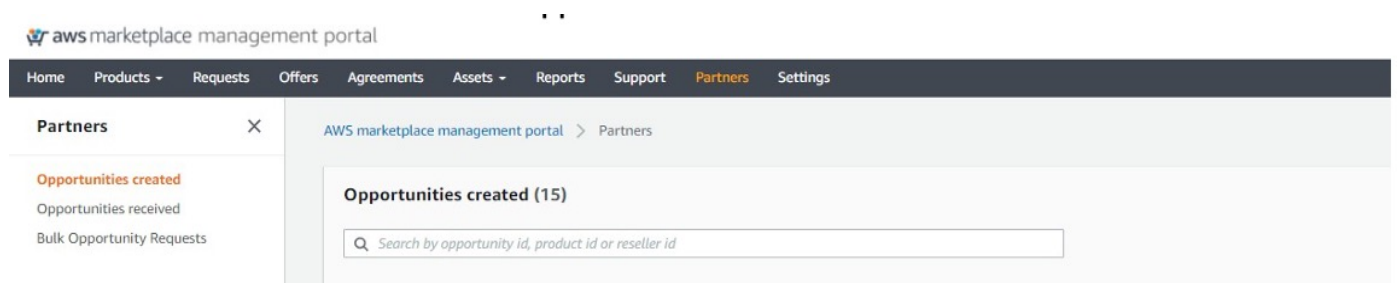
The opportunity table is enhanced to display relevant opportunity details including Opportunity Name, Product name, Reseller name, Discount, Created date, and Status.



Step 14

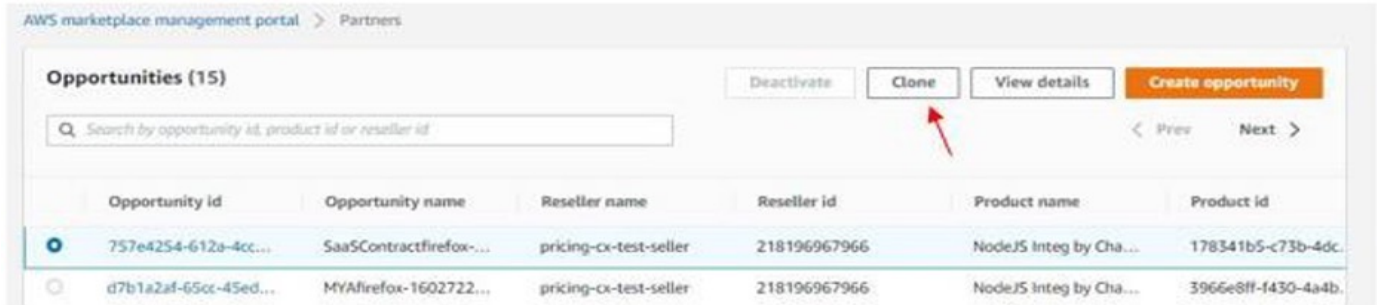
The left Navigation panel will navigate to various opportunity types:

- **Opportunities Created:** Opportunities ISVs have created for CPs
- **Opportunities Received:** Authorizations received from ISVs
- **Bulk Opportunity Requests:** when authorizing several CPs at once you can view the status of individual opportunities in this tab



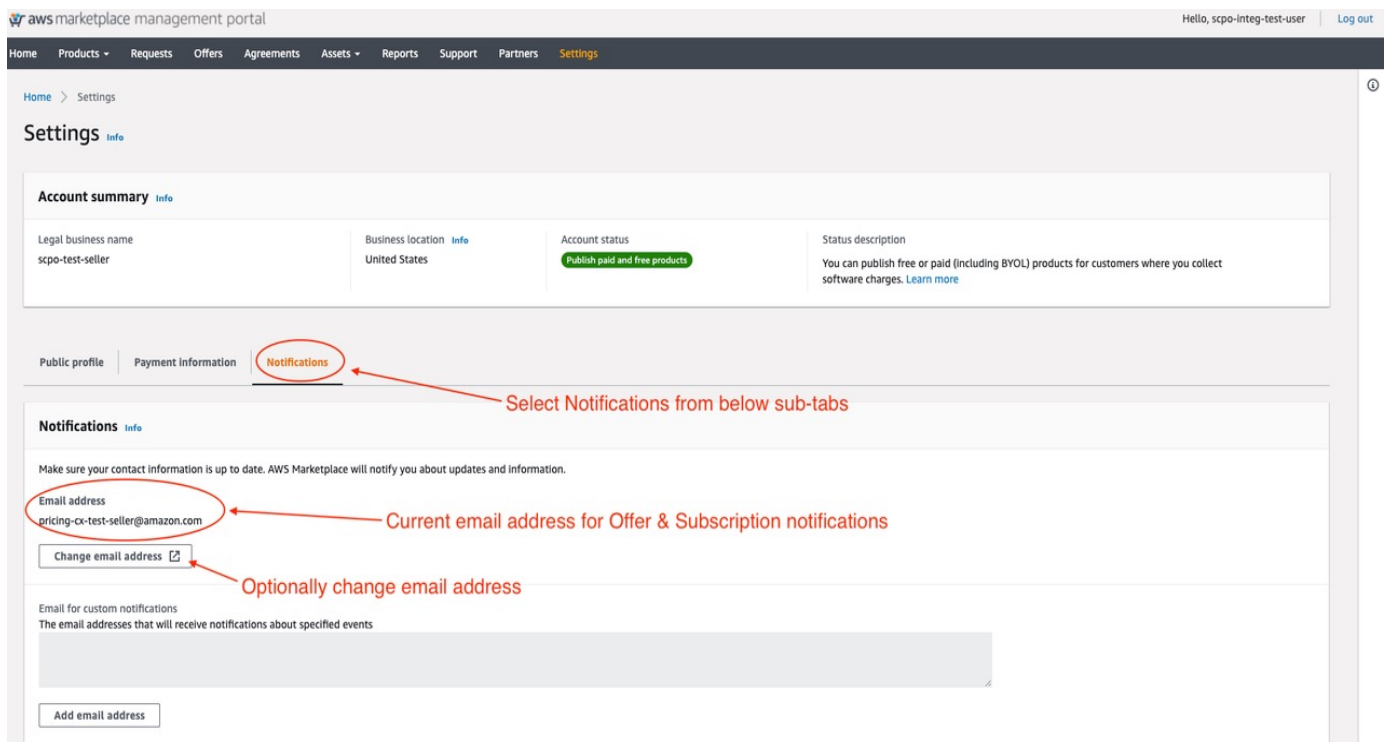
Step 15

You can also **clone an opportunity** by selecting the opportunity and clicking "Clone." This will prepopulate everything and fields can be edited.



Step 16

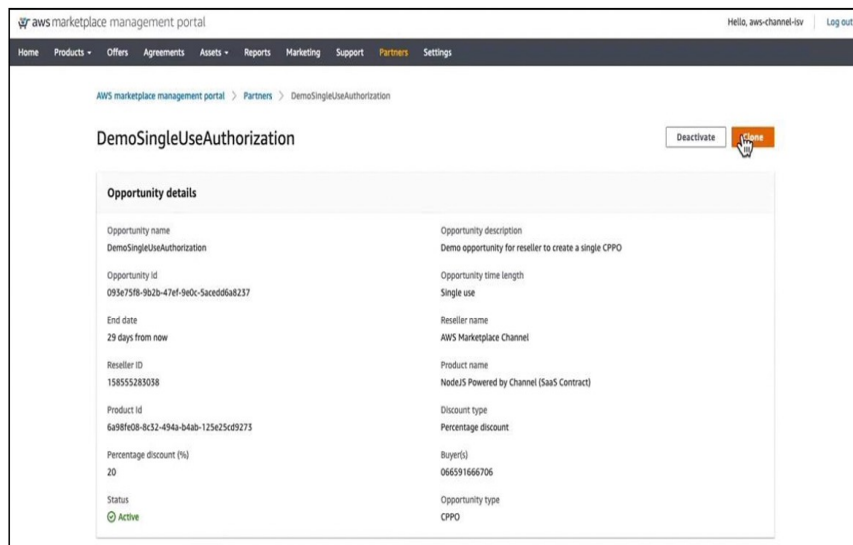
Sellers can add up to 10 email addresses to **receive notifications** when a channel partner uses a resell authorization, when an offer is published, and when an offer is accepted or updated. To receive email notifications: Click on the **Settings** tab and then navigate to the **Notifications** sub-tab and add up-to 10 email addresses



Frequently Asked Questions

What happens after I create my authorization (opportunity)?

The opportunity table is enhanced to display relevant opportunity details including Opportunity Name, Product name, Reseller name, Discount, Created date, and Status.



What do the different authorization (opportunity) statuses mean?

There are 4 different opportunity statuses:

- **Active:** a CP can create a CPPO using this authorization
- **Expired:** a CP can no longer create a CPPO using this authorization
- **Restricted:** Authorization has been manually deactivated by ISV
- **Complete:** A single-use authorization has been used to create a CPPO

Are private listings supported?

Yes. Contact the [AWS Marketplace Customer Desk](#) for help with special deal requirements.

Are products with custom dimensions supported?

Yes, for SaaS contracts. Custom dimensions can be quickly and easily modified on the opportunity to match the negotiated terms. ISV's can specify a new dimension name with corresponding prices, and remove dimensions as needed to match the negotiated offer. SaaS Metering Product type is not supported. Refer to the [Custom Dimension Support for CPPO guide](#) for help.

For AMI custom dimensions, contact the [AWS Marketplace Customer Desk](#) for help with special deal requirements.

Reference Links & Videos

- [ISV Self Service Reseller Authorization Demo](#)
- [ISV Self Service Authorization FPS Support Instructions](#)
- [ISV Self Service Authorization Custom Dimension Support for CPPO](#)
- [Channel Partner Creates](#)
- [One-time Authorization](#)
- [Recurring Authorization](#)

Are custom EULA terms supported?

Yes. An ISV can choose from three options of EULA's (public, Standard, Enterprise) for the end buyers while creating an Opportunity. ISVs can upload a custom EULA for end buyer while creating an Opportunity. CPs can then view EULA attached to an opportunity by an ISV and attach/amend the ISVs provided EULA.

- ISV selects the preferred EULA when creating Reseller Opportunity
- Using the opportunity created, CPs can view ISVs specified EULA and have the option to amend with a CP agreement

End User License Agreement

EULA version
Select or upload a EULA

Public Offer EULA [EULA](#)

Standard Contract for AWS Marketplace [EULA](#) [Learn More](#)

Enterprise Contract for AWS Marketplace [EULA](#) [Learn More](#)

Custom EULA

End user license agreement documents
Upload up to five documents to amend the ISV EULA. Files will be combined into a single pdf.

Choose files

Use plain text .txt or .pdf files only. Max file size 10 Mb

End User License Agreement

Public Offer EULA [EULA](#)
EULA is provided by ISV as part of product authorization. Contact ISV if you need a different EULA.

End user license agreement documents
Upload up to five documents to amend the ISV EULA. Files will be combined into a single pdf.

Choose files

Use plain text .txt or .pdf files only. Max file size 10 Mb

How can buyers view and subscribe to Private Offers?

Buyers can view and subscribe to a Private Offer in four ways:

1. From a list of Private Offers on the Private Offers page in the AWS Marketplace Console
2. Through the Private Offer published email notification sent directly to the buyer
3. From the product detail page on the AWS Marketplace website
4. From the Seller sending the Offer ID from AMMP and sending directly to the buyer.