

AWS Marketplace Channel Programs

Solution Provider Private Offers (SPPO) for Solution Provider Partners

Simplify your relationships and optimize your business with AWS Marketplace Solution Provider Private Offers

The AWS Marketplace Solution Provider Private Offers Program (SPPO) expands your business by providing your customers with Independent Software Vendor (ISV) solutions along with your consulting and professional services. SPPO enables AWS Solution Providers to extend Private Offers to their customers making ISV solutions available with just a few clicks.

- Designed to scale with pre-negotiated rates from participating ISVs. SPPO eliminates the need to reach out for quotes.
- AWS Solution Providers can leverage their discount to extend Private Offers to select or all of their customers using automated tools available through AWS Marketplace.
- Improve your customer's experience through simplicity. Solution Providers can bundle ISV software with their value-added services providing their customers with a total solution.
- Customers benefit from easy access to Private Offers, simplified procurement and consolidated invoicing through their existing AWS Solution Provider relationship.



To access a list of participating Independent Software Vendors click [HERE](#)

TO LEARN MORE ABOUT THE AWS MARKETPLACE SPPO PROGRAM:

Visit the dedicated landing page: [Solution Provider Private Offers](#)

To schedule time with a Program Manager to learn more about the SPPO program please send an e-mail to awsmp-growth-scaleteam@amazon.com

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