

# Carahsoft's AWS ISV Program Overview

Carahsoft accelerates AWS ISV's public sector growth through our aggregator model, AWS go-to-market, and AWS co-sell channels.

## Requirements

- SaaS Platformed on AWS: Account managed by Partner, Purchased via Carahsoft
- Public Sector Use Cases: Defense, Space Tech, Law Enforcement, HealthTech and EDU Tech
- Active Sam.Gov Registration
- US or CA Address

## Benefits

### 1 Billing Management

Account creation/transfer support, consolidated monthly AWS billing, detailed usage reporting, credit card or purchase order options.

### 2 Contract Access

Federal, State & Local, Education and Canadian contracts, including GSA, SEWP V, ITES-SW2, OMNIA, NASPO and Texas DIR.

### 3 Sales/Marketing Capabilities

AWS Marketplace, Access to AWS Sales Team, Marketing events, lead generation, microsite, social media, graphic design, and press releases.

## Our Process



## Our Pillars

### AWS Consumption Management and Back Office Billing

- Billing Remediation & Customer Advocacy
- Credit Advocacy
- Consistent and Accurate Reporting
- APN Account Onboarding
- Discount Verification
- Flexible Billing Terms
- Resource Tagging
- PPA Management and Reporting
- Custom Billing Requests

### AWS Partner Programs

- AWS Program Guidance
- Co-Sell with AWS
- Funding Opportunities
- Training and Enablement

### AWS Marketplace

- Managed Listings
- Private Offers
- Account Mapping
- DSOR Channel Motion

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