



# Amazon Web Services Year-End Savings (YES) Promotions for Federal Government Agencies

## AWS Marketplace

2024



*This document outlines the AWS YES Promotions offered specifically to US Federal Government agency customers for the period of June 1, 2024 to September 30, 2024 for certain AWS Services while supplies (including AWS Promotional Credits) last. AWS Credits are subject to the [AWS Credits Terms and Conditions](#). This document is for discussion purposes only. No contract, commitment, obligation or liability exists by virtue of this document. This document constitutes AWS Confidential Information under the AWS Customer Agreement or other agreement between you and AWS. All promotions are subject to the Terms and Conditions in [Appendix B](#).*



# Say YES to AWS!

## Amazon Web Services Year-End Savings (YES) Promotion for AWS Marketplace

To take advantage of year-end Federal funding availability, Amazon Web Services, Inc. (AWS) has compiled a high-value cloud service package—YES Promotion for AWS Marketplace—that allows you to take concrete steps to expedite your agency's cloud migration and modernization.

AWS YES Promotions help support federal mission areas, such as building a cloud-enabled workforce and improving cybersecurity. Federal customers transitioning to the cloud must address organizational challenges, as much as technological ones. You can use AWS Marketplace to better manage your AWS infrastructure so you can focus more time on delivering mission support to stakeholders rather than managing back-office IT infrastructure.

**AWS YES Promotion for AWS Marketplace will be available from June 1, 2024, until September 30, 2024**, so Federal customers have time to procure AWS Marketplace in accordance with applicable regulations.



**In the sections that follow, we provide additional details on the AWS Marketplace promotion and instructions on how Federal customers can purchase it directly or through an AWS Partner Network (APN) Partner. To enroll, contact either your AWS account manager or email [aws-yes-promos-2024@amazon.com](mailto:aws-yes-promos-2024@amazon.com).**

To use an AWS Partner, the AWS Partner must provide written approval from their Federal agency customer and sign a letter of agreement to pass the full value of the promotion onto their Federal agency customer.

# AWS Marketplace

AWS Marketplace is a curated digital catalog with thousands of software listings from independent software vendors. You can use AWS Marketplace to find, test, buy, deploy, and manage third-party software that runs on AWS. It includes software listings in popular categories such as security, networking, storage, machine learning, business intelligence (BI), database, and development operations.

## AWS YES Promotion for AWS Marketplace

In AWS Marketplace, sellers can provide custom, discounted pricing via Private Offers to share non-publicly available pricing directly with customers. This feature is a useful avenue for sellers to offer pre-negotiated rates or use purchases through existing cloud contract pricing structures. Purchases made through **Private Offers** allow for pre-negotiated promotions and utilization of existing cloud contracts.



### AWS Marketplace Private Offer Promotion

Receive **1.5% in credits** for Private Offer purchases under \$1 million

Receive **1% in credits** for Private Offer purchases over \$1 million

Receive **1% in credits** for Renewals or Migrations that move to AWS Marketplace categories

The AWS Marketplace YES Promotion includes the following offerings:

- Federal agency customers\* that purchase a new Private Offer contract under \$1,000,000 during the promotional period will receive 1.5% of the value of the Private Offer contract in AWS credits.
- Federal agency customers that purchase a new Private Offer contract over \$1,000,000 during the promotional period will receive 1% of the value of the Private Offer contract in AWS credits.
- Federal customers that have existing software licenses and renew or migrate their existing software licenses to AWS Marketplace will receive 1% of the value of the Private Offer contract in AWS credits.

You can use these credits on eligible AWS fees and charges during or after the billing cycle in which you apply the applicable credit code to your AWS account\*\*.

\* US Federal System Integrators and Partners who manage AWS Account IDs on behalf of the US Federal Government are also eligible.

\*\* Customers cannot combine new and existing AWS Marketplace Private Offer promotions. A customer can place multiple AWS Marketplace Private Offers, each of which would be eligible for the promotion.

**Marketplace promotional credits are capped at \$200,000 per AWS Marketplace transaction.**



## Appendix A How to Procure AWS YES Promotions

### 1 Step 1: Register Enrollment with AWS

Federal customers interested in these promotions must first register with AWS to confirm eligibility. You can either contact your AWS account manager or email [aws-yes-promos-2024@amazon.com](mailto:aws-yes-promos-2024@amazon.com). Please include your contact information and the promotions under which you intend to enroll. We will strive to contact you to review all procurement options available within one business day. You can also provision a promotional service without registering with AWS, but we cannot confirm you will be eligible for the promotion and you may not receive the promotion. This situation might be applicable if you are nearing the September 30th deadline and there is no time for you to contact AWS. AWS will honor the promotion for eligible customers if they provision or procure the promotional service during the promotional period and fulfill the terms of the promotion, but register with AWS after the promotional period has ended, pending compliance with applicable terms and conditions in [Appendix B](#).

#### Eligibility

AWS YES Promotions are available to all US Federal agency customers and indirectly to such customers through AWS Partners. These promotions are available to customers for net new workloads only, unless their enrollment results in a higher utilization of those existing services.

### 2 Step 2: Identify Procurement Path

You have multiple ways to procure AWS YES Promotions, as detailed in the following subsections. These steps are applicable to all AWS YES Promotions.

#### Existing Cloud Contract Vehicles

Many US Federal agency customers find that using an existing vendor cloud contract is the most ideal way to procure AWS Services. We can help you identify an applicable existing vendor contract for the AWS YES Promotions.

#### The AWS Partner Network

US Federal agency customers can procure AWS YES Promotions through an existing contract with an AWS Partner in our APN. These authorized partners manage, service, support, and bill end customers for IT support services, which include AWS Services. To access AWS YES Promotions through an existing contract with an AWS Partner, reach out to your AWS Partner with the promotions you are interested in procuring. The AWS Partner will need to provide AWS with written approval (such as an email) from your organization and pass the full value of the promotion onto you. Search the [Engage with AWS Partners webpage](#) for a list of authorized AWS Partners.

### 3 Step 3: Deliver Promotion

After you register with AWS and we confirm your eligibility, you can then issue a purchase order through an applicable procurement channel. You must provision the promotional service or complete the procurement before the September 30th deadline. After you provision the promotional service, AWS will verify that the terms of the promotion have been fulfilled and deliver the promotional value in accordance with the promotional terms set forth herein. Delivery of the promotion may take up to 90 days.



## Appendix B Terms and Conditions

### B.1 Promotion Description

Customers must complete promotional purchases by September 30, 2024, 11:59 p.m. PDT and be an eligible agency to receive the promotion offer in accordance with the AWS YES Promotion for AWS Marketplace “Promo Sheet” (page 2). Terms and conditions apply.

### B.2 Terms and Conditions

AWS YES promotions are subject to the following terms and conditions.

- Promotional pricing expires September 30, 2024, 11:59 pm PDT, so eligible agencies must place relevant orders in advance to receive the promotional offer.
- All promotional pricing (including any limitations) included in the Promo Sheet constitute the promotional pricing for this promotion.
- Marketplace promotional credits are capped at \$200,000 per AWS Marketplace transaction.
- AWS YES promotions are only valid for US Federal government agencies and AWS Partner Network (APN) Partners under contract with such agencies.
- All orders placed will incorporate AWS standard commercial terms and conditions. AWS reserves the right to reject orders with custom or non-standard terms.
- To receive promotional pricing through an AWS Partner, the AWS Partner must provide AWS with a written approval from the US Federal government customer. The AWS Partner must sign a letter agreement and pass the full value of the promotion onto the government.
- AWS Promotional Credits are subject to the terms and conditions set forth at <https://aws.amazon.com/awscredits/>. AWS Promotional Credits have no monetary value. Where the offer involves AWS Credits, you represent and warrant that (i) your receipt and use of the AWS Credits is not prohibited nor restricted under, nor inconsistent with, any applicable laws, regulations, or binding orders, including applicable ethics or procurement rules, and (ii) the application of the AWS Credits will not create a conflict of interest for AWS in connection with your use or potential use of AWS services.
- Failure to provide AWS complete or accurate purchase order information may delay or prevent offer fulfillment.
- You may select one or more of the YES promotional offers unless specified otherwise. YES promotional offers may not be combined with other offers, promotions, or discounts.
- [Amazon Web Services, Inc.](#) (“AWS”) reserves the right to modify or cancel the offer at any time.
- Offer is non-transferable and may not be resold.
- Offer valid while available promotional credits last.
- AWS may terminate the promotional offer at any time.
- If you violate any of these terms and conditions, the offer will be terminated.
- Void where prohibited.
- Your information is handled in accordance with the [AWS Privacy Notice](#).