

# CDW and ISVs in the AWS Marketplace



## WHAT IS AN AWS MARKETPLACE CONSULTING PARTNER PRIVATE OFFER (CPPO)?

The AWS Marketplace CPPO is another way for CDW customers to procure Software as a Service (SaaS) solutions. The process requires AWS, the independent software vendor (ISV) partner and CDW to complete the transaction. Customers receive discounts on AWS Marketplace products and other AWS incentives (e.g., leveraging existing AWS commits known as enterprise discount programs (EDPs)).

## THE CDW SELLER'S ROLE IN AWS MARKETPLACE CPPO

Although CDW's Public Cloud Marketplace Team and our partners will support you during an AWS Marketplace CPPO transaction, a CDW seller has the lead role in:

- Registering the opportunity
- Working with your ISV and CDW ITS peers to configure/price the solution and create a quote
- Sending the offer to the customer

## CDW'S FEATURED MARKETPLACE ISVS:



## AVAILABLE SOFTWARE VENDORS

You can consult the list of software vendors that are available for CPPO [here](#).

This is not all-inclusive list, if you don't see the software vendor a customer is looking for, let the CDW account manager know and they can check with the CDW's AWS marketplace program manager.

## AWS MARKETPLACE CPPO PROCESS



## CREATE CPPO

AWS Marketplace CPPO Offer Creation

- CDW's Cloud Marketplaces Team will work with the ISV to create the private offer based on information provided by you as the seller – **please include CDW's AWS account ID: 264864055169**
- Contact: [nourhan.shehata@cdw.ca](mailto:nourhan.shehata@cdw.ca) (secondary contact: [aws-marketplace@cdw.com](mailto:aws-marketplace@cdw.com)), SLA -1 business day

## ACCEPT & DEPLOY

Offer Delivery

- CDW's Cloud Marketplaces Team will send the offer to the CDW account manager which they will forward to the customer

Customer Offer Acceptance

- CDW's Cloud Marketplaces Team -[nourhan.shehata@cdw.ca](mailto:nourhan.shehata@cdw.ca) (secondary contact: [aws-marketplace@cdw.com](mailto:aws-marketplace@cdw.com)), SLA -1 business day

## INVOICE & PAY

AWS Funds Disbursement

- The seller's pay is tied to the customer payment schedule. ETA of eight to 10 weeks

**For more information, contact your CDW account team at 800.972.3922**



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