

# AWS MSP Partner Journey

						 Required	 Highly Recommended				
Discuss		Learn		Build		Assess		Go To Market		Grow	
 1	MSP Discussion	 3	MSP Checklist and Calibration Guide	 5	MSP Best Practices Document	 7	Self-Assessment	 9	Program Achievement	 11	Further Grow through Differentiation
Schedule a MSP discussion with your AWS Partner Manager on how to setup a cloud MSP business model, milestones, and timelines		<a href="#">Review the AWS MSP Program Validation Checklist</a> for detailed requirements and leverage the <a href="#">Calibration Guide</a> . Work with your AWS Partner Solutions Architect to review and prepare.		Build and document your MSP practice's processes with relevant tools and <a href="#">MSP Practice Building Guides</a> aligned with the current version of the validation checklist.		Complete the <a href="#">self-assessment</a> against the current MSP program checklist to ensure your organization is prepared for the live audit.		Listed as AWS MSP Partner on Partner on <a href="#">AWS MSP Program page</a> and other program benefits		Leverage other <a href="#">AWS Partner Specialization Programs</a> .	
 2	Enroll into the Services Path to get started	 4	Defining Next Gen Managed Services	 6	Managed Services Build Workshops	 8	Full Audit*	 10	Go-to-market acceleration	 12	MSP Program Renewal and Updates
<a href="#">Review MSP Program Guide</a> to learn about program requirements and build your AWS MSP Practice		<a href="#">Review the APN blog</a> on next-generation managed services as well as other examples of <a href="#">AWS MSP Program success</a> .		Limited capacity service helping partners enhance their AWS MSP capabilities and accelerate their journey (permitting availability of AWS resources). Learn more and apply <a href="#">here</a> .		<a href="#">Apply</a> to the AWS MSP Program, then complete an optional Process and Controls Overview, and 1 day audit to demonstrate capabilities aligned to AWS MSP Program Validation Checklist requirements		Evolve your services offerings and go-to-market strategy and leverage ready-made marketing campaigns from <a href="#">Marketing Central</a>		Continue to learn and evolve with <a href="#">AWS MSP Program</a> , leverage the renewal opportunity to raise the bar of your MSP Practice and grow your managed services pipeline.	