


AWS MSP Partner Journey

● Required ● Highly Recommended

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

