**Building a Repeatable Solution**

1. Who are my customers?
2. What business problem(s) are we trying to resolve?
3. What does the solution look like?

* What is the benefit to the customer?
* How long does the solution take to implement?

1. Can we replicate and scale this solution?

* Will we have a packaged offering?
* Are there different levels of support?

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| **Solution** | **AWS Services** | **Target Market** | **Time Frame** |
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Once you have created a plan for the repeatable solution you can reach out to your partner manager who can work with you to promote your solution.

**What is my solution?**

*Provide information below.*