

Grow your Business with Professional Services in AWS Marketplace

[AWS Marketplace](#) is a curated digital catalog helping customers find, subscribe to, deploy, and govern third-party software, data, and professional services. This includes professional services related to software published on AWS Marketplace or for building on AWS.

Start selling your professional services on AWS Marketplace to access AWS-led co-selling opportunities, activate new revenue opportunities and connect with a large pool of over 300,000 active AWS Marketplace customers globally. Watch the [Manage Professional Services Products in AWS Marketplace](#) video to learn more.

Getting Started

AWS Marketplace can help you grow your business and reach new customers through publicly discoverable professional service listings and can accelerate procurement by automating billing and reporting. When you sell with AWS Marketplace you control the pricing, invoice dates and scope of work while AWS manages billing which is conveniently itemized to your customer's AWS account. Here's how to get started:

Step 1

On-board to AWS Marketplace as a seller. On-boarding requirements and instructions can be found in the [AWS Marketplace Seller On-Boarding Guide](#).

Step 2

Publish Your Professional Services listings. To market and sell on AWS Marketplace create one or more catalog listings. Watch the [How to List a Professional Service](#) video and use the accompanying [Professional Services Listing Guide](#) to start.

Step 3

Market Your Listings. Once you publish to the catalog you can use your public listing in campaigns, share it with customers and AWS sales teams and use it to transact with customers via Private Offers. The AWS Marketplace [Seller Marketing Guide](#) provides tips and resources to market your listings.

TO LEARN MORE ABOUT PROFESSIONAL SERVICES IN AWS MARKETPLACE

Visit the Professional Services feature page on AWS Marketplace or email us @ aws-mp-channel@amazon.com

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Getting Started Resources

[AWS Marketplace Seller On-boarding Guide](#)

[How to List a Professional Service Video](#)

[Professional Services Listing Step-by-Step Guide](#)

[Marketing Your Products on AWS Marketplace](#)

Grow your Business with Professional Services in AWS Marketplace

How it Works

When a potential customer views your professional services listing on AWS Marketplace they are prompted to request a private offer from you. AWS Marketplace sends notifications to the e-mails of your choice informing you that a customer has requested a professional service private offer. Whether you were connected with a new customer through this request process or are already working with an existing customer you can use AWS Marketplace to create a private offer. Here's how it works:

Step 1

Create Private Offer. Create an offer to a specific customer with customized pricing, invoice dates and agreement/scope of work. The [Seller Private Offer Guide](#) provides an overview on how to create a professional service private offer. The private offer creation process generates a unique URL that you send to your customer.

Step 2

Customer Accepts Private Offer. Customers signed into their AWS account click the private offer URL which displays the acceptance page where they can see your offer, pricing and any attachments like a custom scope of work. If the customer is satisfied with the details, they click to accept.






Step 3

Invoicing and Payment. AWS will invoice the customer for the price, and on the dates, you specified. AWS disburses customer payments to your bank account and, for professional services, retains a flat rate listing fee. Private offer subscriptions, billing and disbursement activity are recorded in [Seller Reporting](#).

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How It Works Resources

[Managing Professional Services Products in AWS Marketplace video](#)

[AWS Marketplace Seller Private Offer Guide](#)

[AWS Marketplace Seller Reports](#)