






Customer Financing is now available in AWS Marketplace

AWS Marketplace supports flexible options to help your customers maximize value on their most strategic solutions. Customer financing is possible through select AWS Consulting Partners and other Third Party Financing Groups, and is available for both Seller Private Offers and Consulting Partner Private Offers. Customer financing is available whether or not a Consulting Partner is part of the opportunity.

BENEFITS OF CUSTOMER FINANCING

-  Help customers maximize long term value with flexible options.
-  Get upfront payment on 1, 2, and 3 year terms.
-  Get paid faster.

How it Works

A customer and the Financier agree to financing terms. The Customer and the Financier negotiate and agree to rate and payment terms.



Key things to know:

- ✓ Before creating the Private Offer, the Customer and the Financier negotiate and agree to rate and payment terms.
- ✓ Customer subscribes to Private Offer.
- ✓ AWS Invoices on the day of the subscription.
- ✓ After AWS disburses the payment to the Consulting partner (if applicable) and ISV, the Financier invoices the customer per the terms agreed to outside of AWS Marketplace.

Need Help?

Please contact the Customer Financing Desk at AWSMP-Financing@amazon.com.