

Flexible Payment Schedule Support

The purpose of this guide is to assist ISVs in creating a resell opportunity using a flexible payment schedule (FPS) to define the wholesale price.

Prerequisites

- ISV must have a paid listing in AWS Marketplace
- CP must be registered as a [Seller in AWS Marketplace](#) and have completed their public profile and the tax and banking wizard.
- Buyer must support the invoice payment method to be eligible for a flexible payment offer

If you are unsure your partner is a registered reseller, check the [participating partner list](#). Don't see your partner on the list? Contact your channel account manager or e-mail aws-mp-channel@amazon.com and someone from the AWS Marketplace Channel Team will contact you.

TO LEARN MORE ABOUT AWS MARKETPLACE:

Contact your Partner Development Manager (PDM), or email us @ aws-mp-channel@amazon.com

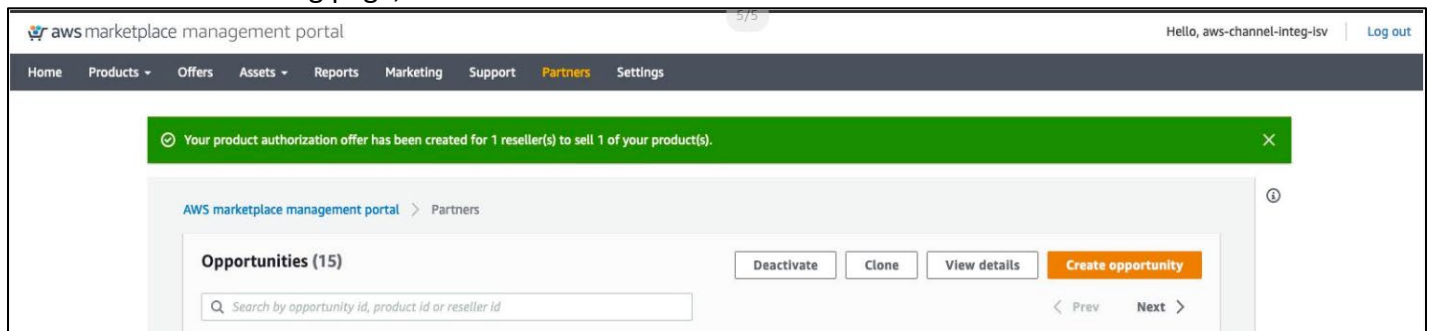
CONNECT WITH US|

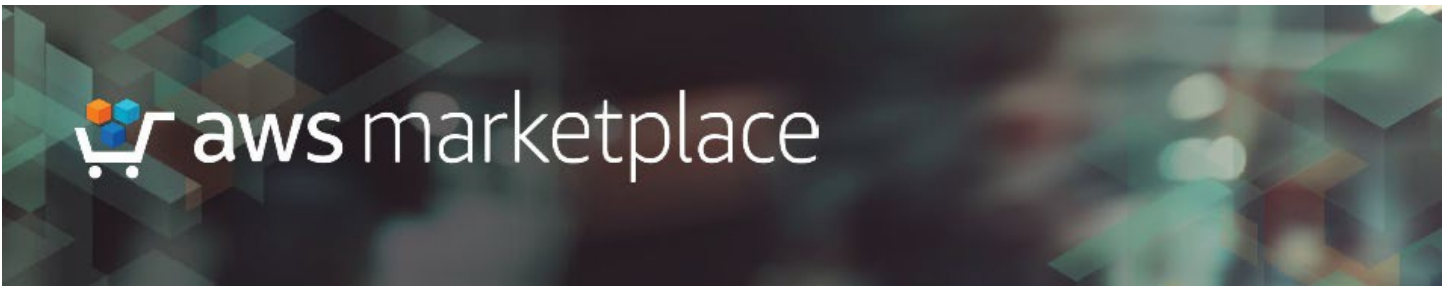
- facebook.com/amazonwebservices
- twitter.com/awsmarketplace
- youtube.com/user/amazonwebservices
- aws.amazon.com/blogs/marketplace
- aws.amazon.com/blogs/apn

Steps

By following the steps below, ISVs can authorize consulting partners with custom discounts to extend a Private Offer for a customer with a flexible payment schedule. The partner can then direct their customer to subscribe to it, or log into their customer account and subscribe on their behalf.

1. Log into [AWS Marketplace Management Portal](#) (AMMP) with the AWS Account you used to register as Seller in AWS Marketplace.
 - a. Tip: Ensure that you are logged out from another account before logging in with your AWS Marketplace Seller account
2. From the AMMP landing page, choose the **PARTNERS** tab.





3. Choose **CREATE OPPORTUNITY**.

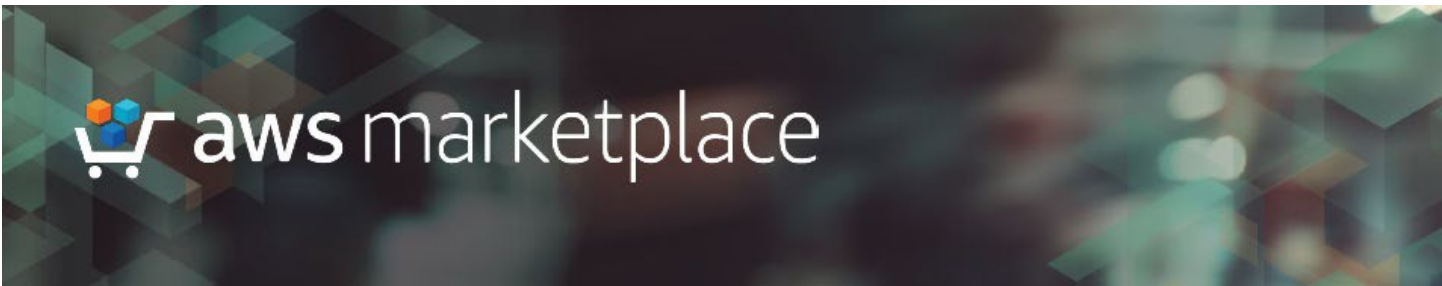
The screenshot shows the AWS Marketplace Management Portal interface. At the top, there's a navigation bar with "aws marketplace management portal" on the left and "Hello, aws-channel-integ-isv | Log out" on the right. Below the navigation bar, there's a menu with "Home", "Products", "Offers", "Assets", "Reports", "Marketing", "Support", "Partners" (highlighted), and "Settings". A green notification banner at the top says "Your product authorization offer has been created for 1 reseller(s) to sell 1 of your product(s)". The main content area is titled "Partners" and shows "Opportunities (15)". There are buttons for "Deactivate", "Clone", "View details", and "Create opportunity" (highlighted in orange). A search bar is present with the placeholder "Search by opportunity id, product id or reseller id". Below the search bar is a table with columns: "Opportunity id", "Opportunity name", "Reseller name", "Reseller id", "Product name", and "Product id". The first row of the table contains: "35af6fe9-df99-4196...", "ExampleOpportunity", "AWS Channel CP", "182645814753", "NodeJS Integ by Cha...", and "178341b5-c73b-4dc...".

4. Specify the Opportunity name, description, and consulting partner reseller you'd like to authorize.

The form is divided into two main sections: "Details" and "Resellers".
Details
Opportunity name
Minimum 3 and a maximum of 100 characters. Special characters and spaces are not allowed.

Opportunity description
Option field. Max limit 256 characters. Special characters are not allowed.

Resellers
Reseller(s) info
Each combination of reseller and product will produce individual opportunities.



5. In the Discounts and Products section, select the Flexible payment schedule (FPS) option, then select the product you wish to create the opportunity for. Note, an FPS opportunity can only be created for **ONE PRODUCT** in a **SINGLE USE OPPORTUNITY**.

Discounts & Products

Discount type
Discount on the product price that the reseller can offer

Percentage discount
Apply a single discount rate to all selected products

Individual pricing
Apply specific discounts to a specific product

Flexible payment schedule
Set a flexible payment schedule

Your product(s) Info
Choose one of your products to authorize for resellers to sell on your behalf.

NodeJS Integ by Channel (SaaS Contract With Consumption) ▼

6. Next, select the **CONTRACT DURATION** and number of units per dimension that the opportunity will be for.

Units per dimension

Select the contract duration

1-Month Rate

12-Month Rate

36-Month Rate

Dimensions
Enter 0 units in any option to exclude it from the offer

Node100Users
User Bundle allows data to be posted for up to 100 users

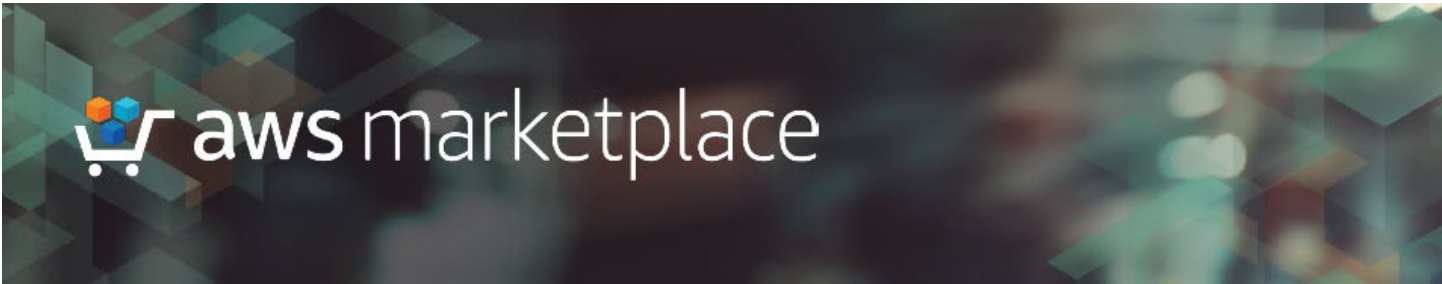
0

Node150Users
User Bundle allows data to be posted for up to 150 users

0

Node200Users
User Bundle allows data to be posted for up to 200 users

2



7. Then **CREATE PAYMENT SCHEDULE** for the wholesale payment and invoice dates due by the CP. The invoice dates will also be reflected as the invoice dates for the end buyer.

Payment schedule

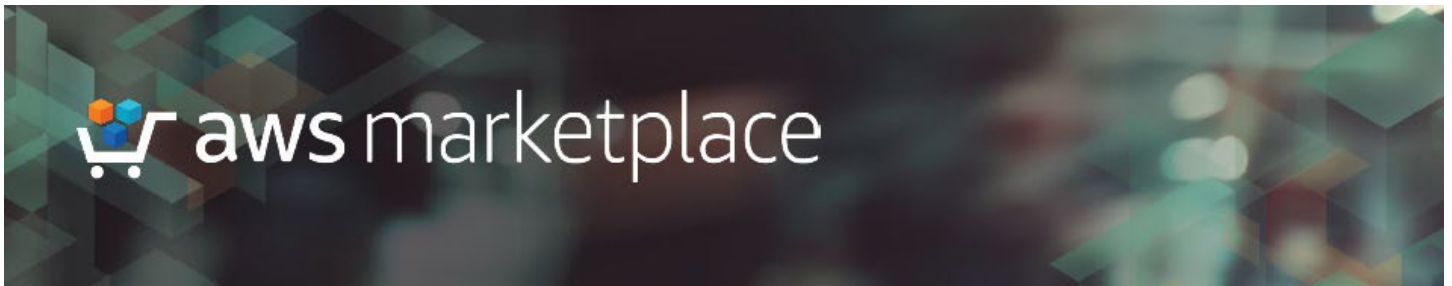
Payment (\$)	Invoice Date	
<input type="text" value="100"/>	<input type="text" value="2020/12/31"/>	
<input type="text" value="100"/>	<input type="text" value="2021/06/30"/>	<input type="button" value="Remove"/>

Total payment due to ISV: \$200

8. If applicable, specify the **CUSTOM WHOLESALE PRICE** for each additional usage dimension

Additional usage costs

Node100Users Node100UsersAdditional		
Rate	Public Price (\$) 0.003	Custom Price (\$) <input type="text" value="0.001"/>
Node150Users Node150UsersAdditional		
Rate	Public Price (\$) 0.01	Custom Price (\$) <input type="text" value="0.001"/>
Node200Users Node200UsersAdditional		
Rate	Public Price (\$) 0.121	Custom Price (\$) <input type="text" value="0.001"/>



9. Then specify the **END DATE** of the opportunity.

Duration

i Only single use opportunities are supported for flexible payment schedule option. ×

Opportunity time length

Define how long the specified resellers are authorized to create offers using the specified discounts

- Single use**
Allows for a single offer to be created per product specified
- Specific time duration**
Opportunity expires after the date specified below
- No set time duration**
Lasts until you manually deactivate the opportunity

End date

2020/12/30

10. Optionally, if you know the end buyer's AWS account ID, you can add the buyer account ID to the opportunity. This action ensures that the CP can only use this opportunity to target the end buyer you input. To create a private offer with FPS, the end buyer account ID must be on invoicing terms with AWS.
11. Select **REVIEW OPPORTUNITY** to review authorization details.

Review opportunity

Opportunity details

Opportunity name FPExample	Opportunity description
Opportunity time length Single use	End date 2020-12-30
Resellers AWS Channel CP	Products NodeJS Agreement With Contract (SaaS Contract With Consumption)
Discount type Flexible payment schedule	Contract duration 12-Month Rate
Buyer(s) All buyers	

Units per dimension

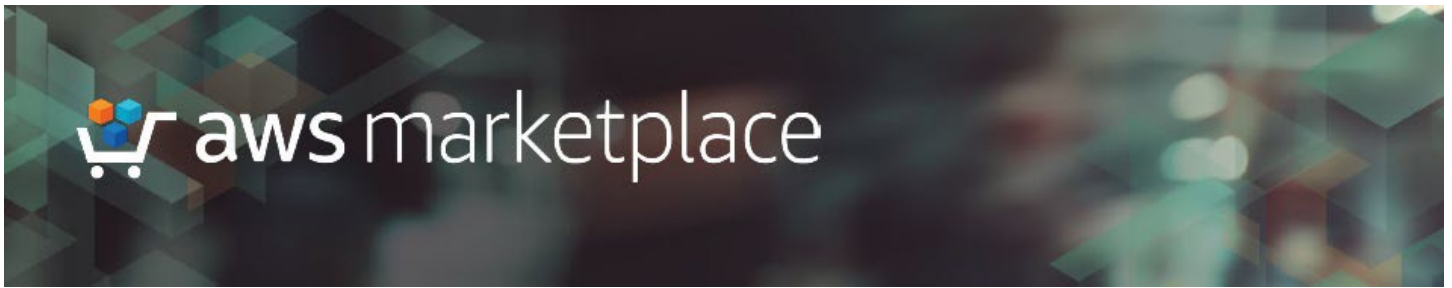
Dimension	Units
Contracts Dimension1	-
Contracts Dimension2	-
Contracts Dimension3	2

Payment schedule

Amount (\$)	Invoice date
100	29 days from now
100	7 months from now

Additional usage costs

Name ▲	Description ▼	Rate (\$) ▼
Node100Users	Node100UsersAdditional	0.001
Node150Users	Node150UsersAdditional	0.001
Node200Users	Node200UsersAdditional	0.001



12. Select **CREATE OPPORTUNITES** to view opportunity in opportunity table.

By clicking "Create Opportunity", you agree to authorize the respective reseller(s) to resell your respective product(s) via AWS Marketplace as set forth on this page and in accordance with the Terms and Conditions for AWS Marketplace Sellers governing the listing of such products.

Cancel

Previous

Create opportunities

Reference links

- [ISV Self Service Reseller Authorization Instructions](#)
- [ISV Self Service Reseller Authorization Demo](#)
- [Consulting Partner Creates](#)
- CP Creates CPPO from FPS Opportunity Instructions

Contacts

Have additional questions on authorization opportunities?

- Contact the [AWS Marketplace Customer Desk](mailto:mpcustdesk@amazon.com) at mpcustdesk@amazon.com.