

# Cloud Practice Builder Cloud Accelerator



## Unlock Your Cloud Potential with Cloud Accelerator

Step into the realm of AWS Cloud mastery with TD SYNnex Public Sector at the helm. Welcome to Cloud Accelerator, where limited spots are reserved for the select few ready to start this proven methodology across five transformative milestones. Led by our seasoned Partner Development Managers, Cloud Accelerator offers guidance, exclusive advantages, and unwavering support, all while unlocking enticing incentives at every stage. Upon completion of the milestones, you will be recognized as a graduate of the AWS Accelerated Development program. Secure your spot, elevate your AWS Cloud practice, and seize the rewards with Cloud Accelerator.

### Charting Your Path. Milestones to AWS Success

6 to 9 Month Accelerator Path for AWS Services & Software partners



#### GO-TO-MARKET READINESS

- Create sales battlecard, cloud business plan, utilize Marketing Central and/or DemandSolv campaign

Partners will be paired with a dedicated marketing consultant to craft and refine essential assets, along with privileged access to a catalog offering heavily discounted lead-gen activities.



#### PROCUREMENT PATH

- Access TD SYNnex expertise and market intelligence to drive procurement processes



#### TECHNICAL VALIDATION

- Align with relevant AWS programs and technical capabilities
- Access architecture reviews, immersion days, and other programs

Partners will be recognized through TD SYNnex Public Sector social channels and receive cobranded apparel. Please note that the value of the branded apparel does not exceed \$1,750.



#### CLOUD ENABLEMENT

- Access training to build cloud best practices and governance
- Develop cross-functional teams to meet AWS cloud requirements

Partners receive a \$5,000 installment in Market Development Funds (MDF) upon completion of each of the first two milestones, with a total of \$10,000 for completing all five milestones.



#### APN ALIGNMENT

- Advance APN Tier, Create Partner Listing, Join Public Sector Partner Program



For information, contact our team today at [EnterpriseCloudSales@tdsynnex.com](mailto:EnterpriseCloudSales@tdsynnex.com)

# Elevate your AWS Cloud business, access funding and incentives



## Training

Access fully subsidized training and certifications from trusted knowledge sources such as Pluralsight, A Cloud Guru, and ExitCertified.



## Programs

Leverage our suite of programs including the Migration Acceleration Program, AWS Well-Architected Partner Program, Think Big for Small Business, and more!



## Funding

Access exclusive perks and MDF dollars upon completing each milestone in the acceleration program path.



## Go-To-Market

Discover our comprehensive suite of tools for effective go-to-market strategies, including the AWS content stream platform, Market Intelligence, end-user profiling and list development, and more!

## Start Your Cloud Journey Today!

Ready to secure your place in the Cloud Thrive Accelerator program? Don't delay! Reach out to schedule a consultation with one of our dedicated Partner Development Managers at TD SYNEX Public Sector. They will personally assist you through the nomination process, submitting on your behalf to AWS, ensuring you seize this exclusive opportunity. Elevate your cloud journey today – reserve your consultation now!



For information, contact our team today at  
[EnterpriseCloudSales@tdsynnex.com](mailto:EnterpriseCloudSales@tdsynnex.com)