

# Rapidly accelerate your AWS Cloud business with Tech Data!

Build your competence, confidence, and credibility to become the trusted advisor to your customers on AWS Cloud with Tech Data.



## AWS CERTIFICATIONS

AWS certifications are amongst the most highly rated and sought-after certifications in the industry, meaning equipping your teams with them puts your cloud practice at a significant advantage over your competitors.

**Support your sales and technical staff with training delivered by AWS or Tech Data Academy to...**

- EMPOWER** your teams
- EXPAND AWS** knowledge
- INCREASE** cloud skills and expertise
- IMPROVE** customer agility
- GAIN** a competitive edge

**Tech Data will guide you through the learning path to help you build and accelerate your AWS cloud business.**

Register here for invaluable partner AWS Training and Certification.

[Register here →](#)

## AVAILABLE TRAININGS

Choose one or both of the routes available - one for **Business Professionals** and one for **Technical Professionals**.

Both routes are delivered by our team of AWS experts, who remain on hand to support your teams throughout their training and certification journey. Whatever your current AWS level, you're sure to find the right course for you.

**You need to be logged into Skillbuilder and Partner Center to access the necessary training.**

### Phase 1 - Accreditations

The objective is to accelerate Accreditation attainment with registered partners (x2 Business, x2 Technical), to support tier upgrade to Select status.

	TYPE / DURATION	DELIVERED BY	FREE / FEE	MANDATORY	RECOMMENDED	
<b>AWS Partner: Accreditation Business</b>	3.5 hours: digital, self-paced	AWS Partner Training	Free	•		<a href="#">View now →</a>
<b>AWS Partner: Accreditation Technical</b>	3.5 hours: digital, self-paced	AWS Partner Training	Free	•		<a href="#">View now →</a>
<b>AWS Partner: Cloud Economics Accreditation Business &amp; Technical</b>	3.5 hours: digital, self-paced	AWS Partner Training	Free		•	<a href="#">View now →</a>

### Phase 2 - Foundations and Certifications

The objective is to deliver foundations training for both business and technical partner individuals to ensure they get the messaging on Why cloud?, Why AWS?, core services, funding programs, licensing and pricing. The second step is focused on achieving Foundational level (x2) and Associate level (x2) certs, to support tier upgrade to Select status.

	TYPE / DURATION	DELIVERED BY	FREE / FEE	MANDATORY	RECOMMENDED	
<b>AWS Partner: Foundations Business</b>	1 day: virtual, instructor led	AWS Partner Training	Free		•	<a href="#">View now →</a>
<b>AWS Partner: Foundations Technical</b>	1 day: virtual, instructor led	AWS Partner Training	Free		•	<a href="#">View now →</a>
<b>Cloud Practitioner Essentials Business &amp; Technical</b>	1 day: virtual, instructor led	AWS Partner Training	Free		•	<a href="#">View now →</a>
<b>AWS Certified Cloud Practitioner Business &amp; Technical</b>	On-line proctored exam	Pearson Vue or PSI	Fee	•		<a href="#">View now →</a>
<b>Architecting on AWS Technical</b>	3 days: virtual, instructor led	ATP	Fee		•	<a href="#">View now →</a>
<b>AWS Certified Solutions Architect - Associate Technical</b>	On-line proctored exam	Pearson Vue or PSI	Fee	•		<a href="#">View now →</a>

### Phase 3 - Winning your First Deal

The objective is to enable partners to achieve 3 launched opportunities, with MRR of 1500 USD, to support the tier upgrade to Select status.

	TYPE / DURATION	DELIVERED BY	FREE / FEE	MANDATORY	RECOMMENDED	
<b>AWS Partner: Migrating to AWS Business</b>	1/2 day: virtual instructor led	AWS Partner Training	Free		•	<a href="#">View now →</a>
<b>AWS Partner: Migrating to AWS Technical</b>	1 day: virtual, instructor led	AWS Partner Training	Free		•	<a href="#">View now →</a>
<b>AWS Partner: AWS for Microsoft Workloads Business</b>	1/2 day: virtual, instructor led	AWS Partner Training	Free		•	<a href="#">View now →</a>
<b>AWS Partner: AWS for Microsoft Workloads Technical</b>	1 day: virtual, instructor led	AWS Partner Training	Free		•	<a href="#">View now →</a>
<b>AWS Hybrid Cloud: Integrating on premise and AWS environments Technical</b>	1 day: virtual, instructor led	Tech Data	Fee		•	<a href="#">View now →</a>
<b>End user computing and application streaming in AWS Technical</b>	1 day: virtual, instructor led	Tech Data	Fee		•	<a href="#">View now →</a>
<b>AWS Hybrid storage, backup and recovery Technical</b>	1 day: virtual, instructor led	Tech Data	Fee		•	<a href="#">View now →</a>
<b>AWS Hybrid security and server management Technical</b>	1 day: virtual, instructor led	Tech Data	Fee		•	<a href="#">View now →</a>
<b>Modern applications in AWS Technical</b>	1 day: virtual, instructor led	Tech Data	Fee		•	<a href="#">View now →</a>
<b>Migrate Databases from/to AWS Technical</b>	1 day: virtual, instructor led	Tech Data	Fee		•	<a href="#">View now →</a>
<b>AWS Storage Services Technical</b>	1 day: virtual, instructor led	Tech Data	Fee		•	<a href="#">View now →</a>
<b>AWS Database Services Technical</b>	1 day: virtual, instructor led	Tech Data	Fee		•	<a href="#">View now →</a>

**Training is an essential part of Tech Data's value proposition to our partners, and we can facilitate a wide range of AWS Training and Certification through our Tech Data Academy.**

From cloud novice to fully-fledged, profitable AWS practice, let us take you as high as your ambitions reach with our expertly crafted courses.

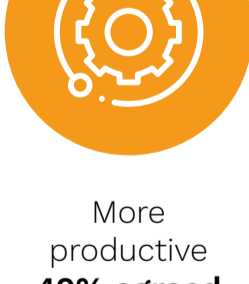
For more information about building and accelerating your AWS cloud business, [download the Tech Data playbook](#).

## AFTER AWS TRAINING

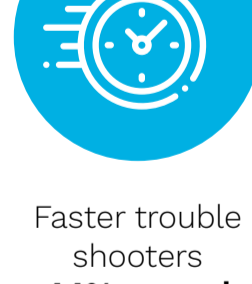
A survey of IT decision-makers reported that AWS-certified professionals are:



Better at meeting client requirements  
**54% agreed**



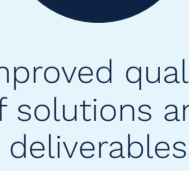
More productive  
**49% agreed**



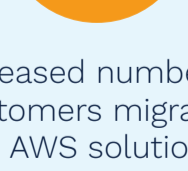
Faster trouble shooters  
**44% agreed**

## Propel your organisation with cloud fluency

AWS Training and Certification helps build and validate the cloud skills that organisations need to transform their business and do more in the cloud. AWS partners who attended training or achieved AWS certification reported a variety of business benefits, including:



Improved quality of solutions and deliverables



Increased number of customers migrating to AWS solutions



Shortened implementation times



**94%** of AWS partners\*\* who achieved AWS Certification reported at least one personal benefit, including:

- Broadened skills
- Enhanced career opportunities
- Enablement to sell additional AWS services

(\*\* Metrics That Matter, a subsidiary of Gartner, 2018).

And to discover how Tech Data can help you master the AWS cloud business, download our value proposition here.

[Download now →](#)



**Register here for AWS Training and Certification for Tech Data partners.**

[Register here →](#)