

Qualification Criteria

Partners are selected based on alignment, readiness, and commitment to drive results.

AWS SPECIALIZATION	ACE ELIGIBILITY	FUNDING	RESULTS
<p>Eligible Competencies and/or SRP/SDP:</p> <ul style="list-style-type: none">AIContainersData & AnalyticsDevOpsMigration & ModernizationAmazon ConnectAWS Graviton	<p>Meet AWS co-sell engagement (ACE) eligibility requirements</p> <p>CRM and lead management processes in place</p>	<p>Receives MDF and able to cover partial funding toward marketing activity</p>	<p>Nurtures leads resulting from AWS-managed campaigns and sales team availability to engage with qualified leads</p> <p>Enters associated opportunities into ACE and tags AWS marketing campaign and service(s)</p>