

Catalyst for ISV Program

Requirements	Tier I	Tier II	Tier III
AWS native billing (ARR)	\$50K	\$100K-250K	\$250K <
Enroll in APN	✓	✓	✓
Enroll in <u>ISV-A</u> *	✗	✓	✓
Executive Commitment	✗	✓	✓
Referenceable Case Study	✗	✗	✓

*Must complete within 12 months

Catalyst for ISV Program

Business Services	Tier I	Tier II	Tier III
<u>Consolidated Billing</u>	✓	✓	✓
AWS Funding Programs	■	■ ■	■ ■ ■
AWS GTM Partnership Navigation	✗	✓	✓
AWS Marketplace Listing/Support	✗	✓	✓
AWS Marketplace Sales Operations	✗	✗	✓

Catalyst for ISV Program

Technical Services	Tier I	Tier II	Tier III
<u>Cloud Advisory Review</u>	✓	✓	✓
<u>Cloud Finance Health Check</u>	✓	✓	✓
<u>Cloud Architecture Health Check</u>	✗	✓	✓
<u>Cloud Security Posture Assessment</u>	✗	✓	✓
<u>Well-Architected Framework Review</u>	✗	✗	✓

Business Services Timeline

Week 0

KICK-OFF CALL

Team introductions

Review ISV Program and ensure project alignment

Week 1-2

COURSE INTRODUCTION

APN (Amazon Partner Network)

Week 3-6

WORKING SESSIONS

FTR (Foundational Technical Review)

GTM (Go-To Market)

Marketplace

AWS Funding

Week 7

PROGRAM SYNC

Review meeting

Ongoing

ONGOING SUPPORT

Ongoing support

Marketing events

AWS co-sell engagement



Technical Services Timeline

Week 0

KICK-OFF CALL

Team introductions

Review ISV Program and ensure project alignment

Week 1-2

DISCOVERY

Cost Optimization

CSPA (Cloud Security Posture Assessment)

WAFR (Well-Architected Framework Review)

Week 3

ANALYSIS

Develop report on findings

Week 4

PRESENT FINDINGS

Review meeting

Week 5

CHECK-IN

Confirm remediation efforts as needed

Ongoing

ONGOING INITIATIVES

Ongoing support

Quarterly reviews

Aligned^{TG}

AWS ISV Order Form



CUSTOMER INFORMATION

Company:

Website:

Admin POC

Billing POC

Name:

Name:

Title:

Email:

Email:

Phone:

Phone:

Address:

City:

State:

Zip:

Terms: NET30

AWS Account ID (12-digit):

SERVICES

Included Services:

Type

Price Book

Fees

Amazon Web Services (AWS)

Resell

AWS Master Price Book

Variable on Consumption

ATG Catalyst for ISV Program

Base

Included with AWS Resell

\$0

ORDER TERMS AND CONDITIONS

- a. **Governing Agreement.** By executing this AWS Reseller Order Form ("Order") with Aligned Technology Group, Inc., a North Carolina corporation ("Aligned TG"), Customer acknowledges and accepts being bound to the terms and conditions herein. This Order is effective as of the Effective Date. This Order contains the entire understanding of the parties with respect to the subject matter hereof and supersedes all prior agreements and understandings, oral or written, with respect to such matters, which the parties acknowledge have been merged into this Order.
- b. **Payment Terms.** Aligned TG will issue monthly invoices to Customer in advance for the fees set out above. All invoices are due and payable by Customer within 30 days from the date of Aligned TG's invoice in US dollars. Past-due invoices shall bear interest at a rate of the lesser of 1.5% per month or the highest rate permitted by law and Customer shall reimburse Aligned TG for all reasonable costs incurred (including reasonable attorney fees) in collecting past due amounts owed by Customer.
- c. **Term.** Subject to Customer's fulfillment of its payment obligations hereunder, the Services will commence on the Effective Date and will continue until either party terminates this Order by written notice to the other party.
- d. **AWS Resell Services.** Subject to this Order, Aligned TG shall provide billing services as they relate to the Supported Services including bill analysis, bill correction, and strategic planning in regard to Supported Services spend used by Customer. Customer hereby grants Aligned TG the limited rights and authority required to perform these Services on its behalf to the necessary third-party providers. Aligned TG provides no additional services related to the performance or use of the Supported Services.
- e. **Supported Services.** The Supported Services identified above are provided by a third-party service provider. Customer acknowledges that its use of such Supported Services will be subject to its agreement and adherence to any and all required terms and conditions provided by such third-party. Customer hereby acknowledges that Aligned TG will have read-only access to the Customer's billing accounts related to such Supported Services. Aligned TG disclaims any and all warranties and liabilities associated with the performance of Supported Services.

Aligned Technology Group, Inc.

Name:

Title:

Date:

Signature:

Independent Software Vendor

Name:

Title:

Date:

Signature: