



Partner  
Network

## AWS合作伙伴网络及资源

生态系统及合作伙伴部

April 2017

AWS中国（北京）区域由光环新网运营

# AWS合作伙伴网络

全球超过三万家APN合作伙伴

在中国我们已有数百家合作伙伴



**核心级, MSP 和能力计划合作伙伴业绩成长速度更快**

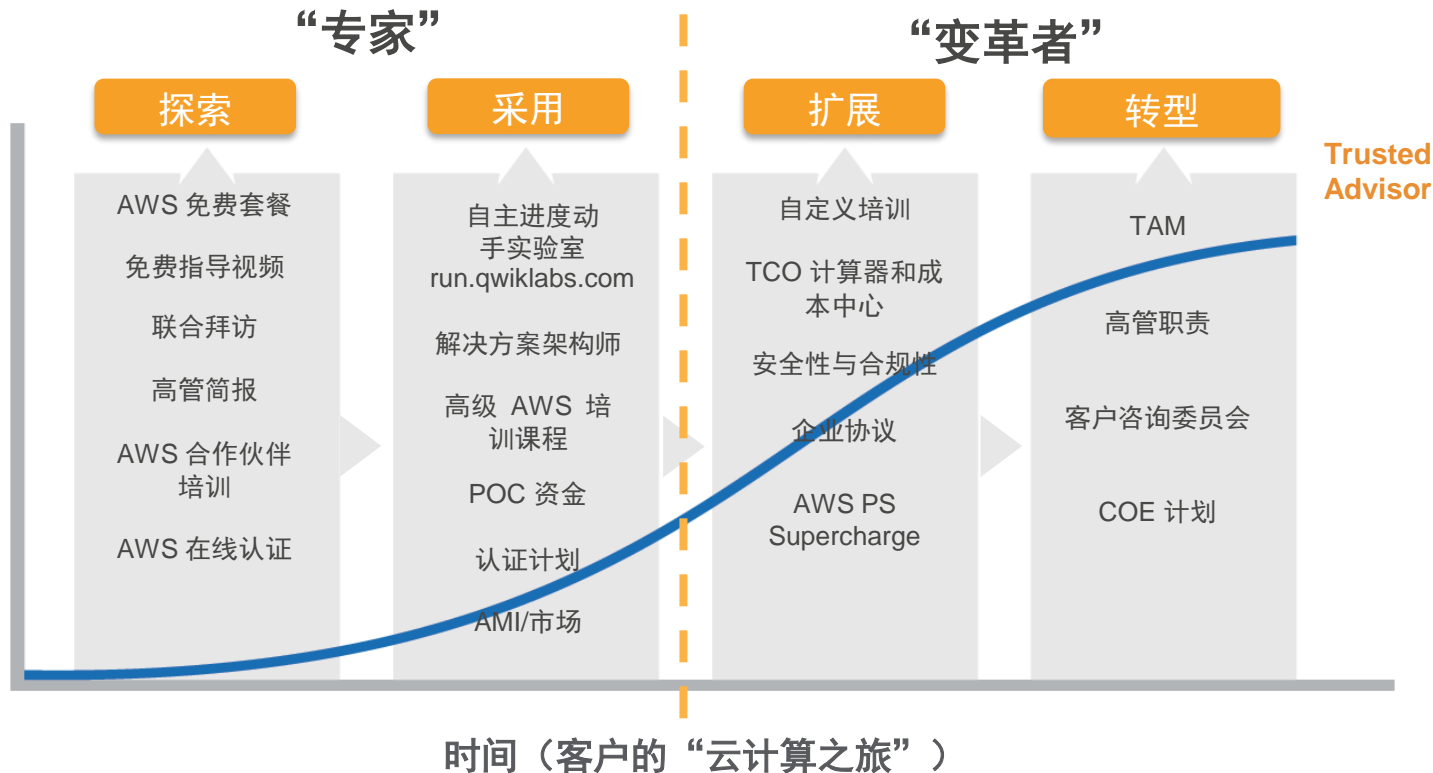
# 合作伙伴为客户云计算旅程增值

“专家”

“变革者”

我们在整个旅程中积极推动客户行动。

云采用程度



# APN合作伙伴体系

## 咨询合作伙伴

系统集成商

咨询服务商

管理服务

数字内容服务商

增值分销商

## 级别

核心级

进阶级

标准级

注册级



## 技术合作伙伴

独立软件开发商

SaaS/PaaS

操作系统供应商

数据库供应商

开发工具

安全及管理

## 级别

进阶级

标准级

注册级



# APN合作伙伴级别及要求

## 咨询合作伙伴

### 注册级

### 标准级

\$1K/月AWS使用量

2 AWS 认证

2 客户成功案例

### 进阶级

6 AWS 认证

\$50K/月AWS使用量

6 客户成功案例

### 核心级

28 AWS 认证

AWS使用量

10客户成功案例

- APN 能力
- MSP 或 DevOps
- AWS 支持 商业级别+



## 技术合作伙伴

### 注册级

### 标准级

2 客户成功案例

AWS 支持 开发人员级别+  
产品在AWS平台中正式提供

### 进阶级

产品在AWS平台中正式提供  
\$50K/月AWS使用量 or APN 能力  
6 客户成功案例

通过 Well-Architected 审核

AWS 支持 商业级别+



[aws.amazon.com/partners](https://aws.amazon.com/partners)

# AWS合作伙伴网络(APN)



提供**资源**支持AWS产品开发

通过**培训**提高您的人员能力

帮助合作伙伴建立**交付模式**

提供合作伙伴**市场推广支持**

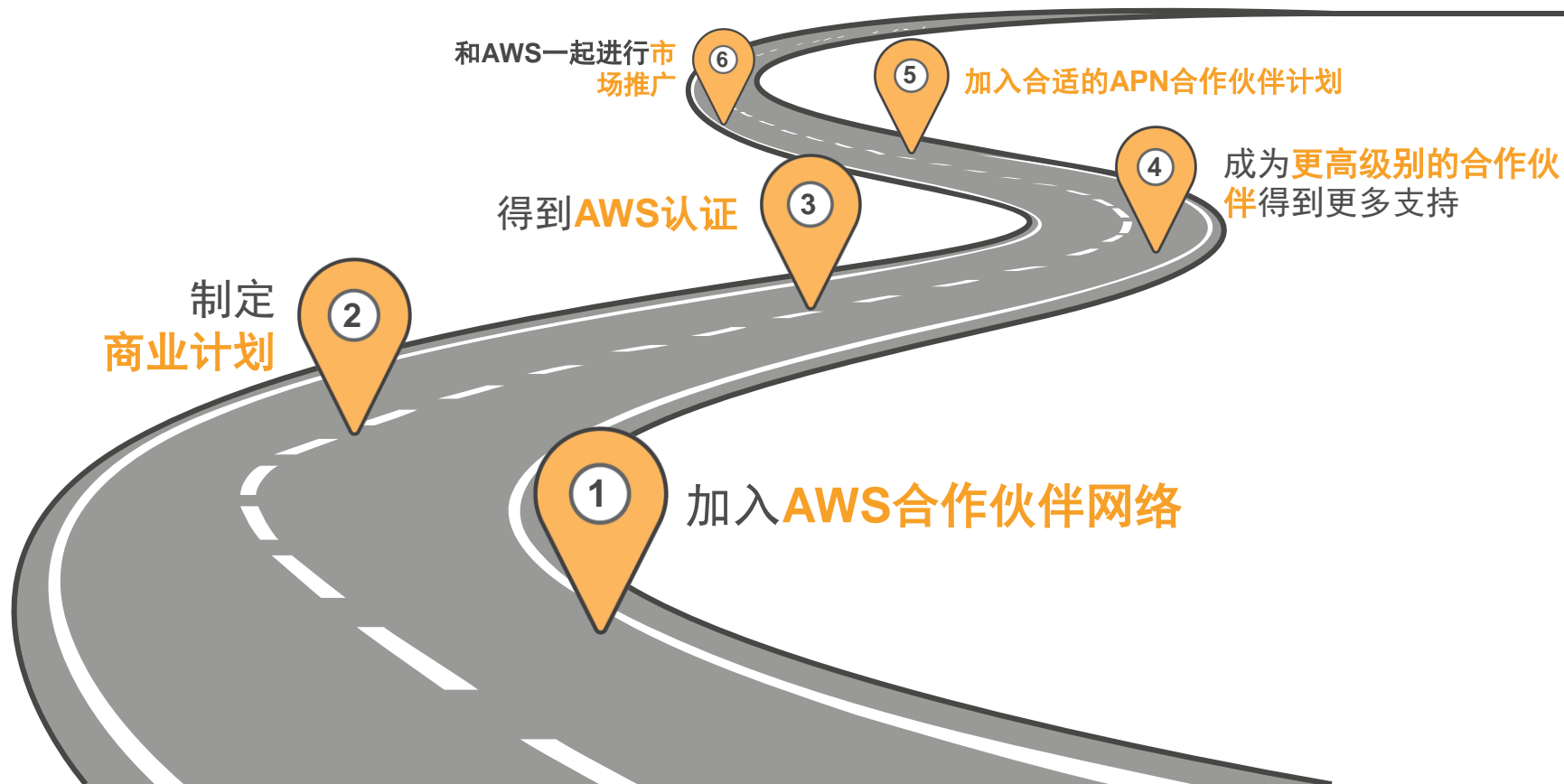
提高合作伙伴在AWS上的**销售业绩**



amazon  
web services

Partner  
Network

# 加入AWS合作伙伴网络APN开启您的云之旅



## 成为APN合作伙伴的益处



# 技术支持

线上技术人员培训与认证

课堂培训辅助

技术白皮书

技术网络论坛会

AWS Quickstarts

产品开发抵用券

AWS合作伙伴解决方案架构师

AWS专业服务训练

AWS专业服务合作机会

路径图



# 业务支持

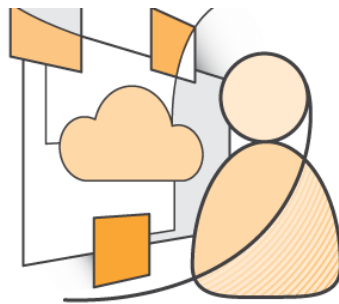
线上AWS培训认证视频

商业白皮书

- “How to Build Your Business on AWS: Best Practices for Consulting Partners”
- “How to Build Your Business on AWS: Best Practices for Technology Partners” *coming soon!*

共同制定商业计划

- 商业计划
- AWS合作伙伴发展经理



# 销售和营销支持

合作伙伴训练营

客户注册商机

和销售团队紧密合作

POC资源

AWS 试用方案

AWS Marketplace



“Immense amount of tools and resources, co-marketing events have really lended to the accelerated success that we’ve enjoyed thus far. We’re excited about what we’ve done with APN.” - Fortinet

# 市场开发资源

AWS品牌

AWS合作伙伴解决方案名录

联合市场营销和推广活动

Email Platform

Syndicated Web Content

能力计划和MSP合作伙伴的推广



AWS Partner Solutions Finder

Your Solution for Finding APN Partners

Keyword, Partner Name, Solution, etc.

Let Us Help You Find the Right APN Partner or Solution



Please select an Industry: (Industry) ▼

Please select a Use Case: (Use Case) ▼

Please select an AWS Product: (AWS Product) ▼

Quick Search

如何成为AWS合作伙伴



# 注册成为AWS合作伙伴



The screenshot shows the AWS China website with a dark navigation bar. The main content area is divided into a left sidebar and a main content column. The sidebar contains a search bar and a list of navigation items: AWS与云计算, 解决方案, 产品, 开发人员, 合作伙伴 (highlighted), 培训与资源, 文档, 支持与服务, and 联系我们. The main content column features a '合作伙伴' section with a right-pointing arrow. Below this, there are links for 'AWS 合作伙伴网络', '寻找 AWS 合作伙伴', 'Premier 咨询合作伙伴', and 'APN 合作伙伴解决方案'. A large illustration of a superhero character is visible on the right side of the main content area.

菜单

amazon web services

AWS中国 活动 产品 解决方案 定价 软件 支持 客户 更多

AWS 与云计算 >

解决方案 >

产品 >

开发人员 >

合作伙伴 >

培训与资源 >

文档 >

支持与服务 >

联系我们

搜索

合作伙伴 >>

AWS 合作伙伴网络

了解 AWS 合作伙伴网络和支持合作伙伴计划的详细情况

寻找 AWS 合作伙伴

寻找合格的 APN 合作伙伴, 以帮助您完成您的 AWS 项目

Premier 咨询合作伙伴

了解更多有关全球最顶尖的 APN 咨询合作伙伴

APN 合作伙伴解决方案

通过关键垂直和解决方案区域找到运行于 AWS 上或与之集成的经验证合作伙伴解决方案。

登录 APN 门户

通过 AWS 合作伙伴专享的站点, 可以下载内容、访问培训资料与并 AWS 互动。

访问 APN 博客



## AWS 合作伙伴网络

帮助 APN 合作伙伴构建基于 AWS 的成功业务实践和解决方案

加入 AWS 合作伙伴网络

<https://aws.amazon.com/cn/>

寻找合作伙伴

APN 计划

合作伙伴培训

合作伙伴营销

合作伙伴成功案例

常见问题

# 制定一份商业计划

制定一份商业计划，充分使用APN的资源与帮助

## 内容包括

与AWS的合作前景

制定成功的衡量标准(KPIs)

市场划分

产品或解决方案设计

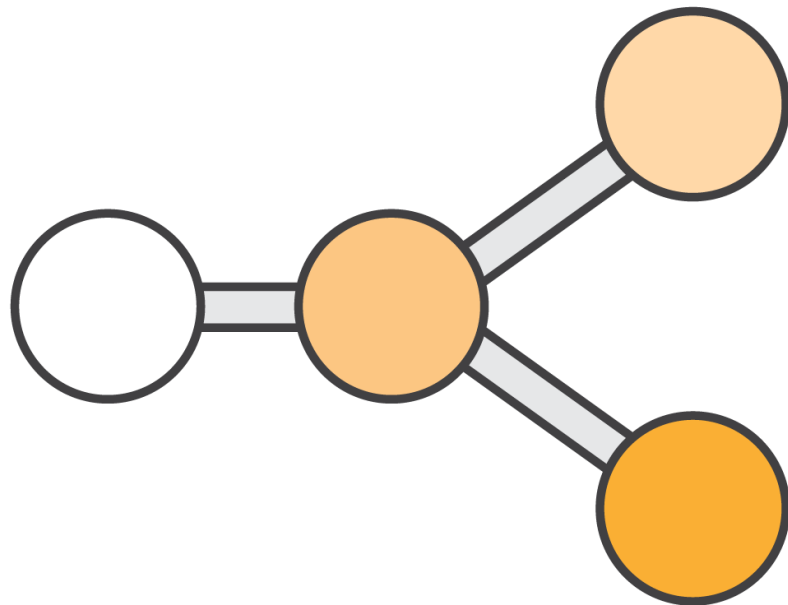
基于AWS的产品与方案

培训与认证

市场开拓计划

销售计划

进度跟进



# 组建一个专业的团队

## 技术实施

给技术人员制定AWS认证目标

设定奖励，鼓励员工得到认证

奖励员工得到高级认证

奖励员工得到更多的认证

创建AWS学院计划

## 销售

AWS专业销售

所有人员获得业务和技术专员资格鉴定

奖励员工发展新客户

制定适合云业务的佣金制度

销售产品和解决方案，推动客户云转型



合作伙伴取得AWS资格鉴定和**AWS认证**，获得更多更好的回报

# 合作伙伴学习路径

[aws.amazon.com/partners/training/learning-plan/](https://aws.amazon.com/partners/training/learning-plan/)

## 学习路径助您成功:

了解AWS平台

增长AWS知识与技能

更好地服务您的客户

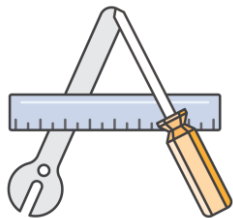
### 咨询合作伙伴

在线培训			基础课堂	公开课及认证考试	进修课程	
AWS 业务专员课程	AWS TCO 和云经济学		AWS合作伙伴训练营 业务人员基础课程	Architecting on AWS	AWS合作伙伴训练营 大数据及分析	AWS专业交付 最佳实践培训班
AWS 技术专员课程	大数据技术基础知识 (选修)	AWS安全基础知识 (选修)		AWS认证考试 准备研讨会		
				AWS 认证考试		

### 技术合作伙伴

在线培训			基础课堂	公开课	进修课程
AWS 业务专员课程	AWS TCO 和云经济学		AWS合作伙伴训练营 技术人员基础课程	Architecting on AWS (选修)	AWS合作伙伴训练营 大数据及分析
AWS 技术专员课程	大数据技术基础知识 (选修)	AWS安全基础知识 (选修)		AWS Technical Essentials	

# AWS认证



解决方案架构师



开发人员



运维管理

AWS Certified Solutions  
Architect – Associate

AWS Certified  
Developer – Associate

AWS Certified SysOps  
Administrator – Associate

AWS Certified Solutions  
Architect – Professional

AWS Certified DevOps Engineer – Professional

了解更多信息 [aws.amazon.com/certification](https://aws.amazon.com/certification)

# 加入APN合作伙伴计划

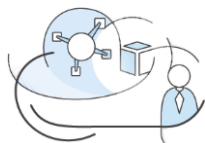
## 交付模式



Channel Reseller Program



MSP Partner Program

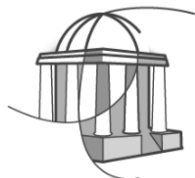


SaaS Partner Program

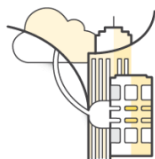
## 能力计划



Competency Program



Government Partners



Direct Connect Partners

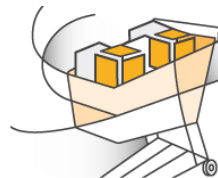
## 市场支持



China Region Partner Program



Partner Funding Benefits



AWS Marketplace

# APN 能力计划

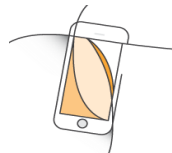
认证在各个领域有能力的合作伙伴

## 主要益处

- 定向转长发展
- 更多的支持
- 在AWS网页上推广
- 共同的市场推广活动
- 在合作伙伴目录中主推



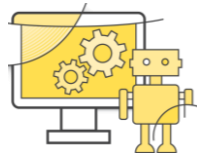
大数据



Mobile



安全



DevOps



市场营销



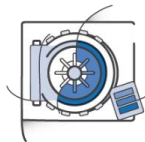
数字媒体



医疗



生命科学



存储



Microsoft



SAP



Oracle

# AWS托管服务计划MSP

\$110B projected managed services revenue within the total cloud market. - 451 Research

- AWS创造了托管服务的新高度
- MSPs必须通过深度的审计，并获得**75分以上**的成绩，能力包括：
  - 创建
  - 自动化
  - 优化
  - 服务级别
  - 迁移
  - DevOps
  - 安全
  - 监控

由第三方审计公司进行审计

- Includes validated Technology Partners that are MSP Enabled
- 成为MSPs，可以获得更多的支持资源

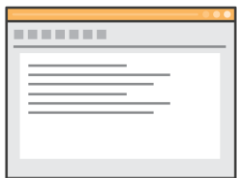


## VALIDATED AWS TECHNOLOGY PARTNERS TO ENABLE MSPS



# AWS软件即服务计划SaaS

完全创新的软件应用模式



## 新产品开发

- 技术支持
- SaaS论坛
- Reference Architectures
- Innovation Sandbox



## 新客户上线

- AWS SaaS 试驾
- AWS Marketplace 推广
- 市场推广
- SaaS POC 支持

Acquia™

Ayla

eFront

emdeon

freshdesk

infor

informatica

imshealth  
INTELLIGENCE APPLIED.

MicroStrategy

Pega

Qlik Q

software AG

splunk >

sumologic

technologyone  
Business software solutions

TIBCO

WORKS  
APPLICATIONS

# APN中国区合作伙伴计划

中国区合作伙伴计划提供额外的针对中国市场的营销，技术和业务支持工具，支持合作伙伴满足AWS中国基础设施上的中国客户的独特需求。该计划为APN合作伙伴提供利用AWS在中国开展业务并为其客户提供中国区域业务支持的能力

## 成为中国区合作伙伴的要求

- ✓ APN标准(Standard)和高级(Advanced)以上成员
- ✓ 具有中国注册的法人经营实体(China legal entity)
- ✓ 制定中国市场商业计划以获取更多支持

# 如何成为AWS 紧密的合作伙伴



# 登陆APN门户



**Welcome to the APN Portal!**


Please take advantage of the tools, content, and training made available exclusively to APN Partners.

Make sure you check back often for new updates in the Portal.

Don't forget to invite your colleagues to the APN Portal.


For more information visit the APN Knowledge Base.

Introducing the Partner Solutions Finder




[Learn More »](#)

AWS IoT Hardware Partner



[Learn More »](#)



Earn AWS TCO and Cloud Economics Accreditation

[Find out more »](#)

APN Webcast



[View more »](#)

## Welcome APN Partners!

The APN Portal is designed to provide you with the content, information and tools you need to help you to grow your AWS business. Take advantage of the below offerings in the APN Portal:

- **Partner Content** : Browse and download from a repository of technical and business materials in the Partner Content section.
- **Webcast** : Check out our on-demand Webcasts with weekly refreshed content.
- **Training** : Keep up-to-date with the latest online and in-person partner education offerings from AWS. Register for AWS Trainings, earn Partner Accreditations, and access e-learning modules through the Partner Training section.
- **Marketing** : Access integrated joint marketing options like APN Marketing Central through the APN Marketing Toolkit to increase awareness and generate demand for your company's products and solutions.
- **Submit an Opportunity** : Request AWS Alliance support when engaging prospective AWS Customers.
- **Ideas** : Collaborate with fellow APN Partners and submit feedback via Ideas, our open forum partner section.
- **Programs** : Partners can also take advantage of programs focused on supporting key areas of their AWS business.

- [View Partner Scorecard](#)
- [Manage Directory Listing](#)
- [View My APN Account](#)
- [View My Profile](#)
- [Partner Terms & Conditions](#)
- [APN Logo Guidelines](#)
- [Find AWS Partners](#)



# 合作伙伴实力表 1

## Welcome to the APN Portal!

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For more information visit the [APN Knowledge Base](#).

[View Partner Scorecard](#)

[Manage Directory Listing](#)

## Partner Scorecard

Partner Scorecard Detail		Tier Compliance and Upgrade
Scorecard	Partner ID 88888	AWS Business Professional Accreditation 128
APN Partner Type	Consulting Partner	AWS Products (General Availability) 3
APN Partner Tier	Advanced	AWS Technical Professional Accreditation 86
AWS Direct Revenue (Self-Reported)	\$1,410,922	Count of Competencies 1
AWS Influenced Revenue (Self-Reported)	\$1,005,251,804	AWS Certifications 5,270
AWS Customer References	29	Count of Professional Certifications 1,039
AWS Public Customer References	20	Count of Associate Certifications 4,212
Solutions on AWS - General Availability	0	Additional AWS Trainings 125
Count of Instructor Led Training	16	Support Statement URL No
Dedicated PAM	10	References (Last 12 Months) 12
Dedicated PM	3	
Support Level	Business	

Tier Compliance and Upgrade

# 合作伙伴实力表 2

## Dedicated Contacts for your Company

[New Dedicated Contact for your Company](#)

Action	Name	Contact Type	Email
<a href="#">Edit</a>   <a href="#">Del</a>	tom	Alliance Manager for AWS	tom@tom.com
<a href="#">Edit</a>   <a href="#">Del</a>	Joe Schmoe	Alliance Manager for AWS	jo@jo.com

## AWS Revenues

[New AWS Revenue](#)

Action	Customer/AWS Account Name	Project Name
<a href="#">Edit</a>   <a href="#">Del</a>	account name`	storage
<a href="#">Edit</a>   <a href="#">Del</a>	account	skjfha

## AWS Customer References

[New Customer Reference](#)

Action	Customer Name	Project Name	Type of Customer Reference
<a href="#">Edit</a>   <a href="#">Del</a>	ADSJ KK	AWS上にERP会計システムを全面移行	Public
<a href="#">Edit</a>   <a href="#">Del</a>	aws	aws-teset	Non Public
<a href="#">Edit</a>   <a href="#">Del</a>	c	c	Public

## Products on AWS

[New Product on AWS](#)

Action	Products on AWS	Product Launch Status	Product URL
<a href="#">Edit</a>   <a href="#">Del</a>	Solution 1	Public Beta	http://www.url.com
<a href="#">Edit</a>   <a href="#">Del</a>	Solution 3	General Availability	http://www.newurl.com

# 管理合作伙伴解决方案名录信息

## Welcome to the APN Portal!

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For more information visit the APN Knowledge Base.

[View Partner Scorecard](#)

[Manage Directory Listing](#)

[View My APN Account](#)

## Welcome to your firm's AWS Partner Profile Page, AWS Partner Net

The details of your firm's Partner Profile Page are used to highlight your firm in the [AWS Partner Directory](#).

The AWS Partner Directory provides several important benefits to Partners:

1. It allows Customers to easily search and find Partners based on attributes (e.g. type of AWS offering, target market, location, technical specialization, etc.)
2. It allows Partners to update their own listings on a self-serve, 24X7 basis
3. It allows Partners to highlight key AWS Case Studies and AWS Solutions

By completing and maintaining your firm's Partner Profile Page, you will be helping AWS, AWS Customers, and potential prospects better understand your firm and how to take advantage of products and services on AWS.

To submit content for your firm's Partner Solutions Finder Listing, please complete the sections of your Partner Profile Page highlighted below. Once complete, click "Save" and a manager will review and publish your content.

### Sales Contact

[Edit](#)

[Preview Partner Directory Listing](#)

<b>Sales Contact Name</b>	Martha test	<b>Sales Contact Email</b>	apn-portal-support@amazon.com
<b>Sales Contact Title</b>	Sales Ops	<b>Sales Contact Phone</b>	123-123-1234

### Company Details

<b>Account Name</b>	AWS Partner Net	<b>Website</b>	http://www.amazon.com
<b>Company Size</b>	101 to 250 Employees	<b>Annual Revenue</b>	\$51M to \$100M
<b>Industry</b>	Energy & Utilities	<b>Account Region</b>	North America
<b>Directory Region</b>	EMEA; Japan		
<b>Certifications</b>	New		
<b>Brief Description</b>			

# 管理和申请APN附加计划

- View Partner Scorecard
- Manage Directory Listing
- View My APN Account**
- View My Partner Profile
- Partner Terms & Conditions
- APN Logo Guidelines
- Find AWS Partners

## Program Details

Action	Program	Status
<a href="#">Update</a>   <a href="#">Remove</a>	Authorized Government Reseller	Applied
<a href="#">Update</a>   <a href="#">Remove</a>	AWS Channel Reseller	Confirmed
<a href="#">Update</a>   <a href="#">Remove</a>	AWS China Region Partner	Applied
<a href="#">Update</a>   <a href="#">Remove</a>	AWS Government Partner Program	Not Interested
<a href="#">Update</a>   <a href="#">Remove</a>	AWS Managed Service Program	Applied
<a href="#">Update</a>   <a href="#">Remove</a>	AWS Marketplace Consulting Partner Program	Not Interested
<a href="#">Update</a>   <a href="#">Remove</a>	AWS Marketplace Seller	Applied
<a href="#">Update</a>   <a href="#">Remove</a>	Mechanical Turk Partner	Applied
	APN Training Partner	Confirmed

中国区域合作伙伴计划提供额外的针对中国市场的营销，技术和业务支持工具，支持合作伙伴满足ASW中国基础设施上的中国客户的独特需求。该计划面向在中国注册了合法实体的标准级和更高级别的APN咨询和技术合作伙伴，为APN合作伙伴提供利用AWS在中国开具业务并为其客户提供中国区域业务的能力。

符合要求的合作伙伴可以登陆**APN门户**在“**View my APN Account**”进行申请，届时会有合作伙伴经理和您一起完成“中国区商业计划”

# 下載AWS合作夥伴Logo

Home

**Content**

Webcast

Training

Marketing

Opportunities

Ideas

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	<b>2015 AWS Summits</b> Presentations from the 2015 AWS Summits, hosted globally
	<b>APN Documents &amp; Events</b> AWS Partner Network (APN) documents and presentations from APN events.
	<b>APN Logos: Advanced Consulting Partner</b> Logos distributed to Advanced Consulting Partners
	<b>APN Logos: Advanced Consulting Partner and Authorized Government Partner</b> Logos distributed to Advanced Consulting Partners and Authorized Government Partners
	<b>APN Logos: Advanced Consulting Partner and Reseller Partner</b> Logos distributed to Advanced Consulting Partners and Reseller Partners
	<b>APN Logos: Advanced Consulting Partner, Reseller Partner, and Authorized Government Partner</b> Logos distributed to Advanced Consulting Partners, Reseller Partners, and Authorized Government

# 使用培训资源

Training

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## Partner Training & Certification

Expand your technical skills and demonstrate your AWS expertise to customers.

### Learning Plans



Download 60- and 90-day learning plans for business and technical staff. Explore recommended training, accreditations, and certifications to get skilled on AWS.

[Get the Learning Plan \(PDF\)](#)

### Accreditations



Demonstrate your understanding of AWS services and solutions so you can better recommend them to your customers. No cost for APN Partners.

[Learn about Partner Accreditation](#)

[Take a Partner Accreditation Course](#)

### AWS Certifications



Validate your expertise and show customers you have the skills to design, deploy, and operate applications and infrastructure on AWS.

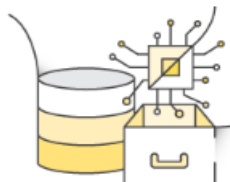
[Learn about AWS Certification](#)

[Schedule Your Exam](#)

### Classes



### AWS Solutions Training for Partners



### Labs



# 注册商机

ining Webcast Marketing **Opportunities** Ideas Programs Knowledge

More Options

All

New Opportunity

A | B | C | D | E | F | G | H | I

Action	Is Complete	Customer Company Name ^	Customer First...	Customer Last N...	Customer Email	AWS Account ID	Project Budget	Status
Edit	<input checked="" type="checkbox"/>	247123 India pvt ltd	ABC	XYZ	abc@example.co.in	123456789012		Submitted
Edit	<input checked="" type="checkbox"/>	ABC	ABC	DEF	gg@ff.com		\$0	Submitted
Edit	<input checked="" type="checkbox"/>	ABC	A	B	abc@abc.com			Submitted
Edit	<input checked="" type="checkbox"/>	ABC Customer	Customer ABC	XYZ	abc@xya.com		\$0	Not Accepted
Edit	<input checked="" type="checkbox"/>	ABCD	John	Smith	abdefgh@abc.com		\$0	Submitted
Edit	<input checked="" type="checkbox"/>	ABCエンタープライズ	Amazon	太郎	amazon.taro@ama...		\$0	Not Accepted
Edit	<input checked="" type="checkbox"/>	ABC株式会社2	名前2	苗字2	test@test.com		\$0	Not Accepted
Edit	<input checked="" type="checkbox"/>	ABC株式会社1	名前10	苗字10	test@test.com		\$0	Not Accepted
Edit	<input checked="" type="checkbox"/>	ABC株式会社3	名前3	苗字3	test@test.com		\$0	Not Accepted
Edit	<input checked="" type="checkbox"/>	ABC株式会社4	名前4	苗字4	test@test.com	4444444	\$0	Not Accepted
Edit	<input checked="" type="checkbox"/>	APAC TEST	test	test	test@test.com		\$0	In Review
Edit	<input checked="" type="checkbox"/>	blabbla	antoine	vaissie	antoinev@amazon....		\$1,000,000	Submitted
Edit	<input checked="" type="checkbox"/>	Boris Corp	Boris	Corp	blecoeur@amazon.fr			Submitted
Edit	<input type="checkbox"/>	BulkTestCompany-A	Bulk	Bulky	fuchsp@amazon.de	186072540484	\$200,000	Incomplete
Edit	<input type="checkbox"/>	BulkTestCompany-B	Bulk-B	Bulky-B	fuchsp@amazon.de	186072540485	\$200,000	Incomplete

## Prequalified Information - Enter information below for technical assistance.

| = Required |

Customer Company Name

Industry Vertical

Country

State/Province  ⓘ

Postal Code

Customer First Name

Customer Last Name

Customer Title

Customer Phone

Customer Email

Customer Website

AWS Account ID

Project Budget ⓘ




Owner

Partner Project Title

Project Description/Business Need

Use Case

Target Launch Start Date

Target Launch Date

Partner Primary Need from AWS

If Other, please describe your needs:

Additional Comments

Is this for Resell?

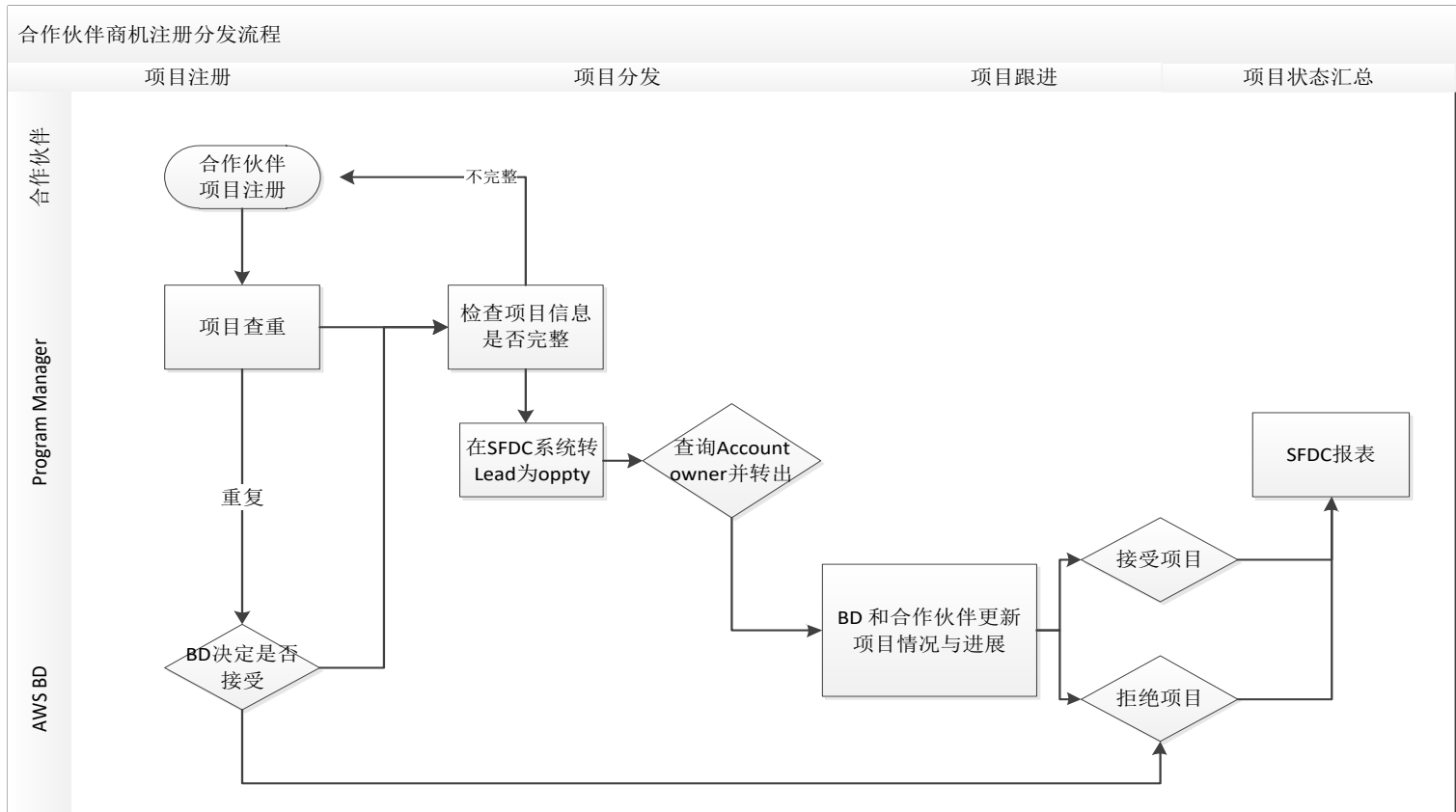
Campaign Name

Status

## 以下信息必填！！

- 项目名称
- 业务需求/痛点
- 现有架构描述（本地服务器/AWS/其他云平台）
- 预算情况
- 客户AWS用量预估（是否大于100美金/月）

# APN合作伙伴项目注册及分发流程



# 注册商机处理流程

- APN Portal注册商机自动同步到AWS salesforce 系统，合作伙伴运营经理会在收到商机后两日内处理
- 如果商机信息不完整，合作伙伴运营经理会邮件通知合作伙伴重新提交商机（合作伙伴商机一旦提交不能更改）
- 信息完整的商机会做查重，重复商机由AWS客户经理判断是否接受新商机
- 信息完整且不重复商机，将直接在salesforce系统转成AWS opportunity转给AWS客户经理，同时AWS客户经理，合作伙伴开发经理（PDM）及合作伙伴会收到邮件通知
- AWS客户经理和合作伙伴持续更新项目进展，直至产生业绩或放弃
- AWS产生合作伙伴注册商机报表，以追踪商机进展和产生的业绩

# 项目注册常见问题

- APN和Salesforce的同步需一定时间，如超过一周未收到项目分发通知邮件，请发邮件至[APN-China@amazon.com](mailto:APN-China@amazon.com)
- 除系统必填信息外，务必在项目描述中填写我们要求的信息，否则合作伙伴运营经理只能在Salesforce.com关闭此商机，并要求合作伙伴从新注册一个信息完整的商机。要求此步骤的原因是新的流程中，合作伙伴运营经理直接将合作伙伴注册商机在salesforce系统中转成opportunity转至AWS客户经理名下，所以注册商机需符合AWS opportunity的要求。
- 关于合作伙伴项目注册相关问题，请联系[APN-China@amazon.com](mailto:APN-China@amazon.com)

# 无法登陆 APN Portal

Sign in to the APN Portal

Username

Password

[Sign In](#)

[Create Your APN Portal Account](#)

[Forgot username or password?](#)

Questions? Visit [APN Knowledge Base](#)

- ❑ 如果您忘记登录密码，请进入[APN Portal](#)登录界面
- ❑ 点击左图中的忘记密码，按要求执行后续操作

## Contact APN Team

Please complete the form below to reach the APN Team.  
For Technical Support questions, please submit your request via [AWS Support](#).

First Name \*

Last Name \*

Your Company Name \*

Your Company Email Address \*

I have a question or request regarding: \*

Please specify further: \*

Please enter your question or request \*

[Submit](#)

- ❑ 关于除密码以外的登录问题，请点击此处[Contact Us](#)
- ❑ 按照要求填写相关信息，即可得到相关帮助

# 已登陆 APN Portal

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## 📖 Articles

### [Need Help? Contact the APN Team](#)

Learn how to contact the APN Team for assistance.

000001561 • FAQ • Last Published 8/5/2014

Sort by: Re



# 联系我们

## 欢迎使用 APN 门户!

请利用专向 APN 合作伙伴提供的工具、内容和培训。

请务必经常查看门户，了解是否有新的更新。

不要忘记邀请您的同事去自行注册以访问 APN 门户网站。

有关更多信息，请访问 APN 知识库。

## Contact APN Team

Please complete the form below to reach the APN Team.

For Technical Support questions, please submit your request via [AWS Support](#).

I have a question or request regarding: \*

- 我需要更新账户信息
- 无-
- APN 计划
- 业务指导和/或机会
- 我需要更新账户信息
- 我的 APN 升级
- 合作伙伴培训
- 解决方案架构或技术支持
- 其他

submit

- ✓ APN Portal 登录
- ✓ 合作伙伴升级
- ✓ 合作伙伴账户合并
- ✓ 认证人员添加
- ✓ 合作伙伴信息更改
- ✓ 其他您所能在这里发现的问题

- ❑ 请您在提交问题时，提供尽可能详细的描述
- ❑ 请提供Partner Account | SPMS ID | Website | Alliance Lead 等基本信息
- ❑ 添加认证人员，请提供注册考试所用邮箱、工作邮箱以及考试通过日期，证书编号级别等信息
- ❑ 其他未尽事宜，请联系[APN-China@amazon.com](mailto:APN-China@amazon.com)

**Thank You !**