

Goal: To accelerate AWS skills adoption for Advanced Tier Consulting Partners

The purpose of the Training and Certifications Program is to support and enable APN Partners by providing training resources that will increase APN Partner's capacity and capabilities for delivery of AWS solutions and products. APN Partners will gain proficiency in AWS Services through a variety of training avenues. As an Authorized AWS Training Partner, Fast Lane offers several types of training to further enable Consulting Partners' technical and sales capabilities at all stages of their business.

BENEFITS & OFFERINGS

The Training & Certification Program offers cash reimbursement to offset 75% of the cost associated with training, upon completion.

APN Partners that are Advanced tier and above are eligible for this annual benefit and can apply for reimbursement up to the annual limit for courses delivered by Fast Lane, as an APN Training Partner (ATP).

As an Advanced or Advanced + Partner*, you are entitled to the following maximum annual cash benefits (amounts are per partner, per year):

Advanced + \$12,000

Advanced \$8,000

*Advanced + Tier are Advanced tier partners with one or more competencies.

All AWS Training Courses are eligible for reimbursement under this program.

PROGRAM EXPECTATIONS & RECOMMENDATIONS

The Training & Certification program benefits are only eligible for AWS or ATP delivered courses.

As an ATP, Fast Lane will enable you to take advantage of the program benefits by first working with you to assess your organization's training needs, whether that is achieving certifications or attaining AWS competencies. Then Fast Lane will work with you to create and execute a plan using the available resources.

Upon completing the training courses, individuals are expected to complete the certification exams. However, certification success is not a pre-requisite for the APN to be reimbursed; the training

reimbursement is only tied to successfully completing the training. (There is another credit incentive for successfully completed certification which we are happy to discuss.)

What is recommended for Consulting Partners?

- AWS Accreditation: Business Professional & Technical Professional
- STP (course depends on business focus)
- 3 day training course: Architecting, System Operations, Developing
- Exam readiness workshop
- Certification exam

THE FINE PRINT:

- Pre-approval of a partner's request is not a guarantee of funding and does not create any obligation for AWS or its affiliate.
- Funding will only be issued if AWS has, in its sole discretion, approved a timely submitted fund claim with required documentations.
- The pre-approved amount includes any applicable tax and fees associated with the activity.
- All Training reimbursement is only eligible with 2 types of training providers: AWS and APN Training Partners
- APN Partners will be required to provide receipts of the courses taken to show the training provider.
- Training course fees will not be reimbursed if the training provider is not eligible.
- All AWS Training Courses are eligible for reimbursement.