

Customer Financing Guide

Learn more about financing options available for AWS Marketplace purchases

Upon lender approval, customers can finance their AWS Marketplace purchases through a Channel Partner or third-party lender.

GET STARTED TODAY

- Financing overview
- Sample scenarios
- Getting started tips
- Frequently asked questions

[Email for finance quotes and support](#)



Optimize cash flow

Lender repayment options include monthly, quarterly, and annual payments with 1-, 2-, 3-year terms.



Maximize value

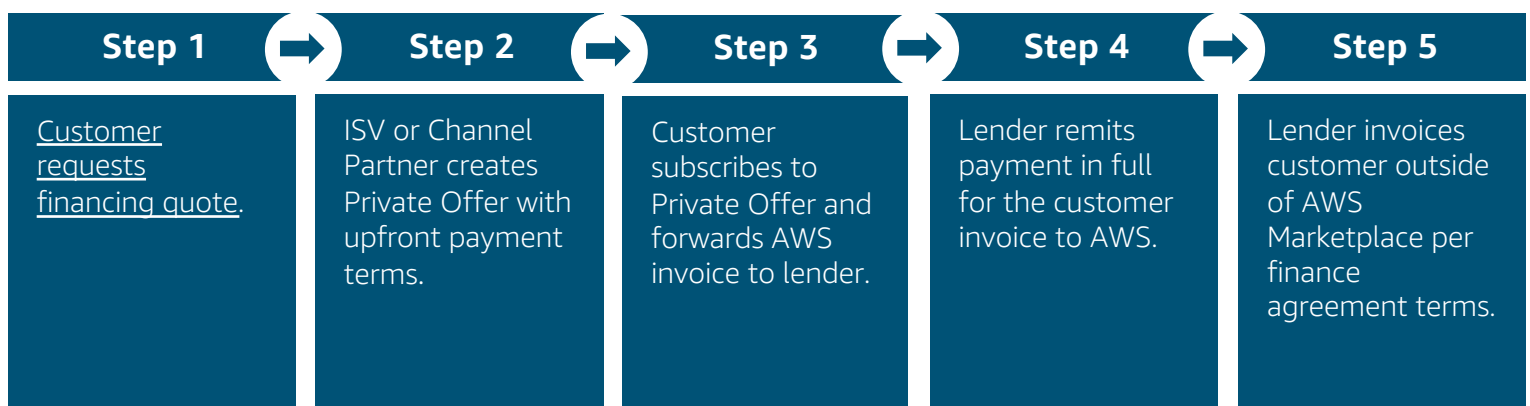
Use financing to help you negotiate favorable annual pricing with multiyear purchase commitments.



Finance options

Customers are able to use third-party financing for Private Offers, Channel Partner Private Offers, and Professional Services purchases.*

AWS Marketplace Financed Private Offer Deal Flow



*Available in select regions. Contact awsmp-financing@amazon.com for information on currently supported regions.

Finance Scenarios

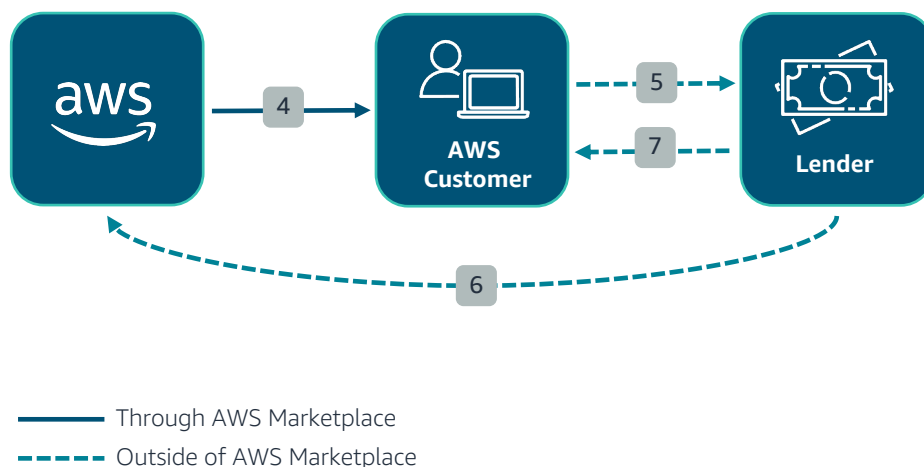
AWS Marketplace Customer Financing Team can obtain finance quotes for Private Offers, Channel Partner Private Offers, and Professional Services purchases. See a selection of detailed use case scenarios below. Reach out to awsmp-financing@amazon.com with questions about additional use cases.

Private Offer- Financed through third-party lender

1. Upon credit approval, the customer selects a financing option and signs a finance agreement with the selected lender.
2. The ISV creates and extends an AWS Marketplace Private Offer to the customer with upfront payment terms.
3. Customer subscribes to the AWS Marketplace Private Offer.
4. AWS invoices the customer for the Private Offer, plus any applicable tax.
5. Customer forwards the AWS invoice to the lender.
6. Lender remits payment to AWS.
7. Lender invoices customer per the finance agreement repayment schedule and terms.

Channel Partner Private Offer- Financed through third-party lender or Channel Partner

1. Upon credit approval, the customer selects a financing option and signs a finance agreement with the selected lender.
2. The Channel Partner creates and extends an AWS Marketplace Channel Partner Private Offer to the customer with upfront payment terms.
3. Customer subscribes to the AWS Marketplace Channel Partner Private Offer.
4. AWS invoices the customer for the Channel Partner Private Offer, plus any applicable tax.
5. Customer forwards the AWS invoice to the lender.
6. The lender remits payment to AWS.
7. Third-party lender invoices customer per the finance agreement repayment schedule and terms.



Tips for getting started with financing for AWS Marketplace purchases

- ✓ **Consider multiyear software commitments**
Financing can help customers obtain favorable pricing by allowing for multiyear software commitments
- ✓ **Consider desired payment schedule and finance agreement length**
Available payment options typically include monthly, quarterly, or annual payments for 1-, 2-, 3-year terms
- ✓ **Contact the [AWS Marketplace Customer Financing Team](#) to request financing options from third-party lenders and/or Channel Partners**
Email requests for finance options should include the following:
Customer name (legal entity):
Customer address:
Purchase price:
Desired finance agreement length: (ex: one, two, three-year term)
Desired payment schedule: (ex: monthly, quarterly, or annual payments)

AWS Marketplace Customer Financing Frequently Asked Questions

What is AWS Marketplace Customer Financing?

AWS Marketplace Customer Financing provides support for financing by helping to obtain third-party lender options for AWS Marketplace Private Offer, Channel Partner Private Offers, and Professional Services purchases.

Do I have to use AWS Marketplace Customer Financing's lender options?

Customers can choose to work with a third-party lender of choice (including Channel Partner lenders) or choose to leverage AWS Marketplace Customer Financing's lender relationships.

Can you provide me with an interest rate indication without customer information?

Interest rates are quoted by third-party lenders upon customer credit review. After customer information is provided we are able to provide interest rate quotes within 48 hours.

Is AWS Marketplace Customer Financing able to provide me with finance options in my specific geographic region?

[Contact us](#) for currently supported geographic regions.

I have a deal that needs to close quickly. How long will it take to obtain finance options?

Finance quotes are generally available within 48 hours of a quote request.

I have additional questions about financing options for AWS Marketplace purchases.

[Email us](#) with any additional questions and to learn more about available financing options for your AWS Marketplace purchases.