



# Fast-Track Your OpenSesame Purchase with AWS Marketplace

Make smarter purchasing decisions from day one.

Starting your OpenSesame journey through AWS Marketplace offers a smart and streamlined way to invest in workforce training. With flexible Private Offers, simplified procurement, and the potential to leverage AWS budgets and incentives, you can move faster, reduce friction, and align training initiatives to your broader cloud strategies—all while keeping your internal stakeholders happy.

## ✓ At-a-Glance: Why Start with AWS Marketplace?

CATEGORY	Key Benefits
FINANCIAL	Aligns with cloud budgets, predictable billing, access to AWS incentives
VENDOR EXPERIENCE	Seamless purchase via existing AWS account
PROCUREMENT	Faster onboarding, fewer roadblocks, flexible terms
SECURITY & TRUST	AWS-approved seller, built-in compliance and billing safeguards
STRATEGIC IMPACT	Better internal alignment, stronger AWS relationship, future-ready procurement



### Financial Efficiency from the Start

**Built-in Budget Alignment:** When you purchase OpenSesame through AWS, it can count toward your organization's AWS committed spend or Enterprise Discount Program (EDP)—making training easier to fund and faster to approve.

**Explore AWS Incentives:** Your AWS team may offer support—like Proof of Concept (POC) credits—to offset training costs and drive cloud adoption goals.



### Seamless Vendor Setup

**Approved Seller:** OpenSesame is already an approved solution in AWS Marketplace, streamlining the process of legal review and accepting your private offer.

**One Invoice, One Relationship:** Consolidate paperwork and integrate OpenSesame into your existing AWS billing.





## Fast, Flexible Procurement

**Custom Private Offers:** OpenSesame delivers a custom quote through AWS Marketplace with your agreed pricing, terms, and contract length. You purchase using your existing AWS account and budget—often with faster approvals and fewer procurement hurdles.

**Speed to Launch:** AWS Marketplace often eliminates lengthy vendor reviews or new vendor setup requirements.



## Strategic Alignment from Day One

**Cloud-First Strategy:** Purchasing through AWS Marketplace aligns training with IT and cloud priorities.

**Cross-Functional Collaboration:** Easier buy-in from Finance, Procurement, and IT.

**Elevated Visibility with AWS:** AWS Marketplace transactions can improve your AWS profile and unlock future support or funding.

## Appendix: Questions to Explore with Your Internal Teams

Ask your IT, Procurement, and AWS stakeholders to assess Marketplace readiness and potential benefits:

- **Do we have an Enterprise Discount Program (EDP) or committed cloud spend with AWS?** Leverage this to fund training purchases through AWS budgets.
- **Are we set up to transact through AWS Marketplace?** If not, now's a great time to explore how to enable it.
- **Can we apply AWS committed spend toward training and content purchases like OpenSesame?** This could unlock budget flexibility and speed up approvals.
- **Will AWS Marketplace simplify vendor onboarding and procurement?** Most organizations experience faster approvals and less paperwork.
- **Could this transaction support broader AWS initiatives or unlock AWS funding?** Aligning with AWS goals may bring additional support and visibility.
- **Do we have unused AWS credits or programs (like POC funding) that could apply?** Use available resources to offset upfront costs or scale impact.

