Seller Guide

AWS Marketplace

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AWS Marketplace: Seller Guide

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What is AWS Marketplace?

AWS Marketplace is a curated digital catalog that customers can use to find, buy, deploy, and manage third-party software, data, and services to build solutions and run their businesses. AWS Marketplace includes thousands of software listings from popular categories such as security, business applications, machine learning, and data products across specific industries, such as healthcare, financial services, and telecommunications. Customers can quickly launch preconfigured software, and choose software solutions in Amazon Machine Images (AMIs), software as a service (SaaS), and other formats. Professional services are also available to help customers configure, deploy, and manage third-party software. For a complete list of delivery methods, see Product delivery.

You can use AWS Marketplace as a buyer (subscriber), seller (provider), or both. Anyone with an AWS account can use AWS Marketplace as a buyer, and can register to become a seller. A seller can be an independent software vendor (ISV), channel partner, managed services provider (MSP), or individual who has something to offer that works with AWS products and services.

> **Note**
>
> Data product providers must meet the AWS Data Exchange eligibility requirements. For more information, see Providing data products on AWS Data Exchange in the *AWS Data Exchange User Guide*.

Eligible partners can programmatically list AWS Marketplace products outside of AWS Marketplace. For more information about becoming an eligible partner, contact your AWS Marketplace business development partner.

The following video explains more about selling in AWS Marketplace.

Introduction to AWS Marketplace

Using AWS Marketplace as a seller

The process for selling a software product in AWS Marketplace involves the following seven steps.

Seller process

Step	Action	Description
1	Register	As a seller, you start by registering for the AWS Marketplace Management Portal. We recommend that you implement a new dedicated AWS account that can be easily linked with an existing AWS organization. Verify that the AWS Partner's tax information meets the jurisdictional eligibility criteria. To receive disbursem ents, you must provide a bank account.
2	Decide product type	Decide on the type of product that you want to sell. For more information about creating the product types in AWS Marketpla ce, see the following: • AMI-based products in AWS Marketplace • Container-based products on AWS Marketplace • Machine learning products in AWS Marketplace • SaaS-based products in AWS Marketplace • Professional services products in AWS Marketplace • Data products (For more information about data products, see What is AWS Data Exchange? in the *AWS Data Exchange User Guide*.)
3	Prepare product	Configure your package, set a pricing scheme, determine the relevant categories in which to list your product, and add keywords so your product appears in relevant searches. To simplify the procurement process, you can use standardized license terms for both public product listings and private offers.
4	Submit product	Use the product submission process to make your products available in AWS Marketplace. Products can be simple, for example, a single Amazon Machine Image (AMI) that has one price structure. Or, products can be complicated, with multiple AMIs, AWS CloudFormation templates, and complex pricing options and payment schedules.

Step	Action	Description
5	Market product	Contribute to the success of your product by driving awareness of AWS Marketplace and by driving traffic directly to your product pages in AWS Marketplace.
6	View reports and data feeds	After you're registered as a seller, use the AWS Marketplace Management Portal to access usage reports for your products. AWS Marketplace provides tools for collecting and analyzing information about your product sales.
7	Manage products	Use the AWS Marketplace Management Portal to manage your account and product pages.

As a seller, go to the AWS Marketplace Management Portal to register. If you're charging for use of your product, you must also provide tax and banking information as part of your registration. When you register, you create a profile for your company or for yourself that is discoverable in AWS Marketplace. You also use the AWS Marketplace Management Portal to create and manage product pages for your products.

Contract structure for AWS Marketplace

Usage of the software, services, and data products sold in AWS Marketplace is governed by agreements between buyers and sellers. AWS is not a party to these agreements.

As the seller, your agreements include the following:

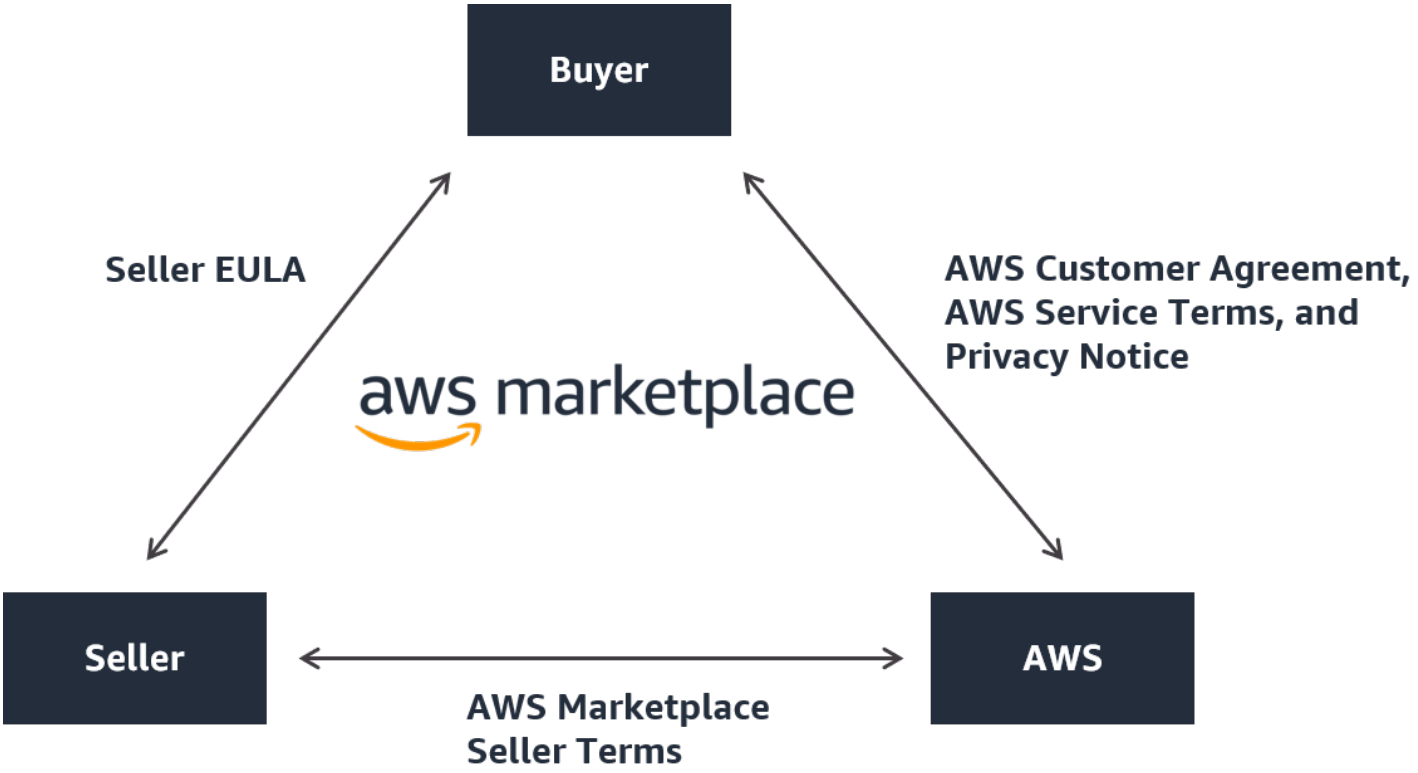
- Your end user license agreement (EULA) with the buyer, which is located on the product listing page for public software listings in AWS Marketplace. Many sellers use the Standard Contract for AWS Marketplace (SCMP) as their default EULA. You can also use the SCMP as the basis for negotiations in private offers and use the amendment template to modify the SCMP. Private offers can also include custom contract terms negotiated between the parties.

> **Note**
>
> For information on when a EULA update will occur, based on the offer type and pricing model, see EULA updates in the *AWS Marketplace Buyer Guide*.

- The Service Terms for AWS Marketplace Sellers, which govern your activity in AWS Marketplace.

A buyer's use of AWS Marketplace is governed by the AWS Service Terms, the AWS Customer Agreement, and the Privacy Notice.

The following graphic shows the contract structure for AWS Marketplace.



Pricing of products in AWS Marketplace

In AWS Marketplace, products can be free to use or can have associated charges. The charge becomes part of the buyer's AWS bill, and after the buyer pays, AWS pays the seller. Products can take many forms. For example, a product can be offered as an Amazon Machine Image (AMI) that is instantiated using a buyer's AWS account. Products can also be configured to use CloudFormation templates for delivery to the buyer. Products can also be SaaS offerings from an ISV, web access control lists (web ACL), sets of rules, or conditions for AWS WAF. Products can also be professional services from an ISV, channel partners, or MSP.

Flexible pricing options include free trial, hourly, monthly, annual, multi-year, and Bring Your Own License model (BYOL), and being billed from one source. AWS handles billing and payments, and charges appear on customers' AWS bill.

Software products can be purchased at the listed price using the ISV's standard end user license agreement (EULA). In addition, software products can be offered with custom pricing and EULA through private offers. Products can also be purchased under a contract with specified time or usage boundaries. After subscribing to a product, the buyer can use AWS Service Catalog to copy the product and manage how the product is accessed and used in the buyer's organization. For more information about the buyer's experience, see https://docs.aws.amazon.com/marketplace/latest/buyerguide/service-catalog.html. For more information about pricing, see the section called "Product pricing".

Getting started as an AWS Marketplace seller

If you are an independent software vendor (ISV), channel partner, managed services provider (MSP), or individual who has something to offer that works with AWS products and services, you can register as a seller on AWS Marketplace. Registering as a seller is a prerequisite for publishing products for sale on AWS Marketplace. Based on where you reside and what type of products you're selling, AWS Marketplace has different registration requirements. The following sections provide you with an overview of the seller registration process, requirements, and related tools.

To sell your software in AWS Marketplace, follow these steps:

- Review seller requirements for free products and requirements for paid products.
- Complete the seller registration process.
- Learn more about next steps and seller tools.

Notes

- Registering as an AWS Marketplace seller is a prerequisite to listing data products on AWS Data Exchange and making them available on AWS Marketplace. For more information about these requirements, see Providing Data Products on AWS Data Exchange in the *AWS Data Exchange User Guide*.
- For information about the permissions that AWS Marketplace sellers need, see Policies and permissions for AWS Marketplace sellers.
- For more information about product listing fees, registered sellers can view the AWS Marketplace Seller Terms in the AWS Marketplace Management Portal.
- For answers to frequently asked questions, refer to the AWS Marketplace Sellers FAQ.

Seller requirements for publishing free software products

Regardless of whether you charge for your product when you offer it in AWS Marketplace, you're selling that product. The cost to the customer is $0.00, but you and the customer agree to a mutual contract for use of the product. If you offer only free products, you don't have to provide banking information to AWS Marketplace.

To create and offer free products in AWS Marketplace, you must:

- Sell publicly available, full-feature production-ready software.
- Have a defined customer support process and support organization.
- Provide a means to keep software regularly updated and free of vulnerabilities.
- Follow best practices and guidelines when marketing your product in AWS Marketplace.
- Be an AWS customer in good standing and meet the requirements in the terms and conditions for AWS Marketplace sellers.

Additional seller requirements for paid products

If you charge for your products or offer Bring Your Own License model (BYOL) products, you must also meet the following requirements and provide this additional information:

- You must be a permanent resident or citizen in an eligible jurisdiction, or a business entity organized or incorporated in one of those areas.
- You must provide tax and bank account information. For US-based entities, a W-9 form and a banking account from a US-based bank are required. You must associate your bank account information with a disbursement preference to create any public or private offers.
- Non-US sellers are required to provide a (i) W-8 form, value-added tax (VAT) or goods and services tax (GST) registration number, and (ii) bank account with a SWIFT code in an eligible jurisdiction. If necessary, you can register for a virtual US bank account from Hyperwallet.
- To provide data products, you must also request on-boarding through the Create case wizard for Support.
- To sell products to customers whose AWS accounts are based in countries and territories in Europe, the Middle East, and Africa (EMEA) (excluding Turkey and South Africa) through Amazon Web Services EMEA SARL, you must complete the **Know Your Customer** process. In addition:
  - You receive up to two disbursements (for transactions through AWS Inc. and Amazon Web Services EMEA SARL).
  - You may be taxed on the listing fee for certain transactions, depending on location. For more information about taxes, see the AWS Marketplace Sellers Tax help page. If value-added tax (VAT) on your listing fee is assessed, AWS Marketplace will provide a tax-compliant invoice.
  - For more information about Amazon Web Services EMEA SARL, see *AWS EMEA Marketplace - Sellers* on the Amazon Web Services Europe FAQs website.

To sell into the AWS GovCloud (US) Region, sellers must have an AWS GovCloud (US) account. For details on ITAR requirements, see the *AWS GovCloud (US) User Guide*.

For questions about AWS Marketplace seller requirements or the registration process, contact the AWS Marketplace Seller Operations team.

Eligible jurisdictions for paid products

To sell paid software in AWS Marketplace, you must be a permanent resident or citizen in one of the following countries or SARs, or a business entity organized or incorporated therein:

If you are moving from one jurisdiction to another, consult with your legal and tax advisor before proceeding, as this might have an impact on all active agreements.

- Australia[1]
- Bahrain[1] [2]
- Colombia[1] [2]
- European Union (EU) member state[1]
- Hong Kong SAR
- Israel[1] [2]
- Japan[3]
- New Zealand[1]
- Norway[1] [2]
- Qatar
- South Korea
- Switzerland[1] [2]
- United Arab Emirates (UAE)[1] [2]
- United Kingdom (UK)[1]
- United States (US)

[1] Sellers of paid products in these countries must provide VAT registration information in country of establishment.

[2] If you as a seller are located in the same country as the buyer, you may be responsible for tax invoicing, collections, and remittances. Please consult with your tax advisor.

[3] From April 1. 2025, the following procedures are in effect for the collection and remittance of the 10% Japanese Consumption Tax (JCT) and the issuance of tax qualified invoice (TQI) by AWS Japan for products sold on AWS Marketplace:

Seller and customer scenario	Tax collection and invoice procedures
Seller – Independent software vendor (ISV) with an address outside of Japan. **Customer –** AWS account with an address in Japan.	According to the Specified Platform Taxation rule, AWS Japan will do the following: • Collect the 10% Japanese Consumption Tax (JCT). • Issue a Tax Qualified Invoice (TQI) to the customer under AWS Japan JCT number T6011001106696. • Remit the collected Japanese Consumption Tax (JCT) to the Japan Tax Authority (JTA). To avoid duplication, the ISV should cease collecting or remitting Japanese Consumpti on Tax (JCT) and issuing Tax Qualified Invoices (TQIs).
Seller – Independent software vendor (ISV) with an address in Japan. **Customer –** AWS account with an address in Japan.	According to the Special Agency rule, AWS Japan will do the following: • Collect the 10% Japanese Consumption Tax (JCT). • Issue a Tax Qualified Invoice (TQI) to the customer under AWS Japan JCT number T6011001106696. • Disburse the collected JCT to the ISV. The ISV must do the following: • Enter their Japanese Corporate Number and Japanese Consumption Tax (JCT) Number

Seller and customer scenario	Tax collection and invoice procedures
	in the Amazon Marketplace Management Portal. • Use the Tax Qualified Invoice (TQI) informati on available in the Amazon Marketplace Management Portal to remit the collected JCT to the Japanese Tax Authority (JTA).
Channel Partner Private Offer (CPPO), ISV outside Japan 1. First transaction • **Seller –** Independent software vendor (ISV) with an address outside Japan. • **Customer –** AWS Marketplace Channel Partner with an address in Japan. 2. Second transaction • **Seller –** Same AWS Marketplace Channel Partner. • **Customer –** AWS account with an address in Japan.	For the first transaction, the Channel Partner must report the Japanese Consumption Tax (JCT) according to the reverse-charge tax mechanism. For the second transaction: • According to the Special Agency rule, AWS Japan will do the following: • Collect the 10% Japanese Consumption Tax (JCT). • Issue a Tax Qualified Invoice (TQI) to the customer under AWS Japan JCT number T6011001106696. • Disburse the collected Japanese Consumption Tax (JCT) to the Channel Partner. • The Channel Partner must do the following: • Enter their Japanese Corporate Number and Japanese Consumption Tax (JCT) Number in the Amazon Marketplace Management Portal. • Use the Tax Qualified Invoice (TQI) information available in the Amazon Marketplace Management Portal to remit the collected JCT to the Japanese Tax Authority (JTA).

Seller and customer scenario	Tax collection and invoice procedures

Channel Partner Private Offer (CPPO), all sellers and customers in Japan
 	
1. First transaction
• **Seller –** Independent software vendor (ISV) with an address in Japan.
• **Customer –** AWS Marketplace Channel Partner with an address in Japan.
2. Second transaction
• **Seller –** Same AWS Marketplace Channel Partner.
• **Customer –** AWS account with an address in Japan.
	For the first transaction:
	
	• Channel Partner receives a Tax Qualified Invoice (TQI) from the ISV.
	• AWS Japan does not issue an invoice or collect Japan Consumption Tax (JCT).
	
	For the second transaction:
	
	• According to the Special Agency rule, AWS Japan will do the following:
	  • Collect the 10% Japanese Consumption Tax (JCT).
	  • Issue a Tax Qualified Invoice (TQI) to customers using AWS Japan JCT number T6011001106696.
	  • Disburse the collected Japanese Consumption Tax (JCT) to the Channel Partner.
	• The Channel Partner must do the following:
	  • Enter their Japanese Corporate Number and Japanese Consumption Tax (JCT) Number in the Amazon Marketplace Management Portal.
	  • Use the Tax Qualified Invoice (TQI) information available in the Amazon Marketplace Management Portal to remit the collected JCT to the Japanese Tax Authority (JTA).

Seller and customer scenario	Tax collection and invoice procedures
Channel Partner Private Offer (CPPO), ISV and Channel Partner outside Japan 1. First transaction • **Seller –** Independent software vendor (ISV) with an address outside Japan. • **Customer –** AWS Marketplace Channel Partner with an address outside Japan. 2. Second transaction • **Seller –** Same AWS Marketplace Channel Partner. • **Customer –** AWS account with an address in Japan.	For the first transaction, AWS Japan does not issue an invoice or collect Japan Consumption Tax (JCT) as this is outside the scope of JCT. For the second transaction: • According to the Specified Platform Business rule, AWS Japan will do the following: • Collect the 10% Japanese Consumption Tax (JCT). • Issue a Tax Qualified Invoice (TQI) to the customer under AWS Japan JCT number T6011001106696. • Remit the collected Japan Consumption Tax (JCT) to the Japan Tax Authority (JTA). To avoid duplication, the Channel Partner should cease collecting or remitting Japanese Consumption Tax (JCT) and issuing Tax Qualified Invoices (TQIs).

Seller and customer scenario	Tax collection and invoice procedures
Channel Partner Private Offer (CPPO), Channel Partner outside Japan 1. First transaction • **Seller –** Independent software vendor (ISV) with an address in Japan. • **Customer –** AWS Marketplace Channel Partner with an address outside Japan. 2. Second transaction • **Seller –** Same AWS Marketplace Channel Partner. • **Customer –** AWS account with an address in Japan.	For the first transaction, AWS Japan does not issue an invoice or collect Japan Consumption Tax (JCT) as this is outside the scope of JCT. For the second transaction: • According to the Specified Platform Business rule, AWS Japan will do the following: • Collect the 10% Japanese Consumption Tax (JCT). • Issue a Tax Qualified Invoice (TQI) to the customer under AWS Japan JCT number T6011001106696. • Remit the collected Japan Consumption Tax (JCT) to the Japan Tax Authority (JTA). To avoid duplication, the Channel Partner should cease collecting or remitting Japanese Consumption Tax (JCT) and issuing Tax Qualified Invoices (TQIs).

For more information about VAT, invoicing, and your tax obligations as a seller, see AWS Marketplace Sellers on Amazon Web Service Tax Help.

If a business entity is not incorporated in one of the countries or SARs listed above, see Resource for companies outside of AWS Marketplace jurisdictions.

> **Note**
>
> AWS India Private Limited (AWS India) accounts, formerly known as Amazon Internet Services Private Limited, accounts can't be used to register on AWS Marketplace.

AWS Marketplace Management Portal

You can use the AWS Marketplace Management Portal to manage the products that you sell in AWS Marketplace. All registered sellers can access the AWS Marketplace Management Portal using their AWS credentials for the account that they used to create their products. The account that you use is defined as the seller of record when a customer subscribes to your product. If you need help determining the specific account that is the seller of record for your products, contact the AWS Marketplace Seller Operations team.

You can complete the following tasks on the portal:

- Register as an AWS Marketplace seller.
- Use the **Products** page to submit new software products and update existing software products.
- Monitor the status of your requests.
- Upload files needed to create and manage your new software products.
- Manage your software products into incremental channel revenue by taking advantage of the go-to-market activities.
- Measure the results of your marketing efforts within hours of launch, including the usage and revenue driven by your campaigns.
- Enable customer service representatives to retrieve customer data in real time.
- Initiate an automatic Amazon Machine Image (AMI) scan to detect vulnerabilities.

> **Note**
>
> Data products are published and managed from the AWS Data Exchange console. AWS Data Exchange providers can use the AWS Marketplace Management Portal to register as a seller, request AWS Data Exchange on-boarding, access seller reports, and submit refund requests.

Understanding listing fees for AWS Marketplace sellers

AWS Marketplace offers standard and regional listing fees for AWS Marketplace sellers. Listing fees appear as a single line item in the listing fee invoice issued by AWS. The fee is calculated based on the pre-tax Total Contract Value (TCV). This applies to all uplifts, including Regional offer listing fees.

> **Note**
>
> These listing fees are effective as of January 5, 2024 at midnight UTC.

Understanding fees for standard offer listings in AWS Marketplace

Learn about listing fees for standard public offers, private offers, channel partner private offers (CPPOs), and professional services. AWS Marketplace offers the following listing fees for products.

Public offer listing fees

Listing fees for software and data public offers are determined by the deployment method:

- Software-as-a-service (SaaS) – 3%
- Server (Amazon Machine Image (AMI), container, and machine learning) – 20%
- AWS Data Exchange – 3%

Private offer listing fees

Listing fees for private offers are determined by the total contract value and whether the private offer is renewed from a previous private offer or a previous agreement outside of AWS Marketplace:

- Less than $1M – 3%
- Between $1M and less than $10M – 2%
- Equal to or greater than $10M – 1.5%
- All renewals – 1.5%

Channel partner private offer (CPPO) listing fees

CPPO products have a .5% uplift on the listing fee, regardless of the offer type or deployment method. For example, if the product is a SaaS private offer with a total contract value of less than $1M, the listing fee would be 3.5%.

Professional services listing fees

All professional service offerings have a 2.5% listing fee for private offers.

Understanding fees for regional offer listings in AWS Marketplace

An additional regional listing fee will be applied to the standard listing fees for your transactions with buyers in the following jurisdiction(s).

> **Note**
>
> Regional listing fees are additive with the standard listing fee. For example, if the product is a SaaS private offer with a total contract value of less than $1M sold to a buyer in South Korea, the listing fee would be 4% (3% standard private offer listing fees plus a 1% regional listing fee).

Region	Additional region listing fee	Effective date
South Korea	1%	04/01/2025

Submitting AWS Marketplace seller complaints for Amazon Payments Europe (APE)

As an AWS Marketplace seller, if you have any issues with the services provided by Amazon Payments Europe S.C.A (APE), you can submit a complaint. If you have any issues with the services provided by Amazon Payments Europe (APE), let us know. Your feedback helps us create a better experience for you and all of our buyers and sellers. The following sections provide you with details about the specific steps needed to submit complaints related to Amazon Payments Europe (APE) according to our complaints policy. This topic also provides you with information about the complaints policy for Amazon Payments Europe (APE), including resolution time frames and complaint escalation.

> **Note**
>
> Only complaints specific to AWS Marketplace will be addressed through the following procedure. Services provided by Amazon Payments Europe S.C.A. include, among others, processing of payment transactions, verifying the errors that may appear in the fee charges, and disbursements of funds.

Submitting a complaint

If you have an AWS Marketplace account with Amazon Payments Europe S.C.A., your complaint will be handled by Amazon Payments Europe S.C.A.

To submit a complaint

1. Sign in to your AWS Marketplace Seller account.
2. Go to **Contact Us**.
3. Select **Commercial Marketplace**, **Seller Account**, **Registration**.
4. Provide details about your complaint and choose **Submit**.

Amazon Payments Europe Complaint resolution time frames

Amazon Payments Europe S.C.A. (APE) will respond with an update to your complaint within 15 business days following the day on which it received your complaint. In exceptional circumstances beyond the control of APE, the resolution of the complaint may be extended up to 35 business days, following the day on which APE first received that complaint.

Complaint escalation

If you aren't satisfied with our response, you may choose to escalate your complaint by contacting the following:

- Amazon Payments Europe senior management

  Submit your complaints by sending an email message to senior management at <ape-management@amazon.lu>. We will consider your comments carefully and respond within 15 business days following the day on which senior management received your complaint. In exceptional circumstances beyond the control of Amazon Payment Europe, the resolution of the complaint may be extended up to 35 business days, following the day on which senior management first received the complaint.
- Commission de Surveillance du Secteur Financier (CSSF)

  The CSSF is the authority responsible for the prudential supervision of companies in the financial sector in Luxembourg. You can contact the CSSF at 110 Route d'Arlon L-2991 Luxembourg or use the **Contact page** at: https://www.cssf.lu/contacts/. To obtain further information regarding the CSSF and how to contact them, see Customer complaints on the CSSF website.

- Online Dispute Resolution

  If you opened your account online in the EU, you may also have the option to refer your complaint to the CSSF by using the Online Dispute Resolution platform. This option is available because Amazon Payments Europe S.C.A. provides financial services and the CSSF is the authority responsible for its licence. For more information, see the Online Dispute Resolution platform on the European Commission website.

Additional programs, tools, and assistants for AWS Marketplace sellers

AWS Marketplace provides you with seller tools that you can use to sell and manage your products. You can use these tools to gain insight into your customer base and help better understand your sales. This topic provides a information about these tools with links to additional resources.

The AWS Marketplace Management Portal is your primary tool for selling products on AWS Marketplace. You can manage your products into incremental channel revenue by taking advantage of the go-to-market activities made available in the AWS Marketplace Management Portal. For more information, see AWS Marketplace Management Portal.

AWS Marketplace provides the following additional seller tools:

- **More Resources in AWS Marketplace Management Portal** – If you open the AWS Marketplace Management Portal and sign in, you can see links to additional resources on the home page, in the **Marketplace Resources** section. For example, to get support for marketing your product in the 90 days leading up to launch and the 90 days after launch, you can see the 180-day GTM Academy that is linked from the AWS Marketplace Management Portal home page under **Marketplace Resources**.
- **AWS Marketplace Commerce Analytics Service** – The AWS Marketplace Commerce Analytics Service lets you programmatically access product and customer data through AWS Marketplace. After you enroll in the service, you can access your usage, subscription, and billing reports through the AWS SDK. For more information, see Accessing product and customer data with the AWS Marketplace Commerce Analytics Service.
- **AWS Marketplace Field Demonstration Program (FDP)** – The FDP allows the AWS field team (internally approved AWS employees) to use some products and solutions through AWS Marketplace at no charge. For more information, see AWS Marketplace Field Demonstration Program.

- **Seller reports, data feeds, and dashboards** – AWS Marketplace provides tools for collecting and analyzing information about your product sales. For more information, see Seller reports, data feeds, and dashboards in AWS Marketplace.

For more information, see the following topics.

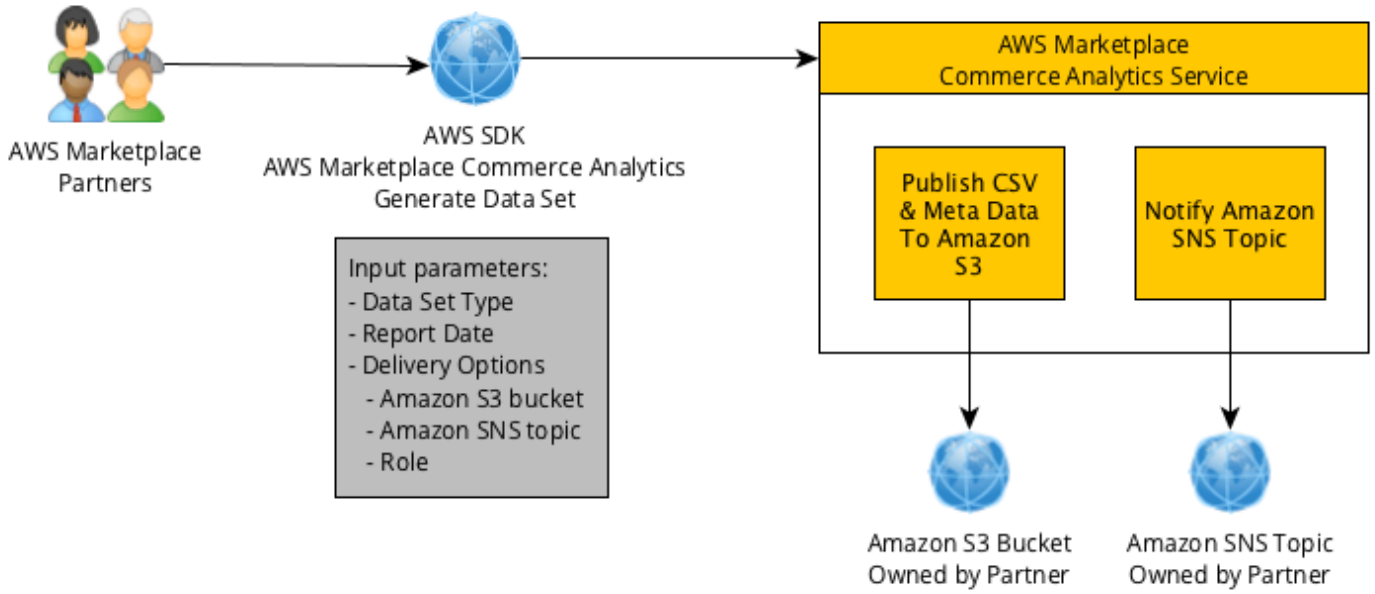
Topics

- Accessing product and customer data with the AWS Marketplace Commerce Analytics Service
- AWS Marketplace Field Demonstration Program
- AWS Partner Assistant
- What is the Designated Seller of Record (DSOR) program?

Accessing product and customer data with the AWS Marketplace Commerce Analytics Service

With the AWS Marketplace Commerce Analytics Service, you can programmatically access product and customer data through AWS Marketplace. After you enroll in the service, you can access your usage, subscription, and billing reports through the AWS SDKs. The data you request using the SDK tools is delivered to your AWS account as datasets. Most of the datasets correspond to the same data as the text-based reports available on the AWS Marketplace Management Portal. You can request datasets for a specific date, and the data is delivered to the provided Amazon S3 bucket. You receive notification of data delivery through Amazon Simple Notification Service (Amazon SNS). This topic provides the terms and conditions for using the AWS Marketplace Commerce Analytics Service.

The following visualization shows how the Commerce Analytics Service accesses your product and customer data in AWS Marketplace and delivers it as data sets to your Amazon S3 bucket, initiating a notification through Amazon SNS.



Terms and conditions

These AWS Marketplace Commerce Analytics Service Terms and Conditions (these "**CAS Terms**") contain the terms and conditions specific to your use of and access to the AWS Marketplace Commerce Analytics Service ("**CA Service**") and are effective as of the date you click an "I Accept" button or check box presented with these CAS Terms or, if earlier, when you use any CA Service offerings. These CAS Terms are an addendum to the Terms and Conditions for AWS Marketplace Sellers (the "**AWS Marketplace Seller Terms**") between you and Amazon Web Services, Inc. ("**AWS**," "**we**," "**us**" or "**our**"), the terms of which are hereby incorporated herein. In the event of a conflict between these CAS Terms and the AWS Marketplace Seller Terms, the terms and conditions of these CAS Terms apply, but only to the extent of such conflict and solely with respect to your use of the CA Service. Capitalized terms used herein but not defined herein shall have the meanings set forth in the AWS Marketplace Seller Terms.

1. **CA Services and CAS Data.** To qualify for access to the CA Service, you must be an AWS Marketplace Seller bound by existing AWS Marketplace Seller Terms. Information and data you receive or have access to in connection with the CA Service ("**CAS Data**") constitutes Subscriber Information and is subject to the restrictions and obligations set forth in the AWS Marketplace Seller Terms. You may use CAS Data on a confidential basis to improve and target marketing and other promotional activities related to Your AWS Marketplace Content provided that you do not (a) disclose CAS Data to any third party; (b) use any CAS Data in any way inconsistent with applicable privacy policies or law; (c) contact a subscriber to influence them to make an alternative purchase outside of the AWS Marketplace; (d) disparage us, our affiliates, or any of

their or our respective products; or (e) target communications of any kind on the basis of the intended recipient being an AWS Marketplace subscriber.

2. **CA Service Limitations and Security.** You will only access (or attempt to access) the CA Service by the means described in the CA Service documentation. You will not misrepresent or mask your identity or your client's identity when using the CA Service. We reserve the right, in our sole discretion, to set and enforce limits on your use of the CA Service, including, without limitation, with respect to the number of connections, calls and servers permitted to access the CA Service during any period of time. You agree to, and will not attempt to circumvent such limitations. We reserve the right to restrict, suspend or terminate your right to access the CA Service if we believe that you may be in breach of these CAS Terms or are misusing the CA Service.
3. **CA Service Credential Confidentiality and Security.** CA Service credentials (such as passwords, keys and client IDs) are intended to be used by you to identify your API client. You are solely responsible for keeping your credentials confidential and will take all reasonable measures to avoid disclosure, dissemination or unauthorized use of such credentials, including, at a minimum, those measures you take to protect your own confidential information of a similar nature. CA Service credentials may not be embedded on open source projects. You are solely responsible for any and all access to the CA Service with your credentials.
4. **Modification.** We may modify these CAS Terms at any time by posting a revised version on the AWS Site or providing you with notice in accordance with the AWS Marketplace Seller Terms. The modified terms will become effective upon posting or, if we notify you by email, as stated in the email message. By continuing use or access the CA Service after the effective date of any modifications to these CAS Terms, you agree to be bound by the modified terms.
5. **Termination.** These CAS Terms and the rights to use CAS Data granted herein will terminate, with or without notice to you upon termination of your AWS Marketplace Seller Terms for any reason. In addition, we may stop providing the CA Services or terminate your access to the CA Services at any time for any or no reason.

Getting started

For more information about the AWS Marketplace Commerce Analytics Service, including onboarding, technical implementation, and troubleshooting information, see the following topics.

Topics

- Onboarding to AWS Marketplace Commerce Analytics Service
- Using the AWS Marketplace Commerce Analytics Service with the AWS CLI and AWS SDK for Java

- Generating a dataset by using the AWS Marketplace Commerce Analytics Service
- Troubleshooting the AWS Marketplace Commerce Analytics Service

Onboarding to AWS Marketplace Commerce Analytics Service

With the AWS Marketplace Commerce Analytics Service, you can programmatically access product and customer data through AWS Marketplace. To get started with the AWS Marketplace Commerce Analytics Service, you must configure your AWS account and AWS services to use the AWS Marketplace Commerce Analytics Service. These sections show you how to configure your AWS account and AWS services to use the AWS Marketplace Commerce Analytics Service.

To use the AWS Marketplace Commerce Analytics Service

- Step 1: Set up your AWS account with permissions
- Step 2: Create a destination Amazon S3 bucket
- Step 3: Configure an Amazon SNS topic for response notifications
- Step 4: Enroll in the Commerce Analytics Service program
- Step 5: Verify your configuration

Step 1: Set up your AWS account with permissions

AWS Marketplace **strongly** recommends using AWS Identity and Access Management (IAM) roles to sign in to the AWS Marketplace Management Portal rather than using your root account credentials. See the section called “Policies and permissions for AWS Marketplace sellers” for specific IAM permissions for AWS Marketplace Commerce Analytics Service permissions. By creating individual users for people accessing your account, you can give each user a unique set of security credentials. You can also grant different permissions to each user. If necessary, you can change or revoke an user's permissions any time.

Step 2: Create a destination Amazon S3 bucket

The Commerce Analytics Service delivers the data you request to an Amazon S3 bucket that you specify. If you already have an Amazon S3 bucket to use, proceed to the next step.

If you don't have an Amazon S3 bucket or you want to create an Amazon S3 bucket specifically for this data, see How do I Create an Amazon S3 Bucket.

Step 3: Configure an Amazon SNS topic for response notifications

The Commerce Analytics Service delivers response notifications using Amazon SNS. The service publishes messages to this topic to notify you when your datasets are available or if an error occurred. If you already have an Amazon SNS topic for this purpose, proceed to the next step.

If you don't have an Amazon SNS topic configured for this service, configure one now. For instructions, see Create a Topic.

Record the topic Amazon Resource Name (ARN) for the topic you created, because the ARN is required to call the service.

Step 4: Enroll in the Commerce Analytics Service program

The Commerce Analytics Service accesses the Amazon S3 bucket and Amazon SNS topic after you configure the service with the ARN for the topic and name of the bucket.

To enable access

1. Log in to the AWS Marketplace Management Portal with the AWS account you use to manage your AWS Marketplace products.
2. Ensure you have the necessary IAM permissions to enroll in the AWS Marketplace Commerce Analytics Service.
3. Navigate to the Commerce Analytics Service enrollment page.
4. Enter the Amazon S3 bucket name and Amazon SNS topic ARN, and choose **Enroll**.
5. On the permissions page, choose **Allow**.
6. On the AWS Marketplace Management Portal, record the **Role Name ARN** in the success message. You need the ARN to call the service.

> **Note**
>
> Onboarding to the Commerce Analytics Service creates an IAM role in your AWS account. The IAM role allows AWS Marketplace to write to the Amazon S3 bucket and publish notifications to the Amazon SNS topic. AWS Marketplace uses the account 452565589796 to perform these associated actions with this IAM role.

Step 5: Verify your configuration

The last step is to verify that your configuration works as expected.

To test your configuration

1. Download, install, and configure the AWS Command Line Interface (AWS CLI).
2. Using the AWS CLI, run this command.

```
aws marketplacecommerceanalytics generate-data-set \
--data-set-type "customer_subscriber_hourly_monthly_subscriptions" \
--data-set-publication-date "{TODAY'S-DATE}" \
--role-name-arn "{YOUR-ROLE-NAME-ARN}" \
--destination-s3-bucket-name "{amzn-s3-demo-bucket}" \
--destination-s3-prefix "TEST_PREFIX" \
--sns-topic-arn "{YOUR-SNS-TOPIC-ARN}"
```

- For `--data-set-publication-date`, replace `{TODAY'S DATE}` with the current date using ISO-8601 format, `YYYY-MM-DDT00:00:00Z`, where `YYYY` is the four-digit year, `MM` is the two-digit month, and `DD` is the two-digit day.
- For `--role-name-arn`, replace `{YOUR-ROLE-NAME-ARN}` with the ARN of the role you received from the enrollment process in Step 4: Enroll in the Commerce Analytics Service program.
- For *--destination-s3-bucket-name*, replace *{amzn-s3-demo-bucket}* with the name of the Amazon S3 bucket you created in Step 2: Create a destination Amazon S3 bucket.
- For *–sns-topic-arn*, replace *{YOUR-SNS-TOPIC-ARN}* with the Amazon SNS topic you created in Step 3: Configure an Amazon SNS topic for response notifications.

If you receive a response including the *dataSetRequestId* response from the service, you've completed the on-boarding process. A successful response looks like this:

```
{
   "dataSetRequestId": "646dd4ed-6806-11e5-a6d8-fd5dbcaa74ab"
}
```

Using the AWS Marketplace Commerce Analytics Service with the AWS CLI and AWS SDK for Java

With the AWS Marketplace Commerce Analytics Service, you can programmatically access product and customer data through AWS Marketplace. The AWS Marketplace Commerce Analytics Service is provided through the AWS SDK. You use the AWS CLI and the AWS SDK for Java to interact with the Commerce Analytics Service. These sections show you how to implement the Commerce Analytics Service by using the AWS CLI and SDK for Java.

Topics

- IAM policies for Commerce Analytics Service
- Making Requests with the AWS CLI
- Making requests with the AWS SDK for Java

IAM policies for Commerce Analytics Service

To allow your users to use the Commerce Analytics Service, the following permissions are required.

Use the following IAM permissions policy to enroll in the AWS Marketplace Commerce Analytics Service.

JSON

```
{
    "Version": "2012-10-17",
    "Statement": [
        {
            "Effect": "Allow",
            "Action": [
                "iam:ListRoles",
                "iam:CreateRole",
                "iam:CreatePolicy",
                "iam:AttachRolePolicy",
                "aws-marketplace-management:viewReports"
            ],
            "Resource": "*"
        }
    ]
}
```

Use the following IAM permissions policy to allow an user to make requests to the AWS Marketplace Commerce Analytics Service.

JSON

```
{
    "Version": "2012-10-17",
    "Statement": [
        {
            "Effect": "Allow",
            "Action": "marketplacecommerceanalytics:GenerateDataSet",
            "Resource": "*"
        }
    ]
}
```

For more information, see Creating Policies in the IAM console in the *IAM User Guide*.

Making Requests with the AWS CLI

To get started, download the AWS CLI. The following AWS CLI example makes a request for the **Hourly/Monthly Subscriptions** dataset for October 1, 2017. This dataset is published to the **demo-bucket** Amazon S3 bucket using the prefix **demo-prefix**, and the notification message is delivered to the **demo-topic** Amazon SNS topic.

```
aws marketplacecommerceanalytics generate-data-set \
--data-set-type "customer_subscriber_hourly_monthly_subscriptions" \
--data-set-publication-date "2017-10-01T00:00:00Z" \
--role-name-arn "arn:aws:iam::123412341234:role/MarketplaceCommerceAnalyticsRole" \
--destination-s3-bucket-name "demo-bucket" \
--destination-s3-prefix "demo-prefix" \
--sns-topic-arn "arn:aws:sns:us-west-2:123412341234:demo-topic"
```

This request returns an identifier that is unique for each request. You can use this identifier to correlate requests with notifications published to your Amazon SNS topic. The following example is an example of this identifier.

```
{
   "dataSetRequestId": "646dd4ed-6806-11e5-a6d8-fd5dbcaa74ab"
}
```

Making requests with the AWS SDK for Java

To start, download the AWS Java SDK. The following AWS SDK for Java example makes a request for the **Hourly/Monthly Subscriptions** dataset for October 1, 2015. This dataset is published to the **demo-bucket** Amazon S3 bucket using the prefix **demo-prefix**, and the notification message is delivered to the **demo-topic** Amazon SNS topic.

```
/*
* Copyright Amazon.com, Inc. or its affiliates. All Rights Reserved.
*
* Licensed under the Apache License, Version 2.0 (the "License").
* You may not use this file except in compliance with the License.
* A copy of the License is located at
*
* http://aws.amazon.com/apache2.0
*
* or in the "license" file accompanying this file. This file is distributed
* on an "AS IS" BASIS, WITHOUT WARRANTIES OR CONDITIONS OF ANY KIND, either
* express or implied. See the License for the specific language governing
* permissions and limitations under the License.
*/
import java.text.DateFormat;
import java.text.ParseException;
import java.text.SimpleDateFormat;
import java.util.Date;
import java.util.TimeZone;
import com.amazonaws.AmazonClientException;
import com.amazonaws.AmazonServiceException;
import com.amazonaws.auth.AWSCredentials;
import com.amazonaws.auth.profile.ProfileCredentialsProvider;
import com.amazonaws.regions.Region;
import com.amazonaws.regions.Regions;
import
 com.amazonaws.services.marketplacecommerceanalytics.AWSMarketplaceCommerceAnalyticsClient;
import
 com.amazonaws.services.marketplacecommerceanalytics.model.GenerateDataSetRequest;
import com.amazonaws.services.marketplacecommerceanalytics.model.GenerateDataSetResult;
```

```
/**
* This sample demonstrates how to make basic requests to the AWS Marketplace Commerce
* Analytics service using the AWS SDK for Java.
* <p>
* <b>Prerequisites:</b> Follow the on-boarding guide: {URL OR SOMETHING}
* <p>
* Fill in your AWS access credentials in the provided credentials file
* template, and be sure to move the file to the default location
* (~/.aws/credentials) where the sample code will load the credentials from.
* <p>
* <b>WARNING:</b> To avoid accidental leakage of your credentials, DO NOT keep
* the credentials file in your source directory.
* <p>
* http://aws.amazon.com/security-credentials
*/
public class MarketplaceCommerceAnalyticsSample {
public static void main(String[] args) throws ParseException {
/*
* The ProfileCredentialsProvider will return your [default]
* credential profile by reading from the credentials file located at
* (~/.aws/credentials).
*/
AWSCredentials credentials = null;
try {
credentials = new ProfileCredentialsProvider().getCredentials();
} catch (Exception e) {
throw new AmazonClientException("Cannot load the credentials from the credential
 profiles "
+ "file. Make sure that your credentials file is at the correct "
+ "location (~/.aws/credentials), and is in valid
format.", e);
}
AWSMarketplaceCommerceAnalyticsClient client = new
 AWSMarketplaceCommerceAnalyticsClient(credentials);
Region usEast1 = Region.getRegion(Regions.US_EAST_1);
client.setRegion(usEast1);
System.out.println("===========================================================");
System.out.println("Getting Started with AWS Marketplace Commerce Analytics Service");
System.out.println("===========================================================
\n");
// Create a data set request with the desired parameters
GenerateDataSetRequest request = new GenerateDataSetRequest();
request.setDataSetType("customer_subscriber_hourly_monthly_subscriptions");
request.setDataSetPublicationDate(convertIso8601StringToDateUtc("2014-06-09T00:00:00Z"));
```

```
request.setRoleNameArn("arn:aws:iam::864545609859:role/
MarketplaceCommerceAnalyticsRole");
request.setDestinationS3BucketName("awsmp-goldmine-seller");
request.setDestinationS3Prefix("java-sdk-test");
request.setSnsTopicArn("arn:aws:sns:us-west-2:864545609859:awsmp-goldmine-seller-
topic");
System.out.println(
String.format("Creating a request for data set %s for publication date %s.",
request.getDataSetType(), request.getDataSetPublicationDate()));
try {
// Make the request to the service
GenerateDataSetResult result = client.generateDataSet(request);
// The Data Set Request ID is a unique identifier that you can use to correlate the
// request with responses on your Amazon SNS topic
System.out.println("Request successful, unique ID: " + result.getDataSetRequestId());
} catch (AmazonServiceException ase) {
System.out.println("Caught an AmazonServiceException, which means your request made it
 "
+ "to the AWS Marketplace Commerce Analytics service, but was rejected with an "
+ "error response for some reason.");
System.out.println("Error Message: " + ase.getMessage());
System.out.println("HTTP Status Code: " + ase.getStatusCode());
System.out.println("AWS Error Code: " + ase.getErrorCode());
System.out.println("Error Type: " + ase.getErrorType());
System.out.println("Request ID: " + ase.getRequestId());
} catch (AmazonClientException ace) {
System.out.println("Caught an AmazonClientException, which means the client encountered
 "
+ "a serious internal problem while trying to communicate with the AWS Marketplace"
+ "Commerce Analytics service, such as not being able to access the "
+ "network.");
System.out.println("Error Message: " + ace.getMessage());
}
}
private static Date convertIso8601StringToDateUtc(String dateIso8601) throws
 ParseException {
TimeZone utcTimeZone = TimeZone.getTimeZone("UTC");
DateFormat utcDateFormat = new SimpleDateFormat("yyyy-MM-dd'T'HH:mm:ssX");
utcDateFormat.setTimeZone(utcTimeZone);
return utcDateFormat.parse(dateIso8601);
}
}
```

You should expect results similar to this example.

```
================================================================
Getting Started with AWS Marketplace Commerce Analytics Service
================================================================
Creating a request for data set customer_subscriber_hourly_monthly_subscriptions for
 publication
date Sun Jun 08 17:00:00 PDT 2014.
Request successful, unique ID: c59aff81-6875-11e5-a6d8-fd5dbcaa74ab
```

Generating a dataset by using the AWS Marketplace Commerce Analytics Service

After you enroll in the AWS Marketplace Commerce Analytics Service, you can access your usage, subscription, and billing reports through the AWS CLI and AWS SDK for Java. The data you request using the SDK tools is delivered to your AWS account as datasets. Most of the datasets correspond to the same data as the text-based reports available on the AWS Marketplace Management Portal. For more information, see Accessing product and customer data with the AWS Marketplace Commerce Analytics Service. These sections provide information about parameters, responses, and outputs related to datasets generated by the Commerce Analytics Service.

Topics

- GenerateDataSet parameters
- Responses
- Outputs

`GenerateDataSet` parameters

The AWS Marketplace Commerce Analytics Service exposes one method, `GenerateDataSet`, which you can use to request datasets to be published to your Amazon S3 bucket. The following table lists the parameters for `GenerateDataSet`.

Dataset parameters

Field	Description
Data Set Type	This dataset will be returned as the result of the request.

Field	Description
Data Set Publication Date	The date a dataset was published. For daily datasets, provide a date with day-level granularity for the desired day. For monthly datasets, provide a date with month-level granularity for the desired month. The day value is ignored.
Role Name ARN	The ARN of the role with an attached permissions policy that provides the service with access to your resources.
Destination Amazon S3 Bucket Name	The name (the friendly name, not the ARN) of the destination Amazon S3 bucket. Your datasets are published to this location.
Destination Amazon S3 Prefix	(Optional) The Amazon S3 prefix for the published dataset, similar to a directory path in standard file systems. For example, if given the bucket name `mybucket` and the prefix `myprefix/mydatasets`, the output file is published to `s3://amzn-s3-demo-bucket/myprefix/mydatasets/outputfile`. If the prefix directory structure doesn't exist, it's created. If no prefix is provided, the dataset is published to the Amazon S3 bucket root.
SNS Topic ARN	The ARN for the Amazon SNS topic that is notified when the dataset has been published or if an error occurs.

Responses

The AWS Marketplace Commerce Analytics Service returns two responses. The first is synchronous, which is returned immediately, and the second is asynchronous, which is returned using the Amazon SNS. The synchronous response is similar to this example.

Data set parameters

Field	Description
Data Set Request ID	A unique identifier representing a specific request to the service. This identifier can be used to correlate a request with notifications on the Amazon SNS topic.

The asynchronous response is posted as a JSON-formatted document to your Amazon SNS topic and is similar to this example.

Dataset parameters

Field	Description
Data Set S3 Location	The bucket name and key for the delivered dataset.
Data Set Meta Data S3 Location	The bucket name and key for the delivered dataset metadata file.
Data Set Request ID	A unique identifier representing a specific request to the service. This identifier can be used to correlate a request with notifications on the Amazon SNS topic.
Success	"True" if the operation succeeded; "false" if not.
Message	(Optional) If an error occurred (for example, "Success" is "false"), this message contains information about the failure.

Example JSON-formatted asynchronous response

```
 {
   "dataSetS3Location":{
      "bucketName":"demo-bucket",
      "key":"demo-prefix/
customer_subscriber_hourly_monthly_subscriptions_2014-06-09.csv"
   },
   "dataSetMetaDataS3Location":{
      "bucketName":"demo-bucket",
      "key":"demo-prefix/
customer_subscriber_hourly_monthly_subscriptions_2014-06-09.meta.json"
   },
   "dataSetRequestId":"f65b7244-6862-11e5-80e2-c5127e17c023",
   "success":true
 }
```

Outputs

After a successful request, the requested dataset is delivered to your Amazon S3 bucket as a .csv file. A JSON-formatted metadata file is published to the same location as the dataset file. The metadata file provides useful information about the dataset and original request parameters. The metadata file has the same name as the dataset file, but ends with the extension .meta.json. The following table lists the metadata fields in the .csv file.

Metadata fields

Field	Description
Data Set Request ID	A unique identifier representing a specific request to the service. This identifier can be used to correlate a request with notifications on the Amazon SNS topic.
Data Set Coverage Range	Defines the start date/time and end date/time for the data coverage range. These dates are in ISO 8601 format.

Field	Description
Data Set Request Parameters	The original request parameters to the `GenerateDataSet` method.
Data Set S3 Location	The bucket name and key for the delivered dataset.
Data Set Meta Data S3 Location	The bucket name and key for the delivered dataset metadata file.

Following is an example of JSON-formatted metadata contents.

```
{
"dataSetRequestId": "43d7137b-8a94-4042-a09d-c41e87f371c1",
"dataSetCoverageRange": {
"startDateTime": "2014-06-08T00:00:00.000Z",
"endDateTime": "2014-06-08T23:59:59.000Z"
},
"dataSetRequestParameters": {
"sellerAccountId": "123412341234",
"dataSetType": "customer_subscriber_hourly_monthly_subscriptions",
"dataSetPublicationDate": "2014-06-09T00:00:00.000Z",
"roleNameArn": "arn:aws:iam::123412341234:role/MarketplaceCommerceAnalyticsRole",
"destinationS3BucketName": "demo-bucket",
"destinationS3Prefix": "demo_prefix/customer_subscriber_hourly_monthly_subscriptions",
"snsTopicArn": "arn:aws:sns:us-west-2:123412341234:demo-topic"
},
"dataSetS3Location": {
"bucketName": "demo-bucket",
"key": "demo_prefix/customer_subscriber_hourly_monthly_subscriptions_2014-06-09.csv"
},
"dataSetMetaDataS3Location": {
"bucketName": "demo-bucket",
"key": "demo_prefix/
customer_subscriber_hourly_monthly_subscriptions_2014-06-09.meta.json"
}
}
```

For a complete list of available datasets, including availability dates, refer to the AWS SDK documentation.

Troubleshooting the AWS Marketplace Commerce Analytics Service

You can troubleshoot issues with the AWS Marketplace Commerce Analytics Service, which programmatically provides product and customers data from AWS Marketplace. You might need to troubleshoot the Commerce Analytics Service when you encounter errors or other configuration issues. The following sections guide you through the troubleshooting process, covering steps to diagnose and resolve common problems with the Commerce Analytics Service.

I can't access the service because of an allow list issue.

If you're not yet registered as a seller on the AWS Marketplace, visit AWS Marketplace Management Portal to register. If you have already registered as a seller on AWS Marketplace, contact the **AWS Marketplace Seller Operations** team.

I can't request datasets for a date in the past, even though the SDK documentation says it should be available for this date.

Even though datasets are listed as being available for certain dates in the past, we have data only since the time that you joined AWS Marketplace. If you believe that this is in error, contact the **AWS Marketplace Seller Operations** team.

When I call the service, I receive the error message "Could not connect to the endpoint URL: https://marketplacecommerceanalytics.eu-central-1.amazonaws.com/"

The AWS Marketplace Commerce Analytics Service is available only in the US East (N. Virginia) Region. You must make all calls to the Commerce Analytics Service to the `us-east-1` endpoint.

If you're using the AWS CLI, add the "`--region` flag to each call and specify the AWS Region as `us-east-1`, as shown in the following example.

```
aws marketplacecommerceanalytics generate-data-set \
--data-set-type "customer_subscriber_hourly_monthly_subscriptions" \
--data-set-publication-date "2016-04-21T00:00:00Z" \
--role-name-arn "arn:aws:iam::138136086619:role/MarketplaceCommerceAnalyticsRole" \
--destination-s3-bucket-name "marketplace-analytics-service" \
--destination-s3-prefix "test-prefix" \
--sns-topic-arn "arn:aws:sns:eu-
central-1:138136086619:Marketplace_Analytics_Service_Notice" \
```

```
--region us-east-1
```

I want to use a different Amazon S3 bucket or Amazon SNS topic than the ones I selected when I went through the on-boarding process.

When enrolling in the AWS Marketplace Commerce Analytics Service, you specified an Amazon S3 bucket and Amazon SNS topic. The onboarding process configures your IAM permissions to allow the service access to only these specific resources. To use different resources, you need to modify your IAM policy:

1. Sign in to the AWS Management Console and open the IAM console at https://console.aws.amazon.com/iam/.
2. Choose **Roles** on the left side of the IAM console.
3. Choose **MarketplaceCommerceAnalyticsRole**.
4. Expand the **Inline Roles** section, if not already expanded.
5. Locate the policy with a name that starts with *oneClick_MarketplaceCommerceAnalyticsRole* and choose **Edit Policy**.
6. In the policy document, locate the section that specifies actions related to the service that you want to modify. For example, to change your Amazon S3 bucket, locate the section that includes the actions that start with **s3:** and change their respective **Resource** selection to specify your new Amazon S3 bucket.

For additional information about IAM policies, see the following guide: https://docs.aws.amazon.com/IAM/latest/UserGuide/access_policies.html

I get an `AccessDeniedException` error when I call the `GenerateDataSet` action

This can happen if your user doesn't have the permissions necessary to call `GenerateDataSet`. The following procedure outlines the steps needed to create an IAM policy with those permissions using the IAM console and add the permissions to your users, groups, or roles.

To use the JSON policy editor to create a policy

1. Sign in to the AWS Management Console and open the IAM console at https://console.aws.amazon.com/iam/.

2. In the navigation pane on the left, choose **Policies**.

   If this is your first time choosing **Policies**, the **Welcome to Managed Policies** page appears. Choose **Get Started**.

3. At the top of the page, choose **Create policy**.
4. In the **Policy editor** section, choose the **JSON** option.
5. Enter the following JSON policy document:

```
{
  "Version": "2012-10-17",
  "Statement": [
    {
      "Effect": "Allow",
      "Action": "marketplacecommerceanalytics:GenerateDataSet",
      "Resource": "*"
    }
  ]
}
```

6. Choose **Next**.

> **Note**
>
> You can switch between the **Visual** and **JSON** editor options anytime. However, if you make changes or choose **Next** in the **Visual** editor, IAM might restructure your policy to optimize it for the visual editor. For more information, see Policy restructuring in the *IAM User Guide*.

7. On the **Review and create** page, enter a **Policy name** and a **Description** (optional) for the policy that you are creating. Review **Permissions defined in this policy** to see the permissions that are granted by your policy.
8. Choose **Create policy** to save your new policy.

To provide access, add permissions to your users, groups, or roles:

- Users and groups in AWS IAM Identity Center:

  Create a permission set. Follow the instructions in Create a permission set in the *AWS IAM Identity Center User Guide*.

- Users managed in IAM through an identity provider:

  Create a role for identity federation. Follow the instructions in Create a role for a third-party identity provider (federation) in the *IAM User Guide*.
- IAM users:
  - Create a role that your user can assume. Follow the instructions in Create a role for an IAM user in the *IAM User Guide*.
  - (Not recommended) Attach a policy directly to a user or add a user to a user group. Follow the instructions in Adding permissions to a user (console) in the *IAM User Guide*.

My problem isn't listed here.

Contact the **AWS Marketplace Seller Operations** team.

AWS Marketplace Field Demonstration Program

The AWS Marketplace Field Demonstration Program (FDP) allows the AWS field team (internally approved AWS employees) to use some products and solutions through AWS Marketplace at no charge.

Examples of approved AWS employees may include solutions architects and sales and marketing professionals. The FDP allows these employees to demonstrate product capabilities for education and potential inclusion in customer workloads.

The following product types are supported:

- Amazon Machine Images (AMIs)
- Containers
- Machine learning algorithms and model packages (SageMaker AI)
- Data sets (AWS Data Exchange)

> **Note**
>
> For AWS Data Exchange products, the FDP only applies to products with a public offer of $0 (free).
> For AWS Data Exchange products that have subscription verification enabled, providers need to approve the subscription request. For more information about subscription

verification, see Subscription verification for subscribers in the *AWS Data Exchange User Guide*.

You're automatically enrolled in the FDP program when you sign up as an AWS Marketplace seller. To opt out, submit a support request to the AWS Marketplace Seller Operations team.

To view information about product usage under this program, see the AWS field demonstration usage section of the Monthly billed revenue report.

AWS Partner Assistant

AWS Partner Assistant is a generative AI-powered chatbot for AWS Partners. It is accessible from both Partner Central and AWS Marketplace Management Portal (AMMP) and uses Amazon Q Business, which is trained according to documentation that's exclusive to registered partners.

Note

To access AWS Partner Assistant, partners must link their AWS Partner Central account with their AWS account. For more information, see Linking AWS Partner Central accounts with AWS Marketplace seller accounts in the *AWS Partner Central Getting Started Guide*.

The chatbot provides real-time answers and documentation summaries on a variety of topics related to AWS services, AWS Marketplace seller guidance, and AWS Partner Network incentives, benefits, and programs. If the chatbot is unable to provide a response, it advises you on how to file a ticket with the support team. You can also provide feedback from within the chatbot using thumbs-up and thumbs-down buttons, which helps improve the chatbot's accuracy and quality.

The following is a typical interaction with AWS Partner Assistant:

1. Ask a question: Open the chatbot from either AWS Partner Central or AMMP, and ask a question using everyday language.
2. AWS Partner Assistant processes the request: The chatbot uses natural language processing (NLP) to interpret your query.
3. AWS Partner Assistant generates a response: The chatbot returns a relevant response, which includes additional resources.
4. Provide feedback: The chatbot prompts you for feedback.

Benefits and features

AWS Partner Assistant provides a self-service option that improves access to information.

- Immediate answers: Partners typically must contact AWS directly for help, but AWS Partner Assistant is always available.
- Accurate answers: Partners receive factual, timely information with minimal response variability.
- Self-service support: Reduces the time it takes to locate relevant resources.
- Advanced responses: Provides natural, intuitive, human-like responses.
- Contextual understanding: Provides additional information about complex subjects.
- Self-learning system: Continuously improves by learning from interactions, refining responses over time, and expanding its knowledge base.
- Scalable support: Capable of handling large volumes of inquires simultaneously.

How to use AWS Partner Assistant

1. Log in to AWS Partner Central or AMMP.
2. Access the chat:
   a. Choose the purple floating icon at the bottom-right hand corner.
   b. Choose from one of the suggested prompts, or begin typing your question in the text field.
   c. The chatbot responds with sources and links.
3. Access the chatbot from Partner Central:
   a. Choose the **Support** menu.
   b. Select **Instant chat with AWS Partner Assistant** from the dropdown.
   c. (Optional) Access the chatbot from a support ticket. Before submitting a support ticket, choose **Ask AWS Partner Assistant** to get an immediate answer.
4. Access the chatbot from AMMP:
   a. From the **Contact Us** page, choose **Ask AWS Partner Assistant**.
   b. (Optional) Access the chatbot from a support ticket. Before submitting a support ticket, choose **Submit support request** from the **Contact Us** page. Choose **Ask AWS Partner Assistant** to get an immediate answer.
5. (Optional) Provide feedback:

a. After each response, you have the option to provide feedback: Choose **Thumbs Up** if the response meets your needs.

b. Choose **Thumbs Down** if the response wasn't helpful.

c. If you choose **Thumbs Down**, provide more detail in the text box or choose an option from the picklist that best describes why the response wasn't helpful.

d. Rate your experience by choosing **Feedback** from the bottom-left corner of the chatbot window: Choose **Feedback** to open a pop-up with a rating scale. Use the text field for any additional comments or feedback.

Partner Assistant Frequently Asked Questions

Following are frequently asked questions for AWS Partner Assistant.

What is AWS Partner Assistant?

AWS Partner Assistant is a generative AI-powered chatbot that helps partners find information and answer questions.

How do I access AWS Partner Assistant?

AWS Partner Assistant is available to both AWS Partners and Marketplace sellers, but not Marketplace buyers. You can access the chatbot from any page through AWS Partner Central or AWS Marketplace Management Portal (AMMP).

Is AWS Partner Assistant always available?

Yes.

What languages does AWS Partner Assistant support?

Currently, AWS Partner Assistant supports only English, but it will support other languages in future releases.

What can AWS Partner Assistant do?

The chatbot provides real-time answers and documentation summaries about AWS services, AWS Marketplace seller guidance, and AWS Partner programs, incentives, and benefits. The chatbot uses a library of published content that's exclusive to partners.

What can I ask AWS Partner Assistant?

The chatbot provides real-time answers and documentation summaries about AWS services, AWS Marketplace seller guidance, and AWS Partner Network programs, incentives, and benefits. The chatbot uses a library of published content that's exclusive to partners.

What issues should I not ask AWS Partner Assistant?

For issues that require in-depth troubleshooting, account verification, or access to sensitive data, contact AWS customer support directly.

Can AWS Partner Assistant provide personalized responses?

Currently, AWS Partner Assistant provides only general information and guidance. It can't generate creative content or perform tasks. If AWS Partner Assistant is unable to adequately answer your question, file a support ticket or submit feedback. The following are additional examples:

Do	Don't
Where can I find my tier renewal date?	When is my tier renewal date?
How do I enroll in a path?	Enroll us in the Software path.
How do I apply for the MSP program?	Can I apply for the MSP program?

Note

For account-related questions, partners must use existing AWS support channels.

Can partners use AWS Partner Assistant to change their account or services?

No, but it can guide you on how to make these changes or direct you to support teams who can.

How does AWS Partner Assistant handle confidential information?

AWS Partner Assistant is designed to safeguard user privacy and data, but we don't recommend sharing sensitive information.

What happens if AWS Partner Assistant doesn’t understand my question?

If AWS Partner Assistant can’t answer your question, try rephrasing it. Alternatively, it can guide you to a support team for assistance. In this scenario, submit thumbs-down feedback along with additional context, which will help us improve the chatbot’s performance. Optionally, you can provide structured feedback from a picklist of common categories.

What should I do if AWS Partner Assistant isn't responding?

Try refreshing the page or restarting the application. If the issue persists, report the problem to our support team.

What should I do if AWS Partner Assistant provides incorrect information?

If you believe AWS Partner Assistant has given you incorrect information, provide feedback at the end of your session using the thumbs-down option.

Can I turn off AWS Partner Assistant if I don't want to use it?

AWS Partner Assistant is an optional feature. If you prefer not to use it, contact our support team.

What is the Designated Seller of Record (DSOR) program?

The Designated Seller of Record (DSOR) program enables independent software vendors (ISVs) to authorize AWS partners to create and manage software as a service (SaaS) listings on AWS Marketplace. These authorized partners can act as intermediaries between ISVs and their customers, providing an additional way to bring their software to market and scale their channel business.

> **Note**
>
> The DSOR program is invite-only. Partners can reach out to awsmp-dsor@amazon.com to request onboarding.

Benefits of using DSOR

When ISVs use the DSOR program, they can:

- Expand their reach through DSOR partner networks.

- Simplify billing and invoicing through AWS Marketplace Partners.
- Enter new markets using established channel partners.
- Maintain their existing contractual requirements.
- Work directly with DSOR partners to build incremental revenue streams.

DSOR models

The DSOR program offers two models to meet different business needs:

Channel model

The channel model lets DSOR partners enable their downstream channel partners to sell on AWS Marketplace with the Channel Partner Private Offer (CPPO) vehicle. This model works well if ISVs have existing channel relationships.

> **Note**
>
> DSOR CPPO works like a traditional CPPO from an operational perspective. For more information about CPPO resources, refer to Creating private offers as an AWS Marketplace Channel Partner.

Direct model

The direct model lets DSOR partners create and manage listings on behalf of ISVs. Partners use AWS Marketplace Private Offers to transact directly with AWS customers.

Both DSOR models are designed for ISVs that want to:

- Include DSOR partners in their AWS Marketplace transactions to scale their channel.
- Leverage existing distribution operational workflows and processes.

How DSOR works

The DSOR process works as follows:

1. ISV authorizes a DSOR partner to manage and create listings (Contract) for them.
2. DSOR partner creates a limited SaaS listing.

3. Customers or Channel Partners see and buy ISV's relisted product on AWS Marketplace.
4. ISV delivers the SaaS product to the customer.
5. AWS Marketplace handles billing, collection, and disbursement.

Considerations for using DSOR

When ISVs decide to use the DSOR program, they should consider the following:

- Ensure the DSOR partner understands the ISV's product and pricing strategy.
- Establish clear communication channels with the DSOR partner for updates and support.
- Define a clear governance for listing fee coverage, preferred route for private offers and delivery of the SaaS product to the customer.
- Review and understand the revenue sharing model with the DSOR partner.
- Be prepared to provide ongoing product updates and support to the DSOR partner.

Registering as a seller on AWS Marketplace

Registering as a seller is the first step to selling your products on AWS Marketplace. This section guides you through the registration process, including providing required information and completing verification steps.

To register as a seller in AWS Marketplace, you can use an existing AWS account or create a new account. All AWS Marketplace interactions are tied to the account that you choose. AWS Marketplace strongly recommends using AWS Identity and Access Management (IAM) roles to sign in to the AWS Marketplace Management Portal rather than using your root account credentials.

AWS Marketplace supports several types of sellers, each with their own unique offerings and requirements:

Independent software vendors (ISVs)

Software companies that develop, market, and sell software products that run on or integrate with AWS services. ISVs can offer various product types including AMIs, container products, SaaS products, and machine learning models.

Channel partners

Organizations that resell or distribute software products from ISVs. Channel partners can create private offers for products they're authorized to resell, allowing them to set their own pricing and terms.

Managed service providers (MSPs)

Companies that provide managed services for AWS environments, including monitoring, security, and optimization services. MSPs can offer their services as products in AWS Marketplace.

Individuals

Individual developers or consultants who have created software products or professional services that work with AWS services.

Topics

- Seller eligibility requirements
- Account considerations

- Registration process

Seller eligibility requirements

Eligibility requirements for AWS Marketplace sellers vary based on whether you're offering free products or paid products, your location, and the regions where you want to sell.

General requirements for all sellers

All sellers must meet these basic requirements:

- Have an AWS account in good standing
- Meet the requirements in the terms and conditions for AWS Marketplace sellers
- Provide a valid email address accessible by appropriate contacts within your organization (aliases cannot be substituted)
- Use AWS Identity and Access Management (IAM) roles to sign in to the AWS Marketplace Management Portal rather than using root account credentials (strongly recommended)

Requirements for offering free products

To create and offer free products in AWS Marketplace, you must:

- Sell publicly available, full-feature production-ready software
- Have a defined customer support process and support organization
- Provide a means to keep software regularly updated and free of vulnerabilities
- Follow best practices and guidelines when marketing your product in AWS Marketplace

Requirements for selling paid products

If you charge for your products or offer bring your own license (BYOL) products, you must also meet these additional requirements:

- Be a permanent resident or citizen in an eligible jurisdiction, or a business entity organized or incorporated in one of those areas
- Provide tax information (W-9 form for US sellers, W-8 form for non-US sellers)
- Provide bank account information in an eligible jurisdiction that can accept USD disbursements

- Complete Know Your Customer (KYC) process if selling to customers in Europe, the Middle East, and Africa (EMEA), getting paid for Republic of Korea transactions, or using U.K.-based bank accounts
- Complete bank account verification process

For detailed procedures on completing these requirements, see the section called “Registration process”.

Requirements by product type

Different types of sellers may have additional specific requirements:

Data product providers

Must meet the AWS Data Exchange eligibility requirements. For more information, see the AWS Data Exchange User Guide.

Professional services providers

Must complete the Tax Questionnaire for DAC7.

BYOL product providers

Often require additional seller registration requirements beyond standard paid product requirements.

Eligible jurisdictions for paid products

To sell paid products on AWS Marketplace, you must be a permanent resident or citizen in one of the following countries, or a business entity organized or incorporated in one of these jurisdictions.

> **Note**
>
> If you're changing jurisdictions, consult your legal and tax advisors before proceeding. This change might affect all active agreements.

Eligible countries and regions

- Australia

- Bahrain
- Canada
- Colombia
- European Union (EU) member states
- Hong Kong SAR
- Israel
- Japan
- New Zealand
- Norway
- Qatar
- South Korea
- Switzerland
- United Arab Emirates (UAE)
- United Kingdom (UK)
- United States (US)

VAT and tax requirements

Depending on your location, you may need to provide VAT registration information and meet specific tax requirements. For detailed information about VAT registration requirements and tax procedures by country, see the section called “Provide tax information”.

Account considerations

Choosing the right AWS account for your AWS Marketplace seller registration is an important decision that will support your marketplace business. Here are key considerations to help you make the best choice:

Choosing your seller account

AWS Marketplace recommends using a new account to register as a seller. This account will become the seller of record for your products and will be used for reporting, disbursement, and communication from AWS Marketplace to you.

> **Important**
>
> Once you register as a seller and list a product, you can't change the account associated with your products. All AWS Marketplace interactions will be tied to the account you choose, so it's worth taking time to select the right one.

Using a new account offers several advantages:

- Clean separation between your AWS Marketplace business and other AWS activities
- Simplified billing and financial tracking
- Easier compliance and audit management
- Reduced risk of account-related issues affecting your marketplace business

If you prefer to use an existing account, you can do so as long as it was created after September 27, 2017.

Setting up secure access

For security best practices, we recommend using AWS Identity and Access Management (IAM) roles to sign in to the AWS Marketplace Management Portal rather than using your root account credentials. For comprehensive security guidance, see *Security*.

You can also configure your account to allow multiple users with different permissions to access the AWS Marketplace Management Portal. For more information about setting up user access, see the section called “IAM for AWS Marketplace”.

Setting up communications

You'll need to provide an email address for important notifications and account updates. Make sure this email address is:

- Accessible by appropriate contacts within your organization
- A real email address, not an alias (some AWS teams can only send emails to the registered address)
- Monitored regularly for important account and payment notifications

Ready to register?

Once you've selected your account, you can begin the seller registration process. For step-by-step registration instructions, see the section called “Registration process”.

Registration process

Registering as a seller in AWS Marketplace involves completing several steps in sequence. This section provides an overview of the registration process, followed by detailed instructions for each step.

The registration process consists of the following steps:

1. Create your public profile – Select an AWS account to use as your primary AWS Marketplace account and provide information that will be displayed to potential buyers.
2. Provide tax information – Submit your tax information and VAT information (where applicable) to ensure accurate tax reporting and withholding.
3. Provide bank account information – For paid products, provide bank account details that can accept USD disbursements.
4. Set disbursement preferences – Choose how and when you want to receive payments for your product sales.
5. Complete the KYC process – Required for sellers who want to get paid for Republic of Korea transactions, transact using U.K.-based bank accounts, or sell to EMEA customers.
6. Complete bank account verification – Verify your bank account to receive disbursements.

After completing these steps, you'll be ready to create and publish products on AWS Marketplace. For free products, you only need to complete the public profile step. For paid products, all steps are required.

The following sections provide detailed instructions for each step of the registration process.

Step 1: Create your public profile

Creating your public profile is the first step in the seller registration process. Your public profile contains information about your company that will be visible to potential buyers in AWS Marketplace.

Information required for your public profile

To create your public profile, you need to provide the following information:

Legal company name

The official registered name of your business entity. This name will appear on all legal documents and agreements.

Display name

The name that will be displayed to buyers on AWS Marketplace. This can be your legal company name or a doing-business-as (DBA) name.

Company website

Your company's official website URL. This helps buyers verify your company's legitimacy and learn more about your business.

Company description

A brief description of your company, including your products, services, and value proposition. This information helps buyers understand what your company offers.

Contact information

Contact details for customer support, including email address and phone number. This information is used by buyers who need assistance with your products.

Steps to create your public profile

Follow these steps to create your public profile in AWS Marketplace:

1. Sign in to the AWS Management Console using the AWS account you want to use for selling on AWS Marketplace.
2. Navigate to the AWS Marketplace Management Portal at https://aws.amazon.com/marketplace/management/.
3. If this is your first time accessing the AWS Marketplace Management Portal, you'll be prompted to register as a seller. Choose **Register now**.
4. On the **Create your public profile** page, enter your company information in the required fields.
5. For **Legal company name**, enter the official registered name of your business entity.

6. For **Display name**, enter the name you want buyers to see on AWS Marketplace.
7. For **Company website**, enter your company's official website URL.
8. For **Company description**, provide a brief description of your company and its offerings.
9. For **Contact information**, enter your customer support email address and phone number.
10. Review the information you've entered to ensure accuracy.
11. Choose **Submit** to save your public profile.

> **Note**
>
> You can update your public profile information at any time after registration by accessing the **Account settings** section in the AWS Marketplace Management Portal.

Best practices for your public profile

Consider these best practices when creating your public profile:

- Ensure your company description clearly communicates your value proposition and the types of products you offer.
- Use a professional and active customer support email address that is monitored regularly.
- Verify that your company website is up-to-date and includes information about your products and services.
- Make sure your display name is recognizable and consistent with your branding in other channels.
- Provide accurate contact information to ensure buyers can reach you if they have questions or issues.

Next steps

After creating your public profile, you can proceed to the next step in the registration process: Step 2: Provide tax information.

If you're only planning to offer free products on AWS Marketplace, you've completed the required registration steps. However, if you plan to offer paid products, you must complete all the remaining registration steps.

Step 2: Provide tax information

Providing tax information is a required step for sellers who plan to offer paid products on AWS Marketplace. This information ensures proper tax reporting and withholding for your sales.

Tax information requirements

The tax information you need to provide depends on your country or region and the types of products you plan to sell:

- **US-based sellers** – If you're based in the United States, you need to provide a completed W-9 form, which includes your Taxpayer Identification Number (TIN).
- **Non-US sellers** – If you're based outside the United States, you need to provide a completed W-8 form (typically W-8BEN for individuals or W-8BEN-E for entities).
- **VAT/GST registration** – If you're required to collect Value-Added Tax (VAT) or Goods and Services Tax (GST) in your jurisdiction, you need to provide your VAT/GST registration number.
- **Professional services providers** – If you plan to sell professional services on AWS Marketplace, you must complete the Tax Questionnaire for DAC7 in addition to the standard tax forms.

VAT registration requirements

If you're located in these countries, you must provide VAT registration information:

- Australia
- Bahrain
- Colombia
- European Union member states
- Israel
- New Zealand
- Norway
- Switzerland
- United Arab Emirates (UAE)
- United Kingdom (UK)

Note

If you need to add supplemental tax registrations for specific localities after registration, see Supplemental tax registrations in Managing your seller account.

Tax invoicing responsibility

In these countries, if you and your buyer are located in the same country, you may be responsible for tax invoicing, collections, and remittances. Consult with your tax advisor:

- Bahrain
- Colombia
- Israel
- Norway
- Switzerland
- United Arab Emirates (UAE)

Japan tax requirements

From April 1, 2025, the following procedures are in effect for the collection and remittance of the 10% Japanese Consumption Tax (JCT) and the issuance of tax qualified invoice (TQI) by AWS Japan for products sold on AWS Marketplace:

Seller and customer scenario	Tax collection and invoice procedures
Seller – Independent software vendor (ISV) with an address outside of Japan.	According to the Specified Platform Taxation rule, AWS Japan will do the following:
Customer – AWS account with an address in Japan.	• Collect the 10% Japanese Consumption Tax (JCT). • Issue a Tax Qualified Invoice (TQI) to the customer under AWS Japan JCT number T6011001106696. • Remit the collected Japanese Consumption Tax (JCT) to the Japan Tax Authority (JTA).

Seller and customer scenario	Tax collection and invoice procedures
	To avoid duplication, the ISV should cease collecting or remitting Japanese Consumpti on Tax (JCT) and issuing Tax Qualified Invoices (TQIs).
Seller – Independent software vendor (ISV) with an address in Japan. **Customer –** AWS account with an address in Japan.	According to the Special Agency rule, AWS Japan will do the following: • Collect the 10% Japanese Consumption Tax (JCT). • Issue a Tax Qualified Invoice (TQI) to the customer under AWS Japan JCT number T6011001106696. • Disburse the collected JCT to the ISV. The ISV must do the following: • Enter their Japanese Corporate Number and Japanese Consumption Tax (JCT) Number in the Amazon Marketplace Management Portal. • Use the Tax Qualified Invoice (TQI) informati on available in the Amazon Marketplace Management Portal to remit the collected JCT to the Japanese Tax Authority (JTA).

Seller and customer scenario	Tax collection and invoice procedures
Channel Partner Private Offer (CPPO), ISV outside Japan 1. First transaction • **Seller –**Independent software vendor (ISV) with an address outside Japan. • **Customer –**AWS Marketplace Channel Partner with an address in Japan. 2. Second transaction • **Seller –** Same AWS Marketplace Channel Partner. • **Customer –**AWS account with an address in Japan.	For the first transaction, the Channel Partner must report the Japanese Consumption Tax (JCT) according to the reverse-charge tax mechanism. For the second transaction: • According to the Special Agency rule, AWS Japan will do the following: • Collect the 10% Japanese Consumption Tax (JCT). • Issue a Tax Qualified Invoice (TQI) to the customer under AWS Japan JCT number T6011001106696. • Disburse the collected Japanese Consumption Tax (JCT) to the Channel Partner. • The Channel Partner must do the following: • Enter their Japanese Corporate Number and Japanese Consumption Tax (JCT) Number in the Amazon Marketplace Management Portal. • Use the Tax Qualified Invoice (TQI) information available in the Amazon Marketplace Management Portal to remit the collected JCT to the Japanese Tax Authority (JTA).

Seller and customer scenario	Tax collection and invoice procedures

Channel Partner Private Offer (CPPO), all sellers and customers in Japan
 	
1. First transaction
• **Seller –**Independent software vendor (ISV) with an address in Japan.
• **Customer –**AWS Marketplace Channel Partner with an address in Japan.
2. Second transaction
• **Seller –** Same AWS Marketplace Channel Partner.
• **Customer –**AWS account with an address in Japan.
	For the first transaction:
	
	• Channel Partner receives a Tax Qualified Invoice (TQI) from the ISV.
	• AWS Japan does not issue an invoice or collect Japan Consumption Tax (JCT).
	
	For the second transaction:
	
	• According to the Special Agency rule, AWS Japan will do the following:
	  • Collect the 10% Japanese Consumption Tax (JCT).
	  • Issue a Tax Qualified Invoice (TQI) to customers using AWS Japan JCT number T6011001106696.
	  • Disburse the collected Japanese Consumption Tax (JCT) to the Channel Partner.
	• The Channel Partner must do the following:
	  • Enter their Japanese Corporate Number and Japanese Consumption Tax (JCT) Number in the Amazon Marketplace Management Portal.
	  • Use the Tax Qualified Invoice (TQI) information available in the Amazon Marketplace Management Portal to remit the collected JCT to the Japanese Tax Authority (JTA).

Seller and customer scenario	Tax collection and invoice procedures
Channel Partner Private Offer (CPPO), ISV and Channel Partner outside Japan 1. First transaction • **Seller –**Independent software vendor (ISV) with an address outside Japan. • **Customer –**AWS Marketplace Channel Partner with an address outside Japan. 2. Second transaction • **Seller –** Same AWS Marketplace Channel Partner. • **Customer –**AWS account with an address in Japan.	For the first transaction, AWS Japan does not issue an invoice or collect Japan Consumption Tax (JCT) as this is outside the scope of JCT. For the second transaction: • According to the Specified Platform Business rule, AWS Japan will do the following: • Collect the 10% Japanese Consumption Tax (JCT). • Issue a Tax Qualified Invoice (TQI) to the customer under AWS Japan JCT number T6011001106696. • Remit the collected Japan Consumption Tax (JCT) to the Japan Tax Authority (JTA). To avoid duplication, the Channel Partner should cease collecting or remitting Japanese Consumption Tax (JCT) and issuing Tax Qualified Invoices (TQIs).

Seller and customer scenario	Tax collection and invoice procedures
Channel Partner Private Offer (CPPO), Channel Partner outside Japan 1. First transaction • **Seller –**Independent software vendor (ISV) with an address in Japan. • **Customer –**AWS Marketplace Channel Partner with an address outside Japan. 2. Second transaction • **Seller –** Same AWS Marketplace Channel Partner. • **Customer –**AWS account with an address in Japan.	For the first transaction, AWS Japan does not issue an invoice or collect Japan Consumption Tax (JCT) as this is outside the scope of JCT. For the second transaction: • According to the Specified Platform Business rule, AWS Japan will do the following: • Collect the 10% Japanese Consumption Tax (JCT). • Issue a Tax Qualified Invoice (TQI) to the customer under AWS Japan JCT number T6011001106696. • Remit the collected Japan Consumption Tax (JCT) to the Japan Tax Authority (JTA). To avoid duplication, the Channel Partner should cease collecting or remitting Japanese Consumption Tax (JCT) and issuing Tax Qualified Invoices (TQIs).

For more information about VAT, invoicing, and your tax obligations as a seller, see AWS Marketplace Sellers on Amazon Web Service Tax Help.

Steps to provide tax information

Follow these steps to provide your tax information in AWS Marketplace:

1. Sign in to the AWS Marketplace Management Portal at https://aws.amazon.com/marketplace/management/.
2. Navigate to the **Settings** tab.
3. Select **Go to tax dashboard** in the **Payment information** section.

4. Complete the U.S. tax interview. Follow the on-screen instructions to complete the appropriate tax form based on your location (W-9 form for US-based sellers or W-8 form for non-US sellers).

   > **Note**
   >
   > If you see the error message "Tax interview location does not match the business location," ensure that the banking and tax information provided in Billing and Cost Management matches what is entered into the AWS Marketplace Management Portal. Your tax interview location must match the business location.

5. Review all information for accuracy before submitting.
6. Choose **Submit** to complete the tax information process.
7. (Optional) If you need to complete VAT registration, return to the **Settings** page and choose **Complete VAT information**. This redirects you to the **Tax settings** page of the AWS Billing console.

> **Note**
>
> The tax interview process is managed by a third-party service provider. Your information is securely transmitted and stored in accordance with applicable tax regulations. The VAT information section is only available if you are in an AWS Region that supports VAT.

Best practices for providing tax information

Consider these best practices when providing your tax information:

- Ensure all information matches your official tax records to avoid processing delays.
- Have your tax identification documents ready before starting the process.
- If you're unsure about any tax requirements, consult with a tax professional before submitting your information.
- Keep your tax information up to date. If your tax status changes, update your information promptly in the AWS Marketplace Management Portal.
- For VAT/GST registration, ensure you understand the tax collection and remittance requirements in your jurisdiction.

Next steps

After providing your tax information, you can proceed to the next step in the registration process: Step 3: Provide bank account information.

After you begin selling and have tax activity, you can access your tax documents such as 1099 forms. For more information, see Access tax documents in Managing your seller account.

Step 3: Provide bank account information

Providing bank account information is required for sellers who plan to offer paid products on AWS Marketplace. This information allows AWS to disburse payments for your product sales.

> **Note**
>
> You must complete your tax information before you can provide banking information. For a list of countries where you can offer paid products in AWS Marketplace, see Seller eligibility requirements.

Bank account requirements

The bank account requirements depend on your location:

- **US-based sellers** – If you're based in the United States, you need to provide a US-based bank account that can accept ACH transfers in USD.
- **Non-US sellers** – If you're based outside the United States, you need to provide a bank account in an eligible jurisdiction that can accept wire transfers in USD. Your bank account must have a valid SWIFT code. Alternatively, you can use Hyperwallet to obtain a US bank account (see Hyperwallet option for US bank accounts).

For all sellers, the bank account must be associated with the legal entity you provided during the tax information step.

Steps to provide bank account information

Follow these steps to provide your bank account information in AWS Marketplace:

1. Sign in to the AWS Marketplace Management Portal at https://aws.amazon.com/marketplace/management/ and choose **Settings**.

2. Select **Complete banking information** in the **Payment information** section.
3. Provide the required information about your bank account. You have the option to provide one or more bank accounts (US ACH account, SWIFT bank account from an eligible jurisdiction, or other supported account types).
4. Choose **Submit** to save your bank account information.

> **Important**
>
> Ensure that the bank account holder name matches the legal entity name you provided during the tax information step. Mismatches can cause payment delays or rejections.

Hyperwallet option for US bank accounts

If you prefer to accept USD disbursements using a US-based bank account, Hyperwallet can provide you with a US account. Hyperwallet is an independent service provider that allows you to receive funds and transfer them to your local bank account in a supported currency.

By adding your Hyperwallet account details to your AWS Marketplace seller account, you agree and acknowledge that AWS Marketplace will share your name, email address, and account number with Hyperwallet to confirm your status as an AWS Marketplace seller.

> **Note**
>
> Additional fees may apply to your use of Hyperwallet services (including transfer fees and foreign exchange fees required to transfer funds into your local currency), as well as foreign exchange rates. For a limited time, the Hyperwallet service fee will be waived only with respect to AWS Marketplace disbursements. For more information about fees and services, see the Hyperwallet support site.

To register with Hyperwallet and obtain US bank account information

1. Sign in to the AWS Marketplace Management Portal at https://aws.amazon.com/marketplace/management/ and choose **Settings**.
2. Select **Complete banking information** in the **Payment information** section.

3. If you don't have a Hyperwallet account and need one for use in AWS Marketplace, choose **No** in response to **Do you have a US bank account?** and **Are you registered with Hyperwallet?** You will be provided with a personal identification number (PIN) and link to sign up for Hyperwallet.
4. After you have activated your Hyperwallet account, follow the steps described on the Hyperwallet registration portal to complete registration and receive your deposit account information.
5. When you have obtained an account from Hyperwallet, add your Hyperwallet account information to your AWS account by returning to **Settings** and selecting **Complete banking information** in the **Payment information** section.

> **Note**
>
> To update information in your Hyperwallet account, contact the Hyperwallet support team in the Hyperwallet Portal. Refer to the **Support** tab for hours and contact information.

Best practices for providing bank information

Consider these best practices when providing your bank account information:

- Double-check all account numbers, routing numbers, and SWIFT codes for accuracy.
- Ensure your bank account can accept USD payments.
- Verify that your bank account is in good standing and can receive international wire transfers (for non-US accounts).
- If you're unsure about any banking details, contact your bank for assistance before submitting your information.
- Keep your bank account information up to date. If you change banks or account details, update your information promptly in the AWS Marketplace Management Portal.

Next steps

After providing your bank account information, you can proceed to the next step in the registration process: Step 4: Set disbursement preferences.

Step 4: Set disbursement preferences

Setting disbursement preferences allows you to specify how you want to receive payments for your product sales on AWS Marketplace. This step is required for sellers who plan to offer paid products.

> **Note**
>
> If you recently registered, you may need to wait two business days between creating your public profile and adding your disbursement method.

Steps to set disbursement preferences

Follow these steps to set your disbursement preferences in AWS Marketplace:

1. Sign in to the AWS Marketplace Management Portal at https://aws.amazon.com/marketplace/management/ and choose **Settings**.
2. Select the **Payment information** tab.
3. In the **Disbursement methods** section, choose **Add disbursement method**.
4. For **Currency**, select your preferred disbursement currency. Then, for **Bank account**, choose the account where you can receive payments in your selected currency.

   > **Note**
   >
   > US-based ACH accounts and Hyperwallet accounts can only receive payments in USD. For non-USD disbursements, you must provide a SWIFT bank account. Multiple currencies can be assigned to a bank account.

5. Select your disbursement frequency. Choose **Daily** for disbursements when they become available, or select **Monthly** and choose a number between 1-28 for the day of the month you want your disbursement to process.
6. Choose **Add disbursement method**.

Note

You can update your disbursement preferences at any time after registration. For detailed information about managing disbursements, see Managing disbursements in Managing your seller account.

Next steps

After setting your disbursement preferences, you may need to complete additional steps:

- Complete the KYC process (required for certain regions and banking options)
- Complete bank account verification to begin receiving payments

For detailed information about managing your disbursement preferences, schedules, and currencies after registration, see Managing disbursements in Managing your seller account.

Step 5: Complete the Know Your Customer (KYC) process

The Know Your Customer (KYC) process is a verification procedure that helps AWS comply with regulatory requirements including EU anti-money laundering directives and Korean financial transaction reporting requirements. AWS Marketplace transactions through Amazon Web Services EMEA SARL are processed through Amazon Payments Europe, S.C.A. (APE), a licensed electronic money institution in Luxembourg. This step is required for sellers who want to get paid for Republic of Korea transactions, transact using U.K.-based bank accounts, or sell to customers in Europe, the Middle East, and Africa (EMEA).

Note

Only verified users can process refunds, amend KYC information, and change financial information such as bank account details. Verified users are KYC verified users and secondary users who completed verification.

KYC requirements

The KYC process requires you to provide additional information and documentation to verify your identity and business details. Before starting, ensure you can monitor your AWS account root

email address, as the KYC team will send status updates and requests to that address. For more information about managing account communications, see Managing account communications in Managing your seller account.

The specific requirements depend on your business type and location, but typically include:

- **Business verification** – Business registration certificates, articles of incorporation, or certificate of good standing (required for US companies if registration extract is older than 180 days). Your business name in these documents must exactly match the name used in your AWS Marketplace seller registration.
- **Identity verification** – Government-issued photo identification for key individuals including directors, officers, or beneficial owners (individuals who own more than 25% of shares or voting rights).
- **Address verification** – Utility bills, bank statements, or official government correspondence issued within the last 3-6 months.
- **Authorization documentation** – Letter of authorization on company letterhead, signed by a legal representative, if the primary contact is not legally authorized to represent the company.

> **Important**
>
> All documents must be clear, legible, and on official letterhead where applicable. Business documents should be signed by a legal representative and issued within 180 days unless otherwise specified.

Steps to complete the KYC process

Follow these steps to complete the KYC process in AWS Marketplace:

1. Sign in to the AWS Marketplace Management Portal at https://aws.amazon.com/marketplace/management/ and choose **Settings**.
2. In the **Account summary** section, confirm that the **Country** that is shown is correct.

   > **Note**
   >
   > Choose the **Info** link to see how to change your country.

3. Choose **Go to KYC information** or select the **Know your customer (KYC)** tab and then choose **Start KYC compliance**. You will be redirected to the KYC registration portal.

   For more information about how information is used and shared by AWS Marketplace, see the Amazon Payments Europe Privacy Notice.

4. Choose **Go to KYC overview**.
5. On the **Know Your Customer (KYC) Overview**, read through the list of required information and documentation and gather the required documentation (if you haven't yet done so). Then choose **Continue to KYC compliance**.
6. Enter the **Basic details** as directed, including selecting your entity type (such as privately-owned business or publicly listed company). After you review the Amazon Payments Europe Terms & Conditions, choose **Agree and continue**.

   When you continue to the next page or next step in the KYC process, that action indicates that you accept the Amazon Payments Europe Terms & Conditions.

   If you have questions, refer to **Frequently Asked Questions (FAQ)** located on the right side of the console.

7. Enter the required **Business information** as directed, and then choose **Next**.

   > **Note**
   >
   > Your information is saved every time you choose **Next** to go to the next step.

8. Enter the required **Point of contact information** as directed, and then choose **Next**.
9. Choose whether the **Beneficial owner** is the same as the point of contact, add beneficial owners (up to four) if necessary, confirm your additions, and then choose **Next**.
10. Choose whether the **Legal representative** is the same as the point of contact or beneficial owner. If the legal representative is a different entity, provide the required information, save your entry, and then choose **Next**.
11. For **Additional documents**, upload your business license, identity document, and letter of authorization (if applicable).

    > **Note**
    >
    > If you need a letter of authorization, you can use the following sample:

```
*Letterhead of the company*

POWER TO ACT ON BEHALF OF THE COMPANY
The undersigned **name of Company here** (herein after, the "Company"), duly
 represented by
(name, date of birth, and function) **add full name, date of birth, and
 function of the signatory here**,
confirms that **add full name of the Person of Contact here** is authorized
 to open an Amazon Web
Services account with Amazon Payments, accept the User Agreement and other
 Policies, have access
to the Amazon Web Services account, and initiate transactions in the name
 and on behalf of the Company.

    Dated this:

    Signed by:
```

12. On **Review and Submit**, review and verify all of the information that you have entered.

    You can select **Edit** to return to any previous section if necessary.

13. Choose **Submit for verification**.

The status of your KYC compliance will be reviewed (typically within 24 hours). You will be notified through an email message after the review is complete. The entire KYC process typically takes approximately 2 weeks.

You can return to the **Settings** tab to view the status of your KYC compliance on the **Account summary** card. For more information about your KYC status, choose the **Know your customer (KYC)** tab under the **Account summary** card. It will display **Under review** until the review has been completed.

> **Important**
>
> After your KYC is verified, you must provide a bank statement on the **Payment information** tab before you can receive disbursements through Amazon Payments Europe.

If you need to add secondary users who can manage KYC information and financial details, see Managing secondary users for KYC in Managing your seller account.

Best practices for completing the KYC process

Consider these best practices when completing the KYC process:

- Prepare all required documentation in advance to streamline the process.
- Ensure all documents are clear, legible, and current (typically issued within the last 3-6 months for address verification).
- Provide consistent information across all documents and verification steps.
- Respond promptly to any requests for additional information or clarification.
- If you're unsure about any requirements, contact AWS Marketplace Seller Support for assistance.

Next steps

After completing the KYC process, you can proceed to the final step in the registration process: Step 6: Complete bank account verification.

Step 6: Complete bank account verification

To receive disbursements from Amazon Payments Europe (APE), you must provide additional information to verify your disbursement bank account that is listed in the **Payment Information** tab in the AWS Marketplace Management Portal.

Bank verification requirements

Bank account verification requires you to upload a bank statement or similar documentation that confirms your account details. The document must clearly show:

- **Account holder name** – Must match the name on your seller account
- **Bank account number** – Must match the account you provided for disbursements
- **Bank name and address** – Must be clearly visible on the document
- **Recent date** – Document should be recent (typically within the last 3 months)

Steps to complete bank account verification

Follow these steps to complete the bank account verification process:

1. Sign in to the AWS Marketplace Management Portal at https://aws.amazon.com/marketplace/management/ and choose **Settings**.
2. Select **Update banking information** in the **Payment Information** section.
3. Select the appropriate disbursement account.

   The **Verification status** displays **Not Verified**.
4. Choose **Verify**.
5. You will be redirected to the **Bank Account Verification** registration portal where you can upload and submit your bank statement. If you use Hyperwallet, you can download the required statement from your Hyperwallet account.
6. In the portal, choose **Upload bank document** and then choose **Submit**.

After submitting your bank verification document, the review process typically takes 1-5 business days to complete. You'll receive a notification when your bank account has been successfully verified.

> **Important**
>
> You must complete the bank account verification process before you can receive disbursements through Amazon Payments Europe.

Best practices for bank account verification

Consider these best practices when completing the bank account verification process:

- Ensure your bank statement or document is recent (typically within the last 3 months) and clearly shows your account details.
- Verify that the account holder name on the document exactly matches the name on your seller account.
- Make sure the bank account number on the document matches what you provided for disbursements.
- Upload a clear, legible copy of your document - avoid blurry or partially obscured images.
- If you encounter issues with verification, contact AWS Marketplace Seller Support for assistance.

Registration completion

Congratulations! After successfully completing the bank account verification, you have finished the seller registration process for AWS Marketplace. You can now create and publish products on the marketplace.

Here's what you can do next:

- Create your first product listing
- Explore the AWS Marketplace Management Portal to familiarize yourself with its features and capabilities
- Review the seller documentation to learn about best practices for selling on AWS Marketplace
- Set up additional users and permissions for your team members

For more information about managing your seller account after registration, see Managing your seller account.

Managing your seller account

After creating your seller account, you'll need to manage various aspects of your account to ensure smooth operations. This section covers account settings, user management, permissions, and preferences that help you effectively manage your seller account in AWS Marketplace.

AWS Marketplace provides tools and features to help you manage your account, including user access controls, notification preferences, and account settings. Proper account management ensures that your team has appropriate access and that you receive important communications about your products and sales.

Topics

- Access tax documents
- Supplemental tax registrations
- Managing disbursements
- Managing account communications
- Managing secondary users for KYC

Access tax documents

You can access your tax documents, such as 1099 forms, from the AWS Marketplace Management Portal.

To access your tax documents

1. Sign in to the AWS Marketplace Management Portal at https://aws.amazon.com/marketplace/management/ and choose **Settings**.
2. Go to the **Payment information** section.
3. Select the relevant tax forms (1099K or DAC7).
4. If your tax forms are available, you can download them from the **Tax dashboard** page.

Note

Tax documents are only available after you have completed sales transactions and the relevant tax reporting periods have ended. Forms are typically available for download during tax season.

Supplemental tax registrations

If you use a local Tax Registration Number (TRN) for sales in a specific locality, you can add it as a supplemental TRN to your AWS Marketplace account. For example, a supplemental Swiss TRN is used to manage tax collection and invoicing for Swiss buyers. The business address associated with supplemental TRN may be shared with independent software vendors, channel partners, and buyers.

Without a supplemental TRN, AWS Marketplace determines tax jurisdiction using the primary TRN. For more information, see How does AWS determine the location of your account?

To add a supplemental tax registration

1. Sign in to the AWS Marketplace Management Portal at https://aws.amazon.com/marketplace/management/ and choose **Settings**.
2. On the **Settings** page, choose the **Tax settings** tab.
3. Choose **Add supplemental tax information**.
4. Enter supplemental tax registration details. A TRN can be a value-added tax (VAT) number, VAT ID, VAT registration number, or Business Registration Number.
5. Choose **Submit**.

Managing disbursements

After completing your initial disbursement setup during registration, you can manage your disbursement preferences, add multiple currencies, and monitor your payment history. For initial setup instructions, see Set disbursement preferences.

Modifying disbursement methods

You can update your existing disbursement methods or add new ones at any time:

To modify disbursement methods

1. Sign in to the AWS Marketplace Management Portal at https://aws.amazon.com/marketplace/management/ and choose **Settings**.
2. Select the **Payment information** tab.
3. In the **Disbursement methods** section, choose **Add disbursement method** to create a new method, or select an existing method and choose **Edit**.
4. Update your currency, bank account, or schedule preferences as needed.
5. Choose **Save** or **Add disbursement method**.

Currency restrictions and available currencies

AWS Marketplace supports disbursements in multiple currencies, but certain restrictions apply based on your bank account type:

- **US-based ACH accounts and Hyperwallet accounts** – Can only receive payments in USD
- **SWIFT bank accounts** – Required for non-USD disbursements
- **Multiple currencies** – Can be assigned to a single bank account where supported

Available currencies for disbursements include:

- United States dollar (USD)
- Euro (EUR)
- Great Britain pound (GBP)
- Australian dollar (AUD)
- Japanese yen (JPY)

> **Note**
>
> All public offers and private offers with consumption pricing can only be created in USD. Private offers with contract pricing can be created in any supported currency.

Disbursement timing and processing

AWS disburses payments using the following schedule:

- **Daily disbursements** – Occur when funds become available. You must have a positive balance to receive disbursements.
- **Monthly disbursements** – Occur on the day of the month you specify (1-28).

Payment processing details:

- Payments take approximately 1-2 business days to arrive in your bank account following the disbursement date
- Funds are disbursed only after they are collected from the customer
- The disbursement dashboard is updated 3-5 days after the disbursement
- AWS disburses payments using Automated Clearing House (ACH) transfer or SWIFT transfer

Disbursement management options

AWS Marketplace provides several options for managing your disbursements:

- **Multiple disbursement methods** – You can set up different disbursement methods for different currencies
- **Schedule adjustments** – Change between daily and monthly disbursements, or adjust the day of the month for monthly disbursements
- **Currency management** – Add or remove currencies and assign them to appropriate bank accounts
- **Disbursement thresholds** – Set minimum amounts that must accumulate before payments are disbursed

Best practices for managing disbursements

Consider these best practices when managing your disbursement preferences:

- Choose disbursement schedules that align with your business's cash flow needs.
- Set appropriate threshold amounts to minimize transaction fees. For international wire transfers, consider setting higher thresholds to offset wire transfer fees.

- If you expect high sales volume, more frequent disbursements may be beneficial.
- If you expect lower sales volume, less frequent disbursements with higher thresholds may be more cost-effective.
- Review your disbursement history regularly to ensure payments are being processed as expected.
- Keep your bank account information up to date to avoid payment delays.

Managing account communications

AWS Marketplace uses your AWS account root email address for important communications, including KYC verification updates and account-related requests. Monitor this address regularly and respond from the same email when requested.

KYC verification emails come from `<seller-verification-enquiry-aws@amazon.co.uk>` or `<account-confirmation-eu@amazon.co.uk>`. To find your root email address, choose **Settings** and then **Notifications** in the AWS Marketplace Management Portal.

Managing secondary users for KYC

Secondary users are individuals who can amend KYC information, control the flow of funds or refunds, and change financial information such as bank account details. Only secondary users that are KYC verified can make these updates. These secondary users are subject to the same ongoing screening controls as the root account owner.

> **Note**
>
> Users are required to enable multi-factor authentication (MFA) to update disbursement information. For more information about MFA, see Multi-Factor Authentication (MFA) for IAM.

To become KYC verified, secondary users must complete the same KYC process as described in Complete the KYC process.

To add secondary users for the Know Your Customer procedure

1. Ask the user to sign in to the AWS Marketplace Management Portal at https://aws.amazon.com/marketplace/management/.

2. Navigate to the **Settings** tab.
3. Choose the **Know Your Customer (KYC)** tab and see the section for **Secondary user information**.
4. Choose **Complete secondary user information**.

   You are redirected to the **Secondary User** registration portal.
5. In the **Secondary User** registration portal, complete the required fields, and then choose **Next**.
6. On the **Review and Submit** page, upload a copy of the identity document (**Upload Passport**) and proof of address (**Upload Document**).
7. Choose **Submit for Verification**.

The status of the secondary user's KYC compliance will be reviewed (typically within 24 hours). You will be notified through an email message after the review is complete. The entire KYC process typically takes approximately 2 weeks.

Preparing your product for AWS Marketplace

The following topics explain how to prepare your software products for sale through AWS Marketplace. Preparing your product involves configuring your package, setting a pricing scheme, determining the categories in which to list your product, and adding keywords so your product appears in relevant searches. If you are an independent software vendor (ISV), channel partner, managed services provider (MSP), or individual who has something to offer that works with AWS products and services, you can use this process to prepare to publish a product on AWS Marketplace.

Topics

- Product delivery for AWS Marketplace
- Designation for products running on AWS
- Product pricing for AWS Marketplace
- Regions and countries for your AWS Marketplace product
- Translation and languages
- Using standardized contracts in AWS Marketplace
- Providing metadata for AWS Marketplace products
- Creating AMI and container product usage instructions for AWS Marketplace
- Optimizing your AWS Marketplace products for search
- Enhance your AWS Marketplace product with promotional media

Product delivery for AWS Marketplace

Each product delivery method has several options for packaging, pricing, and delivery. Some methods aren't available to you as a seller on AWS Marketplace until you register for the program supporting it.

You can create products with a standard list price and end user license agreement (EULA). You can also create private offers for individual customers with custom pricing and EULAs. If you need to make additional changes to the terms of the contract, you can work with the AWS Marketplace team to create a custom private offer. To simplify the procurement process, you can use standardized license terms for both public product listings and private offers.

> **Note**
>
> AWS offers certain sellers the option to provide guided demonstrations on AWS Marketplace. If you're an AWS Partner Network (APN) partner who's eligible for APN Customer Engagements (ACE) and you'd like to provide this option to buyers, see Adding private offer and demo request buttons for more information.

The following table lists the methods that you can use to deliver software products, and the filters that AWS Marketplace buyers use to find each type of delivery method in the AWS Marketplace console.

Product delivery method	Delivery Method filter on the console	Description
Single AMI	**Amazon Machine Image (AMI)**	You deliver a single custom Amazon Machine Image (AMI) for your product. The AMI provides the informati on required to launch an Amazon Elastic Compute Cloud (Amazon EC2) instance. Buyers can use the single AMI to create Amazon EC2 instances with your product already installed and ready to use. For more information, see AMI-based products in AWS Marketplace.
AMIs delivered using AWS CloudFormation templates	**CloudFormation Template**	You can list AMI-based products that are delivered to AWS Marketplace buyers by using CloudFormation templates.

Product delivery method	Delivery Method filter on the console	Description
		For more information about delivering AMIs as a CloudFormation template, see AMI-based delivery using AWS CloudFormation. For more information about CloudFormation templates, see AWS CloudFormation concepts in the *AWS CloudFormation User Guide*.
EC2 Image Builder component-based product	**EC2 Image Builder component**	You can list products delivered to AWS Marketplace buyers using EC2 Image Builder components. For more information about using EC2 Image Builder components, see Work with EC2 Image Builder component products in the *AWS Marketplace API Reference*.

Product delivery method	Delivery Method filter on the console	Description
Container-based product or application	**Container**	You deliver products packaged in container images. Container products consist of options, which are a set of container images and deployment templates that work together. For more information, see Container-based products on AWS Marketplace.
Data products	**AWS Data Exchange**	You use AWS Data Exchange to create data products. For information about publishing and managing data products and offers through AWS Data Exchange, see Providing data products on AWS Data Exchange in the *AWS Data Exchange User Guide*.

Product delivery method	Delivery Method filter on the console	Description
Machine learning algorithms and model packages	**SageMaker Model**	You use Amazon SageMaker AI to create the algorithm or model package, and then publish it on AWS Marketplace. For more information about delivering machine learning algorithms and model packages, see *Machine learning products*. For information about SageMaker AI, see What is SageMaker AI? in the *Amazon SageMaker AI Developer Guide*.
Software as a service (SaaS)	**SaaS**	You can offer SaaS products with subscription- based, contract-based, or contract with consumption pricing models. For more information, see SaaS-based products in AWS Marketplace.
Professional services	**Professional services**	You can offer professional services that support or work with other AWS Marketplace products.

Designation for products running on AWS

> **Note**
>
> The following designation goes into effect on May 1, 2025.

Products that are deployed on AWS receive a special designation in the AWS Marketplace search results and their product details pages. The following table lists the product delivery types that can receive the designation.

Product delivery method	Designated as deployed on AWS
AMI-based	Yes
Container-based	Yes, except for products deployed on Amazon EKS Anywhere. For more information about container products that enable this functionality, refer to Integrating an AWS Marketplace for Containers Anywhere with License Manager later in this guide.
SageMaker AI algorithm and model package-based	Yes
SaaS-based	Only for products that run entirely on AWS. For more information, refer to the Architecture guidelines later in this guide.
Data-based	Yes
Professional services-based	No

Product pricing for AWS Marketplace

As an AWS Marketplace seller, you can choose a pricing model for your products. For paid products, AWS Marketplace collects software charges from the customer. All pricing is based on US dollars (USD). There is no service fee for free or open-source software that is made available to customers

without charge. This topic provides information about pricing models and pricing for software products in AWS Marketplace.

For information about refunds, see Product refunds in AWS Marketplace.

Topics

- Pricing models
- Changing pricing models
- Changing prices
- Private offers
- Product refunds in AWS Marketplace

Pricing models

The following topics provide general information about the pricing models available in AWS Marketplace.

Topics

- Annual pricing
- Usage pricing
- Contract pricing
- Bring Your Own License pricing

For information about the pricing models for specific product delivery methods, see:

- AMI product pricing for AWS Marketplace
- Container products pricing for AWS Marketplace
- Machine learning product pricing for AWS Marketplace
- SaaS product pricing in AWS Marketplace
- Pricing professional services products in AWS Marketplace

Annual pricing

An annual pricing model enables you to offer products to customers who can purchase a 12-month subscription. As an example, the subscription pricing can provide up to 40 percent savings

compared to running the same product hourly for extended periods. The customer is invoiced for the full amount of the contract at the time of subscription. For more information about how annual subscriptions are presented to customers, see AMI subscriptions or Pricing models for paid container products.

Considerations when working with an annual subscription include the following:

- Annual pricing is defined per instance type. It can be the same for all Amazon Elastic Compute Cloud (Amazon EC2) instance types or different for each instance type.
- All Annual instance types must also have an Hourly instance type defined. AWS Marketplace doesn't offer Annual-only pricing or Hourly without Annual on the same product. For any product offering Annual pricing, Hourly pricing also needs to be specified.
- A $0 Annual price is allowed on a specific instance type, if the Hourly price is also $0 and there are other non-$0 Annual instance types defined.
- At the end of the annual subscription period, the customer will start being charged at the hourly price.
- If a customer buys X Annual subscriptions but is running Y software on Y instances, then the customer is charged at Hourly software price for (Y-X) instances which are not covered by Annual subscriptions. As such, an Hourly rate must be included for all Annual pricing instance types.
- Using seller private offers, you can offer a multi-year (up to 3 years) or custom duration AMI with upfront payment, or a flexible payment schedule. For more information about multi-year and custom duration contracts, see Preparing a private offer for your AWS Marketplace product and Private offer installment plans.

If you offer an Annual product in AWS Marketplace, you agree to the specific refund policies for Annual products, located in the **File Uploader** documents section in the AWS Marketplace Management Portal.

Price change

You can change annual prices (the $ value, for example $1,000/year to $1,200/year) every 90 days. However, you must give 90 days' notice to existing customers of annual pricing. The new price will apply to new subscriptions but will have no impact on existing subscriptions.

> **Note**
>
> During the 90 day notice period, you can't update the supported instance type.

Price changes will be effective for auto-renewals only if the price was changed at least 90 days before the auto-renewal date. The customer will receive an email message prior to auto-renewal that includes the new price.

End user license agreement

An AWS customer's usage of software for 12 months under an annual subscription is covered by the EULA that you provide on your product's details page on AWS Marketplace.

Usage pricing

A usage pricing model, also known as *pay as you go* pricing, enables you to offer products to customers who only pay for what they use.

As a seller, you can choose one of the following usage categories:

- **Users**
- **Hosts**
- **Bandwidth**
- **Data**
- **Tiers**
- **Units** (for custom categories)

You can also define up to 24 dimensions for the product. Charges are measured and reported when the API is called by the software. We recommend that sellers configure the API to be called once per hour as a best practice, depending on their use case. All usage is calculated monthly and billed monthly using the same mechanism as existing AWS Marketplace software.

Using the AWS Marketplace Metering Service, you can handle several new pricing scenarios.

Example Charge by Host

If your software monitors hosts, you can charge for each host monitored and set different pricing based on the host size.

Example Charge by User

If your software allows multiple users across an organization, you can charge by user. Each hour, the customer is charged for the total number of provisioned users.

> **Note**
>
> In the Product Load Form (PLF), relevant columns are preceded with "FCP" (Flexible Consumption Pricing). For example: **FCP Category (Custom Pricing Category)**.

For AWS Marketplace Metering Service products, note the following:

- If your software is already on AWS Marketplace, you will need to create a product to enable an alternate usage dimension. You can't convert a standard product to use the AWS Marketplace Metering Service. After the new product is published, you can remove the old product or keep both on the website.
- The AWS Marketplace Metering Service requires that your software reports usage every hour, recording the customer usage for the hour. If there is a failure in the transmission or receipt of metering service records, AWS will be unable to bill for such usage. You are responsible for ensuring the successful receipt of metering records.
- Products that use the AWS Marketplace Metering Service don't support 1-Click. Buyers are required to launch your software with an AWS Identity and Access Management (IAM) role with specific permissions and have an internet gateway.
- Free Trial and Annual Pricing aren't compatible with the AWS Marketplace Metering Service.
- Changing dimension (user, hosts, bandwidth, and data) or dimension name isn't supported. You will need to create a new product.

Contract pricing

Using the contract pricing model, you can offer upfront pricing to customers that enables them to buy a license for 1 month, 12 months, 24 months, or 36 months.

Contract pricing is available for the following products:

- Single AMI-based products and AMI with AWS CloudFormation template-based products. For more information, see Contract pricing for AMI products on AWS Marketplace
- Container-based products. For more information, see Contract pricing for container products.
- Software as a service (SaaS)-based products. For more information, see Pricing for SaaS contracts.

Note

Contract pricing for AMI and container-based products is only for new products. If you have an existing AMI or container-based product and want to use contract pricing, create a new listing and then apply the contract pricing model by using the Product Load Form (PLF) to add different dimensions, integrate the AMI or container-based product with AWS License Manager, and then publish the AMI or container-based product. When a customer purchases a product with contract pricing, a license is created by AWS Marketplace in the customer AWS account that your software can check using the License Manager API. Customers will need an IAM role to launch an instance of the AMI or container-based product.

Bring Your Own License pricing

There is no service fee for Bring Your Own License (BYOL) products on AWS Marketplace.

To deliver on our customer promise of selection, we require that all BYOL products also have a paid option. This is so that customers who don't have existing licenses have the option to purchase and use the products.

For BYOL products, we realize that the online purchase of software is a departure from how some companies do business. Therefore, for the first 90 days after launch, we will relax the requirement that this software is accompanied by a version available for purchase on AWS Marketplace. During this time, the AWS Marketplace account management teams will work with you to address challenges. The team can help you to determine if and how the software can be made available for purchase on AWS Marketplace.

Changing pricing models

Changes to pricing models must be reviewed and approved by AWS Marketplace to ensure a positive customer experience and reduced risk to all parties. Discuss the pricing model changes you want to make by contacting the AWS Marketplace Seller Operations team.

All requests for pricing model changes can take 30–90 days to process and review.

> **Note**
>
> Please note that pricing model change is not supported for SaaS products. For more information on SaaS product pricing, refer to SaaS product pricing in AWS Marketplace.

Changing prices

You can update prices and metadata through the AWS Marketplace Management Portal.

To change prices

1. Sign in to the AWS Marketplace Management Portal.
2. In the **Products** tab, a list of current products that you created is available. Edit your product listing or request changes here.

> **Note**
>
> For new subscribers, the price change takes effect immediately. For existing subscribers of the public offer, the price change takes effect on the first day of the month after a 90-day period. For example, if you send a price-change notification on March 16, the price change happens on the first day of the month that follows a 90-day period, which would be July 1.

Private offers

In the AWS Marketplace Seller Private Offer program, AWS Marketplace sellers can negotiate custom pricing and EULAs with individual AWS Marketplace customers (buyers). For more information, see Preparing a private offer for your AWS Marketplace product.

Product refunds in AWS Marketplace

> **Note**
>
> If you transact through an Amazon Web Services EMEA operator, only verified users can process refunds, amend Know Your Customer (KYC) information, and change financial information such as bank account details. Verified users are KYC verified users and

secondary users who complete verification. For more information on the KYC process, refer to Complete the Know Your Customer process.

All paid products in AWS Marketplace, regardless of pricing model, must have a stated refund policy for software charges. The refund policy must include the terms of the refund, and a method of contacting the seller to request a refund.

As a seller, the details of the refund policy are up to you. However, we encourage you to offer buyers some manner of refund for usage of the product. You must comply with your posted refund policies. This topic provides information about the types of AWS Marketplace product refund requests, the related policy and approvals process, and how you can submit a refund request for a buyer.

Topics

- Refund request types for AWS Marketplace products
- AWS Marketplace product refund policy and approvals
- Requesting a product refund
- Requesting a bulk refund

Refund request types for AWS Marketplace products

Buyers can request different types of refunds for AWS Marketplace products. For AWS Marketplace products sold by AWS, refer to the refund policy page and then submit the contact support form using the AWS Support Center Console. If a buyer requests a software refund directly from AWS, we instruct them to contact the seller using your posted support contact information for the product in question. Refunds of any AWS infrastructure charges are up to the discretion of AWS and are handled independently of software refunds.

For products sold by a third-party, buyers must view refund policies on the product detail page. Software charges for AWS Marketplace subscriptions are paid to the seller of the product, and refunds must be requested from the seller directly. Each AWS Marketplace seller is required to include a refund policy on their AWS Marketplace page.

AWS Marketplace product refund policy and approvals

The following list describes the AWS Marketplace refund policy and whether your approval is needed:

- **Free trials**

  If you list your software as a free trial product, AWS can issue refunds on your behalf for software charges accruing within seven days of a conversion from a free trial to a paid subscription. Refunds issued in connection with free trial conversions require no action on your part. By enabling a free trial on a product, you agree to this policy.

- **Private offers**

  All refunds for private offers must be authorized by you before AWS can process them.

- **Software metering refunds**

  If you use the AWS Marketplace Metering Service to meter the usage of your software, AWS can issue refunds on your behalf for software charges resulting from software metering errors. If these errors are common across multiple buyers, AWS reserves the right to determine an appropriate refund for each buyer and apply it directly to each buyer. Refunds issued in connection with the AWS Marketplace Metering Service must be confirmed with the seller one time, but does not require the seller to confirm each individual refund. By using the AWS Marketplace Metering Service with a product, you are agreeing to this policy.

- **Subscription cancellation within 48 hours of purchase**

  If a buyer cancels their subscription within 48 hours of a non-private offer purchase, AWS issues a full refund (cancel with 100 percent refund). Refunds issued in connection with cancellation within 48 hours of purchase require no action on your part. After 48 hours, such buyer request is at your discretion. By listing your product on AWS Marketplace, you agree to this policy.

- **Subscription upgrade**

  If a buyer replaces an existing non-private offer subscription with a more expensive subscription or a subscription of equal value, AWS can issue refunds on your behalf for the lower-tier subscription. This is a two-step process for the buyer: Buy a new subscription and then request cancellation of the old subscription with a refund.

- **Subscription downgrade**

  All downgrade subscription refund requests must be authorized by you before AWS can process them.

All AWS authorized refunds are processed automatically and require no action on your part.

Requesting a product refund

Use the following procedure to request a software refund for an external buyer or an internal testing account.

To request a software refund

1. Gather the following information:
   - Buyer AWS account ID (12 digits) used to subscribe to the product. If the buyer is the payer of their organization, obtain the AWS account ID of the linked account used to subscribe.
   - The buyer's email address that is associated with their AWS account.
   - Seller AWS account ID (12 digits).
   - Product ID. You can find the Product ID in the agreements and renewals dashboard or billed revenue dashboard.
   - Offer ID. You can find the Offer ID in the agreements and renewals dashboard or billed revenue dashboard, **Offers** tab, or **Agreements** tab in the AWS Marketplace Management Portal.
   - Billing period.
   - Invoice number from your billed revenue dashboard.
   - Pre-tax refund amount.
2. Sign in to the AWS Marketplace Management Portal.
3. Choose **Support**.
4. Choose **Request Refund**.
5. Enter the subscriber's AWS account number, product ID, and billing period.
6. In the **Additional comments (optional)** field, enter a brief description of the request, including the product ID, refund type, and invoice number (if available). For example:

   `Cancel the buyer's subscription to <product-ID> and <offer-ID> and process a full refund for invoice <invoice-number>.`
7. To submit a request for a refund, upgrade, or downgrade of an annual subscription, do the following:
   a. Verify the buyer has purchased an annual subscription using the agreements and renewals dashboard or billed revenue dashboard.

b. In the **Additional comments (optional)** field, enter the subscription cancellation date and specify if the buyer is requesting a refund, upgrade, or downgrade.

8. Submit the form. We'll be notified and will begin to process the refund and issue it to the buyer.
9. To manage the refund request, the AWS Marketplace buyer support team will create a corresponding support case in the Support Center Console. The status of the refund will appear in the subject line of the support case. The status can be one of the following:

   - **Completed** – The refund was processed and no further action is required.
   - **Pending** – The refund will be processed once the current billing cycle ends.
   - **Action Required** – The request could not be processed, and we need additional information from you. You can respond directly to the support case; however, you will also need to submit a new refund request form.

   A refund will appear in the buyer's account within 24–48 hours. However, it can take up to five business days for the funds to appear in the buyer's financial account.

Requesting a bulk refund

The following steps explain how to create refund requests involving 20+ invoices or 20+ accounts, This process streamlines large-scale refund requests and ensures that you provide the necessary information.

To request a bulk refund

1. Gather the following required information:

   - The seller's AWS account ID (12 digits)
   - A list of all buyer AWS account IDs (12 digits each). You can enter multiple buyers, or single buyers for multiple billing periods.
   - All product IDs
   - Offer IDs where applicable
   - All invoice IDs
   - The billing periods for each invoice
   - The AWS Marketplace Refund Ticket Reference ID

2. Compile the required information into a CSV spreadsheet with the following columns:

   - **`Seller Account ID`**
   - **`Subscriber Account ID`**
   - **`Payer Account ID`**
   - **`Billing Period`**
   - **`Invoice ID`**
   - **`Targeted Amount`**
   - **`Product ID`**
3. Sign in to the Support Center Console as the root user.

   > **Note**
   >
   > You can't complete these steps unless you sign in as the root user.
4. Create a support case to **Account and billing** and select **AWS Marketplace**.
5. In the subject line, enter **`Request Bulk Refund`**.
6. Under **Additional Comments**, enter the following:

   - Total number of accounts affected
   - Total number of invoices
   - Total refund amount
   - Business justification for the refund
   - AWS Marketplace Refund Ticket Reference ID
7. Attach the CSV file and create the support case.
8. The support case is routed to the next available agent for assistance.

Regions and countries for your AWS Marketplace product

When you create a product in AWS Marketplace, you choose the AWS Regions where it is available. You also choose the countries where buyers can purchase your product from. These two properties are similar, but they are not the same. For example, a buyer might be located in, and purchasing from, the United States, but they might be planning to install your product in the Europe (Frankfurt) Region. In order for this buyer to purchase your product, you must include both the

United States in your list of countries, and the Europe (Frankfurt) Region in your list of Regions. You can use this topic to learn more about Regions and countries for your AWS Marketplace product.

AWS Regions

When creating or editing server or machine learning product information, you can limit your product to specific AWS Regions where your users can install and use the product.

For server products, including Amazon Machine Image (AMI)-, container-, and AWS CloudFormation-based products, you can select specific Regions where the product is available. You can also choose to automatically make your product available in new US Regions, non-US Regions, or all Regions as they become available.

For machine learning products, you can either select specific Regions, or all Regions including future Regions as they become available.

For more information about AWS Regions, see AWS service endpoints in the AWS General Reference.

Countries

By default, your product is available to buyers in all countries where AWS Marketplace is available. For new and existing server and software as a service (SaaS) products, you can control product availability in specific countries for tax, compliance, support, or marketing purposes.

There are exceptions to this functionality:

- **Previous purchases** – After updating your product with a new list of countries, buyers that have already subscribed to your product will still have access while their subscription is active.
- **Private offers** – When you limit your product to buyers in specific countries, it does not limit private offers. When you create a private offer to a specific buyer, it is available to that buyer, even if they are in a country that you did not include in your specified countries.

> **Note**
>
> Customer eligibility is determined at an AWS linked account level. For more information, see How does AWS determine the Location of your account?

Customers that share their entitlement can only activate the entitlement in a region you have allowed. For more information about managing entitlements, see Sharing subscriptions in an organization in the *AWS Marketplace Buyer Guide*.

Translation and languages

By default, AWS Marketplace translates your product listings and offers into the following languages:

- French (fr-FR)
- Japanese (ja-JP)
- Korean (ko-KR)
- Spanish (es-ES)

AWS Marketplace also provides a set of example standard contracts, for reference only, in those languages. The contracts are not legally binding. For more information about the contracts, refer to Supported languages in the *AWS Marketplace Buyer Guide*.

The following topics explain how translation works, how to download the translated standard contracts, and how to opt out of translation.

Topics

- Getting started
- Opting out of translation

Getting started

Remember the following about AWS Marketplace translations:

- To help expand your reach to global markets, AWS Marketplace translates the English content you provide with no additional effort from you. If you have issues with a translation, use the Contact Us page in the AWS Marketplace Management Portal. Choose the **Product Listing** and **Local Languages Opt-out** categories, and provide feedback about the issue.

  AWS Marketplace can make limited changes, such as not translating technical terms or product names.

- You can opt out of having your listings translated. If you do, buyers see your content in English and any related AWS Marketplace content in their preferred language. For more information about opting out, refer to Opting out of translation below.
- You must submit your seller registration and product listing information in English.
- You can submit EULAs in the supported languages. The related product listings must be geo-targeted, and the language must be the country's primary language.

  AWS Marketplace provides a set of standard example contracts, for reference only, translated into the languages listed above. You can download the contracts from Supported languages in the *AWS Marketplace Buyer Guide*.
- As a best practice, when you publish a new product, review the translation with the product in the limited state. Contact Us with any issues before you make the product public.
- The translation process begins after you move a product to a limited state. Buyers see English text until the translations become available.

Opting out of translation

The following steps explain how to opt out of having your product listings translated. You can opt out of some or all languages. For example, you can have a listing translated only into French and Japanese.

Allow 3 – 5 days for the opt-out to take effect.

To opt out

1. Go to the AWS Marketplace Management Portal and choose **Contact Us**.
2. Select the following categories in the order listed:
   - **Commercial Marketplace**
   - **Product Listing**
   - **Local Languages Opt-out**
3. Include the listing ID and the languages that you want to opt out of.
4. As a best practice, help your buyers understand why they see English text. For example:
   a. When opting out of all translations, add **`English`** to the end of your product name.

   b. When opting out of one or more translations, add some explanatory text to the end of your product description. For example: **`We have declined automatic translation services for this product`**.

5. Submit your request.

Using standardized contracts in AWS Marketplace

When you prepare your product as an AWS Marketplace seller, you need to determine which end user license agreement (EULA) will govern the use of your product. You can use the following:

- Your own EULA.
- The Standard Contract for AWS Marketplace (SCMP), a contract template that can help streamline procurement workflows and speed transactions. You can also use the Federal Addendum to the SCMP to help speed U.S. Government procurement.
- The Reseller Contract for AWS Marketplace (RCMP), a standardized reseller contract template that ISVs can use.

The following topics explain how to use the standardized AWS Marketplace contracts templates.

Topics

- Standard Contract for AWS Marketplace
- Reseller Contract for AWS Marketplace

Standard Contract for AWS Marketplace

AWS Marketplace developed the Standard Contract for AWS Marketplace (SCMP) in collaboration with the buyer and seller communities. The SCMP governs usage and defines the obligations of buyers and sellers for digital solutions. Examples of digital solutions include server software, software as a service (SaaS), and artificial intelligence and machine learning (AI/ML) algorithms).

The SCMP proactively defines common ground across key contractual clauses like use, warranty, indemnification, and governing law. Sellers can offer SCMP terms as the EULA for self-service transactions, where buyers can search for, buy, and quickly deploy solutions. For private offers, buyers can request the SCMP template from the seller, and the terms can be amended to address custom transaction requirements as agreed upon by the parties.

You can also use the following optional addendums with the SCMP for self-service or private offers:

- Enhanced Security Addendum – Supports transactions with elevated data security requirements.
- HIPAA Business Associate Addendum – Supports transactions with Health Insurance Portability and Accountability Act of 1996 (HIPAA) compliance requirements.
- Federal Addendum – Supports software purchases involving the U.S. Government.

Disclaimer

The EULA is between you and the buyer. Using the SCMP as your EULA is at your discretion. By applying the SCMP to your product listing, you are opting in to the SCMP program. Under this program, AWS may update the SCMP template periodically and may update product listings carrying the terms with the current version. You may withdraw from the SCMP program at any time by replacing the SCMP template with your own EULA.

Getting started with the SCMP

You can update a EULA to the SCMP and offer it to buyers of new and existing single Amazon Machine Instance (AMI) and software as a service (SaaS) products. The procedure that you use to request the update depends on whether a product is or is not listed through a self-service listing (SSL).

If you have questions, send an email message to the AWS Marketplace Standard Contracts team at aws-mp-standardcontract@amazon.com.

To update a EULA to the SCMP for AMI and SaaS products listed through SSL

1. Review the terms of the Standard Contract for AWS Marketplace.
2. Sign in to the AWS Marketplace Management Portal.
3. For products, choose the **product type** and select the **product listing** for which you want to update the contract.
4. Choose **Request Change** and then choose **Update regions and pricing**.
5. Choose **Standard Contract for AWS Marketplace** for the EULA if it's not already selected.
6. In **Notes & Notifications**, type **`Please update this product to SCMP V2`**.
7. Review the changes, and choose **Submit for review**.

To update a EULA to the SCMP for AMI and SaaS products not listed through SSL

1. Open the Contact us page on the AWS Marketplace Management Portal.
2. Sign in to your AWS Marketplace seller account.
3. Complete the form as follows:
   - For the subject of your question, choose **Commercial Marketplace**.
   - For the category, choose **Product Listing**.
   - For the subcategory, choose **Standard Contract Request**.
   - In the description, type **`Please update these products to SCMP V2`** and provide the product titles and IDs that you want to update with the SCMP.

Reseller Contract for AWS Marketplace

The Reseller Contract for AWS Marketplace (RCMP) is a standardized reseller contract template that ISVs can use when authorizing channel partners to resell ISV products to AWS Marketplace buyers. The contract helps reduce redundancy in legal contract reviews and accelerates time to market when ISVs and channel partners enter into a reseller relationship and/or use the reseller terms for their channel partner private offer (CPPO). When creating a CPPO, ISVs can upload the contract to the opportunity (Resale Authorization), and then channel partners can view and accept the contract. AWS Marketplace buyers can't view the RCMP.

> **Disclaimer**
>
> The RCMP is an optional contract for ISVs. If ISVs decide to resell their product through a channel partner, they can either attach the RCMP or their own customized contract terms—existing or pre-negotiated—when creating an opportunity.

Getting started with the RCMP

This section describes how to review terms and use the RCMP.

To use the RCMP while creating an AWS Marketplace opportunity

1. Review the terms of the Reseller Contract for AWS Marketplace.

2. Follow the steps in Create a resell opportunity for a channel partner while referring to the RCMP guide.

Providing metadata for AWS Marketplace products

As a seller, when you add a product to AWS Marketplace, you specify product metadata. Product metadata includes the name, description, categories, and keywords that you use to describe your product for customers. AWS Marketplace revises product metadata solely for quality assurance and error correction. This topic provides information and best practices that you, as an AWS Marketplace seller, can use to effectively name, describe, and categorize your products.

> **Note**
>
> All product detail page tabs and sections, such as **Pricing**, **Usage**, **Similar products**, or **Product comparison**, are dynamic and managed by AWS Marketplace. Sellers cannot customize product detail pages to add or remove a section.

Naming and describing your product

The information that you provide about your product is visible to buyers. Ensure that potential buyers have enough information to make informed decisions about buying your product.

Creating the product name

Keep the following guidelines in mind as you create the product name:

- Use title case (capitalize the first letter of each important word)
- Ensure that a buyer can identify the product by the name alone
- Use the name of the brand or manufacturer
- Avoid descriptive data or hyperbole

Example product name: Smart Solution Load Balancer - Premium Edition.

Supported characters

Supported characters for metadata fields are:

- ASCII character codes 0 to 126
  - For more information refer to Standard ASCII Table.
- Copyright ©
- Registered ®
- Trademark ™
- Currency symbols ¢ £ ¤ ¥

Writing the product description

The product description lists the product's features, benefits, and usage. It can also provide other relevant, specific product information. The description can be up to 350 characters long.

Keep the following guidelines in mind as you write the product description:

- Avoid unnecessary capitalization
- Avoid unnecessary punctuation marks
- Don't include redirect information
- Check spelling and grammar
- Include only critical, useful information
- Avoid descriptive data and hyperbole

Example product solution: Smart Solution automatically distributes incoming application traffic across multiple Amazon EC2 instances. It enables you to achieve even greater fault tolerance in your applications, providing the amount of load-balancing capacity you need to respond to incoming application traffic. Smart Solution detects unhealthy instances in a pool and automatically reroutes traffic to healthy instances until the unhealthy instances are restored. You can enable Smart Solution in a single AWS Availability Zone or across multiple Availability Zones to ensure more consistent application performance.

Writing the product highlights

The product information page displays up to three product highlight bullet points. Use these bullet points to briefly describe the product's primary selling points.

Example product highlight: Projecting costs: With Smart Solution, you pay only for what you use. You're charged for each hour or partial hour that Smart Solution is running.

Writing the support information

Customers must be able to easily get help with issues, such as using the services, troubleshooting, and requesting refunds (if applicable). You must specify support contact options such as email, a phone number or a support web form link on the fulfillment landing page.

Choosing categories and keywords

When you list your product, you can choose up to three software categories and corresponding subcategories for your product. This helps buyers discover your product as they browse or search for products on AWS Marketplace. Choose only categories that are relevant to your product; in most cases, only one category applies. The product load form and the **Products** tab both contain a complete list of categories.

Categories aren't the same as keywords. The categories and subcategories available are predefined for AWS Marketplace, and you decide which ones apply to your product by selecting them from a list during the product request process. Keywords aren't predefined, but are created during the process. You don't need to add the category as a keyword.

Creating search keywords

During the product request process, you can enter up to three keywords (single words or phrases) to help buyers discover your product through site searches. The keywords field can contain a maximum of 250 characters.

The following tips can help you to create a relevant set of search keywords:

- Use relevant terms.
- Don't use the names of products published by other sellers or use other sellers' names.
- Choose keywords from your buyer's vocabulary—that is, words and phrases that buyers are likely to use when thinking about your type of product.
- Create keywords based on specific features in your product.
- Don't use the product title as a keyword. The product title is already indexed in searches.

> **Note**
>
> Keywords aren't the same as software categories. Keywords are more specific terms that are related to your product.

Creating AMI and container product usage instructions for AWS Marketplace

As an AWS Marketplace seller, you deliver your products to buyers in different ways. When delivering with Amazon Machine Images (AMIs) and container images, you are responsible for writing usage instructions for them. The following sections provide you with requirements and recommendations about writing usage instructions for these product types.

For more information, see AMI-based products in AWS Marketplace.

Topics

- Requirements
- Writing release notes
- Writing usage instructions
- Writing upgrade instructions
- Writing CloudFormation delivery instructions

Requirements

When creating usage instructions for your product, you must include the following information:

- Location of all sensitive information saved by customers.
- Explain all data encryption configuration. Provide detailed instructions on how the user interacts with your application to decrypt necessary data if your application makes use of any encryption techniques.
- If your product includes cryptographic material, you must include rotation requirements in the usage instruction. Refer to the section called “AMI-based product requirements” for basic requirements for listings that use credentials and cryptographic keys.
- If any of the data stores in your product are proprietary, provide step-by-step instructions for configuration, backup, and recovery.
- Step-by-step instructions for how to assess and monitor the health and proper function of the application. For example:
  - Navigate to your Amazon EC2 console and verify that you're in the correct region.
  - Choose **Instance** and select your launched instance.

- Select the server to display your metadata page and choose the **Status checks** tab at the bottom of the page to review if your status checks passed or failed.
- Prescriptive guidance on managing AWS service quotas. For more information see the AWS General Reference Guide.
- A pricing breakdown including the cost of running AWS resources added above the standard quota. This can be included in your product usage instructions or linked to documentation containing detailed information about managing and requesting increased service quotas.

Writing release notes

Each time you update a product, you must provide a description of the changes in the release notes. The release notes should contain specific information to help the user decide whether to install the update. Use clear labels for the update, such as "Critical" for a security update or "Important" or "Optional" for other types of updates.

Writing usage instructions

Provide usage instructions that help ensure that the buyer can successfully configure and run the software. The usage instructions you provide are shown during the configuration process.

To write effective usage instructions, follow these guidelines:

- Assume the user is interested but uninformed.
- Provide the user with all the information needed to launch and use your product, including any configuration settings and special steps.

Example usage instructions:

1. Launch the product using 1-Click.
2. Use a web browser to access the application at `https://<EC2_Instance_Public_DNS>/index.html`.
3. Sign in using the following credentials:
   - User name: `user`
   - Password: the instance ID (`instance_id`)

Writing upgrade instructions

Provide details on how buyer can upgrade from an earlier version of the product. Include information on how to preserve data and settings when creating another instance. If there is no upgrade path, edit this field to specifically mention that.

Example upgrade instructions:

1. Do ****, and then ****.
2. Check that all plugins used by your project are compatible with version *.*, by doing ***. If they aren't compatible, do ***.
3. Make a backup of your data, by doing ***.

Writing CloudFormation delivery instructions

When using CloudFormation delivery, you must also include the following:

- A purpose for each AWS Identity and Access Management (IAM) role and IAM policy created by the AWS CloudFormation template
- A purpose and location of each key created by the AWS CloudFormation template
- Network configuration details in deployments involving more than a single element
- A detailed guide on how your applications are launched and how they're configured to communicate if the deployment includes multiple AWS resources
- A pricing breakdown that includes the cost of running AWS resources added above the standard limits. Provide prescriptive guidance on managing AWS service limits.
- All data encryption configuration. For example: Amazon S3 server-side encryption, Amazon Elastic Block Store (Amazon EBS) encryption, Linux Unified Key Setup (LUKS), etc.)

Optimizing your AWS Marketplace products for search

As an AWS Marketplace seller, you can optimize your products for search so that buyers can more easily find them. Search is a critical tool in the buyer’s journey that enables customers to find the best product to meet their unique needs. For AWS Marketplace customers, searches happen in two primary locations: search engines (for example, Google or Bing) and the search function in AWS Marketplace. This topic provides information on how to optimize your listing for both locations.

Topics

- Search engine optimization
- AWS Marketplace search

Search engine optimization

Optimizing your product detail page to rank higher for relevant keywords is critical to driving more unique visitors to your product detail page through search engines.

There are three primary page elements that are foundational and impactful for improving organic search to any webpage, including product detail pages: keywords, title tags, and H1 heading tags.

Keywords

Keywords are a central element to search engine optimization, as they distill topics into focused queries that drive search engine results. The process of identifying the most relevant keywords for your pages involves keyword research. Search engine optimization tools can provide valuable information, such as keyword search volumes (how many times per month a keyword is searched on Google), current rankings, search trends, keyword competitiveness, and related keywords. From this research, you can identify primary and secondary keywords.

Your primary search engine optimization keyword should be a unique single word or phrase that represents the main topic of your page. This primary keyword should be naturally woven into the copy of your product title, short description, and highlight section. Secondary keywords should be highly relevant terms that are found within the remaining page content.

Title tags

The title tag, which appears in the search engine results pages and as the title of a page in a browser window or tab, informs both readers and search engine web crawlers about the page's content. For AWS Marketplace product detail pages, the product title serves as the title tag, so it’s important to optimize your product titles with search engine optimization keywords to improve ranking potential. To increase the likelihood of achieving a high rank in the search engine results pages, incorporate your brand name, product name, and relevant keywords in your title tag.

H1 heading tags

H1 heading tags have three roles:

- They help visitors scan the page contents for the information that they need.
- They increase accessibility for visitors with visual impairments that use screen readers to understand the page's content.
- They provide keywords found in page headings, which receive additional search engine optimization relevance weight if supported by the page content that follows.

AWS Marketplace search

The AWS Marketplace website ranks the results of search queries using search optimization techniques similar to those used across the industry. By understanding how AWS Marketplace ranks and returns search results, you can create product details optimized for the AWS Marketplace search engine. We recommend taking this guidance into consideration when you create your product detail pages.

Keywords

During the product creation process, you can submit up to three keywords (single words or phrases) to help customers discover your product through site searches. The keywords text box can contain up to 250 characters.

Use the following tips to create search keywords:

- Use terms that are relevant so that customers can easily find your products.
- Choose keywords from your customers' vocabulary—that is, words and phrases that they're likely to use when thinking about your type of product.
- Create keywords based on specific features in your product.
- Don't include the product title in the terms that you submit. The product title is already indexed in the search.

> **Note**
>
> Keywords aren't the same as software categories. Keywords are more specific terms that are related to your product.

You can edit keywords after you create a product by editing the metadata for the product. For products that you created using the **Products** tab in AWS Marketplace Management Portal, you

also use the **Products** tab to make changes. For more information, see Product changes and updates.

The AWS Marketplace Seller Operations team helps redirect queries with similar-sounding words or words with similar meanings. For example, when customers search for *automobile* when you expect them to search for *car*.

Software categories

When you list your product, you can choose up to three software categories and corresponding subcategories for your product. This helps customers discover your product as they browse or search the products on AWS Marketplace. Choose only categories that are relevant to your product. In most cases, only one category applies. Both the product load form and the **Products** pages contain a complete list of categories.

> **Note**
>
> Categories aren't the same as keywords. The available categories and subcategories are predefined for AWS Marketplace. You decide which of them apply to your product by choosing them from a list. Keywords aren't predefined, but they are created during the process.

Highlights section

The product details page displays up to three product highlights as bullet points. Customers can search for products by highlights, so include highlights when you create a product. A highlight should describe the product's primary selling points in brief and informative language.

Example Highlights

- Projecting costs: With AnyCompany's product, you pay only for what you use. You're charged for each hour or partial hour that it's running.

Short description

The product description lists the product's features, benefits, and usage instructions, along with other relevant and specific product information. Keep the following guidelines in mind as you create the product description:

- Avoid unnecessary capitalization and punctuation marks
- Don't include redirect information
- Check spelling and grammar
- Include only critical and useful information

Example Short description

AnyCompany's product automatically distributes incoming application traffic across multiple Amazon EC2 instances. It enables you to improve fault tolerance in your applications by seamlessly providing the load balancing capacity that you need to respond to incoming application traffic. AnyCompany's product detects unhealthy instances in a pool and automatically reroutes traffic to healthy instances until the unhealthy instances have been restored. Customers can enable it in a single AWS Availability Zone or across multiple Availability Zones to enable more consistent application performance.

Enhance your AWS Marketplace product with promotional media

As an AWS Marketplace seller, you can help customers better discover and evaluate your product by enhancing your product listing with promotional media. Promotional media are videos and images that are shown prominently on your product page and provides customers an easy way of learning about your product. The following sections provide best practices for promotional media and tips for adding and managing promotional media in the AWS Marketplace Management Portal (AMMP).

Topics

- Best practices for promotional media
- Tips to add and manage promotional media

Best practices for promotional media

Up to five videos and 10 images are supported. Each promotional media item should include a required title and an optional description. Descriptions are used as alt text for media and are highly recommended to improve visual accessibility and search engine optimization.

> **Note**
>
> You must have the appropriate rights and permissions to upload or add any promotional media. Media that are added to your product will be made publicly available to all users browsing AWS Marketplace.

Videos

This asset type provides you the opportunity to introduce your product and company through a concise overview. You can also include content such as customer interviews, quotes, relevant benefits, and data points. Additionally, videos are a great way to showcase your product through a recorded demo or walk-through, especially for key features or use cases. We recommend videos to be 2-5 minutes in duration, as shorter videos are more impactful.

Specifications:

- We support direct upload of videos through AMMP or through publicly accessible S3 links.
- Recommended video resolution is 1080p (1920x1080 pixels) with a preferred 16:9 aspect ratio.
- Video format must be .mp4 with max file size of 50MB.
- (Optional) A cover image can be added in place of the auto-generated cover.
  - Cover image should have a resolution of 500x281 pixels (16:9 aspect ratio).
  - Image format must be .png (preferred), .jpg, or .svg without transparency.

> **Note**
>
> Externally hosted videos are not directly supported. Public S3 links will be cached by AWS Marketplace during addition and any post-addition changes will not reflect until the media is added again.

YouTube videos are supported with limited capability:

- If the product video URL field (separate field from promotional media) includes a direct link to a YouTube video, the video will be directly embedded as the last promotional media item if embedding is enabled for the video.

- Only one product video URL is supported (i.e. only one YouTube video) and re-ordering of the YouTube embedded media is not supported.

Images

This asset type provides you an opportunity to promote your product through screenshots and key concept call-outs. Images are ideal to explain complex product features through concise diagrams or flow-charts. Additionally, images can be used to explain pricing tiers and groupings that are not addressable with pricing dimension descriptions.

Specifications:

- We support direct upload of images through AMMP or through publicly accessible S3 links.
- Recommended image resolution is 780x439 pixels with a preferred 16:9 aspect ratio. Maximum of 3480x3480 pixels.
- Image format must be .png (preferred), .jpg, or .svg without transparency.
- Thumbnails are auto-generated from original source images.

Tips to add and manage promotional media

Add media

- Promotional media can be added by logging into the AWS Marketplace Management Portal and either creating a new product or updating an existing product. The **Images and videos** section is used for adding promotional media and is located within the **Product information** area.
- While API can also be used to add promotional media, direct upload is only supported through AMMP. Public S3 links are supported in both API and AMMP.
- Add promotional media in the order you wish the media to display. The first item will be the featured media on the product page.
- When image asset type is used, the optional cover image is not available. Images will have thumbnails auto-generated once added.

Update or remove media

- Once promotional media is added to a product, the title, description, and cover (if available) can be adjusted as needed by editing the product.

- Promotional media can be removed once added by clicking on **Delete** for that asset in AMMP prior to submission.

Order media

- By default, new promotional media assets are added to the end of the asset order.
- To re-order media, delete assets that are out of order and add them again in the right order for submission.

Preparing a private offer for your AWS Marketplace product

Private offers are negotiated terms used to purchase a product from AWS Marketplace. This can involve a custom pricing plan, end user license agreement (EULA), or custom solutions. Sellers and buyers negotiate before committing to a private offer that's different from the public offer. You can create and extend multiple private offers to a single buyer. Buyers that you extend a private offer to have the option to choose between the private offer and the public offer. Buyers can only be subscribed to one offer at any given time. They can't be subscribed to both a private offer and the public offer at the same time. This topic provides information about how private offers work, including special considerations, buyer experience, and seller reports.

> **Note**
>
> AWS offers buyers with unique or enterprise use cases on AWS Marketplace to request a private offer for your product directly from the product detail page. If you're an AWS Partner Network (APN) partner who's eligible for APN Customer Engagements (ACE) and you'd like to provide this option to buyers, see Adding private offer and demo request buttons for more information.

Topics

- How private offers work
- Private offer considerations
- Private offer experience for buyers
- Reporting for private offers
- Supported product types for AWS Marketplace private offers
- Creating and managing private offers
- Creating private offers as an AWS Marketplace Channel Partner
- Private offer installment plans
- Creating future dated agreements for private offers
- Private offer FAQ

How private offers work

You can create and manage your private offers from the **Offers** page in the AWS Marketplace Management Portal. You specify the product for the offer to generate a unique ID and URL. You'll create a pricing plan for the private offer, add legal terms and sales documents, and extend the offer to specific buyer AWS accounts. The offer is only visible to the accounts for which you created the offer.

After you create a private offer and notify potential buyers, they can view and accept the offer. To view the offer, the buyer must be signed into the AWS account that received the offer.

> **Note**
>
> Buyers can't view the offer unless you extend it to either their linked account or their management account. You can't provide service limits in the offer, so the buyer can use as much of your product at the negotiated prices as they want, unless the product has a limit.

For information on creating a private offer, see Creating and managing private offers.

Private offers are tracked in seller reports. For more information, see Reporting for private offers and the Seller reports guide.

Private offer considerations

When working with private offers, consider the following:

- When you add support for a new instance type or AWS Region, customers already subscribed to private offers for your product won't be able to access the newly added instance or Region automatically. You must create another private offer with the instance and Region you want customers to access. After accepting the new offer, customers can access the newly added instance and Region. Customers who subscribe to your product at a future date can also access them, as long as they're included in the private offer. For more information about how to create a new private offer, see Amending agreements in AWS Marketplace.
- You can't create private offers for second party, Amazon Machine Image (AMI) monthly, or multi-AMI-based delivery using AWS CloudFormation products, or for limiting customer usage.
- For private offers with an installment plan, it's possible to break upfront payments into multiple payments over time. For more information, see Private offer installment plans.

- If the buyer account for your private offer is managed through a private marketplace, you must include both the buyer's account and the account that includes their private marketplace administrator in the offer.
- Private offers don't support the Bring Your Own License (BYOL) model.
- Use the **Custom EULA** option when creating a private offer with unique negotiated contract terms in your private offer. You can attach up to five documents.
- For software as a service (SaaS) contracts and SaaS contracts with consumption products, you can offer upgrades and renewals on agreements that were made when buyers accepted private offers. For example, you can do this to grant new entitlements, offer pricing discounts, adjust payment schedules, or change the end user license agreement (EULA) to use standardized license terms. For more information, see Amending agreements in AWS Marketplace.

Private offer experience for buyers

When the buyer navigates to your product's subscription page, a banner indicates that a private offer is available. After the buyer accepts the offer, they're invoiced for the purchase using the same portal tools used for all AWS Marketplace transactions. Accepted offers become agreements. Buyers can find agreement details in the **Manage Subscriptions** section of the AWS Management Console, and sellers can find details in the **Agreements** tab of AWS Marketplace Management Portal.

AWS Marketplace buyers can access third-party financing for private offers. For more information, see Customer financing is now available in AWS Marketplace.

> **Note**
>
> An offer can only be accepted before the expiration date. If the offer expires, it's moved to the **Accepted and expired offers** tab.

To view and accept a private offer	The buyer can
From the AWS Marketplace console	Navigate to **Private offers** in the AWS Marketplace console and select the offer ID from the **Available offers** tab.

To view and accept a private offer	The buyer can
	For more information about the buyer experience for private offers, see Private offers in the *AWS Marketplace Buyer Guide*.
Using a seller-provided link	Follow the link sent by the seller to directly access the private offer. For more information, see Sending a private offer to a buyer.
From your product page	Navigate to the product page for the product, and choose the link in the banner to view the private offer. For more information about the buyer experience for private offers, see Private offers in the *AWS Marketplace Buyer Guide*.

Reporting for private offers

Private offers appear on the existing seller reports and in the reports relevant to the offer. The Monthly billed revenue report is generated every month and has offer visibility and offer ID information. When an invoice is generated for a buyer, it appears in the report covering the appropriate billing period. For more information, see Seller dashboards.

The **Offer ID** field contains the unique offer ID generated for the private offer. It's blank unless the report entry is for a private offer. The **Offer Visibility** field indicates whether the report entry is a public or private offer. For all private offers, the entry is marked private.

Supported product types for AWS Marketplace private offers

As an AWS Marketplace seller, you can use private offers to sell the following product types: Amazon Machine Images (AMIs), container, professional services, machine learning (ML), and software as a service (SaaS) products. Private offers are negotiated terms used to purchase a product from AWS Marketplace. This topic provides information about private offers for AMI, container, SaaS, ML, and professional services products.

For more information about private offers, see Preparing a private offer for your AWS Marketplace product.

Topics

- Private offers for AMI products
- Private offers for container products
- Private offers for professional services products
- Private offers for SaaS products
- Private offers for ML products

Private offers for AMI products

You can provide private offers pricing for AMI products.

The offer can be any custom duration for the following:

- AMI hourly or AMI hourly with annual private offers: up to 3 years (1,095 days). Only AMI hourly with annual private offers or AMI contracts support flexible payment scheduling.
- AMI contract private offers: up to 5 years (60 months)

  For AMI contracts, private offers don't monitor usage.

  Buyers can manually upgrade to new contract levels at any time. However, it is up to the independent software vendor (ISV) to define contract tiers, enforce service limitations, and advise buyers to manually upgrade their contracts with more units. Only non-tiered pricing-based contracts support upgrades at this time. The contract duration of the private offer can match the public product listing, or can be a custom duration in months (up to 60).

License entitlements begin on the date the buyer accepts the private offer.

For AMI private offers with flexible payment schedules, you can set the number of annual instance types agreed to in the contract, for the duration of the contract.

> **Note**
>
> Private offers are not available for monthly billing contracts.

Private offers for container products

You can provide private offers pricing for container-based product contracts.

The offer can be any custom duration for the following:

- Container hourly or container hourly with long term private offers – Up to 3 years (1,095 days). Only container hourly with long term private offers or container contracts support flexible payment scheduling.
- Container contract private offers – Up to 5 years (60 months)

  For Container contracts, private offers don't monitor usage. Upgrading for container contracts is only possible if you're using non-tiered pricing.

  Buyers can manually upgrade to new contract levels at any time. However, the independent software vendor (ISV) defines the contract tiers, enforces service limitations, and advises buyers to manually upgrade their contracts with more units. Only non-tiered pricing-based contracts support upgrades at this time. The contract duration of the private offer can match the public product listing, or it can be a custom duration in months (up to 60 months).

License entitlements begin on the date the buyer accepts the private offer. For container private offers with flexible payment schedules, you can set the number of units agreed to in the contract, for the duration of the contract. You can also define a custom hourly price for those same units if the buyer uses more.

> **Note**
>
> Private offers are not available for monthly billing contracts.

Private offers for professional services products

All professional services product offerings are done through private offers. For more information, see Create private offers.

Private offers for SaaS products

Software as a service (SaaS) private offer products can't change the pricing level for a given pricing tier based on timing. For example, an offer can't charge $0.80/hour for three months and then

change pricing to $0.60/hour thereafter for the same pricing tier. For SaaS contracts, private offers don't monitor usage.

Buyers can manually upgrade to new contract levels at any time. However, the independent software vendor (ISV) defines contract tiers, enforces service limitations, and advises buyers to manually upgrade to higher contract tiers when needed. The contract duration of the private offer can match the public product listing, or it can be a custom duration in months (up to 60 months).

Private offers for ML products

Machine Learning (ML) private offer products give specific buyers a different price than your publicly displayed price. The set of terms and agreement between you and the buyer in private offers can differ from the one in the public offer or other private offers.

Private offers work in one of several ways:

- **Hourly** – Private offers can be an hourly rate that is different from the publicly displayed hourly rate. This hourly rate is perpetual because private offers for machine learning products don't expire. If a price change is needed in the future, the buyer must switch to the new private offer. Existing running instances or endpoints of the product are automatically billed the hourly rate set in the new accepted offer. Ensure you set it to the hourly rate for your product after any contract component within the private offer expires. Setting this hourly rate to $0 allows the buyer to use the product without your software fee indefinitely.
- **Per inference** – Private offers can have an inference rate that is different from the publicly displayed inference rate, if you've configured inference pricing for when your product is deployed as an endpoint.
- **Contract** – Private offers can be a contract with a fixed upfront fee for a specified number of days. The buyer is allowed to use an unlimited number of instances for the entire duration of the contract. At the end of the contract, any instances that continue to run are billed at the hourly rate that you set in the private offer. For example, you can create a contract with a fixed upfront fee for 365 days of unlimited use. You also set an hourly rate for the private offer. When the buyer accepts this private offer, they pay that upfront fee. When the contract ends, any instances still running are billed at that hourly rate. If you're offering a free private trial, ensure you set the correct hourly rate after the free trial period ends to avoid a free perpetual license.

You can create and extend multiple private offers to a single buyer. Buyers that you extend the private offers to have the option to choose between the private offers and the public offer. Buyers

can only be subscribed to one offer at any given time. They can't be subscribed to both a private offer and the public offer at the same time.

To create a private offer for a specific buyer for SageMaker products, see the section called "Creating private offers".

Creating and managing private offers

As an AWS Marketplace seller, you can create and manage private offers. Private offers are negotiated terms used to purchase a product from AWS Marketplace. This can involve a custom pricing plan, end user license agreement (EULA), or custom solutions. The following sections describe how to create and manage private offers.

> **Note**
>
> To be eligible to issue private offers, you must have at least one active public listing. If you have a public listing, and you don't have access to the Private Offers tab, see IAM Permissions or contact AWS Marketplace support.

Topics

- Starting a new private offer
- Understanding offer statuses
- Drafting and publishing the private offer
- Adding private offer and demo request buttons
- Sending a private offer to a buyer
- Cloning your private offer
- Downloading offer details
- Saving your private offer progress
- Updating the expiration of a private offer
- Cancelling a private offer

Starting a new private offer

The following steps explain how to use the Use the AWS Marketplace Management Portal to create a private offer and generate an offer ID. The process creates a blank offer in a draft state.

To start creating a new private offer

1. Sign into the AWS Marketplace Management Portal.
2. Open the **Offers** list and choose **Private offers**.
3. On the **Private offers** page, choose **Create private offer**.
4. On the **Create private offer** page, choose the offer type, product type, and the product that you want to create your private offer from. Processing takes up to 30 seconds. Don't close or refresh the page until processing finishes.

   > **Note**
   >
   > - You can't change the product type and product after you create the offer. For more information on private offers per product type, refer to Supported product types.
   > - AWS Marketplace channel partners must choose between creating an offer for their own products, or creating a channel partner private offer (CPPO) from a resale authorization. When creating a CPPO, choose the independent software vendor (ISV), product, and authorization. For more information about resale authorizations, refer to Creating a selling authorization for an AWS Marketplace Channel Partner as an ISV later in this guide.

5. Choose **Continue to offer details**.

   A step-by-step experience guides you through the rest of the creation process.

Understanding offer statuses

Offers have one of three statuses depending on the lifecycle:

- **Draft** – The offer is incomplete and still being prepared by you. Private offers in a draft status are not subject to a retention schedule. All required details must be completed and submitted to publish the offer and extend it to your buyer.
- **Active** – The offer is published and extended to the buyer. The offer hasn't expired, so buyers can subscribe to the offer.
- **Expired** – The offer is published and extended to the buyer. The offer has expired, so buyers can't subscribe to the offer. The expiration date can be updated to give your buyers more time to accept the offer. To update offer expiration, see Updating the expiration of a private offer.

> **Note**
>
> After the offer is accepted, it will show up as an agreement in the **Agreements** tab. The status of the offer won't change.

Drafting and publishing the private offer

Use the following process to draft and publish your private offer.

To draft and publish your private offer

1. On the **Provide offer information** page, provide the offer name, offer details, renewal type, and offer expiration date. If this is a renewal offer, you must choose either **Existing Customer on AWS Marketplace** for renewals intended to renew an existing agreement created in AWS Marketplace, or **Existing Customer Moving to AWS Marketplace** for renewals intended to migrate your existing customer to AWS Marketplace.

   > **Note**
   >
   > The offer expiration date is the date that the offer becomes null and void. After 23:59:59 UTC on this date, the buyer won't be able to view and accept this private offer.

2. Choose **Next**.
3. On the **Configure offer pricing and duration** page, choose the pricing model, contract or usage duration, pricing, currency, and payment schedule. For pricing models that have an installment plan, see Installment plans.

   > **Note**
   >
   > Non-USD private offers are limited to contract pricing products. Additionally, make sure you have configured your non-USD disbursement preferences. For more information, see the section called “Set disbursement preferences”.
   > All public offers and private offers with consumption pricing can only be created in USD.

4. On the **Add buyers** page, provide an AWS account ID for each AWS Marketplace buyer you are extending the private offer to. Each selected buyer must have an AWS account in a AWS Region where the selected offer currency is supported. To add another AWS account ID, choose **Add another buyer**. You can add up to 24 buyers to each private offer.
5. Choose **Next**.
6. On the **Configure legal terms and offer documents** page, choose one of the following options:

   - Public offer end user license agreement (EULA) – Use the EULA from your public offer.
   - Standard contract for AWS Marketplace (SCMP) – Use the standard contract provided by AWS Marketplace.
   - Custom legal terms – Upload up to five files related to your private offer, including legal terms, a statement of work, a bill of materials, a pricing sheet, or other addendums. These files will be merged into one document when the offer is created.
7. On the **Review and create** page, review the details of your private offer. After you review and confirm, choose **Create offer** to publish the offer and extend it to the buyers you chose. Offer publishing includes a request to the AWS Marketplace Catalog API, so it can take up to an hour to validate and process the offer. This request can be viewed on the **Requests** page.

   > **Note**
   >
   > The offer will be published and extended only if the request succeeds. If the request fails, it won't be extended to the customer. A failure means that there was either a system error or an error you must correct before resubmitting.

Adding private offer and demo request buttons

Sellers can add call-to-action buttons to their product detail pages. The buttons enable buyers to request private offers and guided product demos. You can add one or both buttons to your product detail pages.

You can use the buttons with the following product types:

- Amazon Machine Image
- Software as a service (SaaS)
- Container

- CloudFormation templates

To use the buttons, you must belong to the APN Customer Engagements Program (ACE). When buyers request an offer or a demo, they enter their contact data and request details into a form. The AWS Demand generation team then qualifies the requests and transfers those qualified requests to you as AWS originated opportunities through ACE in Partner Central. You then follow up with customers to discuss offer details or schedule a guided demo. For more information about ACE, see the APN Customer Engagements Program website and Leads and Opportunities in the *APN Customer Engagement (ACE) FAQs*.

Steps in the following topics explain how to add the buttons to your product detail pages.

Topics

- Button prerequisites
- Enabling the buttons

Button prerequisites

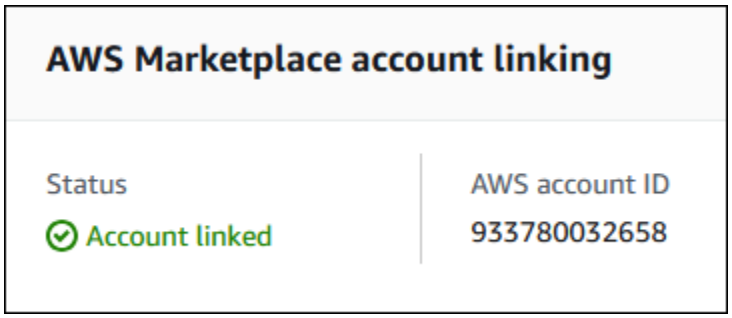
Before you can add the call-to-action buttons to your product detail pages, you must have the following prerequisites:

- Make sure you can receive AWS referred leads and opportunities in AWS Partner Central. For more information, see the APN Customer Engagements Program website.

  > **Note**
  >
  > After you enroll in the ACE program, status updates occur every two weeks. The private offer and demo request buttons appear only after the status update is complete. If you choose these options and receive a message, your access is pending the next biweekly update.

- Link your AWS Partner Central and AWS Marketplace accounts. To do that, you must:
  - Create the `CreatePartnerCentralCloudAdminRole` IAM: policy. For more information, see the prerequisites for account linking in the *AWS Partner Central Getting Started Guide*.
  - Link your AWS Partner Central and AWS Marketplace accounts. For more information, see Link your AWS Partner Central account to your AWS Marketplace account, in the *AWS Partner Central Getting Started Guide*.

After you link your AWS Partner Central and AWS Marketplace accounts, your Partner Central **Home** page displays the following status message:



For more information, sign in to Partner Central and see the following:

- The AWS Partner Central & Marketplace account linking guide
- The AWS Partner and Marketplace Account Linking Demo video

> **Note**
>
> You must sign in to use these resources.

Enabling the buttons

Once you become ACE eligible to receive AWS referrals, you use the AWS Marketplace Management Portal to enable one or both call-to-action buttons.

You follow separate processes to enable the buttons, depending on whether you create a new product listing or update a current listing.

To enable buttons for new products

1. Use the AWS Marketplace Management Portal to create the following types of products and make them public:

   - AMI
   - SaaS
   - Container
   - Cloud Front template

2. As part of creating the product, under **Guided demo and private offer requests**, choose any combination of **Enable guided demo requests for buyers** and **Enable private offer requests for buyers**.

> **Note**
>
> The buttons only appear on the product detail pages in your private offers after you make the product public.

To enable buttons for existing products

1. In the AWS Marketplace Management Portal, on the **Products** tab, select the product that you want to change.
2. Open the **Request changes** list and choose **Update product information**.
3. Choose any combination of **Enable guided demo requests for buyers** and **Enable private offer requests for buyers**.

The buttons only appear on the product detail page after you save your changes.

Sending a private offer to a buyer

After the private offer has been published, buyers can view it by navigating to the **Available private offers** tab on the **Private offers** page in the AWS Marketplace Management Portal. On the **Available private offers** tab, the buyer can see offers extended by AWS Marketplace Channel Partners in the **Seller of record** column. The independent software vendor (ISV) will display in the **Publisher** column. A buyer can navigate to a private offer by choosing the appropriate **Offer ID** in their offers list.

Buyers can view offer IDs that have been accepted or that have expired on the **Accepted or expired offers** tab.

After the private offer has been published, you can send your buyer a URL to the fulfillment page for the offer.

To send a private offer to your buyer

1. Sign into the AWS Marketplace Management Portal, and choose **Offers**.

2. Select the **radio button** next to the offer.
3. Choose **Actions** and then **Copy Offer URL**.
4. Send the URL to your buyer.

Cloning your private offer

You can clone a private offer, including AWS Marketplace Channel Partner private offers. Use cloning to create a new offer using a template or to update and replace an existing offer.

To clone a private offer

1. Sign into the AWS Marketplace Management Portal, and choose **Offers**.
2. In the **Offers** table, select the option next to the offer you want to clone.
3. Choose **Clone offer**.
4. A new offer-creation experience will open with pre-populated information from the selected offer. Review and modify the offer details as needed.
5. (Optional) If you're cloning to replace an existing offer, select **Cancel the existing offer**. When selected, the original offer will automatically expire and not be accessible to the buyer when this new offer is published. This only affects the offer's accessibility and does not impact any existing subscriptions if the buyer has already accepted the original offer.
6. Choose **Clone private offer**. This will publish the offer and extend it to the buyers you selected previously.

Downloading offer details

Use the following procedure to download offer details in a .pdf file.

To download offer details

1. Sign into the AWS Marketplace Management Portal, and choose **Offers**.
2. In the **Offers** table, select the option next to the offer and choose **View details**. Alternatively, you can choose the link for the offer in the **Offer ID** column.
3. On the offer detail page, choose **Download PDF**.

Saving your private offer progress

Use the following process to save your progress and resume later.

To save and resume your work

1. At any completed step, choose **Save and exit**. In the dialog box, confirm that you're saving the content in a draft state and review any validation errors. If there are any validation errors or missing details, you can choose **Fix it** to go to the step and resolve the issue. When you're ready, choose **Save and exit** to save your changes.

   After you save and exit, the request is under review while it's processing. It could take a few minutes or hours to finish processing. You can't continue the steps or modify the request until it has succeeded. After the request has succeeded, you have completed the save. If the request fails, there was either a system error or an error you must correct before resubmitting.
2. To resume working on your offer, open the **Offers** page, choose your offer, and then choose **Resume offer creation**.
3. When you're finished, you can choose either **Save and exit** to save your progress or **Create offer** to publish and extend the private offer to your selected buyers.

Updating the expiration of a private offer

Use the following process to update the expiration date of a private offer.

To update the expiration date of a private offer

1. Sign into the AWS Marketplace Management Portal, and choose **Offers**.
2. On the **Offers** page, choose the **offer** you want to update.
3. Choose **Edit**.
4. Provide a new **offer expiration date**.
5. Choose **Submit**.

   After the update is complete, the offer will change to an **Active** status and your buyer can accept the offer.

Cancelling a private offer

Use the following process to cancel the private offer.

1. Sign into the AWS Marketplace Management Portal, and choose **Offers**.
2. On the **Offers** page, choose the **offer** you want to update.

> **Note**
>
> Cancelling the offer will modify the offer expiration date, so the offer will display as expired for buyers who were extended this offer.

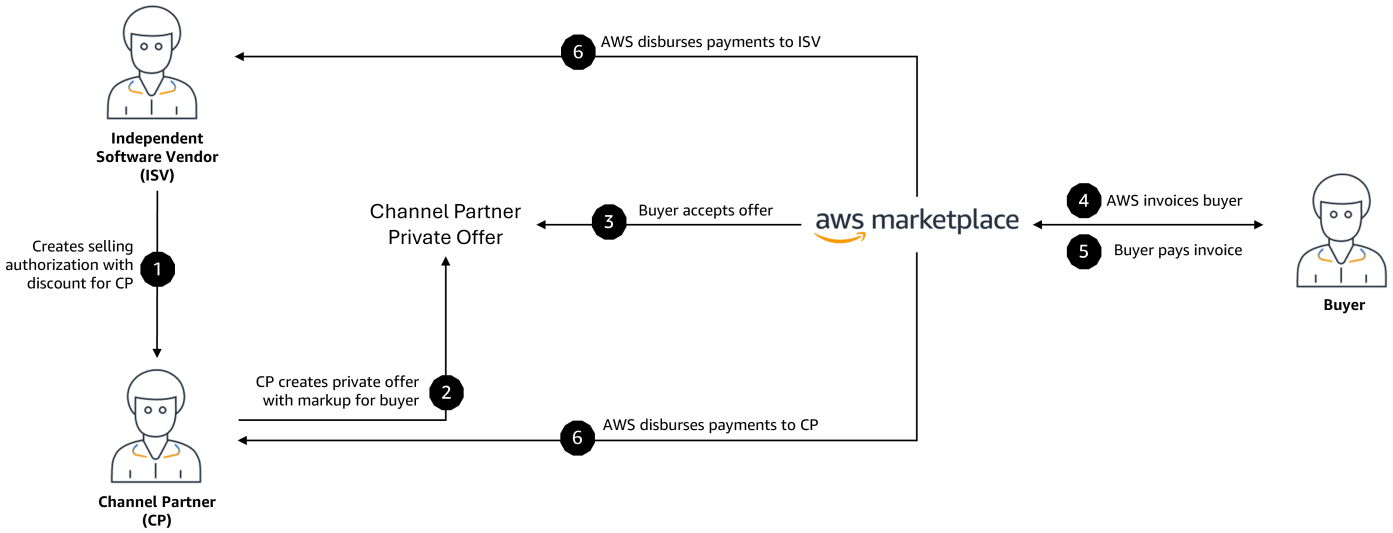
3. Choose **Action** and then choose **Cancel offer**.

Creating private offers as an AWS Marketplace Channel Partner

AWS Marketplace Channel partner private offers give channel partners the opportunity to resell independent software vendors' (ISVs) products in AWS Marketplace. The AWS Marketplace channel partner and ISV establish an agreement called a *selling authorization* to resell one or more of the ISV's products. The channel partner then extends a private offer to the buyer for that product.

> **Important**
>
> To create, share, and accept selling authorizations, you must create a service-linked role (SLR) that allows ISVs to create and share the authorizations, and allows channel partners to accept them. For more information about creating the SLR, refer to Creating a service-linked role for AWS Marketplace.

The following diagram shows this relationship between an ISV, a channel partner, and a buyer.



> **Note**
>
> For more information about creating a selling authorization for a channel partner, as an ISV, see Creating a selling authorization for an AWS Marketplace Channel Partner as an ISV.

Each AWS Marketplace channel partner private offer is visible only to a single buyer, with customized pricing and unique commercial terms to meet that buyer's needs. When creating a private offer, you start from a wholesale cost set by the ISV. Then you mark up that price to create the buyer's offer price.

> **Note**
>
> When creating private offers, channel partners must use the currency that the ISV defines in the selling authorization.

You determine the wholesale cost in one of the following ways:

- **Recurring discount** – An ISV authorizes the AWS Marketplace Channel Partner to resell their product or products at an agreed to discount from their list price with a recurring selling authorization. The AWS Marketplace Channel Partner can leverage this discount to continue reselling the product without further price negotiation with the ISV. This discount can be set up to last until a specified date, or indefinitely, until ended by either the ISV or the channel partner.

- **Non-recurring discount** – The selling authorization that the ISV gives the AWS Marketplace Channel Partner is a one-time discount intended to be used only with a specific buyer.

In both cases, after the buyer pays for the private offer, AWS Marketplace uses the standard process to distribute the funds to the AWS Marketplace Channel Partner and the ISV based on the agreed-to pricing.

> **Tip**
>
> ISVs and Channel Partners can use the **Partners** menu on the AWS Marketplace Management Portal to view selling authorizations.

For detailed instructions about creating private offers, see AWS Marketplace Channel Partner Private Offer – Create Offer.

For information about third-party financing for private offers, see Customer financing is now available in AWS Marketplace.

Additional information

For additional information and questions, we encourage ISVs and channel partners to connect with the AWS Marketplace channel team. If you don't know who to contact specifically, send an email message to aws-mp-channel@amazon.com, and someone on the team will respond to you within one business day.

Creating a selling authorization for an AWS Marketplace Channel Partner as an ISV

As an independent software vendor (ISV), you can authorize AWS Marketplace Channel Partners to resell your products by creating a selling authorization for that partner. The Channel Partner can use the selling authorization to create Channel Partner Private Offer (CPPO) to the end buyer. Supported product types include:

- AMI-based products
- Container-based products
- SaaS-based products
- Professional services products

The following procedure outlines how ISVs can create a selling authorization for an AWS Marketplace Channel Partner. To use this feature, you must have permissions to use the **Selling authorizations** tab in the AWS Marketplace Management Portal. For more information, see Policies for AWS Marketplace sellers.

Create a selling authorization

1. Sign in to the AWS Marketplace Management Portal with your AWS Marketplace Seller account.

   > **Tip**
   >
   > Ensure that you are signed out from another AWS account before signing in with your AWS Marketplace Seller account.

2. Choose the **Selling authorizations** tab, and then choose **Create selling authorization**.
3. On the **Create selling authorization** page, enter the following details:

   - For **Selling authorization name**, enter a name for the authorization.

     > **Note**
     >
     > The information you enter in **Selling authorization name** will be visible to channel partners in their seller reports.

   - For **Reseller**, choose the AWS Marketplace Channel Partner (reseller) that you want to authorize from the dropdown list. You can select resellers by name or account ID.
   - For **Product type**, select the type of product, and then select one of your **Products** for which you want to create selling authorization.
   - Choose **Continue to authorization details**.
4. On the **Specify details** page, enter the following details:

   - For **Selling authorization description**, enter a description.

     > **Note**
     >
     > The information you enter in **Selling authorization description** will be visible to channel partners in their seller reports.

- For **Renewal**, indicate whether this authorization is intended to renew an existing paid subscription with an existing customer for the same product.
- (Optional) Set one or more **Buyer account IDs** to specify that the selling authorization is only for those buyers.
- You can choose **Save and exit** or choose **Next**. Choosing **Save and exit** at any step in the process will save your selling authorization as draft. Choosing **Next** takes you to the **Select duration and pricing** page.

5. On the **Select duration and pricing** page, enter the following details:

- For **Pricing model**, choose one of the following options:
  - **Contract pricing with installment plan** - You specify a fixed quantity for each dimension type, an hourly rate for overages, and an installment plan. Overages are charged at the hourly rate and billed separately.
  - **Contract pricing with upfront payments** - You specify a contract price for each dimension type and an hourly rate for additional usage. Buyers have the option to select the quantity to commit at the contract price for each dimension type and get invoiced for the full amount upon acceptance. Additional usage is charged at the hourly rate and billed separately.
  - **Usage pricing** - You specify hourly rate for each dimension type. Buyers are charged based on the hourly rate for their usage.
- For **Currency**, choose the currency for the selling authorization.

> **Note**
>
> Non-USD currencies are only available for contract pricing offers.

- For **Duration**, select the duration of the selling authorization.

> **Note**
>
> The start date for resellers must be earlier than the date that the manufacturer has listed in the resale authorization.

- The **Product Dimension** section shows you currently available contract dimensions in the product. You can choose the dimensions you want to include in the selling authorization and

provide a quantity or price. Contract pricing with installment plan lets you enter quantity per dimension, Contract pricing with upfront payments lets you enter price per dimension.

- Choose **Manage custom dimensions** to add dimensions to the product that will be available in this product for future offers and selling authorizations. Custom dimensions added to the product cannot be removed. You can have up to 100 dimensions in 1 product.
- For **Price per usage dimension**, specify hourly rate for each dimension type. Buyers are charged based on the hourly rate for their usage. The public offer price is populated here by default.
- For **Buyer installment plan**, enter the Contract total and generate installment plan based on desired frequency. This is required for Contract pricing with installment plan.
- For **Pricing per instance type**, set usage prices for each instance type. The optional pricing tool allows you to bulk update prices by either applying a discount to public price or applying the same price to all instances.
- For **Selling authorization availability**, choose one of the following options to limit the availability of how many private offers are created or until what specific time private offers can be created using this selling authorization:
  - **Single Use** – Allows for a single offer to be created by reseller until the specified end date
  - **Specific Time Duration** – Allows for multiple offers to be created by reseller until the specified end date
  - **No Set Time Duration** – Allows for multiple offers to be created by reseller until the selling authorization is manually deactivated
- You can choose **Save and exit**, **Previous**, or **Next**. Choosing **Next** takes you to the **Configure legal terms** page.

6. On the **Configure legal terms** page, enter the following details:

- For **End user license agreement**, select Public EULA or Standard Contract for AWS Marketplace (SCMP) or upload Custom EULA.

> **Note**
>
> Only custom EULAs are supported for professional services sellers.

- (Optional) Select the **Reseller Contract for AWS Marketplace (RCMP)** or upload a custom contract to be included in the selling authorization.

- You can choose **Save and exit**, **Previous**, or **Next**. Choosing **Next** takes you to the **Review and create** page.

7. On the **Review and create** page, make sure all the information is correct. Once a selling authorization is published, it cannot be modified.
8. Choose **Create selling authorizations** to publish the selling authorization to reseller.

Manage selling authorizations

- The **Selling authorization created** table is updated to display relevant selling authorization details including **Selling authorization name**, **Product name**, **Reseller name**, **Created date**, **Expiration date** and **Status**.
- After selling authorizations are created, you cannot extend the expiry dates or modify any other details.
- You can **Deactivate** a selling authorization if you no longer want a reseller to use it. When you deactivate a selling authorization, new offers cannot be created using that selling authorization. Any offers already created are unaffected.
- You can also clone a selling authorization by selecting the selling authorization and choosing **Clone**. This prepopulates values into all the fields and allows for editing.

Selling authorization status and actions

The following list describes the selling authorization status values and their meanings:

- *Draft* - The selling authorization has been created but not yet activated.
- *Authorized* - The selling authorization is active and can be used to create Channel Partner Private Offers (CPPOs). No CPPOs have been created yet.
- *Authorized (reusable)* - The selling authorization has been used to create at least one CPPO and can be used to create additional CPPOs. This status is common for authorizations with a specific time duration or no set time duration.
- *Authorized (consumed)* - The selling authorization has been fully utilized and cannot be used to create additional CPPOs. This typically occurs with single-use authorizations after a reseller creates a private offer.
- *Expired* - The selling authorization's availability end date has passed. It can no longer be used to create CPPOs.

- *Deactivated* - The independent software vendor (ISV) has manually deactivated the authorization. It can no longer be used to create CPPOs. This status is called "Restricted" in the API.

> **Note**
>
> The system determines the status based on several factors, including the selling authorization's inner status, availability end date, and offer extended status. Status values are assigned based on a priority order to resolve potential overlaps.

Private offer installment plans

As an AWS Marketplace seller, you can use installment plans (also known as *flexible payment schedules*) to extend private offers with a custom payment schedule. Installment plans are available for private offers on certain product and pricing types. For more information, see Product types eligible for private offers. The payment schedule can be spread over the accepted contract duration, with the buyer making payments in regular installments.

For multiyear and custom-duration Amazon Machine Image (AMI) products, set the number of instances for each instance type included in the offer and the hourly pricing for any additional launched instances. After the buyer launches the specified number of instances, any additional instances launched are charged at the hourly rate specified in the private offer.

You can't modify the payment schedule on a private offer that has been extended to and subscribed by a buyer. To make changes, you must create a new offer.

Creating an installment plan for a private offer

When creating a private offer, you can set a custom payment schedule with an installment plan.

To create an installment plan for a private offer

1. On the **Configure offer pricing and duration** page, for **Product pricing**, choose **Contract pricing with installment plan**.
2. Choose the contract duration for this offer and specify the offer details. For more information, see Preparing a private offer for your AWS Marketplace product.
3. Under **Buyer installment plan**, enter the following parameters:

- **Contract total**
- (Optional) If you want the first payment to be different from the others, enter an **Initial payment**. The remaining balance will be divided equally among subsequent payments.
- **Frequency**

  Choose **Monthly**, **Quarterly**, **Annually**, or **Custom**. If you choose **Custom**, also enter the **Number of installments**.

  You can add up to 60 payments. You also have the option to make adjustments to each payment line item. Each time you adjust a payment line item, the **Total amount due from buyer** is updated.
- **First invoice date**

4. Choose **Generate installment plan**. You will receive an error message if an invoice date falls outside the duration of the contract.
5. After you verify all invoice amounts and dates, confirm that the **Total amount due from buyer** matches the total price that you want your buyer to pay over the course of the private offer. To finish creating the private offer, complete the remaining steps in the section called “Drafting and publishing the private offer”.

After the buyer has accepted the private offer, they will be invoiced at 00:00 UTC on the invoice dates that you defined in the payment schedule. You receive the payment for each invoice after AWS Marketplace receives the payment from the buyer. Only one invoice date can occur before the offer acceptance date. If the private offer is accepted after the first invoice date in the payment schedule, the first invoice will be generated immediately after the offer is accepted. After your buyers are subscribed, they can see all the payments on the schedule and on their AWS invoice, helping them track their spending.

Installment plan reporting

Reporting for private offers with installment plans appears in section 4 of the monthly billed revenue report. For more information, refer to Section 4: Contracts with flexible payment schedule.

Creating future dated agreements for private offers

As an AWS Marketplace seller, you can use future dated agreements to sell a product that a buyer will receive on a *predetermined future date*. In a typical AWS Marketplace transaction, the

buyer receives the product license or entitlement *immediately* after the offer is accepted or the agreement is created. In contrast, with a future dated agreement (FDA), the buyer receives the product license or entitlement on a *predetermined future date*. FDA can be used to setup renewals for existing transactions with the buyer. FDA is supported for software as a service (SaaS) products for contract and contracts with consumption (CCP) pricing, with and without flexible payments. The following sections provide information about working with future dated agreements.

With FDA, you can close transactions with buyers when they choose instead of when the buyer wants to begin product usage. You can use FDA to dependently perform the following actions for transactions on AWS Marketplace:

- Book (buyer accepts the offer) the deal based on sales needs.
- Charge the buyer based on your finance or accounting needs.
- Provide buyer access to the product, such as activating a license or entitlement, based on buyer needs.

A buyer can accept an FDA offer, even while their current agreement is active, if:

- The FDA start date occurs after their existing agreement ends.
- Auto-renewal is disabled before accepting the FDA.

> **Important**
>
> Once an FDA is accepted, auto-renewal cannot be re-enabled.

- The service dates don't overlap with any other accepted FDAs.

Topics

- Considerations for future data agreements
- Creating future dated agreements
- Using an installment plan with future dated agreements
- Receiving notifications for future dated agreements
- Using future dated agreements with reselling for Channel Partner private offers

Considerations for future data agreements

When you use future dated agreements, keep the following dates in mind :

Agreement sign date

The date when the buyer accepts the offer and when the agreement is created.

Agreement start date

The date when the buyer's license or entitlement to the product is activated and the buyer can begin using the product.

Agreement end date

The date when the agreement ends. The agreement and the buyer's license or entitlement expire on this date.

> **Note**
>
> The contract term specified in your end user license agreement, order form, or other contract with a subscriber will control if there's a conflict with the term specified in the subscriber's AWS Marketplace invoice.

Creating future dated agreements

The seller of record sets the agreement start date when generating a private offer with a future start date. Buyers can't change the start date, but they can review the start date before accepting the private offer in AWS Marketplace.

To create a private offer with a future start date

1. When creating a private offer, choose **Start at a future date** under **Contract duration**.
2. In the **Service dates** section, enter the **Service start date** and **Service end date**. The service start date you choose here will be the agreement start date of your future dated agreement when the buyer accepts the offer.

> **Note**
>
> To use an FDA for renewals, the service start date must be one or more days after the end date of the agreement you want to renew. For example, if agreement end date is 12/31/2024, you should set the service start date to be 1/1/2025.
> Sellers can choose a service start date up to 3 years in the future.

Using an installment plan with future dated agreements

Using an installment plan with an FDA, you can set up payments for purchases to occur at any time between the agreement sign date and the agreement end date. This includes payments before and after the agreement start date.

The seller of record chooses private offer payment dates and amounts. For more details about setting up an installment plan, see the section called " Creating an installment plan for a private offer".

Receiving notifications for future dated agreements

You receive email notifications to your designated root account for the following actions taken on your future dated agreements:

- Offer acceptance/agreement creation (agreement sign date)
- Upon license or entitlement activation (agreement start date)
- Reminders for agreements expiring 30, 60, or 90 days in advance
- Agreement expiration (agreement end date)
- Upon an agreement amendment or replacement

> **Note**
>
> All existing Amazon Simple Notification Service (Amazon SNS) notifications for SaaS also work for FDA. For FDAs, both Amazon SNS topics are initiated on the agreement start date (and not agreement sign date). For more information, see the section called "Amazon SNS notifications for SaaS products".

Using future dated agreements with reselling for Channel Partner private offers

Manufacturers and resellers can use future dated agreements for AWS Marketplace Channel Partner private offers.

As the manufacturer:

- Similar to standard AWS Marketplace Channel Partner Private Offers (CPPOs), manufacturers must authorize AWS Marketplace Channel Partners to create CPPOs with a future start date by extending a resale authorization to them.

  To learn how to create a resale authorization, follow the steps on the the section called “Creating a selling authorization as an ISV” page.
- When creating a resale authorization, manufacturers can optionally choose to specify a maximum allowed service start date. This will be the maximum service start date the AWS Marketplace Channel Partner can specify when creating the corresponding AWS Marketplace Channel Partner private offer.

  > **Note**
  >
  > If the manufacturer doesn't specify a maximum date, the AWS Marketplace Channel Partner can specify any future service date up to 3 years in the future.

As the reseller:

- For resellers and Channel Partners, the steps for creating a future dated Channel Partner private offer and an ordinary future dated private offer are the same, with one key difference. The agreement start date resellers can specify must be earlier than what is specified as the maximum allowed service start date in the resale authorization by the manufacturer.
- To learn how to create a Channel Partner private offer, see the section called “Channel partner private offers”.

Private offer FAQ

This FAQ answers commonly asked questions about creating, managing, and troubleshooting private offers.

Topics

- What is the Private Offer Success Team (POST), and how can sellers contact them?
- How can a seller resolve errors when accessing the Offers tab?
- What is an installment plan or flexible payment schedule?
- How can I help a buyer who receives a 404 Error when accessing a private offer?
- Why do customers see a "You already have an active contract" error when trying to accept a private offer?
- Can a seller or buyer cancel a private offer?
- How do I request a refund or contract cancellation?
- When is a buyer invoiced?
- What steps should a seller take once an offer is accepted?
- How does AWS pay sellers and partners?
- How does AWS assess tax?
- Resources and support

What is the Private Offer Success Team (POST), and how can sellers contact them?

The POST enables external audiences on the AWS Marketplace Private Offer experience. Sellers can us the Support Form in the AWS Marketplace Management Portal. For help with the support form, download and refer to the Private offers support form guide PDF.

How can a seller resolve errors when accessing the Offers tab?

If you encounter an error when choosing the **Offers** tab in the AWS Marketplace Management Portal, ensure that you meet the following prerequisites:

Prerequisites for creating private offers to sell software or services directly

1. Verify that your AWS account has the appropriate Identity and Access Management (IAM) policies. For more information about required policies, refer to IAM policies for private offers.

   > **Note**
   >
   > If you need help modifying your IAM policies or permissions, contact your internal AWS administrator. AWS cannot assist with IAM policies or permissions, as access is managed by customers according to the Shared Responsibility Model.

2. Have at least one non-zero publicly listed product. You can verify this by searching for your vendor on AWS Marketplace. If no products appear, you may not have listed a product publicly or you have a limited listing.

Prerequisites for creating channel partner private offers (CPPOs) to resell software or services

- Meet the geographic prerequisites to become a "seller" in AWS Marketplace:
  - Use a legal entity from an eligible jurisdiction, or a business entity incorporated in one of those areas.
  - Provide the required information about your bank account. You can provide one or more bank accounts, including:
    - A US Automated Clearing House (ACH) account
    - A Society for Worldwide Interbank Financial Telecommunication (SWIFT) bank account from an eligible jurisdiction
    - A Hyperwallet account

What is an installment plan or flexible payment schedule?

Installment plans, also known as flexible payment schedules (FPS), allow you to extend private offers with a custom payment schedule. These plans are available for private offers on certain product and pricing types. For more information, refer to Product types eligible for private offers.

The payment schedule can be spread over the accepted contract duration, with the buyer making payments in regular installments. After subscribing, your customers can view all payments on the schedule and on their AWS invoice, helping them track their spending.

Installment plans and FPSs allow sellers to specify:

- The number of units per dimension or per instance type
- The payment terms for the contract (upfront, delayed, or multiple invoices)

Creating an installment plan

> **Note**
>
> In software resale scenarios, the independent software vendor (ISV) determines the installment plan.

To create an installment plan

1. On the **Configure offer pricing and duration** page, for **Product pricing**, choose **Contract pricing with installment plan**.
2. Choose the contract duration and specify the offer details.
3. Under **Buyer installment plan**, enter the desired parameters:
    - For upfront invoicing upon acceptance, enter the dollar amount and set the invoice date to the date you are creating the private offer.
    - For delayed invoicing, enter the dollar amount and set a future invoice date.
    - For installment invoicing, choose **Add Payment** to enter multiple payment line items with dollar amounts and invoice dates.

For more information, refer to Creating an installment plan. You can also watch a video tutorial on Installment Plans.

Setting a fixed SKU or instance type

In the Dimensions section of the offer creation page:

1. Choose "Buyer can choose one or more options offered."

2. Input the different dimensions along with the quantity for each.
3. Choose "Add dimension" to include multiple dimensions or "Create and add new dimension" to create a custom dimension for this private offer.

How can I help a buyer who receives a 404 Error when accessing a private offer?

Here are common reasons for 404 errors and their resolutions:

Incorrect account association

1. Ask the buyer to access the Private Offers tab in their AWS Console.
2. If the offer isn't visible in **Available private offers** or **Accepted and expired offers** tabs:

   - Verify the buyer is signed into the correct account. They can confirm their account ID in the top right corner of the AWS Console.
   - If signed into the correct account, ensure the private offer is for an Amazon Machine Image (AMI) limited listing (see AMI limited listing section below).

Resolution: The buyer needs to sign in to the correct account, or you need to issue the private offer to the correct AWS account ID.

Expired private offer

- If the offer appears in the **Accepted and expired offers** tab, it has expired.

Resolution: Extend the expiration date or issue a new private offer.

AMI limited listing product

- If the offer isn't visible in either tab and the buyer is signed into the correct account, the product may be in limited listing status.

Resolution:

- For Single AMI limited listings: Allow-list the buyer's account by following the instructions for allow-listing buyer accounts.

- For other server type limited listings: Contact the Private Offer Success Team (POST) to allow-list the buyer's account.

> **Note**
>
> Allow-listing is a one-time activity per product.

Private marketplace restrictions

- If the buyer has a private marketplace, they may see an error stating the product is not available in their private catalog.

Resolution: The buyer needs to add the product to their allow list. refer to Adding products to a private marketplace.

If the issue persists, ask the buyer to try the following:

- Sign out and back in
- Clear their browser cache
- Delete cookies
- Sign in to an incognito window
- Use a different browser (not Internet Explorer)

Why do customers see a "You already have an active contract" error when trying to accept a private offer?

This error occurs when a buyer account already has an active subscription to a product. The resolution depends on the product type:

For Software as a Service (SaaS) contracts

Each buyer account can only have one active subscription to a SaaS contract or contract with consumption product. To update or expand an active subscription:

1. Create an agreement-based offer from the **Agreements** tab in the AWS Marketplace Management Portal (AMMP).

2. Include any pending payment terms from the original offer in the agreement-based offer, as it will override remaining payments not yet invoiced.

Creating agreement-based offers

For Marketplace Private Offer (MPPO):

1. Navigate to the Agreements tab in AMMP.
2. Search for the buyer's account ID.
3. Select the buyer's current agreement.
4. Choose "Create Agreement Based Offer."

For Channel Partner Private Offer (CPPO):

1. The ISV grants a selling authorization to the channel partner with new pricing from their Partners tab, including the number of license units, payment terms to CP, and contract duration.
2. The channel partner navigates to the Agreements tab in AMMP.
3. Search for the buyer's account ID.
4. Select the buyer's current agreement.
5. Choose **Create Agreement Based Offer**.
6. Open the **Selling Authorization** list and select the new opportunity from step 1. This enables the channel partner to input terms for the agreement-based offer.

For more information, refer to Creating agreement-based offers.

Other options for SaaS contracts and contracts with consumption pricing (CCPs):

- Create a new private offer for the same product ID targeting a different buyer account.
- Issue a new private offer for a different product ID to the same buyer account.
- Request cancellation of the active contract, then issue a new private offer for the same product ID and buyer ID.

For AMI hourly and annual

Each buyer account can only have one active subscription. To update or expand:

1. Issue a new offer from the **Offers** tab.
2. When the buyer accepts, the new terms override previous contract terms.
3. Pending charges from the previous offer's payment schedule will continue unless cancelled.

For AMI contracts and professional services

The buyer's current subscription must be cancelled before accepting a new private offer. Use the refund/cancellation form to initiate a cancellation request.

Can a seller or buyer cancel a private offer?

- **If the buyer hasn't subscribed:** The seller can cancel by navigating to the **Offers** tab in the AWS Marketplace Management Portal, selecting the offer, and choosing **Cancel**.
- **If the buyer has subscribed:** The seller of record must initiate a cancellation request by using the refund/cancellation form in the AWS Marketplace Management Portal. For detailed instructions, refer to this video tutorial.

How do I request a refund or contract cancellation?

Refunds and contract cancellations are handled by the AWS Customer Service team.

Sellers—ISVs for Marketplace private offers, channel partners for channel partner private offers—must use the refund/cancellation form to initiate the refund or cancellation.

This video explains the entire process.

Sellers must enter the following data.

- **Buyer account ID**: This information can be found in the offer detail or on Billed Revenue Dashboard. This must be the subscriber account ID.
- **Seller account ID**: This is the seller's AWS account ID used to create the private offer.
- **Product ID**: You can find this information in the offer details or on the Billed revenue dashboard in the **Legacy Product ID** column.

- **Billing date**: You can find this information in the offer details or on the Billed revenue dashboard in the **Usage Begin Period** column.
- **Refund amount**: If a refund is not required, the seller can set this to $0.
- **Additional details**: See the following notes.

> **Important**
>
> - For requests that include a contract cancellation, include the following text"
>
> Please cancel *account X's* subscription to *offer-X*.
>
> For refunds, specifying the buyer's AWS invoice ID in this section helps but is not mandatory.
> - Save the reference ID provided after submission for future reference in case of follow-ups.

After you submit the request, check the AWS Support Console for status updates.

When is a buyer invoiced?

- **Upon acceptance:** The invoice is created in the billing console immediately upon subscription.
- **Flexible payment schedule:** The invoice is based on a custom payment schedule negotiated between seller and buyer.
- **AWS consolidated bill (2nd/3rd of the month):** Can include public offer purchases and products with metering.

What steps should a seller take once an offer is accepted?

1. Track offer acceptance.
2. **For finance teams:** Standard practice is for sellers to handle tracking purchases by creating an open payable and suppressing invoice creation to the customer for AWS Marketplace orders.

How does AWS pay sellers and partners?

- **Disbursements are initiated** only after funds have been successfully collected from subscribers.

- **Disbursements occur on** the default disbursement cadence is monthly between the 7th and 10th of each month. Alternatively, ISV and channel partners can select a disbursement schedule —daily or monthly. If an ISV or channel partner selects the monthly option, they can select the day of the month they want to receive their disbursements.
- **Disbursements are deposited** to a US bank account on the ISV or channel partner's account minus the listing fees. Funds can take 1-3 business days to land with general bank ACH SLAs. If you do not have a US bank account, you can use Hyperwallet to receive disbursements of your Amazon sales into a deposit account and transfer them directly to your local bank in your local currency.

How does AWS assess tax?

AWS Marketplace charges tax based on:

- The product subscriber's tax address
- Product type
- Marketplace Facilitator laws

Marketplace Facilitator: Requires the marketplace operator to charge, collect, and remit tax to taxing authorities.

Non-Marketplace Facilitator: Responsibility falls on the seller.

For more information about tax obligations, refer to AWS Marketplace – Tax Help for Sellers.

Resources and support

If you have a specific request, reach out to one of the following AWS Marketplace teams through the AWS Marketplace Management Portal.

Private Offers Success Team (POST): The team supports sellers (ISV and Channel Partners) and buyers with private offer operational enablement and support. Contact us via the Support Form.

Vendor Finance Success Team (VFS): The team improves processes that impact Vendor Finance cash application, reconciliation and related reporting, and support onboarding sellers (ISV and Channel Partners) with finance specific questions regarding MPPOs and CPPOs not public offers. Contact us via the Support Form.

Managed Catalog Operations (MCO): The team is responsible for onboarding 3rd party sellers of software onto the AWS Marketplace platform, reviewing and processing their software products for policy compliance and buyer experience, and managing the operational relationship with sellers. Contact us via the Support Form.

If you are new to the private offer process, use this video library to help you get started with introductions, overviews, and answers to the most common questions. You can also find the answers to questions about buyer invoicing, disbursements, or AWS tax rules in the linked videos or in the AWS Marketplace Vendor Finance Success PDF.

Using agreements

AWS Marketplace seller agreements are contracts between sellers and buyers for products sold on AWS Marketplace. An agreement is formed when a buyer accepts an offer, which can be either public or private. The topics in this section explain agreement types, statuses, and how to change or *amend* agreements.

Topics

- Agreement types
- Working with agreements
- Amending agreements in AWS Marketplace

Agreement types

AWS Marketplace provides the following types of agreements:

- **Public offer agreements** – The standard, non-negotiated legal agreements buyers accept when purchasing publicly listed products from sellers on AWS Marketplace.
- **Private offer agreements** – A private offer that the buyer accepts becomes an agreement. For more information, refer to Creating and managing private offers.
- **Future dated agreements** – The buyer receives the product license or entitlement on a predetermined future date. For more information, refer to Creating future dated agreements for private offers.

Working with agreements

You view and manage agreements from the **Agreements** page in the AWS Marketplace Management Portal. On the **Agreements** page, the **Agreements** table shows the contracts for products you sell in AWS Marketplace. In the **Agreements** table, an agreement can have one of the following statuses:

- **Active –** The terms of the agreement are active.
- **Expiring –** The contract will expire in less than 90 days.
- **Expired –** The agreement ended on the defined contract end date.

- **Renewed –** The agreement was renewed, creating a new agreement with updated terms.
- **Cancelled –** The acceptor ended the agreement early.
- **Replaced –** The agreement was replaced using an agreement replacement offer.
- **Terminated –** The agreement was terminated by AWS before the original contract end date for a reason such as a payment failure.
- **Archived –** The agreement ended without a specified reason.

Finding agreements

To find an agreement, set a filter. Choose the **Find agreements** search bar, then choose a filter property and value. For example, to find a specific agreement, choose **Agreement ID**, then choose the ID. To save a filter, for **Clear filters**, choose **Save as new filter set**.

Sorting agreements

The table is initially sorted by the **Agreement ends on (UTC)** column. It displays agreements in descending order, with those ending furthest in the future appearing at the top of the list. You can choose the **Agreement ends on (UTC)** column heading to change the sort order.

Viewing agreement details

To view agreement details, choose the link in the **Agreement ID** column. Alternatively, you can select the option next to the agreement and choose **View details**.

> **Note**
>
> To amend an agreement, refer to Amending agreements in AWS Marketplace.

Downloading agreement details

Use the following procedure to download agreement details in a .pdf file.

To download agreement details

1. Sign into the AWS Marketplace Management Portal, and choose **Agreements**.
2. In the **Agreements** table, select the option next to the agreement and choose **View details**. Alternatively, you can choose the link for the agreement in the **Agreement ID** column.

3. On the agreement detail page, choose **Download PDF**.

Amending agreements in AWS Marketplace

AWS Marketplace sellers, Channel Partners, and ISVs can offer upgrades, renewals, and amendments to replace active agreements. For example, you can grant new entitlements, offer pricing discounts, adjust payment schedules, or change the end user license agreement (EULA) to use standardized license terms. You can also change the number of units and payment schedule and add a custom end date.

Software as service (SaaS) contract and SaaS contract with consumption products support public and private offer amendments. All AWS Marketplace sellers can upgrade, renew, or amend private offers for these product types, including independent software vendors (ISVs) and channel partners. The following sections provide information about the process.

The difference between an *offer* and an *agreement* is whether the buyer accepted its terms:

- An **offer** is a set of terms for a buyer's use of a product. Offers can be public or private.
- An **agreement** is an offer that a buyer accepted. Agreements include purchased and free products that a seller made available using a public or private offer.

You can't amend an agreement to specify a seller of record that's different from the seller of record from the original agreement. To use this feature, you must have permissions to use the **Agreements** tab in the AWS Marketplace Management Portal. For information, see Permissions for AWS Marketplace sellers.

Topics

- Supported product types for public and private offer amendments
- Creating public and private offer upgrades, renewals, and amendments
- Reporting for upgrades, renewals, and amendments

Supported product types for public and private offer amendments

Only the following product types support offer amendments:

- SaaS contracts
- SaaS contracts with consumption

You can see the following additional product types on the **Agreements** tab in the AWS Marketplace Management Portal. However, these product types don't support amendments:

- SaaS usage-based products
- AMI-based products
- Container-based products
- Server contract
- Professional services products

Creating public and private offer upgrades, renewals, and amendments

You can create offer upgrades, renewals, and amendments from the AWS Marketplace Management Portal using the following procedure. For Channel Partner private offers, the Channel Partner must use the currency defined in the selling authorization when creating amendments.

> **Note**
>
> - Amended offers cannot have a future agreement start date. Amended offers only target active agreements, and once accepted, the amended agreements immediately become active making future dating impossible.
> - If you amend an accepted public offer, it becomes a private offer and no longer auto-renews. To maintain automatic renewal, a buyer must subscribe to a public offer. For more information, refer to How private offers work.

To create offer upgrades, renewals, and amendments

1. Sign in to the AWS Marketplace Management Portal and choose **Agreements**.
2. On the **Agreements** page, choose a check box next to an agreement, and then choose **View Details**.
3. On the **View agreement** page, choose **Amend agreement**.
4. On the **Amend agreement details** page, you can also make changes to service dates, product dimensions, offer currency (for AWS MP direct PO), payment schedule, usage dimensions, renewal status, EULA, and the offer expiration date.
5. Review the offer and choose **Create offer**.

> **Tip**
>
> Entering descriptive custom offer names can help you distinguish between your active offers on the **Offers** page. Custom offer names are also visible to buyers.
> AWS recommends using a custom offer name that includes any additional identifying details, such as your own IDs and purchase order numbers. Using high-level descriptions such as **`upgrade`** or **`renewal`** and custom company names are also recommended. Don't use any personally identifiable data (for example, first or last names, phone numbers, or addresses). You can enter up to 150 characters for this field.

More about amended offers

An amended offer will appear on the **Private Offer** page within approximately 45 minutes. To view the offer, sign in to the AWS Marketplace Management Portal and choose **Offers**. On the **Private Offer** page, the buyer has the option to accept the offer or to continue the original agreement.

If the buyer accepts the public or private offer upgrade or renewal, the new agreement takes effect immediately and the agreement is listed on the **Agreements** page in the AWS Marketplace Management Portal. Any remaining scheduled payments from previous agreements are cancelled. Buyers accept amendments the same way they accept private offers. For more information about the buyer experience for private offers, see Private offers in the *AWS Marketplace Buyer Guide*.

If the buyer doesn't accept the public or private offer upgrade or renewal before it expires, the original agreement will continue unchanged.

> **Note**
>
> For Amazon SNS notifications for SaaS products, a `subscribe-success` message is sent with the new `offer-identifier` when the buyer accepts the amendment.

Reporting for upgrades, renewals, and amendments

Public and private offer upgrades and renewals appear on the existing seller reports and in the reports relevant to the offer. The Daily customer subscriber report and Daily business report are generated daily. The Monthly billed revenue report is generated monthly.

In the Daily customer subscriber report, the **Subscription intent** field indicates whether the report entry is a new private offer. The **Previous offer ID** field displays the ID of any preceding offer. All private offers are labeled as "private" in the report.

Important

An amendment replaces a buyer's current subscription. Existing invoices remain unchanged. However, the payment schedule in the amendment replaces pending invoices from the previous subscription.

AMI-based products in AWS Marketplace

As an AWS Marketplace seller, you can deliver your products to buyers with Amazon Machine Images (AMIs). An AMI provides the information required to launch an Amazon Elastic Compute Cloud (Amazon EC2) instance. You create a custom AMI for your product, and buyers can use it to create EC2 instances with your product already installed and ready to use. This topic provides information about using AMIs to deliver your AWS Marketplace product.

When buyers use the AMI that you provide, they're billed for instances that they create, following the pricing and metering options that you create for your product. Buyers can use your product AMI in the same way that they use other AMIs in AWS, including making new custom versions of the AMI. EC2 instances created from the AMI are still billed as your product, based on the AMI product code.

AMI-based product delivery methods

You can deliver AMI-based products in one of the following ways:

- **Single AMI** – Buyers select and use the AMI as a template for an EC2 instance. Buyers can find these products using the **Amazon Machine Image** delivery method filter. For more information, see Creating AMI-based products.
- **AWS CloudFormation templates** – You create templates that allow buyers to install a system of multiple instances with different roles as a single unit. Buyers can find these products using the **CloudFormation** delivery method filter. For more information, see Add CloudFormation templates to your product.

Additional resources

For more information about AMI products, see the following topics.

AWS Marketplace

- Product pricing for AWS Marketplace
- Configuring custom metering for AMI products with AWS Marketplace Metering Service

AMI-based products

- Understanding AMI-based products in AWS Marketplace
- Creating AMI-based products
- Managing AMI-based products as an AWS Marketplace seller
- Add CloudFormation templates to your product
- Best practices for building AMIs for use with AWS Marketplace
- AMI product pricing for AWS Marketplace
- Receiving Amazon SNS notifications for AMI products on AWS Marketplace
- AMI product checklist for AWS Marketplace
- AMI-based product requirements for AWS Marketplace

Understanding AMI-based products in AWS Marketplace

As an AWS Marketplace seller, you can deliver your products to buyers with Amazon Machine Images (AMIs). An AMI provides the information required to launch an Amazon Elastic Compute Cloud (Amazon EC2) instance. The following sections section explains the key concepts for working with AMI-based products.

> **Note**
>
> You can only use one AMI in an AMI product, but you can add versions of that AMI to the product.

Topics

- Product lifecycle
- AMI product codes
- Change requests
- Product Load Forms
- Annual agreement amendments

Product lifecycle

AMI-based products include one or more versions of the software, plus metadata about the product as a whole. When you create the product, you configure its properties in AWS Marketplace including the product name, description, and pricing. You also determine the appropriate categories for your product and add keywords so your product appears in relevant searches.

You also create the first version of the software. This can be just the AMI, or you can include AWS CloudFormation templates or software packages that buyers can use to create their own AMIs. For more information, see AMI-based product delivery methods.

For paid products, buyers are billed for the number of installed instances. To meter on a different dimension that your software tracks, such as the number of product users, integrate your product with the AWS Marketplace Metering Service. For more information, see Configuring custom metering for AMI products with AWS Marketplace Metering Service.

When you create your product and the first version of your software, it's initially published in a limited scope so that only your account can access it. When you're ready, you can publish it to the AWS Marketplace catalog to allow buyers to subscribe and purchase your product.

You use the Server product page to view the list of your products. Products will have one of the following statuses:

- **Staging** – An incomplete product for which you are still adding information. At the first **Save and exit** from the create self-service experience, the successful change request creates an unpublished product with information from the full steps you submitted. From this state, you can continue adding information to the product or change already submitted details through change requests.
- **Limited** – A product is complete after it is submitted to the system and passes all validation in the system. Then the product is released to a **Limited** state. At this point, the product has a detail page that is only accessible to your account and whoever you have allowlisted. You can test your product through the detail page. If necessary, for more information and help, contact the **AWS Marketplace Seller Operations team**.
- **Public** – When you're ready to publish the product so that buyers can view and subscribe to the product, you use the **Update visibility** change request. This initiates a workflow for the AWS Marketplace Seller Operations team to review and audit your product against our policies. Once the product is approved and the change request is processed, the product is moved from a status of **Limited** to **Public**.

- **Restricted** – If you want to stop new users from subscribing to your product, you can restrict the product by using the **Update visibility** change request. A **Restricted** status means that existing users can continue to use the product. However, the product will no longer be visible to the public or be available to new users.

The lifecycle of an AMI-based product for AWS Marketplace does not end after you publish the first version. You should keep your product up to date with new versions of your software, and with security patches for the base operating system.

As an example of a complete AMI-based product lifecycle, imagine a seller wants to sell their AMI-based product on AWS Marketplace. Following is how the seller creates and maintains the product over time:

1. **Create a product** – The seller creates the product, and publishes version 1.0.0 to AWS Marketplace. Buyers can create instances of version 1.0.0 and use it.
2. **Add a new version** – Later, the seller adds a new feature to the product, and adds a new version, 1.1.0, that includes the feature. Buyers can still use the original version, 1.0.0, or they can choose the new version, 1.1.0.

   > **Note**
   >
   > Unlike new products, new versions are published to full public availability. You can only test them in AWS Marketplace without customers seeing them if the product as a whole is in limited release.

3. **Update product information** – With version 1.1.0 available, the seller lets buyers know about the new feature by updating the product information with new highlight text describing the feature.
4. **Add a minor version** – When the seller fixes a bug in version 1.1.0, they release it by adding a new version 1.1.1. Buyers now have the choice of using version 1.0.0, 1.1.0, or 1.1.1.
5. **Restrict a version** – The seller decides that the bug is serious enough that they don't want buyers to be able to use version 1.1.0, so they restrict that version. No new customers can then buy 1.1.0 (they can only choose 1.0.0 or 1.1.1), although existing buyers still have access to it.
6. **Update version information** – To help those existing buyers, the seller updates the version information for 1.1.0 with a suggestion to upgrade to version 1.1.1.

7. **Monitor usage** – As buyers purchase and use the product, the seller monitors sales, usage, and other metrics using the AWS Marketplace Seller reports, data feeds, and dashboards in AWS Marketplace.
8. **Remove the product** – When the product is no longer needed, the seller removes it from AWS Marketplace.

In this example, the seller created three different versions of the AMI in the product, but only two were available to new buyers (prior to removing the product).

To make modifications to versions or the product information, you create change requests in the AWS Marketplace Management Portal.

For detailed instructions on the steps to create and manage your AMI-based product, see Creating AMI-based products.

AMI product codes

A unique product code is assigned to your product when you create it in AWS Marketplace. That product code is associated with the AMI for your product and is used to track usage of your product. Product codes are propagated automatically as buyers work with the software. For example, a customer subscribes and launches an AMI, configures it, and produces a new AMI. The new AMI still contains the original product code, so correct usage tracking and permissions remain in place.

> **Note**
>
> The product *code* is different than the product *ID* for your product. Each product in AWS Marketplace is assigned a unique product ID. The product ID is used to identify your product in the AWS Marketplace catalog, in customer billing, and in seller reports. The product code is attached to instances created from your AMI as instance metadata. When an AMI with that product code is used to create an instance, the customer will get a bill that shows the associated product ID. After you create your product, find the product code and the product ID in the AWS Marketplace Management Portal page for your product.

As a seller, your software can get the product code for the running Amazon Elastic Compute Cloud (Amazon EC2) instance at runtime from the instance metadata. You can use the product code for extra security, such as validating the product code at product start. You can't make API calls to an

AMI's product code until the product has been published into a limited state for testing. For more information about verifying the product code, see Verifying your software is running on your AWS Marketplace AMI .

Change requests

To make changes to a product or version in AWS Marketplace, you submit a **change request** through the AWS Marketplace Management Portal. Change requests are added to a queue and can take from minutes to days to resolve, depending on the type of request. You can see the status of requests in the AWS Marketplace Management Portal.

> **Note**
>
> In addition to the AWS Marketplace Management Portal, you can also create change requests by using the AWS Marketplace Catalog API.

The types of changes you can request for AMI-based products include:

- Update product information displayed to buyers.
- Update version information displayed to buyers.
- Add a new version of your product.
- Restrict a version so that new buyers can no longer access that version.
- Update the AWS Regions that a product is available in.
- Update the pricing and instance types for a product.
- Remove a product from AWS Marketplace.

> **Note**
>
> Some change requests require you to use product load forms to create the request. For more information, see Product Load Forms.

Update change request

Change requests that start with an update will load the current details. You then make updates, which overwrite the existing details.

Add or restrict change request

Add and restrict request pairs are specifically for steps and updates that are provisioned after each request succeeds. A request succeeds after you choose **Save and exit** and **Submit** actions in the self-service experience.

For example, if the AMI asset is provisioned to the instances and Regions once added, then they can only be restricted rather than completely removed. This means existing subscribers and users can continue to use the product until their subscription or contract runs out. However, no new subscribers can be added to a product that is in a **Restricted** status.

Product Load Forms

Typically, you use AWS Marketplace Management Portal to create or edit your product. However, a few operations require you to use a *Product Load Form* (PLF).

A PLF is a spreadsheet that contains all the information about a product. To obtain a PLF, you can:

- Download the PLF for an existing product from the product's details page in the AWS Marketplace Management Portal.
- Select a menu item for an action that requires a PLF. For example, if you create a new monthly billed server product, the system prompts you to download the appropriate PLF.

  If the action is an edit to an existing product, the PLF is pre-populated with the information for that product, so you only need to change the details that you want to update.
- If you need a new, blank PLF, navigate to the AWS Marketplace Management Portal File upload page. The page contains links to PLFs for the product type you want to create.

After you have completed your PLF, upload it to the AWS Marketplace Management Portal File upload page. The PLF itself has more detailed instructions in the **Instructions** tab.

Annual agreement amendments

Hourly annual (annual) plan amendments allow you and your buyers to make the following changes to existing plans:

- Switch between Amazon EC2 instance type families
- Switch between Amazon EC2 instance type sizes

- Add a new instance type
- Increase the quantity of an existing instance type in the agreement

Buyers can make a change as long as the prorated cost of the change is greater than zero (they can't lower the value of the subscription). The prorated cost of the newly added Amazon EC2 instances is based on the annual cost of the instance type adjusted for the remaining term of the agreement. When switching instance types, the prorated cost of the removed Amazon EC2 instance type is deducted from the prorated cost of the newly added Amazon EC2 instance type.

No additional action is required to enable amendments on AMI annual products. Amendments are supported on all agreements made from public offers and agreements from private offers that don't use installment plans.

You can see the amendments made by your buyers on the following dashboards:

- Agreements and renewals dasboard – The list of amended agreements.
- Billed revenue dashboard – Charges to the customer.
- Collections and disbursement dashboard – The disbursement.

Creating AMI-based products

The Amazon Machine Image (AMI) self-service experience guides you as you create your product listing and make change requests. By using the self-service experience, you can update your product listing directly with less time needed for processing by the AWS Marketplace Seller Operations team. Many steps of the self-service experience align with the catalog system in AWS Marketplace, which facilitates direct validation instead of waiting for processing and validation from the AWS Marketplace Seller Operations team. This topic explains how to use the AMI self-service experience to create a product listing for a single AMI. Customers use AMIs to create Amazon EC2 instances with your product already installed and configured.

Topics

- Prerequisites
- Understand the self-service experience
- Create the listing
- Additional resources

Prerequisites

Before you create an AMI product listing, you must complete the following prerequisites:

1. Have access to the AWS Marketplace Management Portal. This is the tool that you use to register as a seller and manage the products that you sell on AWS Marketplace. To learn more about getting access to the AWS Marketplace Management Portal, see Policies and permissions for AWS Marketplace sellers.
2. Register as a seller and, if you want to charge for your products, submit your tax and banking information. To learn more about becoming a seller, see Getting started as an AWS Marketplace seller.
3. Have a product that you want to sell. For AMI-based products, this typically means you have created or modified your server software, and created an AMI for your customers to use. To learn more about preparing an AMI for use in AWS Marketplace, see Best practices for building AMIs for use with AWS Marketplace.

Understand the self-service experience

The self-service experience guides you through creating your product on AWS Marketplace. As you proceed through the steps, you specify product information and AMI deployment settings, such as AWS Region, instance types, and AMI details. You also configure transaction details including the pricing, country availability, EULA, and refund policy. As an option, you can specify an allowlist of AWS account IDs to access and test the product while it is in the **Limited** status.

Before you start, review the following key aspects of the self-service experience:

- You can only go to the next step after you complete the required fields in the current step. This requirement is because there is page-level validation at the end of each step. You can't save or submit an incomplete step.
- If you need to end your session before completing all the steps in the process, you can choose **Save and exit** to submit the steps that you completed to the staging area.
- A step that is incomplete and doesn't pass validation isn't submitted to the system. A partially completed step isn't valid and can't be saved.
- When you choose **Save and exit**, the **Save and exit** dialog box shows the steps that passed validation checks. You can review and choose to save up to the last completed and validated steps. If there is a validation error or missing details, you can choose **Fix it** to go back to that step.

- After you **Save and exit**, the request is under review while it's processing. It could take a few minutes or hours to finish processing. You can't continue the steps or make changes until the request has succeeded. For the first **Save and exit**, the request is creating the product in parallel with the steps that you have completed.
  - After the request has **Succeeded**, you have completed the save. To resume changes on the **Product overview** page, choose **Resume product creation** or use **Request changes** to update the details you have previously submitted in the last session. When you resume, notice that the steps you have completed are marked with a green **Succeeded** label. To update a previously submitted step, use **Request changes**. The previous **Save and exit** request must be completed before you can continue this step.
- When you've completed all the steps, you can choose **Next** to see a review. Choose **Submit** which requests that the system perform a final validation. After you receive a **Succeeded** response, the product moves to a **Limited** status. You can see on the detail page that the product is now available to anyone on the allowlist. If the request fails, the product remains in the **Staging** status and requires you to make corrections before resubmitting.

Create the listing

The steps in this section explain how to create a listing for a single-AMI product.

> **Note**
>
> You can only go to the next step when you complete the required fields in the current step. You can't save or submit an incomplete step. If you need to end your session before completing all the steps in the process, choose **Save and exit** to submit the steps that you completed to the staging area. For more information, see Understand the self-service experience.

To create a single-AMI product

1. Open the AWS Marketplace Management Portal at https://aws.amazon.com/marketplace/management/tour/, and then sign in to your seller account.
2. From the **Products** menu, choose **Server**. Or, you can go directly to the **Server Products** page.
3. From the **Server products** tab, select **Create server product**, select **Amazon Machine Image (AMI)**, and then select one of the licensing types for single-AMI products:

- **Bring your own license (BYOL)** – A product that the user gets a license from you outside of AWS Marketplace. It can be either a paid or free license.
- **Free** – A product that is free for your subscribers to use. (They will still pay charges for any associated Amazon Elastic Compute Cloud (Amazon EC2) instance, or other AWS resources.)
- **Paid hourly or hourly-annual** – A product that the buyer pays for either on an hourly basis or hourly with an annual contract. AWS does the metering based on the product code on the AMI.
- **Paid monthly** – A product that the buyer is billed for monthly by AWS.
- **Paid usage** – Software is directly charged for the value you provide, along with one of four usage categories: users, data, bandwidth, or hosts. You can define up to 24 dimensions for the product. All charges are still incurred by the customer.
- **AMI with contract pricing** – A Single-AMI product or Single-AMI with an AWS CloudFormation stack that the buyer pays an upfront fee for.

4. The self-service experience guides you through the steps to create an AWS Marketplace listing. You must enter product information (metadata), product deployment details (AWS Region, instances, and AMI details), and public offer details (price, EULA, availability by country, EULA, refund). As an option, you can add accounts to the allowlist to test the product. Complete each step to move to the next step in the process.

> **Note**
>
> If you need to end your session before completing all steps in the process, you can use the **Save and exit** function to submit the steps you completed to the staging area. This creates a request for the information you provided to be validated. While the request is processing, you can't edit the product. After the request succeeds, you can continue creating your product by choosing **Resume product creation**.
> A failed request means no update was made to the product because of a validation error. This will be visible on the request log for your product. You can select the request to view the error, use **Copy to new** under **Actions** to correct the error, and resubmit the request. When you resume the steps, you can continue from the step after the step that you saved in the last session. To update previous steps, go to the product overview page and submit a change request to update steps that you submitted previously.

5. After entering required information for all of the change request steps, choose **Submit**. This submittal creates a request to the AWS Marketplace catalog system to validate the information and release the product to a **Limited** state, if the validation passes. While the request is processing, you can't continue to edit the product. After the request succeeds, the product is moved to a **Limited** state.

   - When your product is initially published, it's only accessible to your AWS account (the one you used to create the product) and the AWS Marketplace Seller Operations team's test account. If you view the product from the **Server products** page, you can choose **View on AWS Marketplace** to view the product details as they will appear in AWS Marketplace for buyers. This detail listing isn't visible to other AWS Marketplace users.
   - This capability allows you to test your product (and even publish multiple versions for testing) before releasing it publicly.

6. Test your product in the **Limited** state and make sure that it follows AWS Marketplace AMI-based product requirements and the product checklist. Then, to request that your product be published to **Public**, choose **Update visibility**. The AWS Marketplace Seller Operations team must review your product before approving it to go **Public**.

   > **Note**
   >
   > Product verification and publication is a manual process, which is handled by the AWS Marketplace Seller Operations team. It can take 7–10 business days to publish your initial product version, if there are no errors. For more details about timing, see Timing and expectations.

For more information about preparing and submitting both your single-AMI product and your product information, see Additional resources.

Additional resources

For more information about preparing your product information and submitting it for publication, see the following resources:

- Preparing your product for AWS Marketplace
- Submitting your product for publication on AWS Marketplace

For more information about preparing your single-AMI product for submission to AWS Marketplace, see the following resources:

- Best practices for building AMIs for use with AWS Marketplace
- AMI product checklist for AWS Marketplace
- AMI-based product requirements for AWS Marketplace

Add CloudFormation templates to your product

AWS Marketplace sellers can list AMI-based products that are delivered to AWS Marketplace buyers by using AWS CloudFormation templates. Adding a CloudFormation template to your AMI-based product allows your buyers to deploy your solution without having to manually configure the resources and dependencies. You can use the templates to define a cluster or distributed architecture for the products or to select different AMI combinations or product configurations. Single AMI solutions can contain a maximum of three CloudFormation templates.

The CloudFormation templates can be configured to deliver a single Amazon Machine Image (AMI) with associated configuration files and Lambda functions. Additionally, you must include an architectural diagram for each template.

Topics

- Preparing your CloudFormation template
- Architectural diagram
- Convert CloudFormation templates of existing products
- Adding serverless application components

Preparing your CloudFormation template

To build your CloudFormation templates, you must meet the template prerequisites and provide the required input and security parameters. When submitting your CloudFormation template, use the guidelines in the following sections.

Template prerequisites

- Verify that the template is launched successfully through the AWS CloudFormation console **in all AWS Regions enabled for your product**. You can use the TaskCat tool to test your templates.

- AMIs included in your CloudFormation template must either be the AMI of the product you are publishing or an AWS-managed AMI such as the latest Amazon Linux 2. Don't include any community AMI or AMI owned and shared by you or any other third-party. To use an AWS-managed AMI, use public parameters in AWS Systems Manager Parameter Store instead of hardcoding AMI IDs. For example, within your CloudFormation template where you specify the AMI ID, you use a dynamic reference `ImageId: '{{resolve:ssm:/aws/service/ecs/optimized-ami/amazon-linux-2/recommended/image_id}}'`.
- Build templates so that they do not depend on the use in a particular Availability Zone (AZ). Not all customers have access to all AZs, and AZs are mapped differently for different accounts.
- If you're building a clustered solution using an Auto Scaling group, we recommend that you account for a scaling event. The new node should join the running cluster automatically.
- Even for single-node products, we recommend using an Auto Scaling group.
- If your solution involves a cluster of multiple instances, consider using placement groups if you want low network latency, high network throughput, or both among the instances.
- For ease of review by the AWS Marketplace team and transparency to the customer, we recommend that you add comments in your **UserData** section.

Requirements for AMI details

> **Note**
>
> If you create an **Amazon Machine Image (AMI) or AMI with CloudFormation** on the server products page of the seller portal and are prompted to download the product load form, see the section called “Requirements for AMI details using the product load form” instead.

When specifying the `ImageId` property of resources that deploy your AMI to EC2 instances such as AWS::EC2::Instance, AWS::AutoScaling::LaunchConfiguration, and AWS::EC2::LaunchTemplate resources, you must reference a template parameter. The parameter type must be either a `AWS::EC2::Image::Id`, `AWS::SSM::Parameter::Value<AWS::EC2::Image::Id>`, or `String`.

You can name this template parameter any valid parameter name. AWS Marketplace copies your template to its own Amazon S3 buckets and replaces the specified parameter with an AWS Systems Manager Parameter Store parameter. AWS Marketplace also updates the description and constraint text to make the correct value clear to buyers who are deploying the template. When buyers

deploy your template, that parameter resolves to the AWS Region-specific AMI ID of your published product.

The following template examples illustrate the `ImageId` property referencing template parameters using the intrinsic function Ref.

YAML example:

```
Parameters:
  ImageId:
    Type: AWS::EC2::Image::Id
    Default: ami-example1234567890
Resources:
  MyInstance:
    Type: AWS::EC2::Instance
    Properties:
      ImageId: !Ref ImageId
```

JSON example:

```
{
  "Parameters": {
    "ImageId": {
      "Type": "AWS::EC2::Image::Id",
      "Default": "ami-example1234567890"
    }
  },
  "Resources": {
    "MyInstance": {
      "Type": "AWS::EC2::Instance",
      "Properties": {
        "ImageId": {
          "Ref": "ImageId"
        }
      }
    }
  }
}
```

If you are deploying EC2 instances inside a nested stack instead of the root stack, the AMI ID must dynamically inherit its value from the root stack. Edit your root and nested stacks so that in the

root stack, setting the value of your template parameter overrides the AMI ID used in this nested stack.

Requirements for AMI details using the product load form

> **Note**
>
> When you create an **Amazon Machine Image (AMI) or AMI with CloudFormation** on the server products page of the seller portal and are not immediately prompted to download the product load form, see the section called "Requirements for AMI details" instead.

AMIs must be in a mapping table for each Region. The AWS Marketplace team updates the AMI IDs after they're cloned. Your source AMI must be in the `us-east-1` Region. The other Regions can use placeholders.

YAML example:

```
Mappings:
  RegionMap:
      us-east-1:
          ImageId: ami-0123456789abcdef0
      us-west-1:
          ImageId: ami-xxxxxxxxxxxxxxxxx
      eu-west-1:
          ImageId: ami-xxxxxxxxxxxxxxxxx
      ap-southeast-1:
          ImageId: ami-xxxxxxxxxxxxxxxxx
Resources:
  EC2Instance:
    Type: AWS::EC2::Instance
    Properties:
      ImageId: !FindInMap
        - RegionMap
        - !Ref AWS::Region
        - ImageId
```

Requirements for nested stack templates

> **Note**
>
> This section only applies to pricing models that do not use the product load form. For pricing models that *do use* the product load form, only a fixed string is allowed for the nested stack `TemplateURL` property.

If your template includes nested stacks, the `TemplateURL` property of nested stack resources must reference the template parameters for the Amazon S3 bucket name, bucket Region, and Amazon S3 object key prefix. The parameter names for the bucket name must be `MPS3BucketName`, the bucket Region must be `MPS3BucketRegion`, and for the object key prefix must be `MPS3KeyPrefix`.

Set the default values for these parameters to correspond to your Amazon S3 bucket where your nested templates are stored. All nested templates must be publicly accessible. When you submit your template for publishing, AWS Marketplace copies your templates to its own Amazon S3 buckets and modifies the properties of those three parameters to have the default value and allowed value set to correspond with where the copies are stored. AWS Marketplace also updates the description and constraint text to make the correct values clear to buyers who are deploying the template.

If you have multiple levels of nested stacks, all nested stacks that create additional nested stacks must be configured so that the `TemplateURL` property dynamically inherits the values of the Amazon S3 bucket name, Amazon S3 bucket Region, and Amazon S3 object key from the root stack. Edit your root and nested stacks so that in the root stack, setting the value of the template parameter `MPS3BucketName`, `MPS3BucketRegion`, and `MPS3KeyPrefix` overrides their respective values in the URL used in this nested stack to create additional nested stacks.

The following template examples illustrate the `TemplateURL` property referencing template parameters using the intrinsic function Fn::Sub.

YAML example:

```
AWSTemplateFormatVersion: '2010-09-09'
Metadata:
  AWS::CloudFormation::Interface:
    ParameterGroups:
```

```
      - Label:
          default: AWS Marketplace Parameters
        Parameters:
          - ImageId
          - MPS3BucketName
          - MPS3BucketRegion
          - MPS3KeyPrefix
Parameters:
  ImageId:
    Type: AWS::EC2::Image::Id
    Default: ami-example1234567890
    Description: The AMI that will be used to launch EC2 resources.
  MPS3BucketName:
    Type: String
    Default: sellerbucket
    Description: Name of the S3 bucket for your copy of the nested templates.
  MPS3BucketRegion:
    Type: String
    Default: us-east-1
    Description: AWS Region where the S3 bucket for your copy of the nested templates
 is hosted.
  MPS3KeyPrefix:
    Type: String
    Default: sellerproductfolder/
    Description: S3 key prefix that is used to simulate a folder for your copy of the
 nested templates.
Resources:
  EC2Instance:
    Type: AWS::EC2::Instance
    Properties:
      ImageId: !Ref ImageId
  NestedStack:
    Type: AWS::CloudFormation::Stack
    Properties:
      TemplateURL: !Sub https://${MPS3BucketName}.s3.${MPS3BucketRegion}.
${AWS::URLSuffix}/${MPS3KeyPrefix}nested-template.yaml
```

JSON example:

```
{
    "AWSTemplateFormatVersion": "2010-09-09",
    "Metadata": {
        "AWS::CloudFormation::Interface": {
```

```
            "ParameterGroups": [
                {
                    "Label": {
                        "default": "AWS Marketplace Parameters"
                    },
                    "Parameters": [
                        "ImageId",
                        "MPS3BucketName",
                        "MPS3BucketRegion",
                        "MPS3KeyPrefix"
                    ]
                }
            ]
        }
    },
    "Parameters": {
        "ImageId": {
            "Type": "AWS::EC2::Image::Id",
            "Default": "ami-example1234567890",
            "Description": "The AMI that will be used to launch EC2 resources."
        },
        "MPS3BucketName": {
            "Type": "String",
            "Default": "sellerbucket",
            "Description": "Name of the S3 bucket for your copy of the nested
templates."
        },
        "MPS3BucketRegion": {
            "Type": "String",
            "Default": "us-east-1",
            "Description": "AWS Region where the S3 bucket for your copy of the nested
templates is hosted."
        },
        "MPS3KeyPrefix": {
            "Type": "String",
            "Default": "sellerproductfolder/",
            "Description": "S3 key prefix that is used to simulate a folder for your
copy of the nested templates."
        }
    },
    "Resources": {
        "EC2Instance": {
            "Type": "AWS::EC2::Instance",
            "Properties": {
```

```
                "ImageId": {
                    "Ref": "ImageId"
                }
            }
        },
        "NestedStack": {
            "Type": "AWS::CloudFormation::Stack",
            "Properties": {
                "TemplateURL": {
                    "Fn::Sub": "https://${MPS3BucketName}.s3.${MPS3BucketRegion}.
${AWS::URLSuffix}/${MPS3KeyPrefix}nested-template.yaml"
                }
            }
        }
    }
}
```

Note

AWS::CloudFormation::Interface is used to define how parameters are grouped and sorted in the AWS CloudFormation console when buyers deploy your template.

Template input parameters

- Input parameters to the template must not include the AWS Marketplace customer's AWS credentials (such as passwords, public keys, private keys, or certificates).
- For sensitive input parameters such as passwords, choose the `NoEcho` property and enable stronger regular expression. For other input parameters, set the most common inputs along with appropriate helper text.
- Use AWS CloudFormation parameter types for inputs where available.
- Use `AWS::CloudFormation::Interface` to group and sort input parameters.
- Don't set any default values for the following input parameters:

Note

Customers must provide these as input parameters.

- Default CIDR ranges that allow ingress into remote access ports from the public internet
- Default CIDR ranges that allow ingress into database connection ports from the public internet
- Default passwords for users or databases

Network and security parameters

- Ensure that the default SSH port (22) or RDP port (3389) isn't open to 0.0.0.0.
- Instead of using the default virtual private cloud (VPC), we recommend that you build a VPC with appropriate access control lists (ACLs) and security groups.
- Your template can't request long-term access keys from users or create them to access AWS resources. If your AMI application requires access to the AWS services in the buyer's account, it must use IAM roles for Amazon EC2.
- Set IAM roles and policies to grant the least privilege and enable write access only when absolutely necessary. For example, if your application needs only `S3:GET`, `PUT`, and `DELETE` operations, specify those actions only. We don't recommend the use of `S3:*` in this case.

After your template is received, AWS Marketplace validates the product configuration and information and provides feedback for any required revisions.

Architectural diagram

You must provide an architectural diagram for each template. To learn more about diagramming, see What is architecture diagramming?

The diagram must meet the following criteria:

- Illustrate a standard deployment on AWS.
- Depict logically where resources are deployed. For example, resources like Amazon EC2 instances are in the correct subnet.
- Use the most current AWS product icons for each AWS service deployed through the AWS CloudFormation template. To download the current set of architecture icons, refer to AWS Architecture Icons.
- Include metadata for all the services deployed by the AWS CloudFormation template.
- Include all networks, VPCs, and subnets deployed by the AWS CloudFormation template.

- Show integration points, including third party assets, APIs and on-premises, hybrid assets.
- Diagrams must be 1100 x 700 pixels in size. Maintain original diagram proportions without stretching or cropping.

Convert CloudFormation templates of existing products

> **Note**
>
> This section is for sellers with an existing AMI with CloudFormation product that used the product load form to publish their templates and now want to update that template without using the product load form. If you are publishing a new product, see Preparing your CloudFormation templates.
> If you create an **Amazon Machine Image (AMI) or AMI with CloudFormation** on the server products page of the seller portal and are prompted to download the product load form, see the section called "Requirements for AMI details using the product load form".

If you want to use the self-service experience to update an existing product that previously used the product load form to publish, you must make changes to your existing CloudFormation template.

The following table describes the difference between using the product load form and the self-service experience:

	Product load form	Self-service experience
Value of `ImageId` property for EC2 resources	References a **mapping table** for your AMI ID. For more information, see the section called "Requirements for AMI details using the product load form".	References a **template parameter** for your AMI ID. For more information, see the section called "Requirements for AMI details".
Value of `TemplateURL` property for nested stacks	Must be a fixed string and can't use intrinsic functions.	Can be dynamic by using intrinsic functions. Must reference a set of **template parameters**. For more

	Product load form	Self-service experience
		information, see the section called "Requirements for nested stack templates"

The following example templates illustrate an example of an existing product that used the product load form to publish the template. In this example, the AMI ID is `ami-example123456` and a nested template is in a seller's S3 bucket at the location `https://sellerbucket.s3.us-east-1.amazonaws.com/sellerproductfolder/nested-template.yaml`.

YAML example published with the product load form:

```
AWSTemplateFormatVersion: '2010-09-09'
Mappings:
  RegionMap:
    us-east-1:
      AMI: ami-example123456
Resources:
  EC2Instance:
    Type: AWS::EC2::Instance
    Properties:
      ImageId: !FindInMap
        - RegionMap
        - !Ref AWS::Region
        - AMI
  NestedStack:
    Type: AWS::CloudFormation::Stack
    Properties:
      TemplateURL: https://sellerbucket.s3.us-east-1.amazonaws.com/sellerproductfolder/
nested-template.yaml
```

JSON example published with the product load form:

```
{
    "AWSTemplateFormatVersion": "2010-09-09",
    "Mappings": {
        "RegionMap": {
            "us-east-1": {
                "AMI": "ami-example123456"
            }
```

```
        }
    },
    "Resources": {
        "EC2Instance": {
            "Type": "AWS::EC2::Instance",
            "Properties": {
                "ImageId": {
                    "Fn::FindInMap": [
                        "RegionMap",
                        {
                            "Ref": "AWS::Region"
                        },
                        "AMI"
                    ]
                }
            }
        },
        "NestedStack": {
            "Type": "AWS::CloudFormation::Stack",
            "Properties": {
                "TemplateURL": "https://sellerbucket.s3.us-east-1.amazonaws.com/
sellerproductfolder/nested-template.yaml"
            }
        }
    }
}
```

The following template examples illustrate the changes required to use the self-service experience to update the product.

YAML example published with the self-service experience:

```
AWSTemplateFormatVersion: '2010-09-09'
Metadata:
  AWS::CloudFormation::Interface:
    ParameterGroups:
      - Label:
          default: AWS Marketplace Parameters
        Parameters:
          - ImageId
          - MPS3BucketName
          - MPS3BucketRegion
          - MPS3KeyPrefix
```

```
Parameters:
  ImageId:
    Type: AWS::EC2::Image::Id
    Default: ami-example123456
    Description: The AMI that will be used to launch EC2 resources.
  MPS3BucketName:
    Type: String
    Default: sellerbucket
    Description: Name of the S3 bucket for your copy of the nested templates.
  MPS3BucketRegion:
    Type: String
    Default: us-east-1
    Description: AWS Region where the S3 bucket for your copy of the nested templates
 is hosted.
  MPS3KeyPrefix:
    Type: String
    Default: sellerproductfolder/
    Description: S3 key prefix that is used to simulate a folder for your copy of the
 nested templates.
Resources:
  EC2Instance:
    Type: AWS::EC2::Instance
    Properties:
      ImageId: !Ref ImageId
  NestedStack:
    Type: AWS::CloudFormation::Stack
    Properties:
      TemplateURL: !Sub https://${MPS3BucketName}.s3.${MPS3BucketRegion}.
${AWS::URLSuffix}/${MPS3KeyPrefix}nested-template.yaml
```

JSON Example published with the self-service experience:

```
{
    "AWSTemplateFormatVersion": "2010-09-09",
    "Metadata": {
        "AWS::CloudFormation::Interface": {
            "ParameterGroups": [
                {
                    "Label": {
                        "default": "AWS Marketplace Parameters"
                    },
                    "Parameters": [
                        "ImageId",
```

```
                        "MPS3BucketName",
                        "MPS3BucketRegion",
                        "MPS3KeyPrefix"
                    ]
                }
            ]
        }
    },
    "Parameters": {
        "ImageId": {
            "Type": "AWS::EC2::Image::Id",
            "Default": "ami-example123456",
            "Description": "The AMI that will be used to launch EC2 resources."
        },
        "MPS3BucketName": {
            "Type": "String",
            "Default": "sellerbucket",
            "Description": "Name of the S3 bucket for your copy of the nested
templates."
        },
        "MPS3BucketRegion": {
            "Type": "String",
            "Default": "us-east-1",
            "Description": "AWS Region where the S3 bucket for your copy of the nested
templates is hosted."
        },
        "MPS3KeyPrefix": {
            "Type": "String",
            "Default": "sellerproductfolder/",
            "Description": "S3 key prefix that is used to simulate a folder for your
copy of the nested templates."
        }
    },
    "Resources": {
        "EC2Instance": {
            "Type": "AWS::EC2::Instance",
            "Properties": {
                "ImageId": {
                    "Ref": "ImageId"
                }
            }
        },
        "NestedStack": {
            "Type": "AWS::CloudFormation::Stack",
```

```
            "Properties": {
                "TemplateURL": {
                    "Fn::Sub": "https://${MPS3BucketName}.s3.${MPS3BucketRegion}.
${AWS::URLSuffix}/${MPS3KeyPrefix}nested-template.yaml"
                }
            }
        }
    }
}
```

Adding serverless application components

> **Important**
>
> AWS Marketplace no longer supports publishing new products with CloudFormation templates that deploy resources from AWS Serverless Application Repository. Sellers can continue to publish existing products with CloudFormation templates that deploy resources from AWS Serverless Application Repository until a future date to be announced.

You can create a product that includes an Amazon Machine Image (AMI), delivered using a AWS CloudFormation template, with serverless components incorporated into the product. For example, you can create a product with an AMI configured as a controller server and deliver it as a AWS CloudFormation stack. The AWS CloudFormation template used to create the stack can include the definition to set up an AWS Lambda function that is triggered by an event in the server. When you use this approach to design your product, you can simplify the architecture and make it easier for your buyers to launch. This approach can also make it easier for you to update your product. Thes following sections show you how to create and offer this type of product.

For information about creating an AMI for your product, see AMI-based products in AWS Marketplace. For information about completing AWS CloudFormation templates for your product, see Add CloudFormation templates to your product.

When you define your serverless application, you use an AWS Serverless Application Model (AWS SAM) template that you store in the AWS Serverless Application Repository. AWS SAM is an open-source framework for building serverless applications. During deployment, AWS SAM transforms and expands the AWS Serverless Application Model syntax into AWS CloudFormation syntax. The AWS Serverless Application Repository is a managed repository for serverless applications. It makes

it possible for you to store and share reusable applications so buyers can assemble and deploy serverless architectures.

> **Note**
>
> - AWS Marketplace reviews and validates your product before your listing is created. If there are issues you must resolve before the offer is listed, we will send you an email message.
> - As part of fulfilling a subscription, we copy the AMIs, serverless applications, and AWS CloudFormation templates to an AWS Marketplace-owned repository in each AWS Region. When a buyer subscribes to your product, we give them access, and also notify them when you update your software.

Topics

- Step 1: Create a serverless application
- Step 2: Publish your application to the repository
- Step 3: Create the CloudFormation template
- Step 4: Submit your CloudFormation template and configuration files
- Step 5: Update your AWS Serverless Application Repository application permissions
- Step 6: Share your AMI
- Step 7: Submit your CloudFormation product with AMI and serverless application

Step 1: Create a serverless application

Your first step is to package the AWS Lambda functions used to create your serverless application. Your application is a combination of Lambda functions, event sources, and other resources that work together to perform tasks. A serverless application can be as simple as one Lambda function, or it can contain multiple functions with other resources, such as APIs, databases, and event source mappings.

Use the AWS SAM to define a model for your serverless application. For descriptions of property names and types, see AWS::Serverless::Application in AWSLabs on GitHub. The following is an example of an AWS SAM template with a single Lambda function and AWS Identity and Access Management (IAM) role.

```
AWSTemplateFormatVersion: '2010-09-09'
Transform: AWS::Serverless-2016-10-31
Description: An example of SAM template with Lambda function and IAM role

Resources:
  SampleFunction:
    Type: AWS::Serverless::Function
    Properties:
      Handler: 'com.sampleproject.SampleHandler::handleRequest'
      Runtime: java8
      CodeUri: 's3://amzn-s3-demo-bucket/2EXAMPLE-1234-4b12-ac37-515EXAMPLEe5-
lambda.zip'
      Description: Sample Lambda function
      Timeout: 120
      MemorySize: 1024
      Role:
        Fn::GetAtt: [SampleFunctionRole, Arn]

  # Role to execute the Lambda function
  SampleFunctionRole:
    Type: "AWS::IAM::Role"
    Properties:
      AssumeRolePolicyDocument:
        Statement:
          - Effect: "Allow"
            Principal:
              Service:
                - "lambda.amazonaws.com"
            Action: "sts:AssumeRole"
      ManagedPolicyArns:
        - "arn:aws:iam::aws:policy/service-role/AWSLambdaBasicExecutionRole"
      Policies:
        - PolicyName: SFNXDeployWorkflowDefinitionPolicy
          PolicyDocument:
            Statement:
              - Effect: "Allow"
                Action:
                  - "s3:Get*"
                Resource: "*"
      RoleName: "SampleFunctionRole"
```

Step 2: Publish your application to the repository

To publish an application, you first upload the application code. Store your code artifacts (for example, Lambda functions, scripts, configuration files) in an Amazon S3 bucket that your account owns. When you upload your application, it's initially set to private, meaning that it's only available to the AWS account that created it. You must create an IAM policy that grants AWS Serverless Application Repository permissions to access the artifacts you uploaded.

To publish your serverless application to the serverless application repository

1. Open the Amazon S3 console at https://console.aws.amazon.com/s3/.
2. Choose the Amazon S3 bucket that you used to package your application.
3. Choose the **Permissions** tab.
4. Choose **Bucket Policy**.
5. Copy and paste the following example policy statement.

> **Note**
>
> The example policy statement will produce an error until values for `aws:SourceAccount` and `Resource` are updated in following steps.

JSON

```
{
    "Version": "2012-10-17",
    "Statement": [
        {
            "Effect": "Allow",
            "Principal": {
                "Service":  "serverlessrepo.amazonaws.com"
            },
            "Action": "s3:GetObject",
            "Resource": "arn:aws:s3:::amzn-s3-demo-bucket/*",
            "Condition" : {
                "StringEquals": {
                    "aws:SourceAccount": "123456789012"
                }
            }
```

```
        }
    ]
}
```

a. Replace amzn-s3-demo-bucket in the `Resource` property value with the bucket name for your bucket.

b. Replace *123456789012* in the `Condition` element with your AWS account ID. The `Condition` element ensures that the AWS Serverless Application Repository only has permission to access applications from the specified AWS account.

6. Choose **Save**.
7. Open the AWS Serverless Application Repository console at https://console.aws.amazon.com/serverlessrepo.
8. On the **My Applications** page, choose **Publish application**.
9. Complete the required fields and any optional field, as appropriate. The required fields are:
   - **Application name**
   - **Author**
   - **Description**
   - **Source code URL**
   - **SAM template**
10. Choose **Publish Application**.

To publish subsequent versions of your application

1. Open the AWS Serverless Application Repository console at https://console.aws.amazon.com/serverlessrepo.
2. In the navigation pane, from **My Applications**, choose the application.
3. Choose **Publish new version**.

For more information, see Publishing serverless Applications Using the AWS SAM CLI.

Step 3: Create the CloudFormation template

To build your CloudFormation templates, you must meet the template prerequisites and provide the required input and security parameters. For more information, see Template anatomy in the *AWS CloudFormation User Guide*.

In your CloudFormation template, you can reference your serverless application and your AMI. You can also use nested CloudFormation templates and reference serverless applications both in the root template and the nested templates. To reference the serverless application, you use the AWS SAM template. You can automatically generate the AWS SAM template for your application from the AWS Serverless Application Repository. The following is an example template.

```
AWSTemplateFormatVersion: '2010-09-09'
Transform: AWS::Serverless-2016-10-31
Description: An example root template for a SAR application

Resources:
  SampleSARApplication:
    Type: AWS::Serverless::Application
    Properties:
      Location:
         ApplicationId: arn:aws:serverlessrepo:us-east-1:1234567890:applications/
TestApplication
         SemanticVersion: 1.0.0
  SampleEC2Instance:
    Type: AWS::EC2::Instance
      Properties:
        ImageId: "ami-79fd7eee"
        KeyName: "testkey"
        BlockDeviceMappings:
          - DeviceName: "/dev/sdm"
            Ebs:
              VolumeType: "io1"
              Iops: "200"
              DeleteOnTermination: "false"
              VolumeSize: "20"
          - DeviceName: "/dev/sdk"
            NoDevice: {}
```

The AWS SAM template contains the following elements:

- `ApplicationID` – Your application's Amazon Resource Name (ARN). This information is located in the **My Applications** section of the AWS Serverless Application Repository.
- `SemanticVersion` – The version of your serverless application. You can find this from the **My Applications** section of the AWS Serverless Application Repository.
- `Parameter` (optional) – Application parameters.

> **Note**
>
> For `ApplicationID` and `SemanticVersion`, intrinsic functions aren't supported. You must hardcode those strings. The `ApplicationID` is updated when it's cloned by AWS Marketplace.

If you're planning to reference configuration and script files in your CloudFormation template, use the following format. For nested templates (`AWS::Cloudformation::Stack`), only `TemplateURLs` without intrinsic functions are supported. Note the `Parameters` content in the template.

```
AWSTemplateFormatVersion: '2010-09-09'
Metadata:
  Name: Seller test product
Parameters:
  CFTRefFilesBucket:
    Type: String
    Default: "seller-bucket"
  CFTRefFilesBucketKeyPrefix:
    Type: String
    Default: "cftsolutionFolder/additionCFfiles"
Resources:
  TestEc2:
    Type: AWS::EC2::Instance
    Metadata:
      AWS::CloudFormation::Init:
        addCloudAccount:
          files:
            /etc/cfn/set-aia-settings.sh:
              source:
                Fn::Sub:
                - https://${CFTRefFilesBucket}.${S3Region}amazonaws.com/
${CFTRefFilesBucketKeyPrefix}/sampleScript.sh
```

```
                - S3Region:
                    !If
                    - GovCloudCondition
                    - s3-us-gov-west-1
                    - s3
              owner: root
              mode: '000700'
              authentication: Amazon S3AccessCreds
    ..
    ..
    ..
  SampleNestedStack:
    Type: AWS::CloudFormation::Stack
    Properties:
      TemplateURL: 'https://sellerbucket.s3.amazon.com/sellerproductfolder/
nestedCft.template'
      Parameters:
        SampleParameter: 'test'
Transform: AWS::Serverless-2016-10-31
```

Step 4: Submit your CloudFormation template and configuration files

To submit your CloudFormation template and configuration and scripts files, grant AWS Marketplace permissions to read the Amazon S3 bucket where these files are stored. To do so, update your bucket policy to include the following permissions.

JSON

```
{
    "Version": "2012-10-17",
    "Statement": [
        {
            "Effect": "Allow",
            "Principal": {
                "Service":  "assets.marketplace.amazonaws.com"
            },
            "Action": ["s3:GetObject", "s3:ListBucket"],
            "Resource": ["arn:aws:s3:::amzn-s3-demo-bucket",
                         "arn:aws:s3:::amzn-s3-demo-bucket/*"]
        }
    ]
}
```

Step 5: Update your AWS Serverless Application Repository application permissions

To submit your AWS Serverless Application Repository application to AWS Marketplace, you must grant AWS Marketplace permissions to read your application. To do that, add permissions to a policy associated with your serverless application. There are two ways to update your application policy:

- Go to the AWS Serverless Application Repository. Choose your serverless application from the list. Select the **Sharing** tab, and choose **Create Statement**. On the **Statement configuration** page, enter the following service principal, **`assets.marketplace.amazonaws.com`**, in the **Account Ids** field. Then choose **Save**.
- Use the following AWS CLI command to update your application policy.

```
aws serverlessrepo put-application-policy \
--region region \
--application-id application-arn \
--statements Principals=assets.marketplace.amazonaws.com,Actions=Deploy
```

Step 6: Share your AMI

All AMIs built and submitted to AWS Marketplace must adhere to all product policies. Self-service AMI scanning is available in the AWS Marketplace Management Portal. With this feature, you can initiate scans of your AMIs. You receive scanning results quickly (typically, in less than an hour) with clear feedback in a single location. After your AMI has been successfully scanned, submit the AMI for processing by the AWS Marketplace Seller Operations team by uploading your product load form.

Step 7: Submit your CloudFormation product with AMI and serverless application

Keep the following in mind before you submit your product:

- You must provide an architectural diagram for each template. The diagram must use the AWS product icons for each AWS service deployed through the CloudFormation template. Also, the diagram must include metadata for the services. To download our official AWS architecture icons, see AWS Architecture Icons.

- The infrastructure cost estimate for each template displayed to buyers is based on an estimate that you provide by using the AWS Pricing Calculator. In the estimate, include the list of services to be deployed as part of the template, along with the default values for a typical deployment.
- Complete the product load form. You can find the product load form from the AWS Marketplace Management Portal. A different product load form is required for single AMI products and multiple AMI products. In the product load form, you will provide a public URL to your CloudFormation template. CloudFormation templates must be submitted in the form of a public URL.
- Use the AWS Marketplace Management Portal to submit your listing. From **Assets**, choose **File upload**, attach your file, and then choose **Upload**. After we receive your template and metadata, AWS starts processing your request.

After you submit your listing, AWS Marketplace reviews and validates the product load form. Additionally, AWS Marketplace regionalizes AMIs and serverless applications, and updates the regional mapping for your AWS CloudFormation template on your behalf. If any issues occur, the AWS Marketplace Seller Operations team will contact you by email.

Managing AMI-based products as an AWS Marketplace seller

As an AWS Marketplace seller, you can manage and update your single Amazon Machine Images (AMIs) products. AMI-based products include a set of one or more versions of the software and metadata about the product as a whole. When you create the product, you configure its properties in AWS Marketplace, including your product name, description, and pricing. You also determine the appropriate categories for your product and add keywords so your product appears in relevant searches. After you create, your single-AMI product, you can submit change requests to make changes to your product or version.

The types of changes you can request for AMI-based products include:

- Update product information displayed to buyers.
- Update version information displayed to buyers.
- Add a new version of your product.
- Restrict a version so that new buyers can no longer access that version.
- Update the AWS Regions that a product is available in.
- Update the pricing and instance types for a product.
- Remove a product from AWS Marketplace.

The following topics show to manage and update a single AMI product.

Topics

- Creating a change request for an AMI-based product in AWS Marketplace
- Updating AMI-based product visibility
- Adding and restricting AMI instances for AWS Marketplace
- Managing versions for AMI-based products on AWS Marketplace
- Updating AMI-based product information on AWS Marketplace
- Managing AMI-based product availability by AWS Region and country
- Updating end user license agreement (EULA) for your AMI-based AWS Marketplace product
- Updating the refund policy for your AMI-based product on AWS Marketplace
- Giving AWS Marketplace access to your AMI
- Removing a product from AWS Marketplace
- Troubleshooting common errors for change requests on AWS Marketplace

Creating a change request for an AMI-based product in AWS Marketplace

To make changes to a product or version in AWS Marketplace, you submit a **change request** through the AWS Marketplace Management Portal. Change requests are added to a queue and can take from minutes to days to resolve, depending on the type of request. You can see the status of requests in the AWS Marketplace Management Portal. This topic provides the procedures that you can use to create a change request for a single-AMI product in AWS Marketplace, including the option to use the self-service experience.

You can create a change request for the following situations:

- You saved your in-progress steps, but didn't complete the entire process, while using the self-service experience to create a single-AMI product listing. To complete the remaining steps, you create a change request.
- You want to make modifications to the product information for your product that is in either a **Limited** or **Public** state. To update the information, you create a change request. For more information about the types of changes that you can request for AMI-based products, see Create a change request.

> **Note**
>
> In addition to the AWS Marketplace Management Portal, you can also create change requests by using the AWS Marketplace Catalog API.

Topics

- Create a change request by using self-service
- Create a change request
- Get the status of a change request
- Additional resources

Create a change request by using self-service

To make modifications to versions or the product information, you create a *change request* in the AWS Marketplace Management Portal. Change requests are the building blocks of a self-service listing that you use to make changes to your product. Each time you select **Save and exit** from the steps or select **Submit** for any update, you are making a change request. You can find your requests on the AWS Marketplace Management Portal Request tab.

To create a change request using self-service

1. Open the AWS Marketplace Management Portal at https://aws.amazon.com/marketplace/management/tour/, and sign in to your seller account, then go to the **Server products** page.
2. On the **Server products** tab, select the product that you want to modify.
3. Choose an option from the **Request changes** dropdown.
4. After you make a change request, there is a wait time for the system to process your request, reflected **Under Review**. When the request completes, it will result in either **Succeeded** or **Failed**.

    - After the request is submitted, it begins processing through these statuses: **Under review**, **Preparing changes**, and **Applying changes**.
    - **Succeeded** means that the requested change has been processed and changes reflect in the system.
    - **Failed** means that something went wrong with the request, so the changes were not processed. If the status is **Failed**, you can select the request to find error codes that provide

recommendations on how to correct the error. At this point, you can troubleshoot the errors and create a new request for the change. To make the process faster, you can choose **Copy to new request** to copy the details of the failed request. Then, you can make the adjustment and resubmit the request.

Create a change request

> **Important**
>
> On June 15, 2023, AWS Marketplace will discontinue the following procedure. After June 15, 2023, use the the section called "Create a change request by using self-service" procedure.

To make modifications to versions or the product information, you create a *change request* in the AWS Marketplace Management Portal.

To create a change request

1. Open the AWS Marketplace Management Portal at https://aws.amazon.com/marketplace/management/tour/, and sign in to your seller account, then go to the **Server products** page.
2. On the **Server products** tab, select the product that you want to modify.
3. Choose an option from the **Request changes** dropdown list.

   For most change requests, you simply fill out the form in the user interface and submit it. However, for certain changes, you must download, complete, and then upload a Product Load Form (PLF). This is a spreadsheet that contains a form for you to fill out with the required information. When you choose one of these change requests, you are prompted to download the correct PLF for the request you are attempting to create. The PLF is pre-populated with information from your existing product details. You can upload your completed PLF to the AWS Marketplace Management Portal File upload page.

   > **Note**
   >
   > We strongly recommend that you download and use the most recent PLF. The form is regularly updated with new information, including instance types and AWS Regions as they become available. You can find the latest PLF for a product from the **Server**

products page, by selecting the product and then choosing **Download Product Load Form**.

For more information about the status of a change request, see the section called "Get the status of a change request". For insight into potential issues with change requests, see Troubleshooting common errors for change requests on AWS Marketplace.

Get the status of a change request

Important

On June 15, 2023, AWS Marketplace will discontinue the following procedure. This procedure is no longer needed for the self-service experience.

After you submit a change request, you can see the status of your request from the **Requests** tab of the **Server products** page of the AWS Marketplace Management Portal. The status could be any of the following:

- **Under review** means that your request is being reviewed. Some requests require manual review by the AWS Marketplace team but most are reviewed automatically in the system.
- **Succeeded** means that your request is complete. Your product or version has been updated as you requested.
- **Action required** means that you need to update your request to fix an issue or answer a question about the request. Select the request to see the details, including any issues.
- **Failed** means that something went wrong with the request, and you should create a new request for the change, with the same data.

Additional resources

For more details about change requests for specific types of updates, see the following resources:

- Updating AMI-based product information on AWS Marketplace
- Update version information
- Add a new version

- Restrict a version

Updating AMI-based product visibility

As an AWS Marketplace seller, you can update your product visibility to change which buyers can view your single AMI product in AWS Marketplace. If the visibility status is set to **Public**, your product is visible to all AWS Marketplace buyers. If your product visibility is set to **Limited**, your product is visible only to the AWS account IDs that you allowlist. You can also manage and update this allowlist of AWS account IDs that can see your product. The following sections show you how to update your product visibility and **Limited** visibility allowlist.

Topics

- Update product visibility
- Update the allowlist (preview accounts)

Update product visibility

To change which buyers can view your product in AWS Marketplace, you can use **Update visibility**.

To update visibility

1. Open the AWS Marketplace Management Portal at https://aws.amazon.com/marketplace/management/tour/, and then sign in to your seller account.
2. Go to the **Server products** page, on the **Current server product** tab, select the product that you want to modify.
3. From the **Request changes** dropdown, choose **Update visibility**.

> **Note**
>
> You can request that the product be moved from a **Limited** status to a **Public** status by using this change request. However, the change request must go through an AWS Marketplace Seller Operations team approval process to be moved to **Public**.

4. Choose **Submit change request** to submit your request for review.
5. Verify that the **Requests** tab shows the **Request status** as **Under review**. When the request completes, the status becomes **Succeeded**.

Update the allowlist (preview accounts)

To change the list of AWS account IDs that can see your product in a **Limited** state, use **Update allowlist**.

To update the allowlist

1. Open the AWS Marketplace Management Portal at https://aws.amazon.com/marketplace/management/tour/, and then sign in to your seller account.
2. Go to the **Server products** page, and on the **Current server product** tab, select the product that you want to modify.
3. From the **Request changes** dropdown, choose **Update allowlist**. The current list is provided with the list of accounts that are currently allowlisted.
4. Add the AWS account IDs that are preferred for visibility and separate the IDs with commas.
5. Choose **Submit change request** to submit your request for review.
6. Verify that the **Requests** tab shows the **Request status** as **Under review**. When the request completes, the status becomes **Succeeded**.

Adding and restricting AMI instances for AWS Marketplace

As an AWS Marketplace seller, you can manage which instances buyers can use for your single Amazon Machine Imagine (AMI) product. You can add a new instance for your single AMI product that buyers can use. Similarly, if you want to prevent new buyers from using your single AMI product from a specific instance, you can restrict the instance.

For more information about the Amazon EC2 instance types, see Available instance types in the *Amazon EC2 User Guide*.

The following sections explain how to add and restrict instances.

Topics

- Adding an instance
- Restricting an instance

Adding an instance

You can add a new instance which buyers can use as a single-AMI.

To add an instance

1. Open the AWS Marketplace Management Portal at https://aws.amazon.com/marketplace/management/tour/, and then sign in to your seller account.
2. Go to the **Server products** page, and on the **Current server product** tab, select the product that you want to modify.
3. From the **Request changes** dropdown, choose **Add instance**.
4. Select an instance architecture.
5. Select the instance types that you want to add from the list of available instances.
6. Choose **Submit request** to submit your request for review.
7. Verify that the **Requests** tab shows the **Request status** as **Under review**. When the request completes, the status becomes **Succeeded**.

> **Note**
>
> - If your current pricing model is not free or uses a Bring Your Own License (BYOL) model, you must also add prices.
> - If you created an **Add instance** with a price for the new instance or **Update pricing** to increase a price, you can't use self-service to **Add instance** in the 90 days starting from the day you made the change. To make these changes, contact the AWS Marketplace Seller Operations team.
> - When you add support for a new instance type, customers already subscribed to private offers for your product won't be able to launch the newly added instance automatically. You must create another private offer with the instance you want customers to access. After accepting the new offer, customers can launch the newly added instance. Customers who subscribe to your product at a future date can also launch the instance, as long as the instance is included in the private offer. For more information about how to create a new private offer, see Amending agreements in AWS Marketplace later in this guide.

Restricting an instance

To prevent new buyers from using an instance of an AMI product, you can restrict the instance. You can add the instance back at a later time, if needed. Existing users of the single AMI on

the restricted instance can continue to use the product from the Region for the length of their subscriptions.

To restrict an instance

1. Open the AWS Marketplace Management Portal at https://aws.amazon.com/marketplace/management/tour/, and then sign in to your seller account.
2. Go to the **Server products** page, and on the **Current server product** tab, select the product that you want to modify.
3. From the **Request changes** dropdown, choose **Restrict instance**.
4. Select the instances that you want to restrict, and choose **Restrict**.
5. Choose **Submit change request** to submit your request for review.
6. Verify that the **Requests** tab shows the **Request status** as **Under review**. When the request completes, the status becomes **Succeeded**.

> **Note**
>
> If the check box is shaded, this means the instance is associated with one to several versions as a recommended instance type. To restrict such instances, use **Update versions** to choose a different recommended instance type. After the change requests complete and the instance you want to restrict is no longer a recommended instance type, you can return to **Restrict instance** to restrict your chosen instance.

Managing versions for AMI-based products on AWS Marketplace

When you create an Amazon Machine Image (AMI) based product on AWS Marketplace, you include a specific version of your software. The lifecycle of an AMI-based product for AWS Marketplace doesn't end after you publish the first version. You should keep your product up-to-date with new versions of your software. The following sections show you how to manage your versions, which includes updating version information (such as descriptions and dates), adding new versions, and restricting access to previous versions.

Topics

- Update version information
- Add a new version

- Restrict a version

Update version information

After a version is created, it can be helpful to provide updated information to your buyers by modifying the information associated with the version. For example, if you plan to restrict version 1.0 after version 1.1 is released, you can update the description of version 1.0 to direct buyers to version 1.1, with the date that the version will be restricted. You update the version information from the AWS Marketplace Management Portal.

To update version information

1. Open the AWS Marketplace Management Portal at https://aws.amazon.com/marketplace/management/tour/, and then sign in to your seller account.
2. Go to the **Current server product** page, on the **Server products** tab, then select the product that you want to modify.
3. From the **Request changes** dropdown, choose **Update version information**.
4. On the **Update version** page, select the version that you want to update.
5. Update any of the following information that you need to modify:
   - **Release notes**
   - **Usage instructions**
   - **64-bit (x86) Amazon Machine Image (AMI)** – Details on usage and security group
6. Select **Submit**.
7. Verify that the request appears on the **Requests** tab with the **Under review** status.

> **Note**
>
> You can't use this procedure to update the version title, or the AMI associated with the version. Instead, create a new version and restrict the previous version.

You can check the status of your request at any time from the **Requests** tab of the Server Products page. For more information, see Get the status of a change request.

Add a new version

You can add a new version of your product when you make changes to the product, the base image, or any other time you need to modify the AMI for the product. Add a new version of your product from the AWS Marketplace Management Portal.

> **Note**
>
> For information about creating an AMI for AWS Marketplace, see Best practices for building AMIs for use with AWS Marketplace.

To add a new version

1. Open the AWS Marketplace Management Portal at https://aws.amazon.com/marketplace/management/tour/, and then sign in to your seller account.
2. Go to the **Server products** page, on the **Current server product** tab, then select the product that you want to modify.
3. From the **Request changes** dropdown, choose **Add new version**. The **Add a new version** form appears, populated with the information from your most recent version.

   > **Note**
   >
   > You can also choose **Test 'Add version'** to scan your AMI and AWS CloudFormation template(s) without adding a new version. For more information, refer to Scanning your AMI for publishing requirements .

4. In the **Version information** section, provide the following information:

   - **Version title** – Enter a valid string (for example *1.1* or *Version 2.0*). It must be unique across the product.
   - **Release notes** – Enter text to describe details about this version.

5. In the **Delivery options** section, select how the buyer can deploy the solution, either AMI (standalone), AMI with CloudFormation, or both. You can choose up to three AMI with CloudFormation delivery options.

> **Note**
>
> New delivery options can't be added to an existing version. All delivery options for a single version must be submitted in the same request.

6. In the **Amazon Machine Image (AMI)** section, provide the following information:

   - **Amazon Machine Image ID** – Enter the AMI ID for the AMI that you want to use for this version. You can find the AMI ID from the list of AMIs in the console. The AMI must exist in the US East (N. Virginia) Region, and in your AWS Marketplace Seller account. The snapshot associated with this AMI can't be encrypted.
   - **IAM access role ARN** – Enter the Amazon Resource Name (ARN) for an AWS Identity and Access Management (IAM) role that allows AWS Marketplace to gain access to your AMI. For instructions on how to create the IAM role, see Giving AWS Marketplace access to your AMI. Use the standard format for an IAM ARN, for example: `arn:aws:iam::123456789012:role/RoleName`. The ARN must exist in your AWS Marketplace Seller account.
   - **Operating system (OS)** – Enter the base operating system for your AMI.
   - **OS version** – Enter which version of the operating system that your AMI is using.
   - **OS user name** – For Linux-based AMIs, enter the name of a user that can be used to sign into the instance. We recommend using *ec2-user*.
   - **Scanning port** – Enter the port number that can be used to log into the operating system: the SSH port for a Linux AMI or the RDP port for a Windows AMI.

7. Provide the following configurations for the **AMI delivery option** section, if applicable:

   - **Recommended instance type**– Choose the instance type that buyers get by default.
   - **Usage instructions** – Enter instructions for using the AMI or a link to more information about using the AMI. For example: `To get started with the product, navigate to https://example.com/usage.htm.`
   - **Endpoint URL** – Provide information about how the buyer can access the software after they create an instance. Enter the **Protocol** (*https* or *http*), the **Relative URL** (for example, `/index.html`), and the **Port** (for example, `443`) that buyers can use to access your product. (The host name depends on the EC2 instance, so you only need to provide the relative path).

- **Security group recommendations** – Enter the information for one or more recommendations, including the protocol (*TCP* or *UDP*), range of ports to allow, and list of IPv4 CIDR IPs (in the form *xxx.xxx.xxx.xxx/nn*, for example, `192.0.2.0/24`).

8. Provide the following configuration settings for the **AMI with CloudFormation delivery option**, if applicable:

   - **Delivery option title** – This is a unique name to identify this Single AMI CloudFormation template delivery option.
   - **Short Description** – A brief description of the CloudFormation template.
   - **Long Description** – A detailed description of the CloudFormation template.
   - **Recommended Instance type** – The instance type, buyers get by default.
   - **Usage instructions** – Instructions for using the solution or a link to more information about using the solution.
   - **CloudFormation template link** – The URL to the location of your CloudFormation template in Amazon S3. For nested stacks or templates, provide the entry point, or parent, template. The Amazon S3 bucket that your file resides must be publicly accessible. For more information, see Add CloudFormation templates to your product.
   - **AMI parameter name** – Add the name of the parameter in the CloudFormation template that the EC2 instance resources in your template are referencing for their `ImageId` property value. AWS Marketplace replaces the specified parameter with an AWS Systems Manager Parameter Store parameter. When buyers deploy your template, that parameter resolves to the AWS Region-specific AMI ID of your published product. For more information, see Requirements for AMI details.
   - **Architecture diagram link** – The URL to the location of your architectural diagram in Amazon S3. The max image file must be 1560x878 or 1560x3120 pixels in size with a 16:9 or 1:2 ratio. The Amazon S3 bucket that your image file resides must be publicly accessible. For diagram requirements, see Architectural diagram.

9. Select **Submit** to submit the request to add your new version.

> **Note**
>
> Adding a new version results in a scanning of the AMI. For more information, refer to Scanning your AMI for publishing requirements.

10. Verify that the request appears on the **Requests** tab with the **Under review** status. If there are errors to fix, the page displays the errors in a table at the top of the page, and the specific fields that need to be updated display in red.

You can check the status of your request at any time from the **Requests** tab of the **Server products** page. The new version will be reviewed and, if successful, published as a new public version of your product. If there is an issue, the status might be **Action required**. Select the request to see details, including any issues.

If your request is successful, your existing users receive the following email message. The message notifies them that the new version is available, links to the version's release notes, and suggests that they upgrade to the latest version. As the AWS account root user, you also receive a copy of the email message in the email account that's associated with your AWS account.

```
Greetings from AWS Marketplace,

Thank you for subscribing to <product-title>

We are writing to inform you that <seller-name> has added a new version to <product-
title> on AWS Marketplace.
As an existing customer, your subscription to the product, any running instances and
 access to previous versions
are unaffected. However, <seller-name> does recommend you to update to the latest
 version, <product-title>/<version-title>
by visiting <product-detail-page-of-new-listing>.

For additional questions or upgrade information, please contact <seller-name> directly.
 Click here <link of seller page on MP>
to visit the seller’s profile page on AWS Marketplace.

Release notes for <product-title>/<version-title>:

<release-notes>

Thank you,
The AWS Marketplace Team
https://aws.amazon.com/marketplace

AWS, Inc. is a subsidiary of Amazon.com, Inc. Amazon.com is a registered trademark of
 Amazon.com, Inc.
```

```
This message was produced and distributed by AWS Inc., 410 Terry Ave. North, Seattle,
 WA 98109-5210
```

Restrict a version

If you want to prevent buyers from accessing a specific version of your public product, you can restrict that version.

> **Note**
>
> All subscribers can use the current version regardless of the restriction status. AWS Marketplace guidelines require that you continue to offer support to existing buyers for 90 days after restricting the version. Your AMI will be marked as deprecated after the version is restricted. For more information, see Deprecate an AMI in the *Amazon Elastic Compute Cloud User Guide for Windows Instances*.

To restrict a version

1. Open the AWS Marketplace Management Portal at https://aws.amazon.com/marketplace/management/tour/, and then sign in to your seller account.
2. Go to the **Server products** page, on the **Current server product** tab, then select the product that you want to modify.
3. From the **Request changes** dropdown, choose **Restrict version**.
4. On the **Restrict version** page, select the version (or versions) that you want to restrict.
5. Select **Submit** to submit your request for review.
6. Verify that the **Requests** tab shows the **Request status** as **Under review**. When the request completes, the status is **Succeeded**.

> **Note**
>
> You can't restrict all versions of a product. If you try to restrict the last remaining public version of a product, you will receive an error. To completely remove a product, see the section called “Removing a product”.

You can check the status of your request at any time from the **Requests** tab of the **Server products** page. For more information, see Get the status of a change request.

> **Note**
>
> Restricting a version can take up to 3 days to complete.

If your request is successful, your existing users receive the following email message that notifies them of the version restriction and suggests they use the most recent version available. As the AWS account root user, you also receive a copy of the email message in the email account that's associated with your AWS account.

```
Greetings from AWS Marketplace,

Thank you for subscribing to <product-title>.

We are writing to inform you that, as of <Version-Restriction-Date>, <Seller Name>
 will no longer offer version(s) "<version-title>" to new subscribers. Your use and
 subscription is unaffected for this version(s), however it is recommended that users
 upgrade to the latest version on AWS Marketplace.

For additional questions or upgrade information, please contact <seller-name> directly.
 Click here<link of seller page on MP> to visit the seller's profile page on AWS
 Marketplace.

Thank you,
The AWS Marketplace Team
https://aws.amazon.com/marketplace

AWS, Inc. is a subsidiary of Amazon.com, Inc. Amazon.com is a registered trademark of
 Amazon.com, Inc. This message was produced and distributed by AWS Inc., 410 Terry Ave.
 North, Seattle, WA 98109-5210
```

Updating AMI-based product information on AWS Marketplace

After you create your single Amazon Machine Image (AMI) product, you can change some of the information associated with it in AWS Marketplace. For example, if a new version modifies the description or highlights of the product, you can edit the product information with the new data. You can also update other product information, including product title, SKU description, categories, keywords, and others. For more information, see the following procedure.

To update product information

1. Open the AWS Marketplace Management Portal at https://aws.amazon.com/marketplace/management/tour/, and then sign in to your seller account.
2. Go to the **Server products** page, and on the **Server products** tab, select the product that you want to modify.
3. From the **Request changes** dropdown, choose **Update product information**.
4. Update any of the following fields that you need to change:

   - **Product title**
   - **SKU**
   - **Short description**
   - **Long description**
   - **Product logo image URL**
   - **Highlights**
   - **Product categories**
   - **Keywords**
   - **Product video URL**
   - **Resources**
   - **Support information**

   > **Note**
   >
   > For details about the logo format, see Company and product logo requirements.

5. Select **Submit**.
6. Verify that the request appears on the **Requests** tab with the **Under review** status. You might need to refresh the page to see the request on the list.

You can check the status of your request at any time from the **Requests** tab of the Server Products page. For more information, see Get the status of a change request.

Managing AMI-based product availability by AWS Region and country

When you create a product in AWS Marketplace, you choose the AWS Regions where it is available. You also choose the countries where buyers can purchase your product from. These two properties are similar, but they are not the same. For example, a buyer might be located in, and purchasing from, the United States, but they might be planning to install your product in the Europe (Frankfurt) Region. In order for this buyer to purchase your product, you must include both the United States in your list of countries, and the Europe (Frankfurt) Region in your list of Regions. You can use the following sections to update your product availability by Region and country.

Topics

- Add an AWS Region
- Restrict an AWS Region
- Update support for future AWS Regions
- Update availability by country

Add an AWS Region

You can add a Region where buyers can use your product.

To add a Region

1. Open the AWS Marketplace Management Portal at https://aws.amazon.com/marketplace/management/tour/, and then sign in to your seller account.
2. Go to the **Server products** page, and on the **Current server product** tab, select the product that you want to modify.
3. From the **Request changes** dropdown, choose **Add Region**.
4. Select the Region that you want to add from the list of available Regions.
5. Choose **Submit request** to submit your request for review.
6. Verify that the **Requests** tab shows the **Request status** as **Under review**. When the request completes, the status becomes **Succeeded**.

Note

When you add support for a new AWS Region, customers already subscribed to private offers for your product won't be able to access the newly added Region automatically. You must create another private offer with the Region you want customers to access. After accepting the new offer, customers can access the newly added Region. Customers who subscribe to your product at a future date can also access the Region, as long as the Region is included in the private offer. For more information about how to create a new private offer, see Private offer upgrades, renewals, and amendments.

Restrict an AWS Region

To prevent new buyers from using your product in a specific AWS Region, you can restrict the Region. You can add the Region back at a later time. Existing subscribers of the product in the Region can continue using the product from the Region as long as they're subscribed.

To restrict a Region

1. Open the AWS Marketplace Management Portal at https://aws.amazon.com/marketplace/management/tour/, and then sign in to your seller account.
2. Go to the **Server products** page, and on the **Current server product** tab, select the product that you want to modify.
3. From the **Request changes** dropdown, choose **Restrict Region**.
4. Select the dropdown menu to view the list of Regions in which your product is currently available.
5. Select the Regions that you want to restrict.
6. The Regions you have selected appear as tokens. Review the list of Regions that you're restricting, and enter X for Regions that you don't want to restrict.
7. Choose **Submit change request** to submit your request for review.
8. Verify that the **Requests** tab shows the **Request status** as **Under review**. When the request completes, the status becomes **Succeeded**.

If your request is successful, your existing users receive the following email message notifying them of the Region to be restricted. They can continue using your product as long as they remain subscribed, but they can’t re-subscribe if they cancel the subscription.

```
Greetings from AWS Marketplace,

This message is a notification detailing a recent change for <ProductName>.
{{{sellerName}}} has opted to restrict the <ProductType> product in <Restricted
 Region(s)> beginning <DateOfChange>.

This impacts you in the following ways:

1. As long as you're subscribed to the product, you can continue using the software
 product in the restricted Region.
2. You can't begin new instances of the software product in the restricted Region.
3. You can continue using the software product in all available AWS Regions.

Regards,
The AWS Marketplace Team

AWS, Inc. is a subsidiary of Amazon.com, Inc. Amazon.com (http://amazon.com/) is a
 registered
trademark of Amazon.com, Inc. This message was produced and distributed by Amazon Web
Services Inc., 410 Terry Ave. North, Seattle, WA 98109-5210.
```

Update support for future AWS Regions

If you want your product to be onboarded to newly launched AWS Regions, you can use **Update future Region support**.

To update future Region support

1. Open the AWS Marketplace Management Portal at https://aws.amazon.com/marketplace/management/tour/, and then sign in to your seller account.
2. Go to the **Server products** page, and on the **Current server product** tab, select the product that you want to modify.
3. From the **Request changes** dropdown, choose **Update future Region support**.
4. You can choose to activate future Region support to allow AWS Marketplace to onboard your product to newly launched AWS Regions on your behalf.
5. After activating the feature, you can choose between all future Regions or limit to US Regions only.
6. Choose **Submit change request** to submit your request for review.

7. Verify that the **Requests** tab shows the **Request status** as **Under review**. When the request completes, the status becomes **Succeeded**.

Update availability by country

If you want to change the countries in which your product can be subscribed to and offered, you can use **Update availability**.

To update availability by country

1. Open the AWS Marketplace Management Portal at https://aws.amazon.com/marketplace/management/tour/, and then sign in to your seller account.
2. Go to the **Server products** page, on the **Current server product** tab, then select the product that you want to modify.
3. From the **Request changes** dropdown, choose **Update availability**.
4. Choose one of the following options:
    1. **All countries** – Available in all supported countries.
    2. **All countries with exclusions** – Available in all supported countries except in selected countries.
    3. **Custom list** – Specific list of countries where the product is available.
5. Choose **Submit change request** to submit your request for review.
6. Verify that the **Requests** tab shows the **Request status** as **Under review**. When the request completes, the status becomes **Succeeded**.

Updating end user license agreement (EULA) for your AMI-based AWS Marketplace product

As an AWS Marketplace seller, you can update the end user license agreement (EULA) that will govern the use of your single Amazon Machine Image (AMI) product. Your EULA is located on the product listing page for public software listings on AWS Marketplace. You can either apply your own EULA or use the Standard Contract for AWS Marketplace (SCMP). The following procedure shows you how to update the EULA for your single-AMI product.

For more information about the EULA, see Using standardized contracts in AWS Marketplace.

To update a EULA

1. Open the AWS Marketplace Management Portal at https://aws.amazon.com/marketplace/management/tour/, and then sign in to your seller account.
2. Choose the **Server products** tab, on the **Current server product** tab, select the product that you want to modify.
3. From the **Request changes** dropdown, choose **Update end-user license agreement**.
4. You can select the Standard Contract for AWS Marketplace (SCMP) or submit your own custom EULA. For a custom EULA, you must provide the URL for your custom contract from an Amazon S3 bucket.

   > **Note**
   >
   > Public accessibility must be enabled on your Amazon S3 bucket.

5. Choose **Submit change request** to submit your request for review.
6. Verify that the **Requests** tab shows the **Request status** as **Under review**. When the request completes, the status becomes **Succeeded**.

Updating the refund policy for your AMI-based product on AWS Marketplace

As an AWS Marketplace seller, you can set the refund policy for your single Amazon Machine Image (AMI) product. If you want to change the refund policy for your product, you can use **Update refund policy**. The following procedure shows you how to update your refund policy.

To update the refund policy

1. Open the AWS Marketplace Management Portal at https://aws.amazon.com/marketplace/management/tour/, and then sign in to your seller account.
2. Go to the **Server products** page, on the **Current server product** tab, then select the product that you want to modify.
3. From the **Request changes** dropdown, choose **Update refund policy**.
4. The current refund policy details are provided in the text box for you to edit. Submitting the request overwrites the current refund policy.
5. Choose **Submit change request** to submit your request for review.

6. Verify that the **Requests** tab shows the **Request status** as **Under review**. When the request completes, the status becomes **Succeeded**.

Giving AWS Marketplace access to your AMI

When you create a request that includes adding a new Amazon Machine Image (AMI) to AWS Marketplace, the AMI must be copied into the AWS Marketplace system and then scanned for security issues. You must give AWS Marketplace access to the AMI by creating an AWS Identity and Access Management (IAM) role with permissions to perform actions on your AMI and a trust policy that allows AWS Marketplace to assume the role. You only need to create the IAM role once. The following procedure shows you how to create a role for AWS Marketplace assets ingestion that gives AWS Marketplace access to your AMI.

To create a role for AWS Marketplace AMI assets ingestion

1. Sign in to the AWS Management Console, open the IAM console and go to the Roles page.
2. Select **Create role**.
3. On the **Create role** page, make the following selections:
   - **Select type of trusted entity** – Choose **AWS Service**.
   - **Choose a use case** – Choose **AWS Marketplace**.
   - **Select your use case** – Choose **Marketplace – AMI Assets Ingestion**.
   - To move to the next page, select **Next: Permissions**.
4. Select the **AWSMarketplaceAmiIngestion** policy. Add a permissions boundary if required, and then select **Next: Tags** to continue.

   > **Note**
   >
   > You can use permissions boundaries to limit the access that you give AWS Marketplace with this role. For more information, see Permissions boundaries for IAM entities in the *AWS Identity and Access Management User Guide*.

5. To continue, select **Next: Review**.
6. Provide a name for the role, and select **Create role**.
7. You should see "The role *rolename* has been created" at the top of the page, and the role should appear in the list of roles.

On this page, when you select the role that you just created, you can see its ARN in the form *arn:aws:iam::123456789012:role/exampleRole*. Use the ARN for the **IAM access role ARN** when you create change requests, for example, when adding a new version to your product.

Removing a product from AWS Marketplace

After you publish your product, you can remove it from AWS Marketplace. This is also referred to as *sunsetting*. To remove a product, identify the product and submit a request to remove it, along with a reason for removal and a contact email address for you. You can also provide a replacement product ID if you're replacing the current product with a new one.

After you request product removal, new customers can't subscribe to the product. You must support any existing customers for a minimum of 90 days.

> **Note**
>
> You can't delete restricted products from the AWS Marketplace Management Portal. The portal retains them as part of the account's publication history.

We process requests for product removal from AWS Marketplace with the following conditions:

- The product is removed from AWS Marketplace search, browse, and other discovery tools. Any **Subscribe** button or functionality is disabled, and messaging on the page clearly indicates the product is no longer available. The product detail page is still accessible using the URL and might be indexed in public search engines.
- A reason for removal must be specified (for example, end of support, end of product updates, or replacement product). For the requirements for continuing support for removed products, see Terms and Conditions for AWS Marketplace Sellers.
- AWS Marketplace contacts current buyers through an email message informing them of the product removal, reasons for the removal, and to provide seller contact information.
- Current buyers *do* retain access to the software until they cancel their subscription. They aren't affected in any way by the product's removal.

To remove a product created using the AWS Marketplace Management Portal

1. Open the AWS Marketplace Management Portal at https://aws.amazon.com/marketplace/management/tour/, and then sign in to your seller account.

2. Choose the **Products** tab, and then choose **Server**.
3. On your product page, under **Server products**, locate the product that you want to remove. From the **Request changes** dropdown list, choose **Update product visibility**.
4. On the **Update product visibility** page, select **Restricted**.
5. (Optional) Provide a **Replacement Product ID**, if there is another product that will take the place of the product you are removing.
6. Review the information for accuracy, and then choose **Submit**.

A **What's next** informational page displays after you submit the product removal request. The AWS Marketplace Seller Operations reviews and processes your request. Check the status of your submission by viewing **Requests**.

After your product is removed, the product appears in the **Current Products** list in the AWS Marketplace Management Portal. In **Current Products**, the only action that you can perform is downloading the spreadsheet for the product. You can't edit or submit another sunset request.

If you have questions about product removals, contact the AWS Marketplace Seller Operations team.

Troubleshooting common errors for change requests on AWS Marketplace

When you make changes to your product's information on AWS Marketplace, you might run into errors. This topic explains some common errors and provides suggestions for how to fix them.

- **Scanning your AMI** – Several issues could happen when scanning your AMI:
  - You have not granted AWS Marketplace permissions to scan your AMI. Grant AWS Marketplace permissions to access it. Or you have granted permissions, but the permissions boundary is too restrictive. For more information, see Giving AWS Marketplace access to your AMI.
  - If scanning finds security issues or Common Vulnerabilities and Exposures (CVEs) in your AMI, make sure you're using the latest patches for the operating system in your image. For more information, see AMI-based product requirements for AWS Marketplace.

  For general guidelines about building an AMI, see Best practices for building AMIs for use with AWS Marketplace.
- **AWS Marketplace Management Portal fields** – Some fields in the AWS Marketplace Management Portal require very specific information:

- If you are unsure about what the field is requesting, try checking the details in the console. Most fields have text descriptions above the field, and formatting requirements below the field.
- If you try to submit a form with one or more invalid fields, a list of issues is shown. A recommended action is provided to help you fix the issue.
- If you're asked to provide an ARN, you will typically find it elsewhere in the console. For example, the ARN for the IAM role that you created to give AWS Marketplace access to your AMI is found on the Roles page in the IAM console. ARNs all have a similar format. For example, an IAM role ARN is in the form *arn:aws:iam::123456789012:role/exampleRole*.
- Your logos and videos must be provided as a URL directly to the content. For more information about logo formats, see Company and product logo requirements.

  For more information about submitting products and version change requests, see Submitting your product for publication on AWS Marketplace.

- **Product Load Form (PLF) issues** – PLFs contain instructions that are included in the spreadsheet. Overall instructions are provided in the Instructions table. Each field has instructions for how to fill it out—select the field to reveal the instructions.
- **Request in Progress** – Some requests can't happen in parallel. You can only have one request to update specific information in progress for a product at a time. You can see all of your requests still under review on the **Requests** tab of the **Server products** page in AWS Marketplace Management Portal. If you have a pending request that you did not intend, you can cancel it and then submit a new request with the change that you want to make.
  - You can't update version information when an update (to add or restrict) a version is ongoing.
  - If there is a request pending from the AWS Marketplace Seller Operations team, you can't submit any new changes.
- **Unexplained error** – If your submission fails with no explanation, try again. Occasionally, server load causes a submission to fail.

If you're still having problems with a change request, contact the AWS Marketplace Seller Operations team.

Best practices for building AMIs for use with AWS Marketplace

This topic provides best practices and references to help you build Amazon Machine Images (AMIs) for use with AWS Marketplace. AMIs built and submitted to AWS Marketplace must adhere to all AWS Marketplace product policies. For more information, see the following sections.

Topics

- Securing resell rights
- Building an AMI
- Preparing and securing your AMI for AWS Marketplace
- Scanning your AMI for publishing requirements
- Verifying your software is running on your AWS Marketplace AMI

Securing resell rights

For non-free Linux distributions, you are responsible for securing resell rights for them with the exception of AWS-provided Amazon Linux, RHEL and SUSE. You don't need to secure resell rights for Windows AMIs.

Building an AMI

Use the following guidelines for building AMIs:

- Ensure that your AMI meets allAWS Marketplace policies.
- Create your AMI in the US East (N. Virginia) Region.
- Create products from existing, well-maintained AMIs backed by Amazon Elastic Block Store (Amazon EBS) with a clearly defined lifecycle provided by trusted, reputable sources such as AWS Marketplace.
- Build AMIs using the most up-to-date operating systems, packages, and software.
- Ensure that your AMI is based on a public Amazon EC2 AMI, that uses hardware virtual machine (HVM) virtualization and 64-bit architecture.
- Develop a repeatable process for building, updating, and republishing AMIs.
- Use a consistent operating system (OS) user name across all versions and products. The recommended default user names are `ec2-user` for Linux and other Unix-like systems, and `Administrator` for Windows.

- Before submitting a final AMI to AWS Marketplace publishing, launch and test an instance from your AMI to verify the intended end-user experience. Test all installation methods, features, and performance on this instance.
- Check port settings as follows:
  - As a best practice security configuration against open firewalls, reverse proxies, and SSRF vulnerabilities, the **IMDS support** option must be set to **IMDSv2** only. The following CLI can be used when registering a new AMI at the final build phase:
    - `aws ec2 register-image --name my-image --root-device-name /dev/xvda --block-device-mappings DeviceName=/dev/xvda,Ebs={SnapshotId=snap-0123456789example} --architecture x86_64 --imds-support v2.0`

For more information about creating an AMI, see the following resources:

- Create an Amazon EBS-backed AMI in the *Amazon EC2 User Guide*
- Create an Amazon EC2 AMI using Windows Sysprep in the *Amazon EC2 User Guide*
- How do I create an Amazon Machine Image (AMI) from an EBS-backed instance?
- Amazon Linux AMI
- Amazon EC2 Instance Types and Instance Types
- Configuring an AMI for IMDS V2 use by default

Preparing and securing your AMI for AWS Marketplace

We recommend the following guidelines for creating secure AMIs:

- Use the Guidelines for Shared Linux AMIs in the *Amazon EC2 User Guide*
- Architect your AMI to deploy as a minimum installation to reduce the attack surface. Disable or remove unnecessary services and programs.
- Whenever possible, use end-to-end encryption for network traffic. For example, use Secure Sockets Layer (SSL) to secure HTTP sessions between you and your buyers. Ensure that your service uses only valid and up-to-date certificates.
- When documenting your AMI product, provide security group recommendations for buyers to control inbound traffic access to their instances. Your recommendations should specify the following:

  - The minimum set of ports required for your services to function.
  - The recommended ports and source IP address ranges for administrative access.

  These security group recommendations help buyers implement proper access controls. For more information about how to add a new version to your AMI product, see Add a new version.
- Consider performing a penetration test against your AWS computing environment at regular intervals, or consider employing a third party to conduct such tests on your behalf. For more information, including a penetration testing request form, see AWS Penetration Testing.
- Be aware of the top 10 vulnerabilities for web applications, and build your applications accordingly. To learn more, see Open Web Application Security Project (OWASP) - Top 10 Web Application Security Risks. When new internet vulnerabilities are discovered, promptly update any web applications that ship in your AMI. Examples of resources that include this information are SecurityFocus and the NIST National Vulnerability Database.

For more information related to security, see the following resources:

- AWS Cloud Security
- The Center for Internet Security (CIS): Security Benchmarks
- The Open Web Application Security Project (OWASP): Secure Coding Practices - Quick Reference Guide
- OWASP Top 10 Web Application Security Risks
- SANS (SysAdmin, Audit, Networking, and Security) Common Weakness Enumeration (CWE) Top 25 Most Dangerous Software Errors
- Security Focus
- NIST National Vulnerability Database

Scanning your AMI for publishing requirements

To publish your AMI on the AWS Marketplace Catalog, you must complete AMI scanning. AMI scanning checks for unpatched common vulnerabilities and exposures (CVEs) and verifies that your AMI follows security best practices. For more information, refer to Preparing and securing your AMI for AWS Marketplace

To perform AMI scanning, choose one of the following options:

Option 1: Assets menu

This method allows for scanning AMIs outside of the product creation flow. It's also useful for SaaS sellers using SAAS Quick Launch who need to scan assets without creating an AMI product.

1. From the AWS Marketplace Management Portal, navigate to the **Assets** menu and choose **Amazon Machine Image**.
2. To start the scanning process, choose **Add AMI**.
3. You can view the AMIs scan status by returning to this page.

Option 2: Request changes menu

This option is available for sellers who have already created an AMI product. Learn more at Creating AMI-based products

1. From the AWS Marketplace Management Portal, navigate to the **Products** menu and choose **Server**.
2. Select your product from **Server products**. This must be an AMI-based product. The product can be in any state and does not need to be in the **Public** published state for next steps.
3. Navigate to the **Request changes** menu and select **Update versions**.
4. Select **Test 'Add version'**. Follow the prompts to submit a request with your AMI details. If the request succeeds, this indicates that the AMI has passed scanning successfully. Unlike the **Add new version** option, **Test 'add version'** does not add a new version to the AMI-based product if the scan is successful.

> **Note**
>
> To learn about giving AWS Marketplace access to your AMI, see Giving AWS Marketplace access to your AMI.

Verifying your software is running on your AWS Marketplace AMI

You may wish to have your software verify at runtime that it is running on an Amazon EC2 instance created from your AMI product.

To verify the Amazon EC2 instance is created from your AMI product, use the instance metadata service built into Amazon EC2. The following steps take you through this validation. For more

information about using the metadata service, see Instance metadata and user data in the *Amazon Elastic Compute Cloud User Guide*.

1. *Obtain the instance identity document*

   Each running instance has an identity document accessible from the instance that provides data about the instance itself. The following example shows using curl from the instance to retrieve the instance identity document.

   IMDSv2: (Recommended)

```
TOKEN=`curl -X PUT "http://169.254.169.254/latest/api/token" -H "X-aws-ec2-metadata-
token-ttl-seconds: 21600"` \
&& curl -H "X-aws-ec2-metadata-token: $TOKEN" http://169.254.169.254/latest/dynamic/
instance-identity/document
 {
   "accountId" : "0123456789",
   "architecture" : "x86_64",
   "availabilityZone" : "us-east-1e",
   "billingProducts" : null,
   "devpayProductCodes" : null,
   "marketplaceProductCodes" : [ "0vg00000000000000000000" ],
   "imageId" : "ami-0123456789abcdef1",
   "instanceId" : "i-0123456789abcdef0",
   "instanceType" : "t2.medium",
   "kernelId" : null,
   "pendingTime" : "2020-02-25T20:23:14Z",
   "privateIp" : "10.0.0.2",
   "ramdiskId" : null,
   "region" : "us-east-1",
   "version" : "2017-09-30"
}
```

   IMDSv1:

```
curl http://169.254.169.254/latest/dynamic/instance-identity/document{
   "accountId" : "0123456789",
   "architecture" : "x86_64",
   "availabilityZone" : "us-east-1e",
   "billingProducts" : null,
   "devpayProductCodes" : null,
   "marketplaceProductCodes" : [ "0vg00000000000000000000" ],
```

```
    "imageId" : "ami-0123456789abcdef1",
    "instanceId" : "i-0123456789abcdef0",
    "instanceType" : "t2.medium",
    "kernelId" : null,
    "pendingTime" : "2020-02-25T20:23:14Z",
    "privateIp" : "10.0.0.2",
    "ramdiskId" : null,
    "region" : "us-east-1",
    "version" : "2017-09-30"
}
```

2. *Verify the instance identity document*

   You can verify that the instance identity is correct using the signature. For details about this process, see Instance identity documents in the *Amazon Elastic Compute Cloud User guide*.

3. *Verify the product code*

   When you initially submit your AMI product for publishing, your product is assigned a product code by AWS Marketplace. You can verify the product code by checking the `marketplaceProductCodes` field in the instance identity document, or you can get it directly from the metadata service:

   IMDSv2:

   ```
   TOKEN=`curl -X PUT "http://169.254.169.254/latest/api/token" -H "X-aws-ec2-metadata-token-ttl-seconds: 21600"` \
    && curl -H "X-aws-ec2-metadata-token: $TOKEN" http://169.254.169.254/latest/meta-data/product-codes
   ```

   If the product code matches the one for your AMI product, then the instance was created from your product.

You may also wish to verify other information from the instance identity document, such as the `instanceId` and the instance `privateIp`.

AMI product pricing for AWS Marketplace

AWS Marketplace has multiple pricing models for Amazon Machine Image (AMI) products. With seller private offers, there are options available for multi-year and custom duration contracts. For more information about multi-year and custom duration contracts, see Preparing a private offer for

your AWS Marketplace product and Private offer installment plans. The following sections provide information about pricing models for AMI-based products.

> **Note**
>
> You must be able to provide a W-9 tax form (for US based entities) or a W-8 form (for EU-based entities) as described in Registering as a seller on AWS Marketplace.

Topics

- AMI pricing models
- AWS charges and software charges
- Custom metering pricing for AMI products with AWS Marketplace Metering Service
- Contract pricing for AMI products on AWS Marketplace
- Associating licenses with AMI-based products using AWS License Manager

AMI pricing models

The following table provides general information about pricing models for AMI-based products.

Pricing model	Description
Free	Customers can run as many instances as Amazon Elastic Compute Cloud (Amazon EC2) supports with no additional software charges incurred. **Note** Free Trial and Annual pricing can't be combined with Monthly pricing.
Bring your own license (BYOL)	AWS Marketplace doesn't charge customers for usage of the software, but customers must supply a license key to activate the product. This key is purchased outside of AWS Marketplace. The entitlement and licensing enforcement, in addition to all pricing and billing, are handled by you.

Pricing model	Description
Paid hourly or hourly-annual	**Hourly** – Software is charged by the hour. Each instance type can be priced differently (but it isn't required to be), and usage is rounded up to the nearest whole hour. **Hourly with Free Trial** – Customers are limited to running exactly one instance of the software without incurring a charge. You define the duration, between 5 and 30 days. The free trial applies to the most expensive instance type that is running, and any concurrent usage outside the 1 instance is billed at the hourly rate. NOTE: This is a different model than the AWS Free Tier for Amazon EC2 usage whereby customers are given 750 hours of free usage each month. **Hourly and Monthly** – Both hourly and monthly charges are applied independently. The monthly fee is charged every month regardless of usage, and the hourly fee is applied based on hourly usage only. **Hourly with Annual** – Customers have the option to purchase a year's worth of usage upfront for one Amazon EC2 instance of one instance type. You set the pricing for each instance type and can offer net savings over the hourly price. Any customer usage above the number of annual subscriptions purchased is billed at the hourly rate you set for that instance type. **Hourly with Multi-Annual and Custom Duration** – This type of offer is only available through seller private offers. Using seller private offers, you specify a custom contract duration, up to 3 years. You can specify upfront payment, or include a flexible payment schedule. You set the pricing for each instance type. If there is a flexible payment schedule in the offer, you also set the invoice dates, payment amounts, and number of instances for each instance type included in the offer. For an active seller

Pricing model	Description
	private offer with a flexible payment schedule, after the customer launches the specified number of instances, any additional instances launched are charged at the hourly rate specified in the seller private offer. For more informati on about multi-year and custom duration contracts, see Preparing a private offer for your AWS Marketplace product and Private offer installment plans. **Hourly with Annual (includes Free Trial)** – This is identical to the Hourly model with an Annual option, except it includes a Free Trial allowing a customer to run one instance of any instance type for free for a set number of days that you determine. Annual subscriptions can be purchased at any time, and they are combined with the Free Trial subscription. **Annual with Hourly** – Same as the Hourly with Annual pricing model. Customers have the option to purchase a year's worth of usage upfront for one Amazon EC2 instance of one instance type. You set the pricing for each instance type and can offer net savings over the hourly price, but offering savings isn't required. Any customer usage above the number of annual subscriptions purchased is billed at the hourly rate you set for that instance type. **Multi-Annual and Custom Duration with Hourly** – This is only available through Preparing a private offer for your AWS Marketplace product. Using seller private offers, you can specify a custom duration contract of up to three years. You can require upfront payment, or you can offer a flexible payment schedule to the customer. You set the pricing for each instance type for the duration of the contract, and the hourly pricing for additional instances launched. If you offer a flexible payment schedule, you also set the invoice dates, payment amounts, and number of instances for each instance type included in the offer. For an active private

Pricing model	Description
	offer with a flexible payment schedule, after the specified number of instances have been launched, any additional instances the customer launches are charged at the hourly rate specified in the private offer. For more informati on about multi-year and custom duration contracts, see Preparing a private offer for your AWS Marketplace product and Private offer installment plans. **Note** Free Trial and Annual pricing can't be combined with Monthly pricing.
Paid monthly	**Monthly** – Software is paid for on a fixed monthly basis, regardless of the number of instances the customer runs. Monthly charges are pro-rated at sign-up and upon cancellation. Example: A customer who subscribes for 1 day of the month will be charged for 1/30th of the month. **Monthly with Hourly** – Both Hourly and Monthly charges are applied independently. The monthly fee is charged every month regardless of usage, and the hourly fee is applied based on hourly usage only. **Note** Free Trial and Annual pricing can't be combined with Monthly pricing.

Pricing model	Description
Paid usage pricing	Software is directly charged for the value you provide along with one of four usage categories: users, data, bandwidth, or hosts. You can define up to 24 dimensions for the product. All charges are still incurred hourly by the customer. All usage is calculated monthly and billed monthly using the same mechanism as existing AWS Marketpla ce software. Usage pricing is also referred to as AWS Marketplace Metering Service.
Contract pricing model	**AMI with contract pricing** – A Single-AMI product or Single-AMI with AWS CloudFormation stack that the buyer pays an upfront fee for.

AWS charges and software charges

Amazon Machine Image (AMI)-based product charges fall into two categories:

- **Infrastructure Pricing Details** – All AMI-based products incur associated AWS infrastructure charges depending on the services and infrastructure used. These rates and fees are defined and controlled by AWS, and can vary between AWS Regions. For more information, see Amazon EC2 Pricing.
- **Software Pricing Details** – For Paid products, the seller defines the charges for using the software.

These two product charge categories are displayed separately on the AWS Marketplace detail pages to help buyers understand the potential cost of using the products.

Free trial for AMI hourly products

AMI hourly products are eligible for the optional Free trial program. In a Free trial, a customer can subscribe to the product and use a single instance for up to 31 days without paying software charges on the product. Applicable AWS infrastructure charges still apply. Free trials will automatically convert to a paid subscription upon expiration. Customers will be charged for

additional usage above the free units provided. To offer an hourly product free trial, define the duration of the trial period and notify the AWS Marketplace Seller Operations team. The trial period can be 5–31 days.

When customers subscribe to a Free trial product, they receive a welcome email message that includes the term of the Free trial, a calculated expiration date, and details on unsubscribing. A reminder email message is sent three days before the expiration date.

If you offer a Free trial product in AWS Marketplace, you agree to the specific refund policies described under **Refund Policy**.

Additional resources

For more information about AMI product pricing, see the following topics:

- Custom metering pricing for AMI products with AWS Marketplace Metering Service
- Contract pricing for AMI products on AWS Marketplace

For more information bout billing, metering, and licensing integrations for AMI-based products, see the following topics:

about AMI product pricing, see the following topics:

- Configuring custom metering for AMI products with AWS Marketplace Metering Service
- Associating licenses with AMI-based products using AWS License Manager

Custom metering pricing for AMI products with AWS Marketplace Metering Service

With the AWS Marketplace Metering Service, you can modify your software to send metering records to an endpoint to capture usage. You can select a usage category and define up to 24 dimensions for that one category. These dimensions are metered once per hour, aggregated, and charged against a price plan that you define. As a seller, you must determine which dimension you want to use. After the AMI is published, you will not be able to change it. The following sections provide information about AWS Marketplace Metering Service.

Topics

- Metering service concepts

- Pricing your software
- Adding your product to AWS Marketplace
- Modifying your software to use the Metering Service
- Vendor-metered tagging (Optional)
- Configuring custom metering
- Configuring custom metering for AMI products with AWS Marketplace Metering Service

Metering service concepts

Before you use the AWS Marketplace Metering Service, note the following important service concepts:

- **Usage Category** – Any software product priced through the use of the Metering Service is categorized according to one usage category, which determines the appropriate way to charge customers. Usage categories include but aren't limited to:
  - **Users** – A defined set of permissions associated with a single identifier. This category is appropriate for software in which a customer's users connect to the software directly (for example, for customer-relationship management or business intelligence reporting).
  - **Hosts** – Any server, node, instance, endpoint, or other part of a computing system. This category is appropriate for software that monitors or scans many customer-owned instances (for example, performance or security monitoring).
  - **Data** – Storage or information, measured in MB, GB, or TB. This category is appropriate for software that manages stored data or processes data in batches.
  - **Bandwidth** – Measured in Mbps or Gbps. This category is appropriate for software that allows customers to specify an amount of bandwidth to provision.
  - **Unit** – Unit of measurement; see the examples described next.
- **Usage Unit** – A software product's specific usage unit corresponds to the selected usage category. This usage unit describes the unit your software will charge on. Examples include:
  - **NodesHrs** (corresponding to the Hosts category)
  - **UserHrs** (corresponding to the User category)
  - **GBStored** (corresponding to the Data category)
- **Consumption** – Software products priced through the use of the Metering Service charge for consumption in one of three ways:

  - Provisioned – The software allows customers to configure a specific amount of resources for use (for example, number of users or a fixed amount of bandwidth). Each hour, customers pay for what they have provisioned.
  - Concurrent – The software allows any number of distinct hosts or users to connect to the software. Each hour, customers pay based on the number of hosts or users who accessed the software.
  - Accumulated – The software allows customers to use any amount of data, either processed or stored. Each hour, customers pay for the aggregated amount.
- **Pricing** – Software products priced through the use of the Metering Service must specify either a single price or define up to 24 dimensions, each with their own price. Details about the pricing options include:
  - Single dimension – This is the simplest pricing option. Customers pay a single price per resource unit per hour, regardless of size or volume (for example, $0.014 per user per hour, or $0.070 per host per hour).
  - Multiple dimensions – This pricing option is appropriate when the selected usage category varies along multiple axes. For example, for host monitoring, a different price could be set depending on the size of the host. Or, for user-based pricing, a different price could be set based on the type of user (for example, admin, power user, and read-only user).
- **Metering** – All usage is recorded as a metering event, once each hour. Your software must be configured to send the appropriate dimension and usage amount to the AWS Marketplace Metering Service.
  - Allocations – Optionally, you may distribute the usage into allocations by properties that you track. These allocations are represented as tags to the buyer. The tags allow the buyer to view their costs split into usage by tag. For example, if you charge by the user, and users have a "Department" property, you could create usage allocations with tags that have a key of "Department", and one allocation per value. This approach doesn't change the price, dimensions, or the total usage that you report. However, it allows your customer to view their costs by categories appropriate to your product.

Pricing your software

When pricing your software with the AWS Marketplace Metering Service, you must first decide on a usage category and how it will be consumed. The service supports six distinct pricing scenarios. You must select only one of these for your product:

- Provisioned user (per hour)
- Concurrent user (per hour)
- Provisioned host (per hour)
- Concurrent host (per hour)
- Provisioned bandwidth (per hour)
- Accumulated data (per hour)

Next, you must decide how to price the selected usage category:

- Single price
- Multiple dimensions (up to 24)

Adding your product to AWS Marketplace describes how to provide a customer-friendly description of your dimension and pricing.

Example: Provisioned bandwidth with nonlinear pricing

Imagine you offer network appliance software. You choose to bill by provisioned bandwidth. For your usage category, select **Bandwidth**. In addition to charging by bandwidth, you want to charge a different price as buyers scale up. You can define multiple dimensions within the bandwidth category. You can define a distinct price for 25 Mbps, 100 Mbps, and 1 Gbps.

Example: Concurrent hosts with multiple dimensions

Imagine you offer software that monitors other Amazon EC2 instances. You choose to bill by the number of hosts that are being monitored. For your usage category, select **Host**. In addition to charging by host, you want to charge for the extra value for monitoring larger hosts. You can use multiple dimensions within the host category. You can define a distinct price for micro, small, medium, large, x-large, 2XL, 4XL, and 8XL instances. Your software is responsible for mapping each particular host to one of your defined dimensions. Your software is responsible for sending a separate metering record for each dimension of your usage category if applicable.

Adding your product to AWS Marketplace

To take advantage of the Metering Service, you must create a new product for AWS Marketplace to list. If your product is already on the AWS Marketplace, you will need to decide whether the new AWS Marketplace Metering Service product will be made available in addition to your current product, or if it will replace your current product as the only version available to new users. If you

choose replacement, the existing product will be removed from the AWS Marketplace so that it is no longer available for new buyers. Existing customers will continue to have access to their old product and instances, but they can migrate to the new product at their convenience. The new product must meter usage to the AWS Marketplace Metering Service, as described in Modifying your software to use the Metering Service.

After you have your AMI, follow the standard process to share and scan your AMI using the self-service tool. In addition to using the template available on the management portal, fill out the product load form and upload it to start the ingestion process.

Use the following definitions to complete the fields of the Product Load Form for the AWS Marketplace Metering Service. On the Product Load Form, these fields are labeled as **Flexible Consumption Pricing (FCP)** to differentiate them from hourly and monthly priced products.

- **Title** – If you already have a product on AWS Marketplace and you're adding the same product with the AWS Marketplace Metering Service, include the FCP category and dimension in parentheses to differentiate them (for example, “PRODUCT TITLE (Data)”).
- **Pricing Model** –From the dropdown list, choose **Usage**.
- **FCP Category** – The category in which customers are charged for paid products with a **Usage** pricing component. From the dropdown list, choose **Users**, **Hosts**, **Data**, or **Bandwidth**.
- **FCP Unit** –The unit of measurement on which customers are charged for paid products with a **Usage** pricing component. Options will appear in the dropdown list based on the FCP category you selected. The following table lists the valid units for each category.

Category	Valid units
Users	UserHrs
Hosts	HostHrs
Data	MB, GB, TB
Bandwidth	Mbps, Gbps

- **FCP Dimension Name** – The name used when sending metering records by calling the `MeterUsage` operation. It is visible in billing reports. However, because it isn't external-facing, the name doesn't need to be user-friendly. The name can be no more than 15 characters and

can only include alphanumeric and underscore characters. After you set the name and make the product public, you can't change it. Changing the name requires a new AMI.

- **FCP Dimension Description** – The customer-facing statement that describes the dimension for the product. The description (can be no more than 70 characters and should be user-friendly. Examples of descriptions include: Administrators per hour and Per Mbps bandwidth provisioned. After the product is published, you can't change this description.
- **FCP Rate** – The software charge per unit for this product. This field supports eight decimal places.

Notes:

- You don't need to fill out hourly and annual pricing fields.
- Free trial and annual pricing aren't compatible.
- Products that use an AMI, and the Clusters, and AWS Resources feature, can't use the AWS Marketplace Metering Service.
- Price, instance type, or AWS Region change will follow the same process as other AWS Marketplace products.
- Products with the AWS Marketplace Metering Service can't be converted to other pricing models such as hourly, monthly, or Bring Your Own License (BYOL).
- AWS Marketplace recommends adding IAM policy information in your usage instructions or document.
- You can include up to 24 FCP dimensions in total. Once created and published, you can't modify existing dimensions, but you can add new ones (up to the limit of 24).

If you have questions, contact the AWS Marketplace Seller Operations team.

Modifying your software to use the Metering Service

You will need to modify your software to record customer usage, send hourly usage reports to the Metering Service, and handle new failure modes. The software operates independently of pricing, but the software will need to know about the usage category, how it's consumed, and any dimensions.

Measuring consumption

Your software must determine how much of the selected usage category and which dimensions the customer has consumed. This value will be sent, once each hour, to the Metering Service. In all cases, it's assumed that your software has the ability to measure, record, and read consumption of resources for the purpose of sending it on an hourly basis to the Metering Service.

For provisioned consumption, this will typically be read from the software configuration as a sampled value, but might also be a maximum configured value, recorded each hour. For concurrent consumption, this might be either a periodic sample or a maximum value recorded each hour. For accumulated consumption, this will be a value that is accumulated each hour.

For pricing on multiple dimensions, multiple values must be measured and sent to the Metering Service, one per dimension. This requires your software to be programmed or configured with the known set of dimensions when you provide the AMI. The set of dimensions can't change after a product is created.

For each pricing scenario, the following table describes recommended ways for measuring consumption each hour.

Scenario	How to measure
Provisioned user	Current number of provisioned users (sampled). -OR- Maximum number of provisioned users (seen that hour).
Concurrent user	Current number of concurrent users (sampled). -OR- Maximum number of concurrent users (seen that hour). -OR-

Scenario	How to measure
	Total number of distinct users (seen that hour).
Provisioned host	Current number of provisioned hosts (sampled). -OR- Maximum number of provisioned hosts (seen that hour).
Concurrent host	Current number of concurrent hosts (sampled) . -OR- Maximum number of concurrent hosts (seen that hour). -OR- Total number of distinct hosts (seen that hour).
Provisioned bandwidth	Current provisioned bandwidth setting (sampled). -OR- Maximum provisioned bandwidth (seen that hour).

Scenario	How to measure
Accumulated data	Current GB of data stored (sampled). -OR- Maximum GB of data stored (seen that hour). -OR- Total GB of data added or processed that hour. -OR- Total GB of data processed that hour.

Vendor-metered tagging (Optional)

Vendor-metered tagging helps Independent Software Vendors (ISVs) give the buyer more granular insight into their software usage and can help them perform cost allocation.

To tag a buyer's software usage, you need to determine how costs are allocated. First ask your buyers what they want to see in their cost allocation. Then you can split the usage across properties that you track for the buyer's account. Examples of properties include `Account ID`, `Business Unit`, `Cost Centers`, and other relevant metadata for your product. These properties are exposed to the buyer as tags. Using tags, buyers can view their costs split into usage by the tag values in their AWS Billing Console (https://console.aws.amazon.com/costmanagement/). Vendor-metered tagging doesn't change the price, dimensions, or the total usage that you report. It allows your customer to view their costs by categories appropriate to your product.

In a common use case, a buyer subscribes to your product with one AWS account. The buyer also has numerous users associated with the same product subscription. You can create usage allocations with tags that have a key of `Account ID`, and then allocate usage to each user. In this case, buyers can activate the `Account ID` tag in their Billing and Cost Management console and analyze individual user usage.

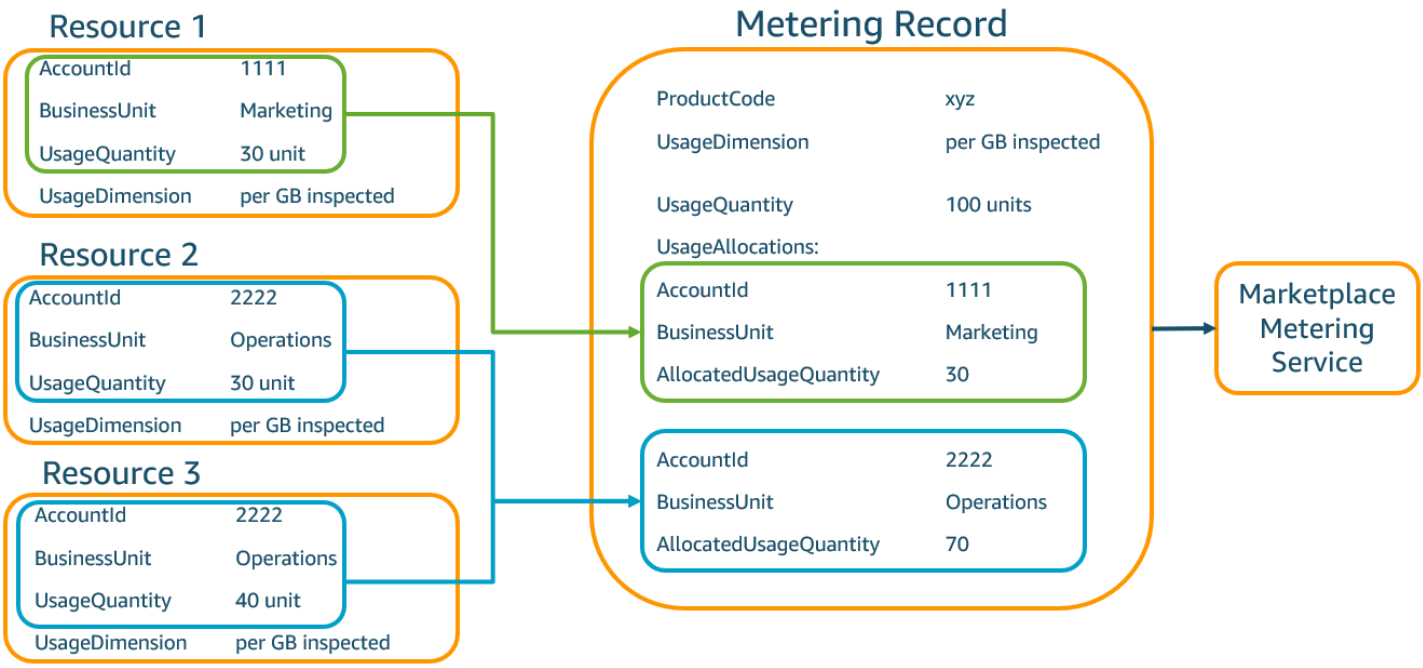
Seller experience

Sellers can aggregate the metering records for resources with the same set of tags instead of aggregating usage for all resources. For example, sellers can construct the metering record that

includes different buckets of `UsageAllocations`. Each bucket represents `UsageQuantity` for a set of tags, such as `AccountId` and `BusinessUnit`.

In the following diagram, **Resource 1** has a unique set of `AccountId` and `BusinessUnit` tags, and appears in the **Metering Record** as a single entry.

Resource 2 and **Resource 3** both have the same `AccountId` tag, 2222, and the same `BusinessUnit` tag, `Operations`. As a result, they're combined into a single `UsageAllocations` entry in the **Metering Record**.



Sellers can also combine resources without tags into a single `UsageAllocation` with the allocated usage quantity and send it as one of the entries in `UsageAllocations`.

Limits include:

- Number of tags – 5
- Size of `UsageAllocations` (cardinality) – 2,500

Validations include:

- Characters allowed for the tag key and value – a-zA-Z0-9+ -=._:\/@
- Maximum tags across `UsageAllocation` list – 5

- Two `UsageAllocations` can't have the same tags (that is, the same combination of tag keys and values). If that's the case, they must use the same `UsageAllocation`.
- The sum of `AllocatedUsageQuantity` of `UsageAllocation` must equal the `UsageQuantity`, which is the aggregate usage.

Buyer experience

The following table shows an example of the buyer experience after a buyer activates the `AccountId` and `BusinessUnit` vendor tags.

In this example, the buyer can see allocated usage in their **Cost Usage Report**. The vendor-metered tags use the prefix "`aws:marketplace:isv`". Buyers can activate them in the Billing and Cost Management, under **Cost Allocation Tags**, **AWS-generated cost allocation tags**.

The first and last rows of the **Cost Usage Report** are relevant to what the Seller sends to the Metering Service (as shown in the Seller experience example).

Cost Usage Report (Simplified)

ProductCode	Buyer	UsageDimension	UsageQuantity	aws:marketplace:isv:AccountId	aws:marketplace:isv:BusinessUnit
xyz	111122223333	Network: per (GB) inspected	70	2222	Operations
xyz	111122223333	Network: per (GB) inspected	30	3333	Finance
xyz	111122223333	Network: per (GB) inspected	20	4444	IT
xyz	111122223333	Network: per (GB) inspected	20	5555	Marketing

ProductCode	Buyer	UsageDimension	UsageQuantity	aws:marketplace:isv:AccountId	aws:marketplace:isv:BusinessUnit
xyz	111122223333	Network: per (GB) inspected	30	1111	Marketing

For a code example, see MeterUsage with usage allocation tagging (Optional)

Configuring custom metering

For more information about working with AWS Marketplace Metering Service, see Configuring custom metering for AMI products with AWS Marketplace Metering Service.

Configuring custom metering for AMI products with AWS Marketplace Metering Service

> **Note**
>
> For AMI-based products with custom metering pricing, your software must call the MeterUsage API using temporary AWS credentials of the IAM role for Amazon Elastic Compute Cloud attached to the Amazon EC2 instance. Using long-term access keys is not supported.

The AWS Marketplace Metering Service is a pricing and metering feature that you can use to directly charge for your software by usage category. There are five usage categories: users, data, bandwidth, hosts, or unit. You can use the Metering Service with Amazon Machine Image (AMI)-based, container-based, and software as a service (SaaS)-based products. The following sections provide more information about how to configure custom metering with AWS Marketplace Metering Service.

The AWS Marketplace Metering Service enables several new scenarios. For example, if your software monitors hosts, you can charge for each host monitored. You can have different prices based on the host size, and charge for the number of concurrent hosts monitored each hour.

Similarly, if your software allows many users across an organization to sign in, you can charge by the number of users. Each hour, the customer is charged for the total number of provisioned users.

For more information, see the *AWS Marketplace Metering Service API Reference*.

For more information about integrating AWS Marketplace Metering Service API for AMI-based products with custom metering pricing, see the List AMI products priced by custom units lab of the *AWS Marketplace seller workshop*.

Topics

- Requirements
- Call AWS Marketplace Metering Service
- Failure handling
- Limitations
- Code example

Requirements

All AMI-based software that uses the Metering Service must meet the following requirements:

- Your software must be launched from AWS Marketplace through an Amazon Machine Image (AMI).
- If you have an existing product in AWS Marketplace, you must submit a new AMI and create a new product to enable this feature.
- All software must be provisioned with an AWS Identity and Access Management (IAM) role. The end customer must add an IAM role to the Amazon Elastic Compute Cloud (Amazon EC2) instance the user is provisioning with the software. The use of an IAM role is optional when you deploy software through AWS Marketplace. It's required when you deploy AWS Marketplace Metering Service software.
- Your software must be able to determine consumption in some way.

Call AWS Marketplace Metering Service

Your software must call the Metering Service hourly and record the consumption value for that hour.

When your software starts, it should record the minute-of-the-hour at which it started. This is referred to as the *start-minute*. Every hour on the start-minute, your software must determine the consumption value for that hour and call the Metering Service. For information about how to obtain this value, see Modifying your software to use the Metering Service.

To wake up each hour at the start-minute, your software must use one of the following approaches:

- A thread within your software.
- A daemon process that starts up with the instance or software.
- A cron job that is configured during application startup.

> **Note**
>
> Your software must call the AWS Marketplace Metering Service using the IAM role configured on the customer's instance and specify the consumption dimension and amount.

Your software can use the AWS SDK to call the AWS Marketplace Metering Service, similar to the following example implementation:

1. Use the instance profile to create a service client. This requires the role configured for the EC2 instance. The role credentials are refreshed by the SDK automatically.
2. Each hour, read your software configuration and state to determine consumption values for that hour. This might include collecting a value-per-dimension.
3. Call the `meterUsage` method on the SDK client with the following parameters (call additionally for each dimension that has usage):
   - `timestamp` – Timestamp of the hour being recorded (in UTC).
   - `productCode` – Product code assigned to the software.
   - `dimension` – Dimension (or dimensions) assigned to the software.
   - `quantity` – Consumption value for the hour.
   - `allocations` – (Optional) You may provide allocations for the usage across properties that you track. These allocations must add up to the total consumption in the record. To the buyer, these display as potential cost allocation tags in their billing tools (such as the AWS Billing and

Cost Management console). The buyer must activate the tags in their account in order to track their cost using these tags.

In addition, your software must call an in-Region AWS Marketplace Metering Service endpoint. Your product must have a correct Regional endpoint set up, so `us-east-1` sends records to a `us-east-1` endpoint, and `us-west-2` sends records to a `us-west-2` endpoint. Making in-Region calls provides buyers with a more stable experience and prevents situations in which an unrelated Region's availability could impact software running in another Region.

When you send metering records to the service, you must connect to the AWS Marketplace Metering Service in your Region. Use the `getCurrentRegion()` helper method to determine the Region in which the EC2 instance is running, and then pass this Region information to the `MeteringServiceClient` constructor. If you don't specify an AWS Region in the SDK constructor, the default `us-east-1` Region is used. If your application attempts to make cross-Region calls to the service, the calls are rejected. For more information, see Determining an Application's Current Region and getCurrentRegion().

Failure handling

Your product must send metering records to the service, a public internet endpoint, so that usage can be captured and billed. Because it's possible for a customer to modify network settings in a way that prevents your metering records from being delivered, your product should account for this by choosing a failure mode.

> **Note**
>
> Some metering failures may be transient issues in connecting to the AWS Marketplace Metering Service. AWS Marketplace strongly recommends implementing retries for up to 30 minutes, with exponential back off, to avoid short-term outages or network issues.

Typically, software can fail open (provide a warning message but maintain full functionality) or fail closed (disable all functionality in the application until a connection has been reestablished). You can choose to fail open, closed, or something specific to your application. We strongly recommend that you refrain from failing closed after less than two hours of metering failures.

As an example of failing partially open, you could continue to allow access to the software but not allow the buyer to modify the software settings. Or, a buyer could still access the software but would not be able to create additional users. Your software is responsible for defining and

enforcing this failure mode. Your software's failure mode must be included when your AMI is submitted, and it can't be changed later.

Limitations

Keep these limitations in mind when designing and submitting your Metering Service-enabled software:

- **IAM role and internet gateway requirements for your customers** – Your customers must have an internet gateway and must launch your software with an IAM role with specific permissions. For more information, see AWS Marketplace metering and entitlement API permissions. Your software can't connect to the Metering Service if these two conditions aren't met.
- **Inability to add new or change usage category to existing Metering Service product** – When customers subscribe to your software product, they're agreeing to terms and conditions. Changing the usage categories in products with the Metering Service requires a new product and a new subscription.
- **Inability to change dimensions to existing Metering Service product** – When customers subscribe to your software product, they're agreeing to terms and conditions. Changing the dimensions in products with the Metering Service requires a new product and a new subscription. You *can* add new dimensions to existing products, up to the limit of 24.
- **Lack of free trial and annual subscriptions** – Metering Service products don't support free trials and annual subscriptions at launch.
- **Multi-instance or cluster-based deployment considerations** – Some software is deployed as part of a multi-instance deployment. When you design your software, consider how and where consumption is measured and where metering records are emitted.

Code example

The following code example is provided to help you integrate your AMI product with the AWS Marketplace APIs required for publishing and maintaining your product.

`MeterUsage` with usage allocation tagging (Optional)

The following code example is relevant for AMI products with consumption pricing models. The Python example sends a metering record with appropriate usage allocation tags to AWS Marketplace to charge your customers for pay-as-you-go fees.

```
# NOTE: Your application will need to aggregate usage for the
```

```
#       customer for the hour and set the quantity as seen below.
#       AWS Marketplace can only accept records for up to an hour in the past.
#
# productCode is supplied after the AWS Marketplace Ops team has
# published the product to limited

# Import AWS Python SDK
import boto3
import time

usageRecord = [
    {
        "AllocatedUsageQuantity": 2,
        "Tags":
            [
                { "Key": "BusinessUnit", "Value": "IT" },
                { "Key": "AccountId", "Value": "123456789" },
            ]

    },
    {
        "AllocatedUsageQuantity": 1,
        "Tags":
            [
                { "Key": "BusinessUnit", "Value": "Finance" },
                { "Key": "AccountId", "Value": "987654321" },
            ]

    }
]

marketplaceClient = boto3.client("meteringmarketplace")

response = marketplaceClient.meter_usage(
    ProductCode="testProduct",
    Timestamp=int(time.time()),
    UsageDimension="Dimension1",
    UsageQuantity=3,
    DryRun=False,
    UsageAllocations=usageRecord
)
```

For more information about `MeterUsage`, see MeterUsage in the *AWS Marketplace Metering Service API Reference*.

Example response

```
{ "MeteringRecordId": "string" }
```

Contract pricing for AMI products on AWS Marketplace

Contract pricing for Amazon Machine Image (AMI)-based products means that the buyer pays an upfront fee for a single AMI product or single AMI with AWS CloudFormation stack. For AMI-based products with contract pricing, AWS Marketplace bills your customers upfront or by the payment schedule that you define, based on the contract between you and your customer. After that point, they're entitled to use those resources. This topic provides more information about contract pricing.

To set your pricing, choose one or more contract durations that you offer customers. You can enter different prices for each contract duration. Your options are 1-month, 12-months, 24-month, and 36-month durations. For private offers, you can specify a custom duration in months (up to 60 months).

> **Note**
>
> Free trials are not available for AMI products with contract pricing.

Choose the category that best describes your product's pricing. The pricing category appears to customers on the AWS Marketplace website. You can choose from **Bandwidth** (GB/s, MB/s), **Data** (GB, MB, TB), **Hosts**, **Requests**, **Tiers**, or **Users**. If none of the predefined categories fit your needs, you can choose the more generic **Units** category.

The offer allows for up to 24 dimensions to be added to it. Each dimension requires the following data:

- **Contracts Category** – For contract products with no consumption-based pricing, you can choose a category which most closely resembles the category of dimension in the contract or choose **Units** if no values resemble the units for the dimension in the contract
- **Contracts Unit** – Choose one of the available values for the units that closely matches your dimensions based on the Category selected.

- **Contracts Dimension Allow Multiple Purchases** – This field is used to indicate whether an offer is a tiered pricing offer or a non-tiered offer:

  Tiered offer – Allows the buyer to subscribe to only one of the available dimensions in the offer. Dimensions in a tiered offer don't have the concept of quantities. Signing a contract with a specific dimension essentially indicates that the buyer has chosen the specific feature indicated by that dimension.

  Non-tiered offer – Allows the customer to procure more than one dimensions as part of the contract and allows them to procure multiple units of each such dimension.

  Setting a value of *true* for this field indicates that the offer is a non-tiered offer. Setting a value of *false* for this field indicates that the offer is a tiered offer.

When using the Product Load Form (PLF) to create the contracts for your AMI product, you must define the following fields for your pricing dimensions:

- **Contracts DimensionX API Name** – The name that should appear in the license generated in the buyer's AWS License Manager account. This name is also used as the value for `Name` in `Entitlement` in the `Checkoutlicense` API call.
- **Contracts DimensionX Display Name** – The customer-facing name of the dimension that will be displayed on the product detail and procurement pages of the AWS Marketplace website. Create a name that is be user-friendly. The name's maximum length is 24 characters. After the listing is public, the value of `Name`can't be changed.
- **Contracts DimensionX Description** – The customer-facing description of a dimension that provides additional information about the dimension for the product, such as the capabilities that the specific dimension provides. The maximum length for the description is 70 characters.
- **Contracts DimensionX Quantity** – This is used to calculate proration in cases of agreement amendments to a product. This value of this field should be set to 1 for all contract offers. It should not be edited.
- **Contracts DimensionX 1-Month Rate** – The contract rate to be charged for one month of entitlements against this dimension. For non-tiered offers, this rate is charged for each unit of the dimension that is procured. This field supports three decimal places.
- **Contracts DimensionX 12-Month Rate** – The contract rate to be charged for 12 months of entitlements against the dimension. For non-tiered offers, this rate is charged for each unit of the dimension that is procured. This field supports three decimal places.

- **Contracts DimensionX 24-Month Rate** – The contract rate to be charged for 24 months of entitlements against the dimension. For non-tiered offers, this rate is charged for each unit of the dimension that is procured. This field supports three decimal places.
- **Contracts DimensionX 36-Month Rate** – The contract rate to be charged for 36 months of entitlements against the dimension. For non-tiered offers, this rate is charged for each unit of the dimension that is procured. This field supports three decimal places.

Example: Data storage application

	1-month price	12-month price	24-month price	36-month price
Unencrypted data (GB)	$1.50/GB	$16.00/GB	$30.00/GB	$60.00/GB
Encrypted data (GB)	$1.55/GB	$16.60/GB	$31.20/GB	$61.20/GB

Example: Log monitoring product

	1-month price	12-month price	24-month price	36-month price
Basic (10 hosts monitored, 5 containers monitored)	$100	$1000	$2000	$4000
Standard (20 hosts monitored , 10 containers monitored)	$200	$2000	$4000	$8000
Pro (40 hosts monitored, 20 containers monitored)	$400	$4000	$8000	$16,000

	1-month price	12-month price	24-month price	36-month price
Additional hosts monitored per hour	$10	$100	$200	$400
Additional containers monitored per hour	$10	$100	$200	$400

Note

The prices can be for the following durations: 1 month, 12 months, 24 months, or 36 months. You can choose to offer one or more of these options for your product. The durations must be the same across each dimension.

Example

For example, in a case where you have `ReadOnlyUsers` and `AdminUsers` dimensions, if you offer a yearly price for ReadOnlyUsers, you must offer a yearly price for `AdminUsers`, too.

Automatic renewals

When customers purchase your product through AWS Marketplace using AMI contracts, they can agree to automatically renew the contract terms. Customers continue to pay for the entitlements every month or for 1, 2, or 3 years.

Customers can modify their renewal settings at any time. For more information, see Modifying an existing contract in the *AWS Marketplace Buyer Guide*.

Associating licenses with AMI-based products using AWS License Manager

For Amazon Machine Image (AMI)-based products with contract pricing, you can use AWS License Manager to associate licenses with your product. AWS License Manager is a license management

tool that enables your application to track and update licenses (also known as entitlements) that have been purchased by a customer. After the integration is complete, you can publish your product listing on AWS Marketplace. The following sections provide more information about using AWS License Manager to associate licenses with your AMI-based product.

For more information about AWS License Manager, see the AWS License Manager User Guide and the AWS License Manager section of the *AWS CLI Command Reference*.

For more information about integrating AWS License Manager with AMI-based products with contract pricing, see the List AMI products priced by upfront payment lab of the *AWS Marketplace seller workshop*.

Note

- Customers can't launch new instances of the AMI after the contract expiry period. However, during the contract duration, they can launch any number of instances. These licenses are not node-locked or tied to particular instances.
- **Private Offer Creation**– Sellers can generate private offers for the products using the Private offer creation tool in the AWS Marketplace Management Portal.
- **Reporting** – You can set up data feeds by setting up an Amazon S3 bucket in the **Report** section in the AWS Marketplace Management Portal. For more information, refer to Seller reports, data feeds, and dashboards in AWS Marketplace.

Topics

- License models
- Integration workflow
- License Manager integration prerequisites
- Integrating an AMI-based product with AWS License Manager
- License renewals and upgrades

License models

AWS Marketplace integration with AWS License Manager supports two license models:

- Configurable license model
- Tiered license model

Configurable license model

The configurable license model (also known as the quantifiable license model) entitles a buyer to a specific quantity of resources after a buyer has procured a license.

You set a pricing dimension and a per unit price. Then, buyer can choose the quantity of the resources that they want to purchase.

Example of pricing dimension and per unit price

You can set a pricing dimension (such as data backup) and per unit price (such as $30/unit)

The buyer can choose to purchase 5, 10, or 20 units.

Your product tracks and meters usage to measure the quantity of resources consumed.

With the configuration model, the entitlements are counted in one of two ways:

- Drawdown licenses
- Floating licenses

Drawdown licenses

The license is drawn from the pool of allowed amount of licenses upon use. That entitlement is checked out permanently and can't be returned to the license pool.

Example of processing a limited amount of data

A user is entitled to process 500 GB of data. As they continue to process data, the quantity is drawn from the pool of 500 GB until all 500 GB licenses are consumed.

For drawdown licenses, you can use the `CheckoutLicense` API operation to check out license units that are consumed.

Example of backup to Amazon S3 for a number of units/year

You have a storage product that allows backup to Amazon Simple Storage Service for up to 1024 units for data for one year. Your application can be launched by using multiple Amazon EC2 instances. Your application has a mechanism to track and aggregate data. Your software calls the

`CheckoutLicense` API operation with the Product ID upon every backup or at fixed intervals to update the consumed quantities.

In this example, your software calls `CheckoutLicense` to check out 10 units of data. When the total capacity reaches the backup limit that the customer has purchased, the API call fails.

Request

```
linux-machine ~]$ aws license-manager checkout-license\
--product-sku "2205b290-19e6-4c76-9eea-377d6bf7la47" \
--checkout-type "PERPETUAL" \
--key-fingerprint "aws:294406891311:AWS/Marketplace:issuer-fingerprint" \
--entitlements "Name=DataConsumption, Value=l0, Unit=Count" \
--client-token "AKIAIOSFODNN7EXAMPLE"
```

Response

```
{
  "CheckoutType": "PERPETUAL",
  "EntitlementsAllowed": [
    {
      "Name": "DataConsumption",
      "Count": 10,
      "Units": "Count",
      "Value": "Enabled"
    }
},
  "Expiration":    "2021-04-22Tl9:02: 36",
  "IssuedAt": "2021-04-22Tl8:02:36",
  "LicenseArn": "arn:aws:license-manager::294406891311:license:l-16bf01b...",
  "LicenseConsumptionToken":  "AKIAIOSFODNN7EXAMPLE"
}
```

Floating licenses

The license is returned to the pool of the allowed amount of licenses after use.

Example of number of users from a fixed upper limit

A user is entitled to 500 simultaneous users on the application. As users log in and log out, the users are drawn and returned to the pool of 500 users. However, the application can't draw more than 500 users from the pool because 500 simultaneous users is the fixed upper limit.

For floating licenses, you can use the `CheckInLicense` API operation to return the license units to the entitlement pool.

Example of number of concurrent users for one year

Your product is priced based on number of concurrent users. The customer purchases a license for 10 users for one year. The customer launches the software by providing AWS Identity and Access Management (IAM) permissions. When a user logs in, your application calls the `CheckoutLicense` API operation to reduce the quantity by 1. When the user logs out, the application returns that license to the pool by calling the `CheckInLicense` API operation. If you don't call `CheckInLicense`, the license unit will be automatically checked in after 1 hour.

> **Note**
>
> In the following Request, the `key-fingerprint` isn't a placeholder value but the actual value of the fingerprint with which all licenses will be published.

Request

```
linux-machine ~]$ aws license-manager checkout-license\
--product-sku "2205b290-19e6-4c76-9eea-377d6bf7la47" \
--checkout-type "PROVISIONAL" \
--key-fingerprint "aws:294406891311:AWS/Marketplace:issuer-fingerprint" \
--entitlements "Name=ReadOnlyUSers, Value=l0, Unit=Count" \
--client-token "AKIAIOSFODNN7EXAMPLE"
```

Response

```
{
  "CheckoutType": "PROVISIONAL",
  "EntitlementsAllowed": [
    {
      "Name": "ReadOnlyUsers",
      "Count": 10,
      "Units": "Count",
      "Value": "Enabled"
    }
},
  "Expiration": "2021-04-22Tl9:02: 36",
  "IssuedAt": "2021-04-22Tl8:02:36",
```

```
  "LicenseArn": "arn:aws:license-manager::294406891311:license:l-16bf01b...",
  "LicenseConsumptionToken": "AKIAIOSFODNN7EXAMPLE"
}
```

Tiered license model

The tiered license model entitles a buyer to a specific level, or tier, of application features after a buyer has procured a license.

You create tiers for your product, such as Basic, Intermediate, and Premium. The buyer then selects one of the predefined tiers.

The application doesn't need to track or meter usage of the application.

With the tiered license model, the entitlements aren't counted but instead signify a tier of service that was procured by the customer.

If you want to offer bundled features together, we recommend using the tiered license model.

Example of Basic, Intermediate, and Premium tiers

A customer can sign a contract for one of three possible tiers of the software: Basic, Intermediate, or Premium. Each of these tiers has its own pricing. Your software can identify the tier that the customer has signed up for by invoking the `CheckoutLicense` API operation and specifying all possible tiers in the request.

The response of the request contains the entitlement corresponding to the tier the customer has procured. Based on this information, the software can provision the appropriate customer experience.

Request

```
linux-machine  ~]$ aws  license-manager   checkout-license\
--product-sku  "2205b290-19e6-4c76-9eea-377d6bf71a47"  \
--checkout-type  "PROVISIONAL"  \
--key-fingerprint  "aws:294406891311:AWS/Marketplace:issuer-fingerprint" \
--entitlements  "Name=BasicTier,  Unit=None"   "Name=IntermediateTier,  Unit=None" \
 "Name=PremiumTier, Unit=None"
```

Response

```
{
  "CheckoutType": "PROVISIONAL",
```

```
  "EntitlementsAllowed": [
    {
      "Name": "IntermediateTier",
      "Units": "None"
    }
},
  "Expiration": "2021-04-22T19:02:36",
  "IssuedAt": "2021-04-22T18:02:36",
  "LicenseArn": "arn:aws:license-manager::294406891311:license:l-16bf01b...",
  "LicenseConsumptionToken": "AKIAIOSFODNN7EXAMPLE"
}
```

Integration workflow

The following steps show the workflow for integrating your AMI product with AWS License Manager:

1. Seller creates a product with AWS License Manager integration.
2. Seller lists the product on AWS Marketplace.
3. Buyer finds the product on AWS Marketplace and purchases it.
4. A license is sent to the buyer in their AWS account.
5. Buyer uses the software by launching the Amazon Elastic Compute Cloud (Amazon EC2) instance, Amazon Elastic Container Service (Amazon ECS) task, or Amazon Elastic Kubernetes Service (Amazon EKS) pod software, The customer deploys by using an IAM role.
6. Software reads the license in the buyer's AWS License Manager account, discovers the entitlements purchased, and provisions the features accordingly.

> **Note**
>
> License Manager doesn't do any tracking or updates; this is done by the seller's application.

License Manager integration prerequisites

Before publishing the product, you must do the following:

1. Create a new AMI product in the AWS Marketplace Management Portal, and make a note of its product code.

2. Fill out the Product Load Form (PLF) with the necessary price information, and return it to us for processing.
3. Use an IAM role for the task or pod running your application with the IAM permissions necessary to call `CheckoutLicense`, `ExtendLicenseConsumption`, and `CheckInLicense`.

   The required IAM permissions are detailed in the following IAM policy.

   JSON

```
{
   "Version":"2012-10-17",
   "Statement":[
      {
         "Sid":"VisualEditor0",
         "Effect":"Allow",
         "Action":[
            "license-manager:CheckoutLicense",
            "license-manager:GetLicense",
            "license-manager:CheckInLicense",
            "license-manager:ExtendLicenseConsumption",
            "license-manager:ListReceivedLicenses"
         ],
         "Resource":"*"
      }
   ]
}
```

4. Make a test call to the `RegisterUsage` API operation with a record for all of the pricing dimensions you define.

Integrating an AMI-based product with AWS License Manager

You can integrate your AMI-based product with License Manager by using the AWS License Manager API. Launch the Amazon EC2 instances by using AWS Marketplace AMI-based products.

> **Note**
>
> Make sure that you have completed the the section called “License Manager integration prerequisites” before you perform the following procedure.

To integrate your AMI-based product with License Manager

1. Complete the procedure in the section called "Creating a test license in License Manager". You must create a test license in License Manager for testing your integration.
2. Run the GetLicense API operation using the license Amazon Resource Name (ARN) that you obtained in step 1. Note the value of the `KeyFingerprint` attribute of the `GetLicense` response for later use.
3. Download and include the latest public AWS SDK in your application.
4. To verify that the buyer is entitled to use a license for your application, run the CheckoutLicense API operation. Use the entitlements details and the key fingerprint of the test license that you obtained in step 1.

   If there are no entitlements found for the license, or the entitlement maximum count is exceeded, the `CheckoutLicense` API operation returns `NoEntitlementsAllowedException`. If the entitlements are valid, or available to use, the `CheckoutLicense` operation returns a successful response with the requested entitlements and their values.
5. (Required for floating entitlements only) Run the CheckinLicense API operation using the `LicenseConsumptionToken` that was received in the `CheckoutLicense` response. This action releases previously checked-out entitlements back into the pool of available entitlements.
6. After you successfully verify the License Manager integration with the test license that you created in step 1, update the key fingerprint in your code to `aws:294406891311:AWS/Marketplace:issuer-fingerprint`. Now, you're ready to work with licenses issued by AWS Marketplace.

Follow the release process of building the application to an AMI product and then submit the product to AWS Marketplace following the product publishing process.

Creating a test license in License Manager

You use version 2 of the AWS Command Line Interface (AWS CLI) to create a test license in AWS License Manager. This test license is only used for verifying and testing the AWS License Manager integration. After the testing is completed, you can delete the test license. The actual license is generated by AWS Marketplace with a different key fingerprint.

AWS Marketplace supports two types of entitlements in AWS License Manager. However, only one type can be enabled for a product. When you create a license, including a test license, you must specify one of the following types of entitlements:

Tiered entitlements – The tiered license model entitles the customer to certain application features. Customers can't define the quantity of units they want to purchase. However, they can select a single predefined package or tier. Customers can modify the contract later to subscribe to another tier.

Configurable entitlements – The configurable license model grants entitlements to a certain quantity of resources when the customer procures a license. The customer chooses the quantity of units they want to purchase during the subscription process and will be billed based on the unit price. Customers can also subscribe to multiple dimensions.

The required parameters for use in the `CheckoutLicense` API operation are as follows:

- `CheckoutType` – The valid values are `Perpetual` or `Provisional`:
  - `Perpetual` – Used when the quantity of entitlements checked out will be exhausted from the pool. Example: Buyer is entitled to process 500 GB of data. As they continue to process data, the quantity is drawn down and exhausted from the pool of 500 GB. Gets the status of a purchased license on whether the license is expired or about to be expired to send a notification to the customer.
  - `Provisional` – Used for floating license entitlements where entitlements are checked out of the pool and returned back after use. Example: User is entitled to 500 simultaneous users in the application. As users log in and log out, the users are drawn and returned to the pool of 500 users. For more information about floating license entitlements, see Seller issued licenses in AWS License Manager.
- `ClientToken` – Unique, case-sensitive identifier to ensure the exact result occurs and is the same no matter how many times attempted. We recommend that you use a random universally unique identifier (UUID) for each request.
- `Entitlements` – List of entitlements to be checked out.
  - For tiered entitlements, provide `Name` and `Unit` properties as follows:

```
{

"Name": "<Entitlement_Name>",

"Unit": "None"
```

```
}
```

- For configurable entitlements, provide `Name`, `Unit`, and `Value`properties as follows:

```
{
"Name": "<Entitlement_Name>",
"Unit": "<Entitlement_Unit>",
"Value": <Desired_Count>{
}
```

- `KeyFingerprint` – Use this key fingerprint to verify that the license is issued by AWS Marketplace. The key fingerprint for licenses issued by AWS Marketplace is as follows:

  `aws:294406891311:AWS/Marketplace:issuer-fingerprint`

- `Product SKU` – Product ID with a Globally Unique Identifier (GUID) format that is associated with an AWS Marketplace product.

Example of a configurable entitlement

The following is an example of a request that uses the `CheckoutLicense` API operation to check out a configurable entitlement named `PowerUsers`.

```
aws license-manager checkout-license \
   product-sku "2205b290-19e6-4c76-9eea-377d6bf71a47" \
   checkout-type "PROVISIONAL" \
   client-token "79464194dca9429698cc774587a603a1" \"Statement":[
   entitlements "Name=PowerUsers,Value=1,Unit=Count" \
   key-fingerprint "aws:294406891311:AWS/Marketplace:issuer-fingerprint"
```

Example of a tiered entitlement

The following is an example of a request that uses the `CheckoutLicense` API operation to check out a feature entitlement named `EnterpriseEdition`.

```
aws license-manager checkout-license \
   --product-sku "2205b290-19e6-4c76-9eea-377d6bf71a47" \
   --checkout-type "PROVISIONAL" \
```

```
    --client-token "79464194dca9429698cc774587a603a1" \
    --entitlements "Name=EnterpriseEdition,Unit=None" \
    --key-fingerprint "aws:294406891311:AWS/Marketplace:issuer-fingerprint"
```

To create a test license for your AMI-based product

1. From your local environment with AWS CLI v2 installed, run the following script. The script creates the test license and configures the appropriate product details.

> **Note**
>
> Use a different AWS account than the test AWS account in which you are deploying and testing your software. Licenses can't be created, granted to, and checked out in the same AWS account.

```
#!/bin/bash

# Replace with intended product ID on AWS Marketplace
PRODUCT_ID=<REPLACE-WITH-PRODUCT-ID>

# Replace with license recipient's AWS Account ID
BENEFICIARY_ACCOUNT_ID=<REPLACE-WITH-BENEFICIARY-ACCOUNT-ID>

# Replace with your product's name
PRODUCT_NAME="Test Product"

# Replace with your seller name on AWS Marketplace
SELLER_OF_RECORD="Test Seller"

# Replace with intended license name
LICENSE_NAME="AWSMP Test License"

# Replace the following with desired contract dimensions
# More info here: https://docs.aws.amazon.com/license-manager/latest/APIReference/
API_Entitlement.html
# Example "configurable entitlement"
ENTITLEMENTS='[
  {
    "Name": "ReadOnly",
    "MaxCount": 5,
```

```
    "Overage": false,
    "Unit": "Count",
    "AllowCheckIn": true
  }
]'
# Example "tiered entitlement"
# ENTITLEMENTS='[
#   {
#     "Name": "EnterpriseUsage",
#     "Value": "Enabled",
#     "Unit": "None"
#   }
# ]'

# Format "yyyy-mm-ddTHH:mm:ss.SSSZ"
# This creates a validity period of 10 days starting the current day
# Can be updated to desired dates
VALIDITY_START=$(date +%Y-%m-%dT%H:%M:%S.%SZ)
VALIDITY_END=$(date --date="+10 days" +%Y-%m-%dT%H:%M:%S.%SZ)

# Configuration for consumption of the license as set on Marketplace products
CONSUMPTION_CONFIG='{
 "RenewType": "None",
 "ProvisionalConfiguration": {
   "MaxTimeToLiveInMinutes": 60
 }
}'

# License's home Region
HOME_REGION=us-east-1

# License issuer's name
ISSUER=Self

# Run AWS CLI command to create a license
aws license-manager create-license \
  --license-name "${LICENSE_NAME}" \
  --product-name "${PRODUCT_NAME}" \
  --product-sku "${PRODUCT_ID}" \
  --issuer Name="${ISSUER}" \
  --beneficiary "${BENEFICIARY_ACCOUNT_ID}" \
  --validity 'Begin="'"${VALIDITY_START}"'",End="'"${VALIDITY_END}"'"' \
  --entitlements "${ENTITLEMENTS}" \
  --home-region "${HOME_REGION}" \
```

```
  --region "${HOME_REGION}" \
  --consumption-configuration "${CONSUMPTION_CONFIG}" \
  --client-token $(uuidgen)
```

2. Grant the license using the AWS License Manager console. For more information, see distribute an entitlement in the *License Manager User Guide*.
3. Sign in to the AWS account that acts as a buyer account where you will deploy and test your software. This must be a different AWS account from the AWS account that created and granted the license.
4. Go to the AWS License Manager console to accept and activate the granted licenses. For more information, see manage your granted licenses in the *License Manager User Guide*.
5. Run the following command in your environment.

```
# The following example uses a key fingerprint that should match the test license
 you created.
# When checking out an actual AWS Marketplace created license, use the following
 fingerprint:
# aws:294406891311:AWS/Marketplace:issuer-fingerprint
aws license-manager checkout-license \
  --product-sku <REPLACE-WITH-PRODUCT-ID> \
  --checkout-type PROVISIONAL \
  --key-fingerprint "aws:<ACCOUNT-ID-WHERE-YOU-CREATED-TEST-LICENSE>:Self:issuer-
fingerprint" \
  --entitlements "Name=ReadOnly,Value=1,Unit=Count" \
  --client-token $(uuidgen)
```

The previous command uses `PROVISIONAL` as the value for the `CheckoutType` parameter. If the entitlement uses a drawdown license, use `PERPETUAL` for the value.

License Manager API calls

To manage the licenses stored in the customer's License Manager account, your software can use the following API calls:

- `GetLicense` – Gets the status of a purchased license on whether the license is expired or about to be expired to send a notification to the customer.
- `CheckoutLicense` – Discovers licenses that the user has purchased. You can also use it to update the license quantity when the user has consumed some quantity of licenses. With `CheckoutLicense`, you can keep checking out the quantities of the licenses used by the

customer. When the customer exhausts all the licenses, this call returns an error. For information about the suggested cadence to run `CheckoutLicense`, see the section called "License renewals and upgrades".

- `ExtendLicenseConsumption` – In case of floating dimensions, when the software check outs a license, it will return the license to the pool automatically after 60 minutes. If you want to extend the time the license remains checked out, your software can call `ExtendLicenseConsumption` to extend the license for another 60 minutes.
- `CheckInLicense` – In case of floating dimensions, when you want to return the license to the entitlement pool, use `CheckInLicense`.
- `ListReceivedLicenses` – Lists licenses purchased by the buyer.

License renewals and upgrades

Customers can renew or upgrade their licenses on the AWS Marketplace Management Portal. After they make an additional purchase, AWS Marketplace generates a new version of the license that reflects the new entitlements. Your software reads the new entitlements using the same API calls. You don't have to do anything different in terms of License Manager Integration to handle renewals and upgrades.

Due to license renewals, upgrades, cancellations, and so on, we recommend that your product performs the `CheckoutLicense` API call at a regular cadence while the product is in use. By using the `CheckoutLicense` API operation at a regular cadence, the product can detect changes in entitlements such as upgrades and expiry.

We recommend that you perform the `CheckoutLicense` API call every 15 minutes.

Receiving Amazon SNS notifications for AMI products on AWS Marketplace

To receive notifications about changes to customer subscriptions for your products, you can subscribe to the Amazon Simple Notification Service (Amazon SNS) topics for AWS Marketplace provided to you during product creation. For example, you can know when customers accept a private offer. Amazon SNS topic: aws-mp-subscription-notification is an Amazon SNS topic that is available for AMI products. This topic notifies you when a buyer subscribes or unsubscribes to a product. This notification is available for hourly pricing models, including hourly and hourly with annual. For more information, see the following sections.

Note

During the product creation process, an Amazon SNS topic is created for your product. To subscribe to notifications, you need the Amazon Resource Name (ARN) of the Amazon SNS topic (for example, `arn:aws:sns:us-east-1:123456789012:aws-mp-subscription-notification-PRODUCTCODE`). The ARN is not available in the seller portal for server products. Contact the AWS Marketplace operations team to request the ARN.

Topics

- Amazon SNS topic: aws-mp-subscription-notification
- Subscribing an Amazon SQS queue to the Amazon SNS topic

Amazon SNS topic: aws-mp-subscription-notification

Each message in the `aws-mp-subscription-notification` topic for the `subscribe-success` and `subscribe-fail` action has the following format.

```
{
    "action": "action-name",
    "customer-identifier": " X01EXAMPLEX",
    "product-code": "n0123EXAMPLEXXXXXXXXXXX",
    "offer-identifier": "offer-abcexample123"
}
```

The *<action-name>* will vary depending on the notification. Possible actions are:

- `subscribe-success`
- `subscribe-fail`
- `unsubscribe-pending`
- `unsubscribe-success`

The `offer-identifier` is included in the notification only when the action is `subscribe-success` or `subscribe-fail`. It isn't included in notifications when the action is `unsubscribe-pending` or `unsubscribe-success`. For offers created before January 2024, this identifier is

included in the notification only for private offers. For offers created in January 2024 and later, this identifier is included in notifications for all offers, including both private offers and public offers.

For information on offer types, see the response from DescribeEntity API or the offer visibility of an agreement in the Agreements renewals dashboard.

> **Note**
>
> For DescribeEntity API, if you find an AWS account in the account targeting facet of targeting rule for that offer, it is a private offer. If there is not an AWS account in the account targeting facet of targeting rule for that offer, it is a public offer.

Subscribing an Amazon SQS queue to the Amazon SNS topic

We recommend subscribing an Amazon SQS queue to the provided SNS topics. For detailed instructions on creating an SQS queue and subscribing the queue to a topic, see Subscribing an Amazon SQS queue to an Amazon SNS topic in the *Amazon Simple Notification Service Developer Guide*.

> **Note**
>
> You can only subscribe to AWS Marketplace SNS topics from the AWS account used to sell the products. However, you can forward the messages to a different account. For more information, see Sending Amazon SNS messages to an Amazon SQS queue in a different account in the *Amazon Simple Notification Service Developer Guide*.

Polling the SQS queue for notifications

After you subscribe your SQS queue to an SNS topic, the messages are stored in SQS. You must define a service that continually polls the queue, looks for messages, and handles them accordingly.

AMI product checklist for AWS Marketplace

Before submitting your Amazon Machine Image (AMI) product to AWS, use this checklist to validate your submission. Following these requirements will help ensure an efficient publication process.

Product usage

- AMI is production-ready.
- Product usage is not restricted by time or any other measurements.
- AMI is compatible with the 1-click fulfillment experience.
- Everything required to use the product is in the software, including client applications. Products that require external dependencies, such as software packages or client applications, follow the Product usage policies that include proper disclosure.
- AMI meets the mandatory AMI-based product requirements for AWS Marketplace.
- No additional license is required to use the product.
- The buyer doesn't have to provide personally identifiable information (for example, their email address) to use the product.

AMI preparation

- Your product name and description must match the **Description** field of the AMI product that you are providing.
- Uses Hardware Virtual Machine (HVM) virtualization and 64-bit architecture.
- Product does not contain any known vulnerabilities, malware, or viruses.
- Customers are able to access the instance over network and use administrative access.
- No hardcoded secrets are present on the AMI. Examples of hardcoded secrets include default passwords for system users and services, private keys, and credentials.
- No hardcoded SSH authorized public keys are present on the AMI.
- The Test 'Add Version' validation test completes successfully with no issues.

Windows AMIs

- For Windows Server 2012 and later operating systems, your AMI uses the latest version of EC2Launch v2.
- If you're using EC2Launch v2, complete the following:
  - In Amazon EC2Launch settings, choose **Random** under **Set administrator account** to have an administrator password generated at runtime.

  - In Amazon EC2Launch settings, select **Re-enable and start SSM service after Sysprep**.
  - Add **UserData** to the EC2 v2 task configuration.
- For Windows Server 2012 and later versions, avoid using EC2Config. If EC2Config is required, ensure that you use the latest version.
- If you use EC2Config, enable the following parameters in the settings files for your AMI:
  - `Ec2SetPassword`
  - `Ec2WindowsActivate`
  - `Ec2HandleUserData`
- Ensure that there are no guest accounts or remote desktop users present.

Linux AMIs

- Remote login as superuser is prohibited.
- Password-based remote access is prohibited.

Product load form or Product tab

- All required fields are completed.
- All values are within specified character limits.
- All URLs load without error.
- The product image is at least 110 pixels wide and between a 1:1 and 2:1 ratio.
- Pricing is specified for all enabled instance types (for hourly, hourly-based monthly pricing, and hourly-based annual pricing models).
- Monthly pricing is specified (for hourly-based monthly and monthly pricing models).

AMI-based product requirements for AWS Marketplace

AWS Marketplace maintains the following policies for all Amazon Machine Image (AMI) products and offerings. The policies in this section are intended to provide customers with a safe, secure, and trustworthy compute platform.

All products and their related metadata are reviewed when submitted to ensure they meet or exceed current AWS Marketplace policies. These policies are regularly updated to align with

evolving security guidelines. AWS Marketplace continuously scans products to verify that existing listings continue to meet any changes to these requirements. If a product falls out of compliance, AWS Marketplace will contact the seller to update their product to meet new standards. In some cases, products might be temporarily made unavailable to new subscribers until issues are resolved. This process helps maintain the security and trustworthiness of the AWS Marketplace platform for all users.

Before submitting your product, we strongly recommend using the Test 'Add Version' feature in the AWS Marketplace Management Portal to ensure compliance with current policies.

Topics

- AMI product seller policies
- Security policies
- Architecture policies
- AMI product usage instructions
- AMI product version policies
- Customer information policies
- Product usage policies

AMI product seller policies

All AMIs must adhere to the following seller policies:

- By default, AWS Marketplace sellers are limited to a maximum of 75 public AMI product listings. All sellers above their limit are subject to periodic performance review and may be required to restrict underperforming listings. AWS Marketplace may grant and revoke increases to this limit at its sole discretion.

Security policies

General policies

All AMIs must comply with the following policies:

- AMIs must pass all security checks performed by the AWS Marketplace AMI scanning tool, showing no known vulnerabilities or malware.

- AMIs must use currently supported operating systems and software. Operating systems and software that reached their end of life are not allowed.
- Password-based authentication for instance services is prohibited. This applies even if the password is generated, reset, or defined by the user at launch. Null and blank passwords are not allowed.

  Exceptions:

  - Administrator passwords generated by `EC2Config/EC2Launch` on Windows instances.
  - Non-administrative access to host services (for example, web applications) in the absence of other authentication methods. If strong passwords are used, they must be randomly generated for each instance, used once by the service administrator for initial authentication, and changed immediately after first login.
- AMI must not contain hardcoded secrets such as system user and service passwords (including hashed passwords), private keys, or credentials.
- AMIs must not request AWS credentials to access AWS services. If your product requires access to AWS services, an instance should be assigned a minimally privileged AWS Identity and Access Management (IAM) role. Users can create roles manually or by using a AWS CloudFormation template. When single-AMI launch is enabled for products with a CloudFormation delivery method, usage instructions must include clear guidance for creating minimally privileged IAM roles. For more information, see Delivering your AMI-based product using AWS CloudFormation.
- A seller must not have access to instances run by a customer. In case such access is required for support or other purpose, the customer can be instructed to explicitly enable it.

SSH (Secure Shell) access policies

In addition to general policies, AMIs providing SSH (Secure Shell) access must comply with the following security policies:

- AMIs must not allow password-based authentication using SSH. To ensure this, in your `sshd_config` file, set `PasswordAuthentication` to no.
- AMIs must disable password-based remote logins for superuser accounts. For more information, refer to Disable password-based remote logins for the root user.
- AMIs must not contain authorized public keys for SSH access.
- SSH on AMIs must be accessible to AWS Marketplace internal vetting procedures.

- The SSH service must listen on the TCP port specified for AMI scanning. For more information, refer to Add a new version.
- SSH must be accessible from subnets `10.0.0.0/16` and `10.2.0.0/16` on the IP address assigned by Amazon Elastic Compute Cloud (Amazon EC2) at instance launch.

Policies for AMIs based on Linux and other Unix-like operating systems

In addition to general policies, AMIs based on Linux and other Unix-like operating systems must comply with the following security policies:

- AMIs must allow users to get fully privileged access (for example, to allow `sudo` access).

Policies for Windows-based AMIs

In addition to general policies, Windows-based AMIs must comply with the following security policies:

- AMIs must not contain guest accounts.
- Only administrator accounts may be granted remote desktop access to an instance.
- Windows AMIs must generate administrator passwords by enabling these options in EC2Launch (or EC2Config for Windows 2016 and older):
  - `Ec2SetPassword`
  - `Ec2WindowsActivate`
  - `Ec2HandleUserData`
- AMIs must be available to automated vetting. At least one of the following requirements must be implemented:
  - (Recommended option) SSM agent is installed and have administrative permissions and outbound network access.
  - Windows Remote Management (WinRM) service is enabled, listens on TCP port 5985, and is accessible from subnets `10.0.0.0/16` and `10.2.0.0/16` on the IP address assigned by Amazon Elastic Compute Cloud (Amazon EC2) at instance launch.
  - Microsoft Server Message Block (SMB) Protocol and Common Internet File System (CIFS) Protocol service is enabled, listens on TCP ports 139 and 445 and is accessible from subnets `10.0.0.0/16` and `10.2.0.0/16` on the IP address assigned by Amazon Elastic Compute Cloud (Amazon EC2) at instance launch.

Architecture policies

All AMIs must adhere to the following architecture policies:

- Source AMIs for AWS Marketplace must be provided in the US East (N. Virginia) Region.
- AMIs must use HVM virtualization.
- AMIs must use x86-64 or 64-bit ARM architecture.
- AMIs must be AMIs backed by Amazon Elastic Block Store (Amazon EBS). We don't support AMIs backed by Amazon Simple Storage Service.
- AMIs must not use encrypted EBS snaphots.
- AMIs must not use encrypted file systems.
- AMIs must be built so that they can run in all AWS Regions and are Region-agnostic. AMIs built differently for different Regions aren't allowed.

AMI product usage instructions

When creating usage instructions for your AMI product, please follow the steps and guidance located in the section called “AMI and container product usage instructions”.

AMI product version policies

AWS Marketplace automates the version management experience for AWS customers and sellers using S-AMI, AMI with CloudFormation template, and container products. With automated version archival, any product version that has been restricted by a seller for longer than two years is automatically archived. Archived versions are no longer available to launch from AWS Marketplace for new customers, however existing users can continue to use the archived version through launch templates and Amazon EC2 Auto Scaling groups by specifying the AMI ID. Any archived version that has not been used to launch a new instances in the past 13 months is deleted. Once an archived version is deleted, it is no longer available to launch for new or existing users.

Customer information policies

All AMIs must adhere to the following customer information policies:

- Software must not collect or export customer data without the customer's knowledge and express consent except as required by BYOL (Bring Your Own License). Applications that collect or export customer data must follow these guidelines:

- The collection of the customer data must be self-service, automated, and secure. Buyers must not need to wait for sellers to approve to deploy the software.
- Collection of customer data must be consistent with your agreements with AWS, including but not limited to, the AWS Marketplace Terms and Conditions, AWS Service Terms, AWS Privacy Notice and AWS Customer Agreement.
- Payment information must not be collected.

Product usage policies

All AMIs must adhere to the following product usage policies:

- Products must not restrict access to the product or product functionality by time, number of users, or other restrictions. Beta and prerelease products, or products whose sole purpose is to offer trial or evaluation functionality, are not supported. Developer, Community, and BYOL editions of commercial software are supported, provided an equivalent paid version is also available in AWS Marketplace.
- All AMIs must be compatible with either the Launch from Website experience or AMI-based delivery through AWS CloudFormation. For Launch from Website, the AMI can't require customer or user data at instance creation to function correctly.
- AMIs and their software must be deployable in a self-service manner and must not require additional payment methods or costs. Applications that require external dependencies on deployment must follow these guidelines:
  - The requirement must be disclosed in the description or the usage instructions of the listing. For example, *This product requires an internet connection to deploy properly. The following packages are downloaded on deployment: <list of package>.*
  - Sellers are responsible for the use of and ensuring the availability and security of all external dependencies.
  - If the external dependencies are no longer available, the product must be removed from AWS Marketplace as well.
  - The external dependencies must not require additional payment methods or costs.
- AMIs that require an ongoing connection to external resources not under the direct control of the buyer—for example, external APIs or AWS services managed by the seller or a third party—must follow these guidelines:

  - The requirement must be disclosed in the description or the usage instructions of the listing. For example, *This product requires an ongoing internet connection. The following ongoing external services are required to properly function: <list of resources>.*
  - Sellers are responsible for the use of and ensuring the availability and security of all external resources.
  - If the external resources are no longer available, the product must be removed from AWS Marketplace as well.
  - The external resources must not require additional payment methods or costs and the setup of the connection must be automated.
- Product software and metadata must not contain language that redirects users to other cloud platforms, additional products, or upsell services that aren't available in AWS Marketplace.
- If your product is an add-on to another product or another ISV's product, your product description must indicate that it extends the functionality of the other product and that without it, your product has very limited utility. For example, *This product extends the functionality of <product name> and without it, this product has very limited utility. Please note that <product name> might require its own license for full functionality with this listing.*

EC2 Image Builder component-based products in AWS Marketplace

As an AWS Marketplace seller, you can deliver your products to buyers with Image Builder components. An Image Builder component is a fundamental building block used in the Image Builder service to create and maintain customized EC2 Image Builder components. Components are reusable, modular pieces of configuration that define a specific set of tasks to be performed during the image creation process.

A component defines the sequence of steps required to either customize an instance prior to image creation (a build component), or to test an instance that was launched from the created image (a test component). An Image builder component may consist of three items:

- The component document, a declarative, YAML or JSON file that specifies the steps and actions to be run when the component is used to build an image.
- Component attributes that provide the configuration options for a component. They help define the component's characteristics, behavior, and compatibility.
- Software packages, the dependencies that must be installed for the component to function correctly.

Publishing Image Builder components on AWS Marketplace is supported using the AWS Marketplace Catalog API. For instructions to publish your component using the Catalog API, refer to Work with EC2 Image Builder component products in the *AWS Marketplace API Reference*.

Creating a change request for an EC2 Image Builder product in AWS Marketplace

To make changes to a product or version in AWS Marketplace, you submit a **change request** through the AWS Marketplace Management Portal. Change requests are added to a queue and can take from minutes to days to resolve, depending on the type of request. You can see the status of requests in the AWS Marketplace Management Portal. This topic provides the procedures that you can use to create a change request for a single product in AWS Marketplace, including the option to use the self-service experience.

You can create a change request for the following situations:

- You saved your in-progress steps, but didn't complete the entire process, while using the self-service experience to create a single product listing. To complete the remaining steps, you create a change request.
- You want to make modifications to the product information for your product that is in either a **Limited** or **Public** state. To update the information, you create a change request. For more information about the types of changes that you can request for EC2 Image Builder products, see Create a change request.

> **Note**
>
> In addition to the AWS Marketplace Management Portal, you can also create change requests by using the AWS Marketplace Catalog API.

Topics

- Create a change request by using self-service
- Create a change request
- Get the status of a change request
- Additional resources

Create a change request by using self-service

To make modifications to versions or the product information, you create a *change request* in the AWS Marketplace Management Portal. Change requests are the building blocks of a self-service listing that you use to make changes to your product. Each time you select **Save and exit** from the steps or select **Submit** for any update, you are making a change request. You can find your requests on the AWS Marketplace Management Portal Request tab.

To create a change request using self-service

1. Open the AWS Marketplace Management Portal at https://aws.amazon.com/marketplace/management/tour/, and sign in to your seller account, then go to the **Server products** page.
2. On the **Server products** tab, select the product that you want to modify.
3. Choose an option from the **Request changes** dropdown.

4. After you make a change request, there is a wait time for the system to process your request, reflected **Under Review**. When the request completes, it will result in either **Succeeded** or **Failed**.

   - After the request is submitted, it begins processing through these statuses: **Under review**, **Preparing changes**, and **Applying changes**.
   - **Succeeded** means that the requested change has been processed and changes reflect in the system.
   - **Failed** means that something went wrong with the request, so the changes were not processed. If the status is **Failed**, you can select the request to find error codes that provide recommendations on how to correct the error. At this point, you can troubleshoot the errors and create a new request for the change. To make the process faster, you can choose **Copy to new request** to copy the details of the failed request. Then, you can make the adjustment and resubmit the request.

Create a change request

> **Important**
>
> On June 15, 2023, AWS Marketplace will discontinue the following procedure. After June 15, 2023, use the the section called "Create a change request by using self-service" procedure.

To make modifications to versions or the product information, you create a *change request* in the AWS Marketplace Management Portal.

To create a change request

1. Open the AWS Marketplace Management Portal at https://aws.amazon.com/marketplace/management/tour/, and sign in to your seller account, then go to the **Server products** page.
2. On the **Server products** tab, select the product that you want to modify.
3. Choose an option from the **Request changes** dropdown list.

   For most change requests, fill out the form in the user interface and submit it.

For more information about the status of a change request, see the section called "Get the status of a change request". For insight into potential issues with change requests, see Troubleshooting common errors for change requests on AWS Marketplace.

Get the status of a change request

> **Important**
>
> On June 15, 2023, AWS Marketplace will discontinue the following procedure. This procedure is no longer needed for the self-service experience.

After you submit a change request, you can see the status of your request from the **Requests** tab of the **Server products** page of the AWS Marketplace Management Portal. The status could be any of the following:

- **Under review** means that your request is being reviewed. Some requests require manual review by the AWS Marketplace team but most are reviewed automatically in the system.
- **Succeeded** means that your request is complete. Your product or version has been updated as you requested.
- **Action required** means that you need to update your request to fix an issue or answer a question about the request. Select the request to see the details, including any issues.
- **Failed** means that something went wrong with the request, and you should create a new request for the change, with the same data.

Additional resources

For more details about change requests for specific types of updates, see the following resources:

- Updating EC2 Image Builder product information on AWS Marketplace

Updating EC2 Image Builder product visibility

As an AWS Marketplace seller, you can update your product visibility to change which buyers can view your product in AWS Marketplace. If the visibility status is set to **Public**, your product is visible to all AWS Marketplace buyers. If your product visibility is set to **Limited**, your product is visible

only to the AWS account IDs that you allowlist. You can also manage and update this allowlist of AWS account IDs that can see your product. The following sections show you how to update your product visibility and **Limited** visibility allowlist.

Topics

- Update product visibility
- Update the allowlist (preview accounts)

Update product visibility

To change which buyers can view your product in AWS Marketplace, you can use **Update visibility**.

To update visibility

1. Open the AWS Marketplace Management Portal at https://aws.amazon.com/marketplace/management/tour/, and then sign in to your seller account.
2. Go to the **Server products** page, on the **Current server product** tab, select the product that you want to modify.
3. From the **Request changes** dropdown, choose **Update visibility**.

> **Note**
>
> You can request that the product be moved from a **Limited** status to a **Public** status by using this change request. However, the change request must go through an AWS Marketplace Seller Operations team approval process to be moved to **Public**.

4. Choose **Submit change request** to submit your request for review.
5. Verify that the **Requests** tab shows the **Request status** as **Under review**. When the request completes, the status becomes **Succeeded**.

Update the allowlist (preview accounts)

To change the list of AWS account IDs that can see your product in a **Limited** state, use **Update allowlist**.

To update the allowlist

1. Open the AWS Marketplace Management Portal at https://aws.amazon.com/marketplace/management/tour/, and then sign in to your seller account.
2. Go to the **Server products** page, and on the **Current server product** tab, select the product that you want to modify.
3. From the **Request changes** dropdown, choose **Update allowlist**. The current list is provided with the list of accounts that are currently allowlisted.
4. Add the AWS account IDs that are preferred for visibility and separate the IDs with commas.
5. Choose **Submit change request** to submit your request for review.
6. Verify that the **Requests** tab shows the **Request status** as **Under review**. When the request completes, the status becomes **Succeeded**.

Adding and restricting Amazon EC2 instances for AWS Marketplace

As an AWS Marketplace seller, you can manage which instances buyers can use. You can add a new instance for your product that buyers can use. Similarly, if you want to prevent new buyers from using your product from a specific instance, you can restrict the instance.

For more information about the Amazon EC2 instance types, see Available instance types in the *Amazon EC2 User Guide*.

The following sections explain how to add and restrict instances.

Topics

- Adding an instance
- Restricting an instance

Adding an instance

You can add a new instance that buyers can use as a EC2 Image Builder component.

To add an instance

1. Open the AWS Marketplace Management Portal at https://aws.amazon.com/marketplace/management/tour/, and then sign in to your seller account.
2. Go to the **Server products** page, and on the **Current server product** tab, select the product that you want to modify.
3. From the **Request changes** dropdown, choose **Add instance**.
4. Select an instance architecture.
5. Select the instance types that you want to add from the list of available instances.
6. Choose **Submit request** to submit your request for review.
7. Verify that the **Requests** tab shows the **Request status** as **Under review**. When the request completes, the status becomes **Succeeded**.

> **Note**
>
> - If your current pricing model is not free or uses a Bring Your Own License (BYOL) model, you must also add prices.
> - If you created an **Add instance** with a price for the new instance or **Update pricing** to increase a price, you can't use self-service to **Add instance** in the 90 days starting from the day you made the change. To make these changes, contact the AWS Marketplace Seller Operations team.
> - When you add support for a new instance type, customers already subscribed to private offers for your product won't be able to launch the newly added instance automatically. You must create another private offer with the instance you want customers to access. After accepting the new offer, customers can launch the newly added instance. Customers who subscribe to your product at a future date can also launch the instance, as long as the instance is included in the private offer. For more information about how to create a new private offer, see Amending agreements in AWS Marketplace later in this guide.

Restricting an instance

To prevent new buyers from using an instance, you can restrict the instance. You can add the instance back at a later time, if needed. Existing users of EC2 Image Builder components on

the restricted instance can continue to use the product from the Region for the length of their subscriptions.

To restrict an instance

1. Open the AWS Marketplace Management Portal at https://aws.amazon.com/marketplace/management/tour/, and then sign in to your seller account.
2. Go to the **Server products** page, and on the **Current server product** tab, select the product that you want to modify.
3. From the **Request changes** dropdown, choose **Restrict instance**.
4. Select the instances that you want to restrict, and choose **Restrict**.
5. Choose **Submit change request** to submit your request for review.
6. Verify that the **Requests** tab shows the **Request status** as **Under review**. When the request completes, the status becomes **Succeeded**.

> **Note**
>
> If the check box is shaded, this means the instance is associated with one to several versions as a recommended instance type. To restrict such instances, use **Update versions** to choose a different recommended instance type. After the change requests complete and the instance you want to restrict is no longer a recommended instance type, you can return to **Restrict instance** to restrict your chosen instance.

Managing versions for EC2 Image Builder products on AWS Marketplace

Version management for EC2 Image Builder components can't be done from the UI. For more information, see the following catalog API sections:

- Add a new version
- Update information about an existing version
- Restrict a version

Updating EC2 Image Builder product information on AWS Marketplace

After you create your single EC2 Image Builder components, you can change some of the information associated with it in AWS Marketplace. For example, if a new version modifies the description or highlights of the product, you can edit the product information with the new data. You can also update other product information, including product title, SKU description, categories, keywords, and others. For more information, see the following procedure.

To update product information

1. Open the AWS Marketplace Management Portal at https://aws.amazon.com/marketplace/management/tour/, and then sign in to your seller account.
2. Go to the **Server products** page, and on the **Server products** tab, select the product that you want to modify.
3. From the **Request changes** dropdown, choose **Update product information**.
4. Update any of the following fields that you need to change:

   - **Product title**
   - **SKU**
   - **Short description**
   - **Long description**
   - **Product logo image URL**
   - **Highlights**
   - **Product categories**
   - **Keywords**
   - **Product video URL**
   - **Resources**
   - **Support information**

> **Note**
>
> For details about the logo format, see Company and product logo requirements.

5. Select **Submit**.
6. Verify that the request appears on the **Requests** tab with the **Under review** status. You might need to refresh the page to see the request on the list.

Managing EC2 Image Builder product availability by AWS Region and country

When you create a product in AWS Marketplace, you choose the AWS Regions where it is available. You also choose the countries where buyers can purchase your product from. These two properties are similar, but they are not the same. For example, a buyer might be located in, and purchasing from, the United States, but they might be planning to install your product in the Europe (Frankfurt) Region. In order for this buyer to purchase your product, you must include both the United States in your list of countries, and the Europe (Frankfurt) Region in your list of Regions. You can use the following sections to update your product availability by Region and country.

Topics

- Add an AWS Region
- Restrict an AWS Region
- Update support for future AWS Regions
- Update availability by country

Add an AWS Region

You can add a Region where buyers can use your product.

To add a Region

1. Open the AWS Marketplace Management Portal at https://aws.amazon.com/marketplace/management/tour/, and then sign in to your seller account.
2. Go to the **Server products** page, and on the **Current server product** tab, select the product that you want to modify.
3. From the **Request changes** dropdown, choose **Add Region**.
4. Select the Region that you want to add from the list of available Regions.
5. Choose **Submit request** to submit your request for review.

6. Verify that the **Requests** tab shows the **Request status** as **Under review**. When the request completes, the status becomes **Succeeded**.

> **Note**
>
> When you add support for a new AWS Region, customers already subscribed to private offers for your product won't be able to access the newly added Region automatically. You must create another private offer with the Region you want customers to access. After accepting the new offer, customers can access the newly added Region. Customers who subscribe to your product at a future date can also access the Region, as long as the Region is included in the private offer. For more information about how to create a new private offer, see Private offer upgrades, renewals, and amendments.

Restrict an AWS Region

To prevent new buyers from using your product in a specific AWS Region, you can restrict the Region. You can add the Region back at a later time. Existing subscribers of the product in the Region can continue using the product from the Region as long as they're subscribed.

To restrict a Region

1. Open the AWS Marketplace Management Portal at https://aws.amazon.com/marketplace/management/tour/, and then sign in to your seller account.
2. Go to the **Server products** page, and on the **Current server product** tab, select the product that you want to modify.
3. From the **Request changes** dropdown, choose **Restrict Region**.
4. Select the dropdown menu to view the list of Regions in which your product is currently available.
5. Select the Regions that you want to restrict.
6. The Regions you have selected appear as tokens. Review the list of Regions that you're restricting, and enter X for Regions that you don't want to restrict.
7. Choose **Submit change request** to submit your request for review.
8. Verify that the **Requests** tab shows the **Request status** as **Under review**. When the request completes, the status becomes **Succeeded**.

If your request is successful, your existing users receive the following email message notifying them of the Region to be restricted. They can continue using your product as long as they remain subscribed, but they can't re-subscribe if they cancel the subscription.

```
Greetings from AWS Marketplace,

This message is a notification detailing a recent change for <ProductName>.
{{{sellerName}}} has opted to restrict the <ProductType> product in <Restricted
 Region(s)> beginning <DateOfChange>.

This impacts you in the following ways:

1. As long as you're subscribed to the product, you can continue using the software
 product in the restricted Region.
2. You can't begin new instances of the software product in the restricted Region.
3. You can continue using the software product in all available AWS Regions.

Regards,
The AWS Marketplace Team

AWS, Inc. is a subsidiary of Amazon.com, Inc. Amazon.com (http://amazon.com/) is a
 registered
trademark of Amazon.com, Inc. This message was produced and distributed by Amazon Web
Services Inc., 410 Terry Ave. North, Seattle, WA 98109-5210.
```

Update support for future AWS Regions

If you want your product to be onboarded to newly launched AWS Regions, you can use **Update future Region support**.

To update future Region support

1. Open the AWS Marketplace Management Portal at https://aws.amazon.com/marketplace/management/tour/, and then sign in to your seller account.
2. Go to the **Server products** page, and on the **Current server product** tab, select the product that you want to modify.
3. From the **Request changes** dropdown, choose **Update future Region support**.
4. You can choose to activate future Region support to allow AWS Marketplace to onboard your product to newly launched AWS Regions on your behalf.

5. After activating the feature, you can choose between all future Regions or limit to US Regions only.
6. Choose **Submit change request** to submit your request for review.
7. Verify that the **Requests** tab shows the **Request status** as **Under review**. When the request completes, the status becomes **Succeeded**.

Update availability by country

If you want to change the countries in which your product can be subscribed to and offered, you can use **Update availability**.

To update availability by country

1. Open the AWS Marketplace Management Portal at https://aws.amazon.com/marketplace/management/tour/, and then sign in to your seller account.
2. Go to the **Server products** page, on the **Current server product** tab, then select the product that you want to modify.
3. From the **Request changes** dropdown, choose **Update availability**.
4. Choose one of the following options:
    1. **All countries** – Available in all supported countries.
    2. **All countries with exclusions** – Available in all supported countries except in selected countries.
    3. **Custom list** – Specific list of countries where the product is available.
5. Choose **Submit change request** to submit your request for review.
6. Verify that the **Requests** tab shows the **Request status** as **Under review**. When the request completes, the status becomes **Succeeded**.

Updating end user license agreement (EULA) for your EC2 Image Builder AWS Marketplace product

As an AWS Marketplace seller, you can update the end user license agreement (EULA) that will govern the use of your EC2 Image Builder components. Your EULA is located on the product listing page for public software listings on AWS Marketplace. You can either apply your own EULA or use

the Standard Contract for AWS Marketplace (SCMP). The following procedure shows you how to update the EULA for your EC2 Image Builder components.

For more information about the EULA, see Using standardized contracts in AWS Marketplace.

To update a EULA

1. Open the AWS Marketplace Management Portal at https://aws.amazon.com/marketplace/management/tour/, and then sign in to your seller account.
2. Choose the **Server products** tab, on the **Current server product** tab, select the product that you want to modify.
3. From the **Request changes** dropdown, choose **Update end-user license agreement**.
4. You can select the Standard Contract for AWS Marketplace (SCMP) or submit your own custom EULA. For a custom EULA, you must provide the URL for your custom contract from an Amazon S3 bucket.

   > **Note**
   >
   > Public accessibility must be enabled on your Amazon S3 bucket.

5. Choose **Submit change request** to submit your request for review.
6. Verify that the **Requests** tab shows the **Request status** as **Under review**. When the request completes, the status becomes **Succeeded**.

Updating the refund policy for your EC2 Image Builder product on AWS Marketplace

As an AWS Marketplace seller, you can set the refund policy for your EC2 Image Builder components. If you want to change the refund policy for your product, you can use **Update refund policy**. The following procedure shows you how to update your refund policy.

To update the refund policy

1. Open the AWS Marketplace Management Portal at https://aws.amazon.com/marketplace/management/tour/, and then sign in to your seller account.
2. Go to the **Server products** page, on the **Current server product** tab, then select the product that you want to modify.

3. From the **Request changes** dropdown, choose **Update refund policy**.
4. The current refund policy details are provided in the text box for you to edit. Submitting the request overwrites the current refund policy.
5. Choose **Submit change request** to submit your request for review.
6. Verify that the **Requests** tab shows the **Request status** as **Under review**. When the request completes, the status becomes **Succeeded**.

Removing a product from AWS Marketplace

After you publish your product, you can remove it from AWS Marketplace. This is also referred to as *sunsetting*. To remove a product, identify the product and submit a request to remove it, along with a reason for removal and a contact email address for you. You can also provide a replacement product ID if you're replacing the current product with a new one.

After you request product removal, new customers can't subscribe to the product. You must support any existing customers for a minimum of 90 days.

> **Note**
>
> You can't delete restricted products from the AWS Marketplace Management Portal. The portal retains them as part of the account's publication history.

We process requests for product removal from AWS Marketplace with the following conditions:

- The product is removed from AWS Marketplace search, browse, and other discovery tools. Any **Subscribe** button or functionality is disabled, and messaging on the page clearly indicates the product is no longer available. The product detail page is still accessible using the URL and might be indexed in public search engines.
- A reason for removal must be specified (for example, end of support, end of product updates, or replacement product). For the requirements for continuing support for removed products, see Terms and Conditions for AWS Marketplace Sellers.
- AWS Marketplace contacts current buyers through an email message informing them of the product removal, reasons for the removal, and to provide seller contact information.
- Current buyers *do* retain access to the software until they cancel their subscription. They aren't affected in any way by the product's removal.

To remove a product created using the AWS Marketplace Management Portal

1. Open the AWS Marketplace Management Portal at https://aws.amazon.com/marketplace/management/tour/, and then sign in to your seller account.
2. Choose the **Products** tab, and then choose **Server**.
3. On your product page, under **Server products**, locate the product that you want to remove. From the **Request changes** dropdown list, choose **Update product visibility**.
4. On the **Update product visibility** page, select **Restricted**.
5. (Optional) Provide a **Replacement Product ID**, if there is another product that will take the place of the product you are removing.
6. Review the information for accuracy, and then choose **Submit**.

A **What's next** informational page displays after you submit the product removal request. The AWS Marketplace Seller Operations reviews and processes your request. Check the status of your submission by viewing **Requests**.

After your product is removed, the product appears in the **Current Products** list in the AWS Marketplace Management Portal. In **Current Products**, the only action that you can perform is downloading the spreadsheet for the product. You can't edit or submit another sunset request.

If you have questions about product removals, contact the AWS Marketplace Seller Operations team.

Container-based products on AWS Marketplace

AWS Marketplace supports software products that use Docker containers. Container products consist of delivery options that are a set of container images and deployment templates that go together. You submit at least one delivery option for your product, with up to a maximum of four. For each delivery option, you provide a set of container images, usage instructions, and links to deployment templates for customers to launch that delivery option. This topic provides information about container-based products on AWS Marketplace.

AWS Marketplace buyers see the available delivery options on the published product detail pages that are available to them. After they subscribe to the product and choose their preferred delivery option, buyers see information and instructions for launching and using the product. For container image delivery options, buyers see links to the available deployment templates and container image URLs. They also receive instructions for how to pull the individual container images. For Helm chart delivery options, buyers will see step-by-step instructions for launching using Helm.

For a walkthrough of the buying experience, you can refer to this video: Deploying AWS Marketplace Containers on Amazon ECS Clusters (3:34).

You can find, subscribe to, and deploy third-party Kubernetes applications from AWS Marketplace on any Kubernetes cluster in any environment. You can deploy third-party Kubernetes applications on Amazon Elastic Container Service (Amazon ECS), Amazon Elastic Kubernetes Service (Amazon EKS), AWS Fargate, and on-premises using Amazon EKS Anywhere (EKS Anywhere). You can also deploy them on self-managed Kubernetes clusters on-premises or in Amazon Elastic Compute Cloud (Amazon EC2).

You can run Free and Bring Your Own License model (BYOL) container products on any Docker-compatible runtime.

Topics

- Getting help
- Getting started with container products
- Container-based product requirements for AWS Marketplace
- Container products pricing for AWS Marketplace
- Container product billing, metering, and licensing integrations
- Amazon SNS notifications for container products

Getting help

For assistance with your container products, contact your business development partner for AWS Marketplace or the AWS Marketplace Seller Operations team.

Getting started with container products

As an AWS Marketplace seller, you can create container-based software products. Container products consist of delivery options that are a set of container images and deployment templates that go together.The following topic shows you how to get started with container products.

- Product lifecycle
- Prerequisites
- Step 1: Create the product ID and product code for your container product
- Step 2: Create an initial listing
- Step 3: Add an initial version of your product
- Step 4: (For paid products only) Integrate metering or contract pricing
- Next steps
- Container product scans for security issues

Product lifecycle

When you create a product in AWS Marketplace, it's initially published with limited visibility so that accounts on the allow list can see it, including the account that created the product. When you're ready, you can publish it to the AWS Marketplace catalog to allow buyers to subscribe and purchase your product.

On the Server product page, you can view the list of your products. Depending on what stage it is at, the product will have one of the following statuses.

- **Staging** – An incomplete product for which you're still adding information. At the first **Save and exit** from the self-service experience, the successful change request creates an unpublished product with information from the completed steps that you submitted. From this status, you can continue adding information to the product or change already submitted details through change requests.

- **Limited** – A product is complete after it is submitted to the system and passes all validation in the system. Then the product is released to a **Limited** status. At this point, the product has a detail page that's only accessible to your account and whoever you have allowlisted. You can test your product through the detail page. For more information or help, contact the AWS Marketplace Seller Operations team.
- **Public** – When you're ready to publish the product so that buyers can view and subscribe to the product, you use the **Update visibility** change request. This request initiates a workflow for the AWS Marketplace Seller Operations team to review and audit your product against AWS policies. After the product is approved and the change request is processed, the product is moved from a status of **Limited** to **Public**. For information about AWS guidelines, see Container-based product requirements for AWS Marketplace.
- **Restricted** – If you want to stop new users from subscribing to your product, you can restrict the product by using the **Update visibility** change request. A **Restricted** status means that existing allowlisted users can continue to use the product. However, the product will no longer be visible to the public or be available to new users.

Prerequisites

Before you get started, you must complete the following prerequisites:

1. Access and use the AWS Marketplace Management Portal. This is the tool that you use to register as a seller and manage the products that you sell on AWS Marketplace. For more information, see AWS Marketplace Management Portal.
2. Register as a seller, and submit your tax and banking information. For more information, see Registering as a seller on AWS Marketplace.
3. Create at least one container in Amazon Elastic Container Service (Amazon ECS), Amazon Elastic Kubernetes Service (Amazon EKS), or AWS Fargate. Make sure that you have links for the associated images.
4. Plan how you'll create and integrate your container product in AWS Marketplace.

   We recommend that you plan your pricing, entitlement, and metering strategy well in advance of publicly publishing your product.

   - For information about the requirements for container-based products, see Container-based product requirements for AWS Marketplace.
   - For information about setting the pricing for your product, see Container products pricing for AWS Marketplace.

- For information about custom metering for your paid container-based product, see Hourly and custom metering with AWS Marketplace Metering Service.

Overview: Create a container product

Creating a container product involves the following steps:

1. Step 1: Create the product ID and product code for your container product
2. Step 2: Create an initial listing
3. Step 3: Add an initial version of your product
4. Step 4: (For paid products only) Integrate metering or contract pricing
5. Update product visibility

For information on the product lifecycle, see Product lifecycle.

Step 1: Create the product ID and product code for your container product

To get started with a container product, you must create a product ID and product code record in AWS Marketplace. The product ID is used to track your product throughout its lifecycle.

Use the following procedure to create a new container product in the AWS Marketplace Management Portal, and generate the product ID.

> **Note**
>
> This process also creates a public key for your container that pairs with your product.

To create the container product ID

1. Open a web browser and sign into the AWS Marketplace Management Portal.
2. From the menu bar, select **Product**, and choose **Server**.
3. Choose **Create server product** and then choose **Container**.
4. Generate a container product ID and code.

> **Note**
>
> (Optional) You can tag your product for tag-based authorization. For more information, see Tagging your AWS resources.

5. Choose **Continue** to continue creating your product.

Step 2: Create an initial listing

After generating the product ID, product code, and public key, you'll use a wizard to create an initial listing.

1. Provide product information for your product listing.
2. Determine the pricing model for your product.

> **Note**
>
> For more information, see Container products pricing.

> **Note**
>
> For paid products, your product will start with $0.01 pricing to allow you and AWS Marketplace Seller Operations team to test the product without incurring a high cost. You'll provide the actual price when you go public.

3. Provide additional offer information, including a refund policy, EULA, and offer availability.
4. Add an initial repository for your container product.
5. Choose **Submit** on the last step to move the product to Limited visibility.

> **Note**
>
> Your container product is initially created with a placeholder version. You'll add the final version when the product has a Limited visibility.

Step 3: Add an initial version of your product

Your product might have several versions over its lifetime. Each version has a set of container images that are specific to that version. To add an initial version of your product, see Adding a new version of your container product on AWS Marketplace.

Step 4: (For paid products only) Integrate metering or contract pricing

For container-based products with usage pricing, you use the AWS Marketplace Metering Service for both checking entitlement to use your product and metering usage for billing. You must meter for the pricing model that you created when setting your pricing information. For more information, see Hourly and custom metering with AWS Marketplace Metering Service.

Contract pricing

For container-based products with contract pricing, you use the AWS License Manager to associate licenses with your product.

For more information about integrating with AWS License Manager, see Contract pricing for container products with AWS License Manager.

Step 5: Update product visibility

When you create a product in AWS Marketplace, it's initially published with limited visibility so that accounts on the allow list can see it, including the account that created the product. You can update the product visibility to allow buyers to subscribe and purchase your product. Alternately you can update the product allow list to add AWS accounts. This topic shows you how to manage which buyers can view your product in AWS Marketplace.

For more information about product visibility and lifecycle, see Product lifecycle.

Topics

- Update product visibility
- Updating the allowlist of AWS account IDs

Update product visibility

To update visibility

1. Open the AWS Marketplace Management Portal at https://aws.amazon.com/marketplace/management/tour/, and then sign in to your seller account.
2. Go to the **Server products** page, on the **Current server product** tab, select the container-based product that you want to modify.
3. From the **Request changes** dropdown, choose **Update visibility**.

> **Note**
>
> You can request that the product be moved from a **Limited** status to a **Public** status by using this change request. However, the change request must go through an AWS Marketplace Seller Operations team approval process to be moved to **Public**.

4. Choose **Submit** to submit your request for review.
5. Verify that the **Requests** tab shows the **Request status** as **Under review**. When the request completes, the status becomes **Succeeded**.

Updating the allowlist of AWS account IDs

You can change the list of AWS account IDs that can view your product in a limited state. Allow-listed accounts display a Limited badge alongside the product version on the product detail page.

1. Open the AWS Marketplace Management Portal at https://aws.amazon.com/marketplace/management/tour/ and sign in to your seller account.
2. From the **Server Products** page, select the container product that you want to modify.
3. From the **Request changes** dropdown list, select **Update allowlist**. The current list of accounts that are allowlisted is shown.
4. In the **Allowlisted AWS accounts** field, enter the AWS account IDs and separate them using a comma.
5. Choose **Submit** to submit your request for review.
6. Verify that the **Requests** tab shows the **Request status** as **Under review**. When the request completes, the status will update to **Succeeded** or **Failed**.

Next steps

After you create a container product, you can use the information in the following topics to configure and manage it:

- Updating product information for your container product on AWS Marketplace
- Adding a new version of your container product on AWS Marketplace
- Managing container product pricing on AWS Marketplace
- Updating container product availability by country in AWS Marketplace
- Updating your end-user license agreement (EULA) for container products on AWS Marketplace
- Testing and releasing your container product on AWS Marketplace

Container product scans for security issues

When you create a change request to add a new version to your container product, we scan the container images included in that new version and check for security vulnerabilities. To do this, we perform a layer-by-layer static scan on the image. If we find critical vulnerabilities with remotely exploitable risk vectors, we provide you with a list of found issues. We strongly recommend that you perform your own security analysis using a container image scanner such as Clair, Twistlock, Aqua Security, or Trend Micro to avoid delays in the ingestion and publishing process.

Your choice of base image for building your container images can have a significant influence on the security profile of the final image. If you choose a base image that already has known critical vulnerabilities, they will be flagged because of the base layer, even if your application software layers are clean. We recommend that you verify that you're starting with a base container that is free of vulnerabilities before you build your images and submit them to AWS Marketplace.

Updating product information for your container product on AWS Marketplace

After you create your product ID and set the pricing, you can edit your product information, including what customers will see about your container product in the AWS Marketplace. For example, if a new version modifies the description or highlights of the product, you can edit the product information with the new data. You can also update other product information, including product title, SKU description, categories, keywords, and others. The following procedure outlines creating the product details for your product.

To create or update product details for your container product

1. Sign in to the AWS Marketplace Management Portal.
2. Select **Server** from the **Products** menu.
3. On the **Server products** tab, select the product that you want to modify.
4. From the **Request changes** dropdown, choose **Update product information**.
5. Update any of the following fields that you want to change:

   - **Product title**
   - **SKU**
   - **Short description**
   - **Long description**
   - **Product logo image URL**
   - **Highlights**
   - **Product categories**
   - **Keywords**
   - **Product video URL**
   - **Resources**
   - **Support information**

   > **Note**
   >
   > Image URLs must be in an Amazon S3 bucket that is publicly accessible. For more details about the logo format, see Company and product logo requirements.

6. Choose **Submit**.
7. Verify that the request appears on the **Requests** tab with the **Under review** status. You might need to refresh the page to see the request on the list.

You can check the status of your request at any time from the **Requests** tab of the Server Products page.

Adding a new version of your container product on AWS Marketplace

As an AWS Marketplace seller, you can add new versions of your container product, manage versions, and update version information. Your product might have several versions over its lifetime. Each version has a set of container images that are specific to that version. The following topics show you how to manage product versions for your container products.

> **Note**
>
> You can't add a version to your product until you have created the product ID and the pricing for your product. For more information about those steps, see Step 1: Create the product ID and product code for your container product.

Topics

- Step 1: Add repositories
- Step 2: Upload container images and artifacts to repositories
- Step 3: Add a new version to your container product
- Step 4: Update version information
- Restrict a version of your Amazon EKS add-on

Step 1: Add repositories

Your container images and other artifacts for your product are stored in repositories in AWS Marketplace. Typically, you create one repository for each artifact needed, but the repository can store multiple versions of the artifact (with different tags).

> **Note**
>
> All images in your product deployment must use images from the AWS Marketplace repositories.

The following procedure describes how to add any needed repositories in AWS Marketplace.

To add repositories

1. Sign in to the AWS Marketplace Management Portal.
2. Select **Server** from the **Products** menu.
3. On the **Server products** tab, select the product you want to modify, and then choose **Add repositories** from the **Request changes** dropdown.
4. Enter the name for the repository that you want to create. If you want to create more than one new repository:
   - Choose **Add new repository** for each additional repository.
   - Give it a unique name. The unique name you choose must be across all products in your seller account.

   > **Note**
   >
   > The repository will have this structure: `<repositoryID>.dkr.ecr.us-east-1.amazonaws.com/<sellerName>/<repositoryName>`. When you add items to the repository (in the following procedure), they will get a tag and have this structure: `<repositoryID>.dkr.ecr.us-east-1.amazonaws.com/<sellerName>/<repositoryName>:<tag>`. The `repositoryID` is an internal ID for AWS Marketplace. The `sellerName` is based on the name you created for your seller account. You define the `respositoryName` in this step. The `tag` is set when you upload an artifact to the repository.
5. Select **Submit**.

> **Note**
>
> You can have up to 50 repositories per product.

A new request is created and shown on the **Requests** tab. When it's completed, within minutes, you can start adding container images and other artifacts to the repositories you have created.

Step 2: Upload container images and artifacts to repositories

To upload container images and artifacts to repositories

1. Sign in to the AWS Marketplace Management Portal.
2. From the **Products** menu, choose **Server**.
3. On the **Server products** tab, select the product you want to modify.
4. Choose **Add repositories** from the **Request changes** dropdown.
5. Choose **View existing repositories**.
6. Select the repository to which you want to upload.
7. Select **View push commands** to open a list of instructions, including commands you can use to push Docker container images and Helm charts to that repository.

   For general information about how to push container images and other artifacts to repositories, refer to Pushing an image in the *Amazon Elastic Container Registry User Guide*.

   > **Note**
   >
   > You can use the following Amazon Elastic Container Registry (Amazon ECR) API operations when calling `docker pull` or `docker push`:
   >
   > - `DescribeImages` – Use this to review the metadata about the images in a repository.
   > - `GetAuthorizationToken` – Use to authenticate before uploading artifacts to the repository, then use `docker pull` or `docker push` commands.
   > - `ListImages` – Use to view a list of images you pushed.

8. Use the commands listed to push any needed artifacts from your local repository to the AWS Marketplace repository for your product.

   > **Note**
   >
   > The **`tag`** that you provide in the `push` commands is used to differentiate the version of the artifact that you are uploading to the repository. Use a tag that makes sense for the version the artifacts are a part of.

9. Repeat for each container image or artifact you need in your version.

> **Note**
>
> Your version can include up to 50 container images or artifacts in each delivery option. Refer to the following procedure for more information about delivery options.

After you upload your artifacts, you're ready to create the version of your product.

> **Note**
>
> Your container images are scanned automatically to see if they meet the Container-based product requirements for AWS Marketplace. For more information, refer to Container product scans for security issues.

Adding a new delivery option

Each version of your container product would need a delivery option. Delivery option specifies the deployment options available for the buyer. Depending on one of the delivery options below, you would need to upload the appropriate artifacts into the repositories.

- For a **Container image** delivery option, upload all the container images required for the product installation into the Amazon Elastic Container Registry (Amazon ECR) repository created in the AWS Marketplace console.
- For a **Helm chart** delivery option, upload the Helm chart and container images into the Amazon ECR repository created in the AWS Marketplace console.
- For an **Amazon EKS console add-on** delivery option, upload the Helm chart and container images into the Amazon ECR repository created in the AWS Marketplace console.

Step 3: Add a new version to your container product

> **Note**
>
> If you receive any errors when adding a new version to your container, see the Add a new version Asynchronous Errors table in the *AWS Marketplace Catalog API Reference*.

To add a new version to your container product

1. Sign in to the AWS Marketplace Management Portal.
2. Choose **Server** from the **Products** menu.
3. On the **Server products** tab, select the product you want to add a version to. Then choose **Add new version** from the **Request changes** dropdown.
4. On the **Add new version** page, enter the **Version title** and **Release notes** for your version.
5. After entering the version details, the next step is to add delivery options. Delivery options are sets of instructions and information that buyers can use to launch the software from your product version. Delivery options are known as *fulfillment options* to buyers.

   > **Note**
   >
   > Your product can support multiple platforms with different container images (for example, Kubernetes and Ubuntu deployments). You can create one delivery option for each way that customers can set up your product, up to four delivery options per version of the product.

   a. If the product already has delivery options in other versions, you can use the existing option as a template to add a delivery option to the new version. In **Delivery options**, choose the delivery option that you want to add from the list. You can edit the option using the instructions in the following steps.

   b. To add a new delivery option, choose **New delivery option**. After adding an option, follow the instructions in the following steps to configure it.
6. Choose a delivery method for the delivery option. The delivery method determines how buyers will launch your software.

   - For a **Container image** delivery option, provide paths to container images in an Amazon Elastic Container Registry (Amazon ECR) repository that was created in the AWS Marketplace console. Buyers use the container image paths to launch the software by pulling the images directly into their environments.
   - For a **Helm chart** delivery option, provide paths to Helm charts in an Amazon ECR repository that was created in the AWS Marketplace console. Buyers install the Helm charts in their deployment environment to launch the software.

- For an **Amazon EKS console add-on** delivery option, provide paths to Helm charts in an Amazon ECR repository that was created in the AWS Marketplace console. Buyers install the container using the Amazon EKS console or native Amazon EKS add-on APIs to launch the software. For more information, see Available Amazon EKS add-ons from Amazon EKS.

a. To add a **Container image** delivery option, perform the following steps:

   i. In **Container images**, add the Amazon ECR URL to the container images that contain the product version software.

   ii. In **Delivery option title** and **Deployment option description**, enter a title and description for this delivery option.

   iii. In **Usage instructions**, enter detailed information to help your buyers use your software after launching it.

   iv. In **Supported services**, select the environments that buyers can launch the software in.

   v. In **Deployment templates**, add resources that buyers can use to launch the software. Enter a title and a URL to the resource for each template.

b. To add a **Helm chart** delivery option, perform the following steps:

   i. In **Helm chart**, add the Amazon ECR URL to the Helm chart that buyers will install in their deployment environment to launch your software.

   ii. In **Container images**, add the Amazon ECR URL to the container images that contain the product version software.

   iii. In **Delivery option title** and **Deployment option description**, enter a title and description for this delivery option.

   iv. In **Usage instructions**, enter detailed information to help your buyers use your software after launching it.

   v. In **Supported services**, select the environments that buyers can launch the software in.

   vi. *Optional* - In **Helm release name**, enter the name of the Kubernetes namespace where the Helm chart will be installed.

   vii. *Optional* - In **Helm installation namespace**, enter the name for the Helm release that will be used by the `helm install` command.

viii. *Optional* - In **Kubernetes service account name**, enter the name of the Kubernetes service account that will be used to connect to AWS Identity and Access Management (IAM). The Kubernetes service account calls AWS services such as licensing or metering.

ix. Choose to enable **QuickLaunch** on this product version. Quick Launch is a feature in AWS Marketplace. Buyers can use Quick Launch to create an Amazon EKS cluster quickly and launch your software on it by using AWS CloudFormation. For more information, see Quick Launch in AWS Marketplace.

x. In **Override parameters**, enter parameters that will be used in the Helm CLI commands that launch the software. These parameters allow buyers to override the provided default values. If you have enabled Quick Launch, also enter a parameter name and description for the CloudFormation form. There is a limit of 15 parameters when using the AWS Marketplace Management Console, but there is no limit when using the AWS Marketplace Catalog API. For more information, see Adding a new version to a container-based product.

> **Note**
>
> Some **Override parameters** are required. Amazon EKS Anywhere products require an **Override parameter** for license secret with a `DefaultValue` of `"${AWSMP_LICENSE_SECRET}"`. For paid products, you must provide one **Override parameter** for service account configuration with the `DefaultValue` of `"${AWSMP_SERVICE_ACCOUNT}"`.

xi. Choose **Hide passwords and secrets** to mask sensitive information in consoles, command line tools, and APIs. For more information, see the `NoEcho` parameter documentation in Parameters in the *AWS CloudFormation User Guide*.

c. To add an **Amazon EKS console add-on** delivery option, make sure that artifacts conform to Requirements for Amazon EKS add-on products, and then perform the following steps:

> **Note**
>
> Only one Amazon EKS add-on delivery option is supported per version. You aren't able to add a new version until the current version you're working with is published on the Amazon EKS console.

i. In **Helm chart**, add the Amazon ECR URL to the Helm chart that buyers will install in their deployment environment to launch your software.

ii. In **Container images**, add the Amazon ECR URL to the container images that contain the product version software. Make sure that all images within the Helm chart are listed.

iii. In **Delivery option title** and **Deployment option description**, enter a title and description for this delivery option.

iv. In **Visibility**, keep the default value of **Limited selected**.

v. In **Add-on name**, enter a unique name for this add-on. The add-on name that you enter will be appended with the seller's name while being displayed in the Amazon EKS console.

vi. In **Add-on version**, enter the version of the add-on that will be visible when installing or upgrading this add-on. Follow the format `major.minor.patch`.

vii. In **Add-on type**, select a category for your add-on from the dropdown list.

viii. In **Kubernetes Version**, select all the Kubernetes versions that your add-on will support.

ix. In **Architecture**, select the platform architectures that your add-on supports. The options are **AMD64** and **ARM64**. We recommend supporting both architectures to maximize compatibility. If your add-on doesn't support ARM64 devices, you must specify a planned date for adding support before your product can be published in all commercial AWS Regions.

x. In **Namespace**, enter a unique Kubernetes namespace where your add-on will be installed. The `default`, `kube-system`, and `kube-public` namespaces aren't supported for installing third-party add-ons.

xi. In **Environment Override parameters**, you can select up to 2 environment parameters from the Amazon EKS add-on framework. You can map parameter names from your values.yaml to these environment variables, which are `${AWS_REGION}` and `${AWS_EKS_CLUSTER_NAME}`.

7. To add additional delivery options, choose **New delivery option** and repeat the instructions in the previous steps to configure them.

8. Choose **Submit**.

Step 4: Update version information

After a version is created, it can be helpful to provide updated information to your buyers by modifying the information associated with the version. For example, if you plan to restrict version 1.0 after version 1.1 is released, you can update the description of version 1.0 to direct buyers to version 1.1. Provide the date that version 1.0 will be restricted. You update the version information from the AWS Marketplace Management Portal.

To update version information

1. Sign in to the AWS Marketplace Management Portal.
2. Select **Server** from the **Products** menu.
3. On the **Server products** tab, select the product that you want to modify.
4. From the **Request changes** dropdown, choose **Update version information**.
5. On the **Update version** page, select the version that you want to update.
6. Make updates to the selected version. The fields that are available for updating depend on the status of the product version or delivery option.

    a. For all versions, you can update the **Release notes**.

    b. For versions that are not yet publicly available, you can update the **Version title**.

    c. For delivery options that haven't been restricted, you can update the following fields:

    - **Description**
    - **Usage instructions**
    - **Supported services**

    d. For delivery options in versions that are not yet publicly available, you can update the following fields:

    - **Delivery option titles**
    - **Helm chart** (for **Helm chart** delivery options only)
    - **Container images**
    - **Deployment resources**
    - **AddOn Name**
    - **AddOn Version**
    - **AddOn Type**

- **Helm Chart URI**
- **CompatibleKubernetesVersions**
- **SupportedArchitectures**
- **Namespace**
- **EnvironmentOverrideParameters**

e. For delivery options in versions that are publicly available, you can update **SupportedArchitectures**.

7. Choose **Submit**.
8. Verify that the request appears on the **Requests** tab with the **Under review** status.

You can check the status of your request at any time from the **Requests** tab of the Server Products page.

Restrict a version of your Amazon EKS add-on

To restrict a version of your container product published as an add-on, contact the AWS Marketplace operations team using the contact us form at the bottom of the AWS Marketplace Management Portal.

Managing container product pricing on AWS Marketplace

As an AWS Marketplace seller, you can manage and update container product pricing. For container products, you can list free products, Bring Your Own License model (BYOL) products, and paid products for Amazon Elastic Container Service (Amazon ECS), Amazon Elastic Kubernetes Service (Amazon EKS), and AWS Fargate. You can set only one price per product. You can add or update pricing dimensions. Depending on your pricing model, you can add contract and usage dimensions. You can also update your pricing terms or your refund policy. For more information, see the following sections.

For more information about the container product pricing models for AWS Marketplace, see Container products pricing for AWS Marketplace.

Topics

- Adding a pricing dimension
- Updating dimension information
- Updating pricing terms

- Updating the refund policy of a product

Adding a pricing dimension

You can add a pricing dimension to the pricing model that you use for your product billing. For more information about pricing models, see Container pricing models.

> **Note**
>
> Adding a pricing dimension for a contract with consumption pricing (for example, pay-as-you-go pricing for additional usage) isn't available on the AWS Marketplace Management Portal.
> You can't change your pricing model between contract, usage, and contract with consumption pricing. Contact the AWS Marketplace Seller Operations team for assistance.

1. Open the AWS Marketplace Management Portal at https://aws.amazon.com/marketplace/management/tour/ and sign in to your seller account.
2. From the **Server Products** page, select the container product that you want to modify.
3. From the **Request changes** dropdown list, select **Update pricing dimensions**, and then select **Add pricing dimensions**.
4. Depending on the pricing model, you can add contract dimensions or usage dimensions by providing information for **API identifier**, **Display name**, and **Description**.
5. Choose **Next**, and enter your contract dimension pricing.
6. Choose **Submit** to submit your request for review.
7. Verify that the **Requests** tab shows the **Request status** as **Under review**. When the request completes, the status will update to **Succeeded** or **Failed**.

Updating dimension information

You can change the dimensions information for your product. For more information about pricing models, see Container pricing models.

1. Open the AWS Marketplace Management Portal at https://aws.amazon.com/marketplace/management/tour/ and sign in to your seller account.

2. From the **Server Products** page, select the container product that you want to modify.
3. From the **Request changes** dropdown list, select **Update pricing dimensions**, and then select **Update dimension information**.
4. You can add dimension information by providing information for **Display name** and **Description** of the dimension you want to update.
5. Choose **Submit** to submit your request for review.
6. Verify that the **Requests** tab shows the **Request status** as **Under review**. When the request completes, the status will update to **Succeeded** or **Failed**.

Updating pricing terms

You can change the pricing terms for your product. Pricing terms might need updating if you change the countries in which your product is offered.

1. Open the AWS Marketplace Management Portal at https://aws.amazon.com/marketplace/management/tour/ and sign in to your seller account.
2. From the **Server Products** page, select the container product that you want to modify.
3. From the **Request changes** list, select **Update public offer**, and then select **Update pricing terms**.
4. Current pricing is prepopulated for you to edit. You can delete the current pricing and add your new price. We recommend that you review the prices you're requesting before submitting your request for review.
5. Choose **Submit** to submit your request for review.
6. Verify that the **Requests** tab shows the **Request status** as **Under review**. When the request completes, the status will update to **Succeeded** or **Failed**.

> **Note**
>
> If you increase the price of a dimension using **Update pricing terms**, you won't be able to update pricing for 90 days. A price increase locks the price for 90 days from the day you initiate the change. This price lock is only in effect for a price increase not a price decrease.

Updating the refund policy of a product

You can update the refund policy for your product. Updates to the refund policy take effect for all users. For more information, see Product refunds in AWS Marketplace.

1. Open the AWS Marketplace Management Portal at https://aws.amazon.com/marketplace/management/tour/ and sign in to your seller account.
2. From the **Server Products** page, select the container product that you want to modify.
3. From the **Request changes** dropdown list, select **Update public offer**, and then select **Update refund policy**.
4. Current refund policy is prepopulated for you to edit. You can delete the current refund policy and add your new refund policy. We recommend that you review the refund policy you're requesting before submitting your request for review. Submitting the request overwrites the current refund policy.
5. Choose **Submit** to submit your request for review.
6. Verify that the **Requests** tab shows the **Request status** as **Under review**. When the request completes, the status will update to **Succeeded** or **Failed**.

Updating container product availability by country in AWS Marketplace

As an AWS Marketplace seller, you can change the countries in which your container product can be offered and subscribed to. For more information, see Countries. The following procedure shows you how to update your container product availability by country.

1. Open the AWS Marketplace Management Portal at https://aws.amazon.com/marketplace/management/tour/ and sign in to your seller account.
2. From the **Server Products** page, select the container product that you want to modify.
3. From the **Request changes** dropdown list, select **Update public offer**, and then select **Update availability by country**.
4. Select one of the following options:

   - **All countries** – Available in all supported countries.
   - **All countries with exclusions** – Available in all supported countries except in selected countries.
   - **Allowlisted countries only** – Available for buyers to purchase only in the countries you specify.

5. Choose **Submit** to submit your request for review.
6. Verify that the **Requests** tab shows the **Request status** as **Under review**. When the request completes, the status will update to **Succeeded** or **Failed**.

Updating your end-user license agreement (EULA) for container products on AWS Marketplace

As an AWS Marketplace seller, you can update the end-user license agreement (EULA) to use either the Standard Contract for AWS Marketplace or a custom EULA. Updates made to the EULA take effect for new users subscribing to your product and product renewals. To update your EULA, use the following procedure.

1. Open the AWS Marketplace Management Portal at https://aws.amazon.com/marketplace/management/tour/ and sign in to your seller account.
2. From the **Server Products** page, select the container product that you want to modify.
3. From the **Request changes** dropdown list, select **Update public offer**, and then select **Update EULA**.
4. Select **Standard Contract for AWS Marketplace** or submit your custom EULA. For a custom EULA, you must provide the contract from an Amazon S3 bucket.
5. Choose **Submit** to submit your request for review.
6. Verify that the **Requests** tab shows the **Request status** as **Under review**. When the request completes, the status will update to **Succeeded** or **Failed**.

Updating the refund policy for your Container-based product on AWS Marketplace

As an AWS Marketplace seller, you can set the refund policy for your Container-based product. If you want to change the refund policy for your product, you can use **Update refund policy**. The following procedure shows you how to update your refund policy.

To update the refund policy

1. Open the AWS Marketplace Management Portal at https://aws.amazon.com/marketplace/management/tour/, and then sign in to your seller account.
2. Go to the Server products page, then select the product that you want to modify.

3. From the **Request changes** dropdown, choose **Update public offer** and then **Update refund policy**.
4. The current refund policy details are provided in the text box for you to edit. Submitting the request overwrites the current refund policy.
5. Choose **Submit** to submit your request for review.
6. Verify that the **Requests** tab shows the **Request status** as **Under review**. When the request completes, the status becomes **Succeeded**.

Testing and releasing your container product on AWS Marketplace

After you add a new version of your container product to AWS Marketplace, you can test your product and then release it to the public. This topic outlines the specific steps and process required for testing and releasing your product to public.

Topics

- Container image and Helm chart delivery options
- Amazon EKS add-on delivery option

Container image and Helm chart delivery options

This section provides guidance on the releasing your Container image and Helm chart.

Your request for a new version is created and should complete within minutes. You can track the request from the **Requests** tab of the **Server products** page. If you receive any errors when testing or releasing your add-on, see the Aynchronous Errors table in Add a new version in the *AWS Marketplace Catalog API Reference*.

> **Note**
>
> If your product is currently set to limited availability, only the buyers that the product is available for can access the product version. If your product is currently set to public availability, all AWS Marketplace buyers can access the product version.

If this was your first version set, your product is now ready to be published.

Amazon EKS add-on delivery option

This section provides guidance on testing and releasing your Amazon EKS add-on.

Test your add-on

- After you submit your add-on, AWS Marketplace processes your request and publishes your add-on in a limited state for you to validate in the Amazon EKS add-on catalog. You can track the request from the **Requests** tab of the **Server products** page in the AWS Marketplace Management Portal. Ingestion times will vary from 5-10 business days depending on the volume of requests we are handling.

  When your request is in **Under review** status, the add-on is still being published by AWS team from AWS Marketplace into Amazon EKS add-on catalog. Request status changes to **Success** once the add-on is published onto **Limited** state. You can start the testing of your add-on after this.
- After your add-on is available, you can find it in the Asia Pacific (Seoul) Region for testing purposes. AWS Marketplace relies on your expertise to verify the functionality of your software. To test your add-on, you must create an Amazon EKS cluster in the Asia Pacific (Seoul) Region in your seller account where your add-on is allowlisted. To test your add-on, follow these detailed instructions. Make sure to test on each Kubernetes version that your software supports.
- If you're offering a paid product, create a private offer to the following internal AWS accounts. These accounts help integrate your software into the Amazon EKS console in all commercial AWS Regions.

  ```
  288092140294, 288092140294, 408202761791
  ```
- Keep your test cluster with the add-on active until AWS Marketplace approves and moves your add-on version to public.

> **Note**
>
> AWS Marketplace will not bear the AWS infrastructure costs incurred during testing of your container product on your Amazon EKS clusters. You can follow right sizing mechanisms to tone down the nodes to a minimal operating cost while we verify the testing results.

Release your add-on to public

After you have validated your software via Amazon EKS cluster as an add-on, you can submit a request to release the version of your Amazon EKS add-on to public using the AWS Marketplace Management Portal or AWS Marketplace Catalog API.

For more information, see Update the visibility for an Amazon EKS add-on in the *AWS Marketplace Catalog API Reference*.

You can track the request from the **Requests** tab of the **Server products** page in the AWS Marketplace Management Portal. Ingestion times will vary.

Container-based product requirements for AWS Marketplace

AWS Marketplace maintains the following requirements for all container-based products and offerings on AWS Marketplace. These requirements help to promote a safe, secure, and trustworthy catalog for our customers. We also encourage sellers to review implementation of additional controls and protocols as applicable to meet the needs of their specific products.

All products and their related metadata are reviewed when submitted to ensure they meet or exceed current AWS Marketplace policies. These policies are regularly updated to align with evolving security guidelines. AWS Marketplace continuously scans products to verify that existing listings continue to meet any changes to these requirements. If a product falls out of compliance, AWS Marketplace will contact the seller to update their product to meet new standards. In some cases, products might be temporarily made unavailable to new subscribers until issues are resolved. This process helps maintain the security and trustworthiness of the AWS Marketplace platform for all users.

Topics

- Security policies
- Customer information requirements
- Product usage requirements
- Architecture requirements
- Helm chart structure requirements
- Container product usage instructions
- Requirements for Amazon EKS add-on products

Security policies

All container-based products must adhere to the following security requirements:

- Container images must not contain any known vulnerabilities, malware or End-of-Life (EoL) software packages and operating systems.
- Containers must not request AWS credentials to access AWS services. When your product needs to access AWS services, you must use one of the following:
  - IAM roles for service accounts, for Amazon Elastic Kubernetes Service (Amazon EKS) workloads.
  - IAM roles for tasks, for Amazon Elastic Container Service (Amazon ECS) workloads.
- Container-based products must only require least privileges to run. For more information, see Security in Amazon Elastic Container Service and Security in Amazon EKS.
- Container images should be configured to run with non-root privileges by default.
- Containers must not contain any hardcoded secrets such as passwords(even hashed) for system users and services, private keys, credentials, etc.
- Authentication in any services running inside the container must not use password-based authentication, even if the password is generated, reset, or defined by the user at launch. Null and blank passwords are not allowed as well.
- Container images must not include layers with unsupported architectures (for example, in-toto Attestation Framework metadata).

Customer information requirements

All container-based products must adhere to the following customer information requirements:

- Software must not collect or export customer data without the customer's knowledge and express consent except as required by BYOL (Bring Your Own License). Applications that collect or export customer data must follow these guidelines:
  - The collection of the customer data must be self-service, automated, and secure. Buyers must not need to wait for sellers to approve to deploy the software.
  - Collection of customer data must be consistent with your agreements with AWS, including but not limited to, the AWS Marketplace Terms and Conditions, AWS Service Terms, AWS Privacy Notice and AWS Customer Agreement.
  - Payment information must not be collected.

Product usage requirements

All container-based products must adhere to the following product usage requirements:

- Sellers can only list fully functioning products. Beta or prerelease products for trial or evaluation purposes are not allowed. Developer, community, and BYOL editions of commercial software are supported if the seller provides an equivalent paid version on AWS Marketplace within 90 days of providing the free edition.
- All of a container-based product's usage instructions must include all steps to deploy container-based products. Usage instructions must provide commands and deployment resources pointing to the corresponding container images on AWS Marketplace.
- Container-based products must include all container images that a subscriber needs to use the software. In addition, container-based products must not require a user to launch the product using any images from outside AWS Marketplace (for example, container images from third-party repositories).
- Containers and their software must be deployable in a self-service manner and must not require additional payment methods or costs. Applications that require external dependencies on deployment must follow these guidelines:
  - The requirement must be disclosed in the description or the usage instructions of the listing. For example, *This product requires an internet connection to deploy properly. The following packages are downloaded on deployment: <list of package>.*
  - Sellers are responsible for the use of and ensuring the availability and security of all external dependencies.
  - If the external dependencies are no longer available, the product must be removed from AWS Marketplace as well.
  - The external dependencies must not require additional payment methods or costs.
- Containers that require an ongoing connection to external resources not under the direct control of the buyer—for example, external APIs or AWS services managed by the seller or a third party —must follow these guidelines:
  - The requirement must be disclosed in the description or the usage instructions of the listing. For example, *This product requires an ongoing internet connection. The following ongoing external services are required to properly function: <list of resources>.*
  - Sellers are responsible for the use of and ensuring the availability and security of all external resources.

  - If the external resources are no longer available, the product must be removed from AWS Marketplace as well.
  - The external resources must not require additional payment methods or costs and the setup of the connection must be automated.
- Product software and metadata must not contain language that redirects users to other cloud platforms, additional products, or upsell services that aren't available on AWS Marketplace.
- If your product is an add-on to another product or another ISV's product, your product description must indicate that it extends the functionality of the other product and that without it, your product has very limited utility. For example, *This product extends the functionality of <product name> and without it, this product has very limited utility. Please note that <product name> might require its own license for full functionality with this listing.*

Architecture requirements

All container-based products must adhere to the following architecture requirements:

- Source container images for AWS Marketplace must be pushed to the Amazon Elastic Container Registry (Amazon ECR) repository owned by AWS Marketplace. You can create these repositories in the AWS Marketplace Management Portal under server products for each of your container product listings.
- Container images must be based on Linux.
- Paid container-based products must be able to be deployed on Amazon ECS, Amazon EKS, or AWS Fargate.
- Paid container-based products with contract pricing and an integration with AWS License Manager should deploy on Amazon EKS, Amazon ECS, AWS Fargate, Amazon EKS Anywhere, Amazon ECS Anywhere, Red Hat OpenShift Service on AWS (ROSA), self-managed Kubernetes clusters on-premises, or on Amazon Elastic Compute Cloud.
- For Helm chart products, container image references must be structured according to the the section called "Helm chart structure requirements" to support cross-region deployment.

Helm chart structure requirements

All Helm chart products submitted to AWS Marketplace must adhere to the following structure requirements to ensure proper regionalization and deployment across AWS regions:

- Container image references must be defined exclusively in the `values.yaml` file and not hardcoded in any other files within the Helm chart. This enables AWS Marketplace to automatically replace these references when replicating your product to different regions.
- The `values.yaml` file must use variables for all container image references, including:
  - `Repository URI`
  - `Image name`
  - Optionally, you can include `registry` and `tag` fields on the same level as the repository to build up your image reference.
- Helm templates must reference these variables using the standard Helm templating syntax (e.g., `{{ .Values.image.repository }}:{{ .Values.image.tag }}`).
- Avoid using conditional logic in templates that would bypass the image references defined in `values.yaml`.
- When testing your Helm chart with different AWS regions, ensure that changing the region in `values.yaml` correctly updates all image references in the deployed resources.

AWS Marketplace validates that all container image references are properly defined in the `values.yaml` file during the product submission process. Products that do not meet these requirements will be rejected.

Example: Best practice for container image references in Helm charts

The following examples demonstrate approaches for structuring container image references in Helm charts:

`values.yaml` (recommended format):

```
image:
  registry: "709825985650.dkr.ecr.us-east-1.amazonaws.com"
  repository: "accuknox/kubearmor"
  tag: "v1.1.1"
```

> **Note**
>
> We recommend the approach above for the structure of your `values.yaml` , but the alternative methods below are also valid.

`values.yaml` (alternative format):

```
image:
  repository: 709825985650.dkr.ecr.us-east-1.amazonaws.com/guance/datakit
  tag: 1.0
```

`values.yaml` (alternative format):

```
image:
  repository: 709825985650.dkr.ecr.us-east-1.amazonaws.com/guance/datakit:1.0
```

> **Note**
>
> For deployment template, the format below is the only valid format available.

Deployment template:

```
containers:
- name: kubearmor
  image: "{{ .Values.image.registry }}/{{ .Values.image.repository }}:
{{ .Values.image.tag }}"
```

Incorrect approach (do not use):

```
containers:
- name: kubearmor
  image: "709825985650.dkr.ecr.us-east-1.amazonaws.com/accuknox/kubearmor:v1.1.1"
```

Container product usage instructions

When creating usage instructions for your container product, follow the steps and guidance in the section called “AMI and container product usage instructions”.

Helm chart usage instructions

When creating usage instructions for Helm chart products:

- Clearly document all configurable parameters in your `values.yaml` file, including image repository, tag, and registry parameters.

- Provide examples of how to override these parameters when installing the Helm chart.
- Do not instruct users to modify any files other than `values.yaml` or to use `--set` parameters when installing the chart.
- Include information about how your product handles regionalization of container images.

Requirements for Amazon EKS add-on products

An Amazon EKS add-on is software that provides operational capabilities to Kubernetes applications but isn't specific to the application. For example, an Amazon EKS add-on includes observability agents or Kubernetes drivers that allow the cluster to interact with underlying AWS resources for networking, compute, and storage.

As a seller of container products, you can choose among several deployment options including Amazon EKS. You can publish a version of your product as an AWS Marketplace add-on into the Amazon EKS add-on catalog. Your add-on appears in the Amazon EKS console next to add-ons maintained by AWS and other vendors. Your buyers can deploy your software as an add-on just as easily as they do the other add-ons.

For more information, see Amazon EKS add-ons in the *Amazon EKS User Guide*.

Preparing your container product as an AWS Marketplace add-on

To publish your container product as an AWS Marketplace add-on, it must meet the following requirements:

- Your container product must be published in AWS Marketplace.
- Your container product must be built compatible for both AMD64 and ARM64 architectures.
- Your container product must not use the Bring Your Own License (BYOL) pricing model.

> **Note**
>
> BYOL is not supported for Amazon EKS add-on delivery.

- You must adhere to all container-based product requirements including pushing all container images and Helm charts into AWS Marketplace managed Amazon ECR repositories. This requirement includes open-source images, for example, `nginx`. Images and charts can't be hosted in other external repositories including, but not limited to, Amazon ECR Public Gallery, Docker Hub, and Quay.

- **Helm charts** - Prepare and package your software as a Helm chart. The Amazon EKS add-on framework converts a Helm chart into a Kubernetes manifest. Some Helm features are not supported within Amazon EKS systems. The following list describes the requirements that must be met before onboarding your software as an Amazon EKS add-on. In this list, all Helm commands use Helm version 3.8.1:
  - All `Capabilities` objects are supported, with an exception for `.APIVersions`. `.APIVersions` is not supported for non-built-in custom Kubernetes APIs.
  - Only the `Release.Name` and `Release.Namespace` objects are supported.
  - Helm hooks and the `lookup` function are not supported.
  - All dependent charts must be located within the main Helm chart (specified with repository path file://...).
  - The Helm chart must successfully pass Helm Lint and Helm Template with no errors. The commands are as follows:
    - Helm Lint – `helm lint` *`helm-chart`*

      Common issues include undeclared charts in the parent chart's metadata. For example, `chart metadata is missing these dependencies: chart-base Error: 1 chart(s) linted, 1 chart(s) failed`
    - Helm Template – `helm template` *`chart-name chart-location`* `–set k8version=`*`Kubernetes-version`* `–kube-version` *`Kubernetes-version`* `–namespace` *`addon-namespace`* `–include-crds –no-hooks –f` *`any-overriden-values`*

      Pass any overridden configurations with the `–f` flag.
  - Store all container binaries in AWS Marketplace Amazon ECR repos. To create a manifest, use the Helm template command that's shown earlier. Search the manifest for any external image references such as `busybox` or `gcr` images. Upload all container images along with dependencies into AWS Marketplace Amazon ECR repos created by using the **Add Repository** option in the request dropdown.
- **Custom configuration** – You can add custom variables during the deployment. For information about how to identify the end user experience, name the software `aws_mp_configuration_schema.json`, and package into a wrapper with the Helm chart, see Amazon EKS add-ons: Advanced configuration.

According to The "$schema" Keyword, `$schema` must be a URI that points to a valid `application/schema+json` resource.

This file must not accept any sensitive information such as passwords, license keys, and certificates.

To handle secrets and certificate installations, you can provide post- or pre-Add-on installation steps to end users. The product should not rely on any external licenses. The product should work based on AWS Marketplace entitlements.

For more information about limitations for `aws_mp_configuration_schema.json`, see Add-on configuration requirements and best practices for add-on providers.

- **Identify and create the namespace that the software will be deployed in** – In the first release of your product, you must identify the namespace that the software will be deployed in by adding a templatized namespace.
- **Custom resource definitions (CRDs)** – Amazon EKS addon framework does not support installation of CRDs and custom resource declarations based on CRDs applied with the same add-on. If your add-on has custom resources and relies on CRDs, you can either:
  - **Publish two add-ons:**Split CRD definition into a separate add-on (separate helm chart) and the actual custom resource installation into a separate add-on.
  - **Publish a single add-on with additional manual instructions:** Publish a single add-on which installs the CRDs on cluster. Provide usage instructions along with kubernetes manifest files for end users to set up custom resources that depend on those CRDs.
- **Create the `serviceAccount` if applicable** – If the software is either a paid software on AWS Marketplace or must connect with other AWS services, make sure that the Helm chart creates `serviceAccount` by default. If the `serviceAccount` creation is handled by a parameter in a `values.yaml` file, set the parameter value to `true`. For example, `serviceAccount.create = true`. This is required because the customer might choose to install the add-on by inheriting permissions from the underlying node instance which already has the required permissions. If the Helm chart doesn't create the `serviceAccount`, then the permissions can't be tied to the `serviceAccount`.
- **Traceable Deployments or Daemonsets** – Make sure your Helm chart has a daemonset or deployment. Amazon EKS addon framework tracks deployment of your Amazon EKS resources using them. Without a traceable deployment or daemonset, your addon will face an deployment error. If your addon does not have a deployment or daemonset, for example, if your addon

deploys a bunch of Custom resources or a Kubernetes job which are not traceable, add a dummy deployment or daemonset object.

- **Support for AMD and ARM architectures** – Many Amazon EKS customers use ARM64 today to use AWS Graviton instances. Third-party software must support both architectures.
- **Integrate with licensing or metering APIs from AWS Marketplace** – AWS Marketplace supports multiple billing models. For more information, see Container product billing, metering, and licensing integrations. If you want to sell your product through PAYG mechanisms, see Configuring custom metering for container products with AWS Marketplace Metering Service. If you want to sell your product through an upfront or contract model, see Contract pricing for container products with AWS License Manager.
- **Upload the software and all the artifacts and dependencies** – The Helm chart must be self-contained, and it must not require dependencies from external sources, for example, GitHub. If the software requires external dependencies, then the dependencies must be pushed to AWS Marketplace private Amazon ECR repositories under the same AWS Marketplace listing.
- **Provide deployment instructions on your website** – We request that you host a deployment guide for customers to identify how to deploy your software through the create-addon command.
- **Add-on permissions/IAM roles** – If your add-on published from AWS Marketplace requires access to an AWS service, your software should have a Kubernetes service account annotated with IAM policies to access AWS services. You can choose from two options for your service account to make API requests to AWS services:
  - Credentials via IRSA: This option allows your software to obtain assume credentials from the Identity and Access Management (IAM) Role Service (IRSA). For more information, refer to IAM roles for service accounts.
  - Amazon EKS pod identity: This option allows your software to use the Pod Identity of the Amazon EKS pod to make API requests to AWS services. For more information, refer to Learn how EKS Pod Identity grants pods access to AWS services

  Your add-on must have an additional configuration file named `aws_mp_addon_parameters.json` in the top level of the Helm chart, in the same directory as the current custom configuration schema (`aws_mp_configuration_schema.json`). Currently, this file only handles pod identity-compatible permissions. The file format is as follows:

```
{
  "permissions": {
      "isPodIdentityCompatible" : true,
```

```
      "permissionsList": [
       {
        "serviceAccount" : "String",
        "managedPolicies" : ["Policy Arn"],
       }
     ]
    }
  }
```

File name: `aws_mp_addon_parameters.json`

> **Note**
>
> The `aws_mp_addon_parameters.json` file enables the **Add-on access** section in the **Add-on configuration settings** page of the Amazon EKS console

Field name	Type	Notes	Example value
isPodIdentityCompatible	Boolean	Only `true` is supported for now. Field shows if the permissions described in the following permissionsList list are fitting with pod-identity	TRUE
serviceAccount	String	The name of the service account the add-on will use to access the permissions	kpow
managedPolicies	List<String>	List of policy arns to use for this service account that may be assumed by the EKS add-on	`["arn:aws:iam::aws:policy/ReadOnlyAccess"]`

> **Note**
>
> Pay-as-you-go (PAYG) add-on products from AWS Marketplace can't use Amazon EKS Pod Identity and must use IAM Roles for Service Accounts (IRSA) for access control.

- **Version updates** – Amazon EKS releases new Kubernetes versions a few weeks after the upstream release. As new Amazon EKS cluster versions become generally available, vendors have 45 days to certify or update their software to be compatible with the new Amazon EKS cluster version release. If your current versions of the add-on supports the new Kubernetes version, validate and certify the same so that we can update the version compatibility matrix. If a new add-on version is needed to support the new Kubernetes version release, then please submit the new version for onboarding.
- Partner's software must fall into one of the following types or be an operational software that will enhance Kubernetes or Amazon EKS: Gitops | monitoring | logging | cert-management | policy-management | cost-management | autoscaling | storage | kubernetes-management | service-mesh | etcd-backup | ingress-service-type | load-balancer | local-registry| networking | Security | backup | ingress-controller | observability
- Software cannot be Container Network Interface (CNI).
- Software must be sold through AWS Marketplace and integrated with Licensing and metering APIs for paid products. BYOL products are not accepted.

Add-on configuration requirements and best practices for add-on providers

Amazon EKS requires configuration as a Helm JSON schema string from add-on providers. Add-ons that either need required configurations or allow optional configurations must include a `aws_mp_configuration_schema.json` file with the Helm Chart submitted to AWS Marketplace. Amazon EKS will use this schema to validate the configuration input from customers and reject API calls with input values that do not conform to the schema. Add-on configurations typically fall under two categories:

- Configuration for general Kubernetes properties like labels, tolerations, nodeSelector, etc.
- Configurations that are add-on specific like license key, feature enablement, URLs, etc.

This section is focused on the first category related to general Kubernetes properties.

Amazon EKS recommends following best practices around configuration of Amazon EKS add-ons.

- Schema requirements
- Common parameters that are allowed for configuration
- Common parameters that aren't allowed for configuration

Schema requirements

When defining the json schema, ensure you use a version of jsonschema that is supported by Amazon EKS add-ons.

The list of supported schemas:

- https://json-schema.org/draft-04/schema
- https://json-schema.org/draft-06/schema
- https://json-schema.org/draft-07/schema
- https://json-schema.org/draft/2019-09/schema

Using any other json schema version is incompatible with Amazon EKS add-ons and will cause the add-on to be unable to be released until this is fixed.

Example Helm schema file

```
{
"$schema": "http://json-schema.org/schema#",
  "type": "object",
  "properties": {
"podAnnotations": {
"description": "Pod Annotations"
"type": "object"
    },
    "podLabels": {
"description": "Pod Labels"
"type": "string"
    },
    "resources": {
"type": "object"
"description": "Resources"
    },
    "logLevel": {
```

```
"description": "Logging Level"
"type": "string",
      "enum": [
        "info",
        "debug"
      ]
    },
    "config": {
"description": "Custom Configuration"
"type": "object"
    }
  }
}
```

camelCase

Configuration parameters are required to be camelCase, and will be rejected if not adhering to this format.

Descriptions are required

Always include meaningful descriptions for schema properties. This description will be used to render label names in Amazon EKS console for each configuration parameter.

RBAC definition

Add-on providers need to define and supply the RBAC permissions needed to successfully install the add-on using the principle of least privilege. If RBAC permissions need to change for newer versions of add-on or any fixes to address a CVE, add-on providers will need to inform the Amazon EKS team about this change. Required permissions for each Kubernetes resource should be restricted to the resource name of the object.

```
apiGroups: ["apps"]
resources: ["daemonsets"]
resourceNames: ["ebs-csi-node"]
verbs: ["create", "delete", "get", "list", "patch", "update", "watch"]
```

Secrets Management

This section only applies to add-ons that need customers to configure secret information like application key, API key, password, etc. Currently, Amazon EKS APIs do not support passing in secret information in plain text due to the security implications. However, customers can use configuration to pass in the name of the Kubernetes Secret that holds the keys needed by the

add-on. Customers will be required to create Kubernetes Secret objects containing the keys with the same namespace as a pre-requisite step and then pass in the name of the Secret using configuration blob when creating the add-on. We recommend that add-on providers name the schema properties so that customers do not accidentally mistake it for the actual key. For example: appSecretName, connectionSecretName etc.

In summary, add-on providers can leverage the schema to allow customers to pass in the name of the secret but not the keys which will actually hold the secret itself.

Example configuration values

You can include configuration examples in your schema to help customers with configuration of add-ons. The following example is from the schema of AWS Distro for OpenTelemetry add-on.

```
"examples": [
      {
        "admissionWebhooks": {
          "namespaceSelector": {},
          "objectSelector": {}
        },
        "affinity": {},
        "collector": {
          "amp": {
            "enabled": true,
            "remoteWriteEndpoint": "https://aps-workspaces.us-west-2.amazonaws.com/
workspaces/ws-xxxxxxxx-xxxx-xxxx-xxxx-xxxxxxxxxxxx/api/v1/remote_write"
          },
          "cloudwatch": {
            "enabled": true
          },
          "mode": "deployment",
          "replicas": 1,
          "resources": {
            "limits": {
              "cpu": "256m",
              "memory": "512Mi"
            },
            "requests": {
              "cpu": "64m",
              "memory": "128Mi"
            }
          },
          "serviceAccount": {
```

```
            "annotations": {},
            "create": true,
            "name": "adot-collector"
          },
          "xray": {
            "enabled": true
          }
        },
        "kubeRBACProxy": {
          "enabled": true,
          "resources": {
            "limits": {
              "cpu": "500m",
              "memory": "128Mi"
            },
            "requests": {
              "cpu": "5m",
              "memory": "64Mi"
            }
          }
        },
        "manager": {
          "env": {},
          "resources": {
            "limits": {
              "cpu": "100m",
              "memory": "128Mi"
            },
            "requests": {
              "cpu": "100m",
              "memory": "64Mi"
            }
          }
        },
        "nodeSelector": {},
        "replicaCount": 1,
        "tolerations": []
      }
    ]
```

Common parameters that are allowed for configuration

The following are recommended parameters in a customer facing Helm schema file.

Parameter	Description	Should have a default?
additionalLabels	Add Kubernetes labels to all Kubernetes objects managed by the add-on.	No
additionalAnnotations	Add Kubernetes annotations to all Kubernetes objects managed by the add-on.	No
podLabels	Add Kubernetes labels to pods managed by the add-on.	No
podAnnotations	Add Kubernetes annotations to pods managed by the add-on.	No
logLevel	Log level for components managed by the add-on.	Yes
nodeSelector	Simplest recommended form of node selection constraint. You can add the nodeSelector field to your Pod specification and specify the node labels you want the target node to have.	Potentially, for example Linux nodes only
tolerations	Tolerations are applied to pods. Tolerations allow the scheduler to schedule pods with matching taints. Tolerations allow scheduling but don't guarantee scheduling.	Maybe, more common with daemonsets
affinity	The affinity feature consists of two types of affinity: Node affinity functions like the nodeSelector field but is more expressive and allows you to specify soft rules, Inter-pod	Maybe

Parameter	Description	Should have a default?
	affinity/anti-affinity allows you to constrain Pods against labels on other Pods.	
topologySpreadConstraints	You can use topology spread constraints to control how Pods are spread across your cluster among failure-domains such as regions, zones, nodes, and other user-defi ned topology domains. This can help to achieve high availability as well as efficient resource utilization.	Maybe
resource request/limits	Specify how much cpu/memory each container needs. Requests are strongly recommended to be set. Limits are optional.	Yes
replicas	Number of replicas of the pods managed by the add-on. Not applicable for daemonsets.	Yes

Note

For workload scheduling configuration parameters, you may need to separate out top level components in the Schema where necessary. Example, Amazon EBS CSI driver contains two main components, controller and node agent - customers require different node selectors/ tolerations for each component.

Note

The default values defined in the JSON schema is purely for user documentation purpose only and does not replace the need to have the rightful default in the `values.yaml` file. If

using the default property, please ensure that the default in `values.yaml` matches that in the schema and the two artifacts (`values.schema.json` and `values.yaml`) remain in sync whenever changes are made to the Helm Chart.

```
"affinity": {
            "default": {
              "affinity": {
                "nodeAffinity": {
                  "preferredDuringSchedulingIgnoredDuringExecution": [
                    {
                      "preference": {
                        "matchExpressions": [
                          {
                            "key": "eks.amazonaws.com/compute-type",
                            "operator": "NotIn",
                            "values": [
                              "fargate"
                            ]
                          }
                        ]
                      },
                      "weight": 1
                    }
                  ]
                },
                "podAntiAffinity": {
                  "preferredDuringSchedulingIgnoredDuringExecution": [
                    {
                      "podAffinityTerm": {
                        "labelSelector": {
                          "matchExpressions": [
                            {
                              "key": "app",
                              "operator": "In",
                              "values": [
                                "ebs-csi-controller"
                              ]
                            }
                          ]
                        },
                        "topologyKey": "kubernetes.io/hostname"
```

```
                    },
                    "weight": 100
                  }
                ]
              }
            }
          },
          "description": "Affinity of the controller pod",
          "type": [
            "object",
            "null"
          ]
        }
```

Common parameters that aren't allowed for configuration

Cluster metadata parameters such `clusterName`, `region`, `vpcId`, `accountId`, and others may be required by various add-ons (for example, Elastic Load Balancing Controller). Any parameter similar to these that is known by the Amazon EKS service will be automatically injected by Amazon EKS add-ons, and not put on the responsibility of the user to specify as a configuration option. These parameters include:

- AWS region
- Amazon EKS cluster name
- VPC ID of the cluster
- Container registry, specifically for build-prod accounts, which is used by networking add-ons
- DNS cluster IP, specifically for coredns add-on
- Amazon EKS cluster API endpoint
- IPv4 enabled on cluster
- IPv6 enabled on cluster
- Prefix delegation for IPv6 enabled on cluster

Add-on providers need to ensure you have templating defined for such applicable parameters. Each of the above parameters will have a pre-defined `parameterType` attribute defined by Amazon EKS. The release metadata will specify the mapping between the `parameterType` and the name/path of the parameter in the template. This way, the values can be dynamically passed-in by Amazon EKS without requiring customers to specify these through configurations and also

gives flexibility to add-on providers to define their own template name/path. Parameters such as the above that Amazon EKS needs to inject dynamically should be excluded from the schema file.

Example mapping from release metadata

```
"defaultConfiguration": [
       {
            "key": "image.containerRegistry",
            "parameterType": "CONTAINER_REGISTRY"
       }
]
```

The following are parameters not recommended to be configurable in a customer facing Helm schema file. Either the parameters should have non-modifiable defaults, or not be included at all in the add-on template.

Parameter	Description	Should have a default?
image	Container image that will be deployed on the Kubernetes cluster.	No, managed through add-on definition
imagePullSecrets	Configuring a pod to use a secret to pull from a private registry.	N/A
livenessProbe	The Kubelet process uses liveness probes to know when to restart a container. For example, liveness probes could catch a deadlock, where an application is running, but unable to make progress. Restartin g a container in such a state can help to make the application more available despite bugs.	Yes
readinessProbe	It is important that you have a readiness probe for your container s. This way the Kubelet process	Yes

Parameter	Description	Should have a default?
	running on your data plane will know when the container is ready to serve traffic. A Pod is considered ready when all of its containers are ready. One use of this signal is to control which Pods are used as backends for Services. When a Pod is not ready, it is removed from Service load balancers.	
startupProbe	The kubelet uses startup probes to know when a container application has started. If such a probe is configured, it disables liveness and readiness checks until it succeeds, making sure those probes don't interfere with the application startup. This can be used to adopt liveness checks on slow starting containers, avoiding them getting killed by the kubelet before they are up and running.	Optional

Parameter	Description	Should have a default?
podDisruptionBudget	Define a Pod Discruption Budget (PDB) to ensure a minimum number of PODS keep running during voluntary disruptions. A PDB limits the number of Pods of a replicated application that are down simultaneously from voluntary disruptions. For example, a quorum-based application would like to ensure that the number of replicas running is never brought below the number needed for a quorum. A web front end might want to ensure that the number of replicas serving load never falls below a certain percentage of the total.	Yes, if defaulting to more than two replicas
serviceAccount (name)	Name of the service account pods will run under.	Yes

Parameter	Description	Should have a default?
serviceAccount (annotations)	Annotations applied to the service account. Typically used for IAM Roles for Service Accounts feature	No, IAM service account role ARN is set in top level Amazon EKS add-ons API. An exception to this rule is if your add-on has multiple deploymen ts/controllers (such as Flux) and requires separate IRSA role ARNs.
priorityClassName	Priority indicates the importance of a Pod relative to other Pods. If a Pod cannot be scheduled, the scheduler tries to preempt (evict) lower priority Pods to make scheduling of the pending Pod possible.	Yes. Most add-ons are critical to cluster functionality, and should have a priority class set by default.
podSecurityContext	A security context defines privilege and access control settings for a Pod or Container. Typically used to set fsGroup - which was required for IRSA in v1.19 and lower clusters.	Unlikely, given Amazon EKS no longer supports Kubernetes v1.19
securityContext	A security context defines privilege and access control settings for a Pod or Container.	Yes

Parameter	Description	Should have a default?
updateStrategy	Specifies the strategy used to replace old Pods by new ones.	Yes
nameOverride	Override name of pods.	No
podSecurityPolicy	Enforce restrictions on parameters.	No - PSPs are deprecated
extraVolumeMounts/extraVolumes	Used for IRSA in non Amazon EKS clusters.	No

Container products pricing for AWS Marketplace

On AWS Marketplace, you can list free products, Bring Your Own License model (BYOL) products, and paid products for Amazon Elastic Container Service (Amazon ECS), Amazon Elastic Kubernetes Service (Amazon EKS), and AWS Fargate. You can set only one price per product. This topic outlines the available pricing models for container products.

Note

You use the AWS Marketplace Metering Service to enforce entitlement and meter usage for your paid products. For per task or per pod pricing, usage is metered automatically by AWS.

The price you set for a container product applies to all AWS Regions. Whenever you lower the price for a container product, the new price is implemented for your buyers immediately. For price increases, existing buyers are notified about the change 90 days before it impacts their billing. New buyers are billed the new amount.

Note

For new subscribers, the price change is effective immediately. For existing subscribers, the price change is effective on the first day of the month following a 90-day period that begins on the date that the price change notification is sent. For example, say you send a price change notification on March 16. June 16 is about 90 days after March 16. Because

the price change happens on the first day of the month that follows the 90-day period, the effective date of the change is July 1.

Topics

- Container pricing models
- Contract pricing for container products

Container pricing models

AWS Marketplace has multiple pricing models for container products.

The following table provides general information about pricing models for container-based products.

Pricing models for container products

Pricing model	Description
Bring Your Own License (BYOL)	BYOL is managed outside of AWS Marketplace through an external billing relationship that you maintain with the buyer.
Monthly	**Fixed monthly price** A fixed monthly price that provides users with unlimited product usage during the following month. Example: You set the price for your product at $99 per month. Your product includes three different container images that are deployed using an Amazon ECS task definition. After a buyer subscribes to your product, they're immediately charged $99, which repeats each month until they cancel the subscription. The buyer also gets unlimited usage of the product. The buyer also pays separatel y for any infrastructure that the tasks run on. While subscribed, they can access your container images. They can launch and run any number of containers from those images on Amazon ECS or Amazon EKS in any configuration.

Pricing model	Description
	If the buyer cancels their subscription in the middle of a month, they lose access to the Amazon ECR repository where AWS Marketplace stores the container images. The buyer might have pulled and stored the original images. However, they can no longer pull new container image versions that you make available through AWS Marketplace. The buyer is refunded for the unused portion of the final month. You're paid based on the buyer's usage minus the agreed-to AWS Marketplace fee.
Custom metric pricing dimensions	Custom metered prices based off of dimensions you define (for example users, nodes, repositories, or GB), up to 24 dimensions per product. Example: Your product charges by users. You have admin users and regular users, and you define the pricing as $2 for admin users and $1 for regular users. You can set them up as separate dimensions when listing your product. You charge by users logged in per day and you meter that usage per day.

Pricing model	Description
Per task or per pod hourly price	**Amazon ECS task or Amazon EKS pod** Per Amazon ECS task or per Amazon EKS pod pricing that we measure to the second with the price set per hour. Example: Your product includes three different container images: a controller node, a worker node, and an analytics node. Because your product isn't functional or useful without the controller node, you decide that is the image that you want to charge usage for. You set a price of $6 per hour. You modify the software in the container image for the controller node to integrate with the AWS Marketplace Metering Service `RegisterUsage` API operation. This ensures that only buyers with an active subscription can launch and run that container image and that its usage is metered based on how long it runs. The buyer is charged $6 per hour of usage for each Amazon EKS controlle r pod running. If the buyer launches five Amazon EKS controller pods that include the controller node container, they're charged $30 per hour ($6 per pod). The buyer also pays separately for any infrastructure that the pods run on. For hourly pricing, billing is per-second with a 1-minute minimum. If the customer runs this controller container for 20 minutes and 30 seconds, they're charged `20 x ($6/60) + 30 x ($6/60/60) = $2 + $0.05 = $2.05`. You're paid based on the buyer's usage minus the agreed-to AWS Marketplace fee.

Pricing model	Description
Hourly/usage with long-term contract	A long-term contract, at a reduced price, paid up front or in regular installments. A long-term contract can be added to an existing product that has custom metered pricing, or per task and per pod pricing. Buyers pay the metered prices when they consume more than what they purchased in the long term contract. Example: For metered pricing models, you can add a long-term contract price for buyers to get a discount for committing upfront. Say that you normally charge $1 per some unit consumed. A buyer using 1 unit per hour would pay $8760 per year (`365 days x 24 hours x $1 per hour`). You could enable a contract that enables the buyer to use 1 unit per hour for those 365 days at half that price ($4380). In this case, the buyer commits to pay upfront for the one-year contract, and the price drops from $1 per unit to $0.5 per unit. You could also enable the buyer to purchase multiple of these contracts. If the quantity that is metered showed that the buyer consumed 10 units in an hour, and they had two contracts, then 2 units will be included in the 2 contracts. The 8 additional units would be billed at the regular $1 per hour, for a total of $8 in that hour. For the per task or per pod example, you can also add a long-term contract price for buyers to get a discount for committing upfront. If you normally charge $6 per pod, you could set a long-term contract duration of 365 days with a price of $13,140 (`365 days x 24 hours x $3 per pod per hour`). One contract would then entitle the customer to 1 pod per hour during those 365 days. Customers can choose to purchase multiple contracts. For example, a customer can purchase two contracts which entitles them to 2 pods per hour. If the customer runs more pods per hour than the entitled contracts, then excess pods will be billed at your normal hourly price. In both cases, buyers that purchase long-term contracts will be billed upfront, either as a one-time payment or regularly scheduled future payments. Buyers will also be billed for any additional usage above their contract at the metered rate.

Pricing model	Description
Container contract pricing	**Container with contract pricing** – A container-based product that the buyer pays an upfront fee for.

Contract pricing for container products

For container-based products with contract pricing, AWS Marketplace bills your customers upfront or by the payment schedule that you define, based on the contract between you and your customer. After that point, they're entitled to use those resources.

To set your pricing, choose one or more contract durations that you offer customers. You can enter different prices for each contract duration. Your options are 1-month, 12-months, 24-month, and 36-month durations. For private offers, you can specify a custom duration in months (up to 60 months).

Choose the category that best describes your product's pricing. The pricing category appears to customers on the AWS Marketplace website. You can choose from **Bandwidth** (GB/s, MB/s), **Data** (GB, MB, TB), **Hosts**, **Requests**, **Tiers**, or **Users**. If none of the predefined categories fit your needs, you can choose the more generic **Units** category.

The offer allows for up to 24 dimensions to be added to it. Each dimension requires the following data:

- **Contracts Category** – The contract category is used to measure or meter your product if the product supports consumption based metering on top of contract pricing. For contract products with no consumption based pricing, you can choose a category which most closely resembles the category of dimension in the contract. If no values resemble the units for the dimension in the contract, choose `Units`.
- **Contracts Unit** – The contract unit is used along with category for metering if the product supports consumption based metering. Choose one of the available values for the units that closely matches your dimensions based on the category selected.
- **Contracts Dimension Allow Multiple Purchases** – This field is used to indicate whether an offer is a tiered pricing offer or a non-tiered offer which allows for purchase of multiple dimensions.

  Tiered offer – Allows the buyer to subscribe to only one of the available dimensions in the offer. Dimensions in a tiered offer don't have the concept of quantities. Signing a contract with a

specific dimension essentially indicates that the buyer has chosen the specific feature indicated by that dimension.

Non-tiered offer – Allows the customer to procure more than one dimensions as part of the contract and allows them to procure multiple units of each such dimension.

Setting a value of *true* for this field indicates that the offer is a non-tiered offer. Setting a value of *false* for this field indicates that the offer is a tiered offer.

When using the Product Load Form (PLF) to create the contracts for your Container product, you must define the following fields for your pricing dimensions:

- **Contracts DimensionX API Name** – The name that should appear in the license generated in the buyer's AWS License Manager account. This name is also used as the value for `Name` in `Entitlement` in the `Checkoutlicense` API call.
- **Contracts DimensionX Display Name** – The customer-facing name of the dimension that will be displayed on the product detail and procurement pages of the AWS Marketplace website. Create a name that is user-friendly The name's maximum length is 24 characters. After the listing is public, the value of `Name` can't be changed.
- **Contracts DimensionX Description** – The customer-facing description of a dimension that provides additional information about the dimension for the product, such as the capabilities that the specific dimension provides. The maximum length for the description is 70 characters.
- **Contracts DimensionX Quantity** – This is used to calculate proration in cases of agreement amendments to a product. This value of this field should be set to 1 for all contract offers. It should not be edited.
- **Contracts DimensionX 1-Month Rate** – The contract rate to be charged for 1-month of entitlements against this dimension. For non-tiered offers, this rate is charged for each unit of the dimension that is procured. This field supports eight decimal places.
- **Contracts DimensionX 12-Month Rate** – The contract rate to be charged for 12 months of entitlements against the dimension. For non-tiered offers, this rate is charged for each unit of the dimension that is procured. This field supports eight decimal places.
- **Contracts DimensionX 24-Month Rate** – The contract rate to be charged for 24 months of entitlements against the dimension. For non-tiered offers, this rate is charged for each unit of the dimension that is procured. This field supports eight decimal places.

- **Contracts DimensionX 36-Month Rate** – The contract rate to be charged for 36 months of entitlements against the dimension. For non-tiered offers, this rate is charged for each unit of the dimension that is procured. This field supports eight decimal places.

Example: Data storage application

	1-month price	12-month price	24-month price	P36-month price
Unencrypted data (GB)	$1.50/GB	$16.00/GB	$30.00/GB	$60.00/GB
Encrypted data (GB)	$1.55/GB	$16.60/GB	$31.20/GB	$61.20/GB

Example: Log monitoring product

	1-month price	12-month price	24-month price	36-month price
Basic (10 hosts monitored, 5 containers monitored)	$100	$1000	$2000	$4000
Standard (20 hosts monitored , 10 containers monitored)	$200	$2000	$4000	$8000
Pro (40 hosts monitored, 20 containers monitored)	$400	$4000	$8000	$16,000
Additional hosts monitored per hour	$10	$100	$200	$400

	1-month price	12-month price	24-month price	36-month price
Additional containers monitored per hour	$10	$100	$200	$400

Note

The prices can be for the following durations: 1 month, 12 months, 24 months, or 36 months. You can choose to offer one or more of these options for your product. The durations must be the same across each dimension.

Example

For example, in a case where you have `ReadOnlyUsers` and `AdminUsers` dimensions, if you offer a yearly price for ReadOnlyUsers, you must offer a yearly price for `AdminUsers`, too.

Automatic renewals

When customers purchase your product through AWS Marketplace using container contracts, they can agree to automatically renew the contract terms. Customers continue to pay for the entitlements every month or for 1, 2, or 3 years.

Customers can modify their renewal settings at any time. For more information, see Modifying an existing contract in the *AWS Marketplace Buyer Guide*.

When a container contract ends

A container contract product has a contract expiry. When a contract ends, the following events occur:

1. Your container product receives an `entitlement-updated` notification indicating that the buyer's entitlement has changed, and the AWS Marketplace Entitlement Service returns an empty response.

2. You have one hour to meter any remaining usage for the customer. After this you can no longer send metering records for this customer.

Container product billing, metering, and licensing integrations

AWS Marketplace integrates with other AWS services to provide both metering and contract-based pricing for your container product. For container-based products with usage pricing, you can use the AWS Marketplace Metering Service for both checking entitlement to use your product and metering usage for billing. For container-based products with contract pricing, you can use the AWS License Manager to associate licenses with your product. The following sections provide more information about hourly and custom metering with AWS Marketplace Metering Service and contract pricing with AWS License Manager.

Topics

- Hourly and custom metering with AWS Marketplace Metering Service
- Contract pricing with AWS License Manager
- Configuring hourly metering with AWS Marketplace Metering Service
- Configuring custom metering for container products with AWS Marketplace Metering Service
- Contract pricing for container products with AWS License Manager

Hourly and custom metering with AWS Marketplace Metering Service

To both check entitlement to use your product and to meter usage for billing, use the AWS Marketplace Metering Service. If you want to define your own pricing units and meter that usage to us for billing, integrate by using the MeterUsage API operation. If you want to price your product based on number of tasks or pods used and have AWS meter that usage automatically, integrate by using the RegisterUsage API operation. For both types of pricing, you can add a long-term contract price without changing how you integrate with the AWS Marketplace Metering Service.

When you create a new container product in the AWS Marketplace Management Portal, we provide a set of product identifiers (the product code and public key) that are used to integrate your product with the AWS Marketplace Metering Service.

Entitlement

Integrating with the AWS Marketplace Metering Service allows you to verify that the customer running your paid software is subscribed to your product on AWS Marketplace, guarding you against unauthorized use at container startup. To verify entitlement, use the MeterUsage or RegisterUsage API operations, depending on your pricing model. For hourly and fixed monthly pricing models, use the `RegisterUsage` API operation. For custom metering pricing models, use the `MeterUsage` API operation.

If a buyer isn't entitled to your product, these API operations return the `CustomerNotEntitledException` exception.

> **Note**
>
> If a buyer unsubscribes from your product while running it, they are entitled to continue running it. However, they can't launch additional containers for your product.

Integration guidelines

As you create and publish your container products and use the `MeterUsage` or `RegisterUsage` API operations for entitlement and metering, keep the following guidelines in mind:

- Don't configure AWS credentials within your software or the Docker container image. AWS credentials for the buyer are automatically obtained at runtime when your container image is running within an Amazon ECS task or Amazon EKS pod.
- To call the `MeterUsage` or `RegisterUsage` API operations from Amazon EKS, you must use a supported AWS SDK. To test `MeterUsage` or `RegisterUsage` integration of Amazon EKS, you must run an Amazon EKS cluster running Kubernetes 1.13.x or greater. Kubernetes 1.13 is required for AWS Identity and Access Management (IAM) roles for pod support. IAM roles are required for the running pod to obtain the AWS credentials required to invoke these actions on Amazon EKS.
- You can do local development, but you will get a `PlatformNotSupportedException` exception. This exception won't occur when you launch the container on AWS container services (Amazon ECS, Amazon EKS, and Fargate).

Supported AWS Regions

For a list of all AWS Marketplace supported AWS Regions, see Region Table on the Global Infrastructure website.

Obtaining the AWS Region for metering

When integrating your container for metering with either the `MeterUsage` or `RegisterUsage` API operation, don't configure the AWS SDK to use a specific AWS Region. The Region must be obtained dynamically at runtime.

Example

For example, a customer launches an Amazon ECS task or Amazon EKS pod. The `RegisterUsage` API operation is called in a Region that differs from the Region where the Amazon ECS task or Amazon EKS pod was launched. Therefore, the `RegisterUsage` API operation throws an `InvalidRegionException` error.

AWS SDK languages don't determine the `AWS_REGION` in a consistent manner. If your SDK does not automatically pick up the `AWS_REGION`, software needs to be written manually to determine the `AWS_Region`. For example, the AWS SDK for Java automatically uses Amazon EC2 instance metadata (specifically, `ec2InstanceMetadata`) to obtain the Region when environment variables or other configuration aren't present. In this instance, only call `ec2InstanceMetadata` if the `AWS_REGION` environment variable isn't present.

For information about how to dynamically obtain an AWS Region at runtime, refer to the AWS SDK Developer Guide for your programming language.

Preventing metering modification

Introducing ways for buyers to modify or override calls to `RegisterUsage` or `MeterUsage` might result in undesirable billing and payment issues. We strongly recommend that you integrate the metering and entitlement logic.

When engineering your product to prevent metering modification, keep the following in mind:

- If buyers can insert new image layers that contain `CMD` or `ENTRYPOINT` instructions, directly integrate `RegisterUsage` or `MeterUsage` into the software that the buyer is running through your container image. Otherwise, calls to `RegisterUsage` or `MeterUsage` executed via `CMD` or `ENTRYPOINT` from the base image will likely be overridden by the buyer.

- We recommend that you manage the AWS Marketplace product codes that your software uses as input to `RegisterUsage` or `MeterUsage` in a manner buyers can't modify. However, if your product manages product codes in a manner customers can override, such as AWS CloudFormation, Helm chart, or Kubernetes manifest, you must maintain a list of *trusted* AWS Marketplace product codes. This is to ensure that the product code your software passes as input to `RegisterUsage` or `MeterUsage` is valid.
- If any of your trusted product codes are for free products, ensure that they can't be used in place of a paid product code.

Contract pricing with AWS License Manager

For container-based products with contract pricing, you use AWS License Manager to associate licenses with your product.

AWS License Manager is a license management tool that enables your application to track and update licenses (also known as entitlements) that have been purchased by a customer. This section provides information about how to integrate your product with AWS License Manager. After the integration is complete, you can publish your product listing on AWS Marketplace.

For more information about AWS License Manager, see the AWS License Manager User Guide and the AWS License Manager section of the *AWS CLI Command Reference*.

Note

- Customers can't launch new instances of the container after the contract expiry period. However, during the contract duration, they can launch any number of instances. These licenses are not bound to a specific node or instance. Any software running on any container on any node can checkout the license as long as it has the assigned AWS credentials.
- **Private Offer Creation** – Sellers can generate private offers for the products using the Private offer creation tool in the AWS Marketplace Management Portal.
- **Reporting** – You can set up data feeds by setting up an Amazon S3 bucket in the **Report** section in the AWS Marketplace Management Portal. For more information, see Seller reports, data feeds, and dashboards in AWS Marketplace.

Integration workflow

The following steps show the workflow for integrating your container product with AWS License Manager:

1. Seller creates a product with AWS License Manager integration.
2. Seller lists the product on AWS Marketplace.
3. Buyer finds the product on AWS Marketplace and purchases it.
4. A license is sent to the buyer in their AWS account.
5. Buyer uses the software by launching the Amazon EC2 instance, Amazon ECS task, or Amazon EKS pod software. The customer deploys using an IAM role.
6. Software reads the license in the buyer's AWS License Manager account, discovers the entitlements purchased, and provisions the features accordingly.

> **Note**
>
> License Manager doesn't do any tracking or updates; this is done by the seller's application.

Configuring hourly metering with AWS Marketplace Metering Service

> **Note**
>
> For Amazon EKS deployments, your software must use IAM roles for service accounts (IRSA) to sign the API call for the `RegisterUsage` API operation. Using EKS Pod Identity, the node role, or long-term access keys are not supported.
> For Amazon ECS deployments, your software must use Amazon ECS task IAM role to sign the API call for the `RegisterUsage` API operation. Using the node role or long-term access keys are not supported.

If your container product uses per-hour per-task or per-pod pricing instead of custom metered pricing dimensions, you don't have to define custom metering dimensions. You can use AWS Marketplace Metering Service for hourly metering with container products in AWS Marketplace. The following sections show you how to configure hourly metering with AWS Marketplace Metering Service.

The `RegisterUsage` API operation meters software use per Amazon Elastic Container Service (Amazon ECS) task or per Amazon Elastic Kubernetes Service (Amazon EKS) pod, per hour, with usage prorated to the second. A minimum of 1 minute of usage applies to tasks or pods that are short lived. Continuous metering for software use is automatically handled by the AWS Marketplace Metering Control Plane. Your software isn't required to perform any metering specific actions except calling `RegisterUsage` once for metering of software use to commence.

`RegisterUsage` must be called immediately at the time of launching a container. If you don't register the container in the first 6 hours of the container launch, AWS Marketplace Metering Service doesn't provide any metering guarantees for previous months. However, the metering will continue for the current month forward until the container ends.

The AWS Marketplace Metering Control Plane continues to bill customers for running Amazon ECS tasks and Amazon EKS pods, regardless of the customer's subscription state. This removes the need for your software to perform entitlement checks after the initial successful launch of the task or pod.

For more information about integrating AWS Marketplace Metering Service API with container products with hourly pricing, see the Integrate with hourly metering lab of the *AWS Marketplace seller workshop*.

Topics

- Hourly metering prerequisites
- Testing integration for RegisterUsage
- Error handling for RegisterUsage
- Integrating your container product with the AWS Marketplace Metering Service using the AWS SDK for Java

Hourly metering prerequisites

Before publishing the product, you must do the following:

1. Create a new container product in the AWS Marketplace Management Portal, and make a note of its product code.

   For more information, see Overview: Create a container product.
2. Use an AWS Identity and Access Management (IAM) role for the task or pod running your application with the IAM permissions necessary to call `RegisterUsage`. The IAM managed

policy `AWSMarketplaceMeteringRegisterUsage` has these permissions. For more information about the policy, see AWSMarketplaceMeteringFullAccess in the *AWS Managed Policy Reference*.

3. (Optional) If you want to see logging, we recommend that you enable AWS CloudTrail logging in the task or pod definition.
4. Make a test call to the `RegisterUsage` API operation with a record for all of the pricing dimensions you define.

Testing integration for `RegisterUsage`

Use the `RegisterUsage` API operation to test your integration before submitting your image to AWS Marketplace for publishing.

Call `RegisterUsage` from the container image by running your product on Amazon ECS or Amazon EKS. Use the AWS account that you're using to list the product on AWS Marketplace. Your metering integration must dynamically set the AWS Region, rather than hardcoding it. However, when testing, launch at least one Amazon ECS task or Amazon EKS pod containing your paid container in the US East (N. Virginia) Region. By doing this, the AWS Marketplace operations team can verify your work with the logs in that Region.

> **Note**
>
> If your product supports both Amazon ECS and Amazon EKS, you only need to launch in Amazon EKS for us to validate your integration.

You can't fully test the integration until your product is published with all the required metadata and pricing information. If requested, the AWS Marketplace catalog operations team can verify receipt of your metering records.

Error handling for `RegisterUsage`

If your container image integrates with the AWS Marketplace Metering Service and receives an exception other than `ThrottlingException` at container startup, you should terminate the container to prevent unauthorized use.

Exceptions other than `ThrottlingException` are thrown only on the initial call to the `RegisterUsage` API operation. Subsequent calls from the same Amazon ECS task or Amazon EKS

pod don't throw `CustomerNotSubscribedException` even if the customer unsubscribes while the task or pod is still running. These customers are still charged for running containers after they unsubscribe, and their usage is tracked.

The following table describes the errors that the `RegisterUsage` API operation might throw. Each AWS SDK programming language has a set of error handling guidelines that you can refer to for additional information.

Error	Description
`InternalServiceErrorException`	`RegisterUsage` isn't available.
`CustomerNotEntitledException`	The customer doesn't have a valid subscription for the product.
`InvalidProductCodeException`	The `ProductCode` value passed in as part of the request doesn't exist.
`InvalidPublicKeyException`	The `PublicKeyVersion` value passed in as part of the request doesn't exist.
`PlatformNotSupportedException`	AWS Marketplace doesn't support metering usage from the underlying platform. Only Amazon ECS, Amazon EKS, and AWS Fargate are supported.
`ThrottlingException`	The calls to `RegisterUsage` are throttled.
`InvalidRegionException`	`RegisterUsage` must be called in the same AWS Region that the Amazon ECS task or Amazon EKS pod was launched in. This prevents a container from choosing a Region (for example, `withRegion("us-east-1") )` when calling `RegisterUsage` .

Integrating your container product with the AWS Marketplace Metering Service using the AWS SDK for Java

You can use the AWS SDK for Java to integrate with the AWS Marketplace Metering Service. Continuous metering for software use is automatically handled by the AWS Marketplace Metering Control Plane. Your software isn't required to perform any metering specific actions except calling `RegisterUsage` once for metering of software use to commence. This topic provides an example implementation using the AWS SDK for Java to integrate with the AWS Marketplace Metering Service's `RegisterUsage` action.

`RegisterUsage` must be called immediately at the time of launching a container. If you don't register the container in the first 6 hours of the container launch, AWS Marketplace Metering Service doesn't provide any metering guarantees for previous months. However, the metering will continue for the current month forward until the container ends.

For the full source code, see RegisterUsage Java example. Many of these steps apply regardless of the AWS SDK language.

Example steps for AWS Marketplace Metering Service integration

1. Sign into the AWS Marketplace Management Portal.
2. From **Assets** choose **Containers** to start creating a new container product. Creating the product generates the product code for the product to integrate with your container image. For information about setting IAM permissions, see the section called "AWS Marketplace metering and entitlement API permissions".
3. Download the public AWS Java SDK.

   > **Important**
   >
   > To call the metering APIs from Amazon EKS, you must use a supported AWS SDK and run on an Amazon EKS cluster running Kubernetes 1.13 or later.

4. (Optional) If you're integrating with the `RegisterUsage` action and you want to perform digital signature verification, you need to configure the BouncyCastle signature verification library in your application classpath.

   If you want to use JSON Web Token (JWT), you must also include JWT Java libraries in your application classpath. Using JWT provides a simpler approach to signature verification

but is not required, and you can use standalone BouncyCastle instead. Whether you use JWT or BouncyCastle, you need to use a build system such as Maven to include transitive dependencies of BouncyCastle or JWT in your application classpath.

```
// Required for signature verification using code sample
<dependency>
    <groupId>org.bouncycastle</groupId>
    <artifactId>bcpkix-jdk15on</artifactId>
    <version>1.60</version>
</dependency>

// This one is only required for JWT
<dependency>
    <groupId>com.nimbusds</groupId>
    <artifactId>nimbus-jose-jwt</artifactId>
    <version>6.0</version>
</dependency>
```

5. Call `RegisterUsage` from each paid container image in your product offering. `ProductCode` and `PublicKeyVersion` are required parameters, and all other inputs are optional. The following is an example payload for `RegisterUsage`.

```
{
    "ProductCode" : "string", // (required)
    "PublicKeyVersion": 1,    // (required)
    "Nonce": "string",        // (optional) to scope down the registration
                              //            to a specific running software
                              //            instance and guard against
                              //            replay attacks
}
```

> **Note**
>
> It is possible to see transient issues in connecting to the AWS Marketplace Metering Service. AWS Marketplace strongly recommends implementing retries for up to 30 minutes, with exponential back off, to avoid short-term outages or network issues.

6. `RegisterUsage` generates an RSA-PSS digital signature using SHA-256 that you can use to verify request authenticity. The signature includes the following fields: `ProductCode`,

`PublicKeyVersion`, and `Nonce`. To verify the digital signature, you must retain these fields from the request. The following code is an example response to a `RegisterUsage` call.

```
{
"Signature": "<<JWT Token>>"
}

// Where the JWT Token is composed of 3 dot-separated,
// base-64 URL Encoded sections.
// e.g. eyJhbGcVCJ9.eyJzdWIMzkwMjJ9.rrO9Qw0SXRWTe

// Section 1: Header/Algorithm
{
"alg": "PS256",
"typ": "JWT"
}

// Section 2: Payload
{
"ProductCode" : "string",
"PublicKeyVersion": 1,
"Nonce": "string",
"iat": date // JWT issued at claim
}

// Section 3: RSA-PSS SHA256 signature
"rrO9Q4FEi3gweH3X4lrt2okf5zwIatUUwERlw016wTy_21Nv8S..."
```

7. Rebuild a new version of your container image that includes the `RegisterUsage` call, tag the container, and push it to any container registry that is compatible with Amazon ECS or Amazon EKS, such as Amazon ECR or Amazon ECR Public. If you are using Amazon ECR, ensure that the account launching the Amazon ECS task or Amazon EKS pod has permissions on the Amazon ECR repository. Otherwise, the launch fails.
8. Create an IAM role that grants permission for your container to call `RegisterUsage`, as defined in the following code. You must supply this IAM role in the Task Role parameter of the Amazon ECS task or Amazon EKS pod definition.

   JSON

   ```
   {
       "Version": "2012-10-17",
   ```

```
    "Statement": [
        {
            "Action": [
                "aws-marketplace:RegisterUsage"
                ],
                "Effect": "Allow",
                "Resource": "*"
        }
    ]
}
```

9. Create an Amazon ECS task or Amazon EKS pod definition that references the container that has integrated with AWS Marketplace and references the IAM role that you created in step 7. You should enable AWS CloudTrail logging in the task definition if you want to see logging.
10. Create an Amazon ECS or Amazon EKS cluster to execute your task or pod. For more information about creating an Amazon ECS cluster, see Creating a Cluster in the *Amazon Elastic Container Service Developer Guide*. For more information about creating an Amazon EKS cluster (using Kubernetes version 1.1.3.x or later), see Creating an Amazon EKS Cluster.
11. Configure the Amazon ECS or Amazon EKS cluster and launch the Amazon ECS task definition or Amazon EKS pod that you created, in the us-east-1 AWS Region. It's only during this testing process, before the product is live, that you have to use this region.
12. When you get a valid response back from `RegisterUsage`, you can begin creating your container product. For questions, contact the AWS Marketplace Seller Operations team.

RegisterUsage Java example

The following example uses the AWS SDK for Java and AWS Marketplace Metering Service to call the `RegisterUsage` operation. Signature verification is optional, but if you want to perform signature verification, you must include the required digital signature verification libraries. This example is for illustrative purposes only.

```
import com.amazonaws.auth.PEM;
import com.amazonaws.services.marketplacemetering.AWSMarketplaceMetering;
import com.amazonaws.services.marketplacemetering.AWSMarketplaceMeteringClientBuilder;
import com.amazonaws.services.marketplacemetering.model.RegisterUsageRequest;
import com.amazonaws.services.marketplacemetering.model.RegisterUsageResult;
import com.amazonaws.util.json.Jackson;
import com.fasterxml.jackson.databind.JsonNode;
import com.nimbusds.jose.JWSObject;
import com.nimbusds.jose.JWSVerifier;
```

```
import com.nimbusds.jose.crypto.RSASSAVerifier;
import java.io.ByteArrayInputStream;
import java.nio.charset.StandardCharsets;
import java.security.PublicKey;
import java.security.Security;
import java.security.Signature;
import java.security.interfaces.RSAPublicKey;
import java.util.Base64;
import java.util.Optional;
import java.util.UUID;
import org.bouncycastle.jce.provider.BouncyCastleProvider;

/**
 * Class for making calls out to &MKT; Metering Service.
 */
class RegisterUsage {

    private static final String PRODUCT_CODE = ".......";

    private final AWSMarketplaceMetering registerUsageClient;
    private final SignatureVerifier signatureVerifier;
    private final int publicKeyVersion;

    public RegisterUsage(final SignatureVerifier signatureVerifier) {
        this.signatureVerifier = signatureVerifier;
        this.publicKeyVersion = PublicKeyProvider.PUBLIC_KEY_VERSION;
        this.registerUsageClient =
 AWSMarketplaceMeteringClientBuilder.standard().build();
    }

    /**
     * Shows how to call RegisterUsage client and verify digital signature.
     */
    public void callRegisterUsage() {
        RegisterUsageRequest request = new RegisterUsageRequest()
                .withProductCode(PRODUCT_CODE)
                .withPublicKeyVersion(publicKeyVersion)
                .withNonce(UUID.randomUUID().toString());

        // Execute call to RegisterUsage (only need to call once at container startup)
        RegisterUsageResult result = this.registerUsageClient.registerUsage(request);

        // Verify Digital Signature w/o JWT
        boolean isSignatureValid = this.signatureVerifier.verify(request, result);
```

```
        if (!isSignatureValid) {
            throw new RuntimeException("Revoke entitlement, digital signature
 invalid.");
        }
    }
}

/**
 * Signature verification class with both a JWT-library based verification
 * and a non-library based implementation.
 */
class SignatureVerifier {
    private static BouncyCastleProvider BC = new BouncyCastleProvider();

    private static final String SIGNATURE_ALGORITHM = "SHA256withRSA/PSS";

    private final PublicKey publicKey;

    public SignatureVerifier(PublicKeyProvider publicKeyProvider) {
        this.publicKey = publicKeyProvider.getPublicKey().orElse(null);
        Security.addProvider(BC);
    }

    /**
     * Example signature verification using the NimbusJOSEJWT library to verify the JWT
 Token.
     *
     * @param request RegisterUsage Request.
     * @param result  RegisterUsage Result.
     * @return true if the token matches.
     */
    public boolean verifyUsingNimbusJOSEJWT(final RegisterUsageRequest request, final
 RegisterUsageResult result) {
        if (!getPublicKey().isPresent()) {
            return false;
        }

        try {
            JWSVerifier verifier = new RSASSAVerifier((RSAPublicKey)
 getPublicKey().get());
            JWSObject jwsObject = JWSObject.parse(result.getSignature());
            return jwsObject.verify(verifier) &&
 validatePayload(jwsObject.getPayload().toString(), request, result);
        } catch (Exception e) {
```

```
            // log error
            return false;
        }
    }

    /**
     * Example signature verification without any JWT library support.
     *
     * @param request RegisterUsage Request.
     * @param result  RegisterUsage Result.
     * @return true if the token matches.
     */
    public boolean verify(final RegisterUsageRequest request, final RegisterUsageResult
result) {
        if (!getPublicKey().isPresent()) {
            return false;
        }
        try {
            String[] jwtParts = result.getSignature().split("\\.");
            String header = jwtParts[0];
            String payload = jwtParts[1];
            String payloadSignature = jwtParts[2];

            Signature signature = Signature.getInstance(SIGNATURE_ALGORITHM, BC);
            signature.initVerify(getPublicKey().get());
            signature.update(String.format("%s.%s", header,
payload).getBytes(StandardCharsets.UTF_8));
            boolean verified = signature.verify(Base64.getUrlDecoder()
                    .decode(payloadSignature.getBytes(StandardCharsets.UTF_8)));

            String decodedPayload = new String(Base64.getUrlDecoder().decode(payload));
            return verified && validatePayload(decodedPayload, request, result);
        } catch (Exception e) {
            // log error
            return false;
        }
    }

    /**
     * Validate each value in the returned payload matches values originally
     * supplied in the request to RegisterUsage. TimeToLiveInMillis and
     * PublicKeyExpirationTimestamp will have the values in the payload compared
     * to values in the signature
     */
```

```
    private boolean validatePayload(final String payload, final RegisterUsageRequest
 request,
                                    final RegisterUsageResult result) {
        try {
            JsonNode payloadJson = Jackson.getObjectMapper().readTree(payload);
            boolean matches = payloadJson.get("productCode")
                    .asText()
                    .equals(request.getProductCode());
            matches = matches && payloadJson.get("nonce")
                    .asText()
                    .equals(request.getNonce());
            return matches = matches && payloadJson.get("publicKeyVersion")
                    .asText()
                    .equals(String.valueOf(request.getPublicKeyVersion()));

        } catch (Exception ex) {
            // log error
            return false;
        }
    }

    private Optional<PublicKey> getPublicKey() {
        return Optional.ofNullable(this.publicKey);
    }
}

/**
 * Public key provider taking advantage of the &AWS; PEM Utility.
 */
class PublicKeyProvider {
    // Replace with your public key. Ensure there are new-lines ("\n") in the
    // string after "-----BEGIN PUBLIC KEY-----\n" and before "\n-----END PUBLIC
 KEY-----".
    private static final String PUBLIC_KEY =
            "-----BEGIN PUBLIC KEY-----\n"
                    + "MIGfMA0GCSqGSIb3DQEBAQUAA4GNADCBiQKBgQDdlatRjRjogo3WojgGHFHYLugd
\n"
                    + "UWAY9iR3fy4arWNA1KoS8kVw33cJibXr8bvwUAUparCwlvdbH6dvEOfou0/gCFQs
\n"
                    + "HUfQrSDv+MuSUMAe8jzKE4qW+jK+xQU9a03GUnKHkkle+Q0pX/g6jXZ7r1/xAK5D
\n"
                    + "o2kQ+X5xK9cipRgEKwIDAQAB\n"
                    + "-----END PUBLIC KEY-----";
```

```
    public static final int PUBLIC_KEY_VERSION = 1;

    public Optional<PublicKey> getPublicKey() {
        try {
            return Optional.of(PEM.readPublicKey(new ByteArrayInputStream(
                    PUBLIC_KEY.getBytes(StandardCharsets.UTF_8))));
        } catch (Exception e) {
            // log error
            return Optional.empty();
        }
    }
}
```

Configuring custom metering for container products with AWS Marketplace Metering Service

> **Note**
>
> For Amazon EKS deployments, your software must use IAM roles for service accounts (IRSA) to sign the API call for the `MeterUsage` API operation. Using EKS Pod Identity, the node role, or long-term access keys are not supported.
> For Amazon ECS deployments, your software must use Amazon ECS task IAM role to sign the API call for the `MeterUsage` API operation. Using the node role or long-term access keys are not supported.

AWS Marketplace container products can have custom metering on up to 24 different pricing dimensions per product. Each dimension can have a long-term contract price associated with it. To enable custom metering, integrate your container product with AWS Marketplace Metering Service. You can define your own pricing units and custom metering for that usage to AWS for billing using the `MeterUsage` API operation. The following sections show you how to configure custom metering for your container product.

Price dimensions are defined in two locations, once when creating your product in the AWS Marketplace Management Portal (seller portal) and once in your software to perform the `MeterUsage` operation. This two-factor method ensures that the subsequent offers are working as intended before they're made available to the public.

To set up custom metering, you'll need to choose the usage category, the unit type, and pricing dimensions:

- **Usage category** – The usage category helps buyers understand what your product is and how to use it.
- **Unit type** – The unit type defines the unit of measure for billing. For example, bandwidth measured in GBps or MBps, the number of hosts, or data measured in MB, GB, or TB.
- **Pricing dimensions** – The pricing dimensions represents a feature or service that you've set a per-unit price for (for example, users, scans, vCPUs, or deployed agents). Pricing dimensions are public. However, you can still define private and Bring Your Own License (BYOL) offers for public products. Don't send pricing in the metering records. You meter the quantity of units, and we use that along with the prices you defined when creating your product to compute the buyer's bill.

  If your product pricing doesn't fit with any of the predefined categories or unit types, you can choose the generic **Units** category. Then, use the dimension description to describe what the unit is.

Optionally, you may distribute the usage into allocations by properties that you track. The allocations are represented as tags to the buyer. These tags allow the buyer to view their costs split into usage by tag values. For example, if you charge by the user, and users have a "Department" property, you could create usage allocations with tags that have a key of "Department", and one allocation per value. This does not change the price, dimensions, or the total usage that you report, but allows your customer to view their costs by categories appropriate to your product.

We recommend that you send a metering record every hour. However, you can aggregate usage over daily or monthly periods as well. If you experience an outage, you can aggregate buyer software use and send it in the following hours metering. You can't send more than one record per hour.

For more information about integrating AWS Marketplace Metering Service API for container products with custom metering pricing, see the Integrate with custom metering lab of the *AWS Marketplace seller workshop*.

> **Important**
>
> Free trial and prepaid entitlement are tracked on an hourly level. As a result, sending these records in separately might lead to the buyer being overcharged.

Topics

- Custom metering prerequisites
- Testing MeterUsage integration
- Error handling for MeterUsage
- Vendor-metered tagging (Optional)
- Code example
- Integrating your container product using custom metering with the AWS Marketplace Metering Service and AWS SDK for Java

Custom metering prerequisites

Before publishing the product, you must do the following:

1. Create a new container product in the AWS Marketplace Management Portal, and make a note of its product code.
2. Use an AWS Identity and Access Management (IAM) role for the task or pod running your application with the IAM permissions necessary to call `MeterUsage`. The IAM managed policy `AWSMarketplaceMeteringRegisterUsage` has these permissions. For more information about the policy, see AWSMarketplaceMeteringFullAccess in the *AWS Managed Policy Reference*.
3. (Optional) We recommend that you enable AWS CloudTrail logging in the task or pod definition if you want to see logging.
4. Make a test call to the `MeterUsage` API operation with a record for all of the pricing dimensions you define.

Testing `MeterUsage` integration

Use the `MeterUsage` operation to test your integration before submitting your image to AWS Marketplace for publishing.

Call `MeterUsage` from the container images by running your product on Amazon Elastic Container Service (Amazon ECS) or Amazon Elastic Kubernetes Service (Amazon EKS) with the AWS account you are using to list the product on AWS Marketplace. Your metering integration must dynamically set the AWS Region, rather than hard coding it. However, when testing, launch at least one Amazon ECS task or Amazon EKS pod containing your paid container in the US East (N. Virginia) Region so that the AWS Marketplace operations team can verify your work with the logs in that Region.

Note

- If your product supports both Amazon ECS and Amazon EKS, you only need to launch in Amazon EKS for us to validate your integration.
- Test every dimension before launching your product to the public and after adding a new dimension. If you don't send a metering record for each dimension associated with a container product, it will result in an error with the request failing.

You can't fully test the integration until your product is published with all the required metadata and pricing information. If requested, the AWS Marketplace catalog operations team can verify receipt of your metering records.

Error handling for `MeterUsage`

If your container image integrates with the `MeterUsage` operation and receives an exception other than `ThrottlingException` at container startup, you should terminate the container to prevent unauthorized use.

Exceptions other than `ThrottlingException` are thrown only on the initial call to `MeterUsage`. Subsequent calls from the same Amazon ECS task or Amazon EKS pod do not throw `CustomerNotSubscribedException` even if the customer unsubscribes while the task or pod is still running. These customers are still charged for running containers after they unsubscribe and their usage is tracked.

See MeterUsage in the *AWS Marketplace Metering Service API Reference*for detailed descriptions of common errors for `MeterUsage`. Each AWS SDK programming language has a set of error handling guidelines that you can refer to for additional information.

Vendor-metered tagging (Optional)

Vendor-metered tagging helps Independent Software Vendors (ISVs) give the buyer more granular insight into their software usage and can help them perform cost allocation.

There are many ways to tag a buyer's software usage. One way is to first ask your buyers what they want to see in their cost allocation. Then you can split the usage across properties that you track for the buyer's account. Examples of properties include `AccountId`, `Business Unit`, `Cost Centers`, and other relevant metadata for your product. These properties are exposed to the buyer as tags. Using tags, buyers can view their costs split into usage by the tag values in their AWS

Billing Console (https://console.aws.amazon.com/costmanagement/). Vendor-metered tagging doesn't change the price, dimensions, or the total usage that you report. It allows your customer to view their costs by categories appropriate to your product.

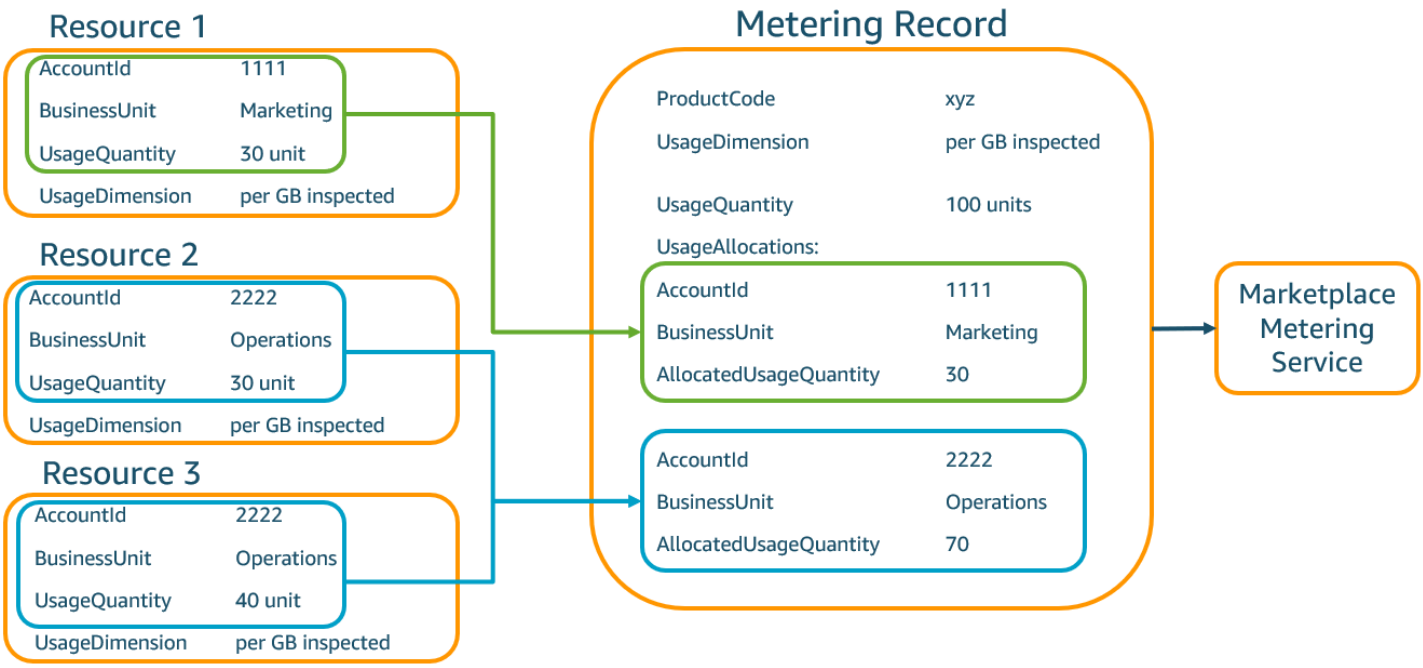
In a common use case, a buyer subscribes to your product with one AWS account. The buyer also has numerous users associated with the same product subscription. You can create usage allocations with tags that have a key of `AccountId`, and then allocate usage to each user. In this case, buyers can activate the `AccountId` tag in their Billing and Cost Management console and analyze individual user usage.

Seller experience

Sellers can aggregate the metering records for resources with the same set of tags instead of aggregating usage for all resources. For example, sellers can construct the metering record that includes different buckets of `UsageAllocations`. Each bucket represents `UsageQuantity` for a set of tags, such as `AccountId` and `BusinessUnit`.

In the following diagram, **Resource 1** has a unique set of `AccountId` and `BusinessUnit` tags, and appears in the **Metering Record** as a single entry.

Resource 2 and **Resource 3** both have the same `AccountId` tag, 2222, and the same `BusinessUnit` tag, `Operations`. As a result, they're combined into a single `UsageAllocations` entry in the **Metering Record**.



Sellers can also combine resources without tags into a single `UsageAllocation` with the allocated usage quantity and send it as one of the entries in `UsageAllocations`.

Limits include:

- Number of tags – 5
- Size of `UsageAllocations` (cardinality) – 2,500

Validations include:

- Characters allowed for the tag key and value – a-zA-Z0-9+ -=._:\/@
- Maximum tags across `UsageAllocation` list – 5
- Two `UsageAllocations` can't have the same tags (that is, the same combination of tag keys and values). If that's the case, they must use the same `UsageAllocation`.
- The sum of `AllocatedUsageQuantity` of `UsageAllocation` must equal the `UsageQuantity`, which is the aggregate usage.

Buyer experience

The following table shows an example of the buyer experience after a buyer activates the `AccountId` and `BusinessUnit` vendor tags.

In this example, the buyer can see allocated usage in their **Cost Usage Report**. The vendor-metered tags use the prefix "`aws:marketplace:isv`". Buyers can activate them in the Billing and Cost Management, under **Cost Allocation Tags**, **AWS-generated cost allocation tags**.

The first and last rows of the **Cost Usage Report** are relevant to what the Seller sends to the Metering Service (as shown in the Seller experience example).

Cost Usage Report (Simplified)

ProductCode	Buyer	UsageDimension	UsageQuantity	aws:marketplace:isv:AccountId	aws:marketplace:isv:BusinessUnit
xyz	111122223333	Network: per (GB) inspected	70	2222	Operations
xyz	111122223333	Network: per (GB) inspected	30	3333	Finance
xyz	111122223333	Network: per (GB) inspected	20	4444	IT
xyz	111122223333	Network: per (GB) inspected	20	5555	Marketing
xyz	111122223333	Network: per (GB) inspected	30	1111	Marketing

For a code example, see `MeterUsage` code example with usage allocation tagging (Optional).

Code example

The following code example is provided to help you integrate your container product with the AWS Marketplace APIs required for publishing and maintaining your product.

`MeterUsage` code example with usage allocation tagging (Optional)

The following code example is relevant for container products with consumption pricing models. The Python example sends a metering record with appropriate usage allocation tags to AWS Marketplace to charge your customers for pay-as-you-go fees.

```
# NOTE: Your application will need to aggregate usage for the
#       customer for the hour and set the quantity as seen below.
#       AWS Marketplace can only accept records for up to an hour in the past.
#
# productCode is supplied after the AWS Marketplace Ops team has
# published the product to limited

# Import AWS Python SDK
import boto3
import time

usageRecord = [
    {
        "AllocatedUsageQuantity": 2,
        "Tags":
            [
                { "Key": "BusinessUnit", "Value": "IT" },
                { "Key": "AccountId", "Value": "123456789" },
            ]

    },
    {
        "AllocatedUsageQuantity": 1,
        "Tags":
            [
                { "Key": "BusinessUnit", "Value": "Finance" },
                { "Key": "AccountId", "Value": "987654321" },
            ]

    }
]

marketplaceClient = boto3.client("meteringmarketplace")

response = marketplaceClient.meter_usage(
    ProductCode="testProduct",
    Timestamp=int(time.time()),
    UsageDimension="Dimension1",
    UsageQuantity=3,
    DryRun=False,
    UsageAllocations=usageRecord
)
```

For more information about `MeterUsage`, see MeterUsage in the *AWS Marketplace Metering Service API Reference*.

Example response

```
{ "MeteringRecordId": "string" }
```

Integrating your container product using custom metering with the AWS Marketplace Metering Service and AWS SDK for Java

AWS Marketplace container products can have custom metering on up to 24 different pricing dimensions per product. To enable custom metering, you integrate your container product with AWS Marketplace Metering Service. You can define your own pricing units and custom metering for that usage to AWS for billing using the `MeterUsage` API operation. The following example outlines an implementation that uses the AWS SDK for Java to integrate with the AWS Marketplace Metering Service `MeterUsage` operation.

For complete details, see `MeterUsage` Java examples. Many of the following steps apply regardless of the language.

Example: AWS Marketplace Metering Service integration

1. Sign in to the AWS Marketplace Management Portal.
2. From **Assets**, choose **Containers** to start creating a new container product. Creating the product generates the product code for the product to integrate with your container image. For information about setting AWS Identity and Access Management (IAM) permissions, see the section called "AWS Marketplace metering and entitlement API permissions".
3. Download the public AWS Java SDK.

   > **Important**
   >
   > To call the metering API operations from Amazon Elastic Kubernetes Service (Amazon EKS), you must use a supported AWS SDK and run on an Amazon EKS cluster running Kubernetes 1.13 or later.

4. Call the `MeterUsage` operation from the task or pod once every hour for each dimension usage. The API operation accepts one metering record for a unique combination of

`Dimension`, `Resource`, and `Hour`. The resource is either an Amazon Elastic Container Service (Amazon ECS) task or an Amazon EKS pod.

```
{
    "ProductCode" : "string", // (required)
    "UsageDimension" : "string", // (required)
    "UsageQuantity":  int, // (optional) Default is 0. Acceptable value from [0,
 2147483647 (INT_MAX)]
    "Timestamp": Date, // (required) Timestamp in UTC. Value can be one hour in the
 past.
    "UsageAllocations": List<UsageAllocation> // (optional) UsageAllocations across
 1 or more tags.
}
```

> **Note**
>
> It is possible to see transient issues in connecting to the AWS Marketplace Metering Service. AWS Marketplace strongly recommends implementing retries for up to 30 minutes, with exponential back off, to avoid short-term outages or network issues.

5. Rebuild a new version of your container image that includes the `MeterUsage` call, tag the container, and push it to any Docker registry that is compatible with Amazon ECS or Amazon EKS, such as Amazon Elastic Container Registry (Amazon ECR). If you are using Amazon ECR, ensure that the account launching the Amazon ECS task or Amazon EKS pod has permissions on the Amazon ECR repository. Otherwise, the operation fails.
6. Create an IAM role that grants permission for your container to call `MeterUsage`, as defined in the following code example. You must supply this AWS Identity and Access Management (IAM) role in the Task Role parameter of the Amazon ECS task or Amazon EKS pod definition.

   JSON

```
{
    "Version": "2012-10-17",
    "Statement": [
        {
            "Action": [
                "aws-marketplace:MeterUsage"
                ],
                "Effect": "Allow",
```

```
                "Resource": "*"
            }
        ]
}
```

7. Create an Amazon ECS task or Amazon EKS pod definition that references the container that has integrated with AWS Marketplace and references the IAM role that you created in step 6. If you want to see logging, enable AWS CloudTrail logging in the task definition.
8. Create an Amazon ECS or Amazon EKS cluster to run your task or pod. For more information about creating an Amazon ECS cluster, see Creating a cluster in the *Amazon Elastic Container Service Developer Guide*. For more information about creating an Amazon EKS cluster (using Kubernetes version 1.1.3.x or later), see Creating an Amazon EKS Cluster.
9. Configure the Amazon ECS or Amazon EKS cluster and launch the Amazon ECS task definition or Amazon EKS pod that you created in step 8, in the us-east-1 AWS Region. It's only during this testing process, before the product is live, that you have to use this Region.
10. When you get a valid response from `MeterUsage` for each of the dimensions being published for the product, you can begin creating your container product. For questions, contact the AWS Marketplace Seller Operations team.

`MeterUsage` Java examples

The following code examples use the AWS SDK for Java and AWS Marketplace Metering Service to call the `MeterUsage` operation.

The following code example calls the `MeterUsage` operation without any `UsageAllocations`.

```
import com.amazonaws.services.marketplacemetering.AWSMarketplaceMetering;
import com.amazonaws.services.marketplacemetering.AWSMarketplaceMeteringClientBuilder;
import com.amazonaws.services.marketplacemetering.model.MeterUsageRequest;
import com.amazonaws.services.marketplacemetering.model.MeterUsageResult;

import java.util.Date;

public class MeterUsage {
    private static final String PRODUCT_CODE = ".......";
    private final AWSMarketplaceMetering awsMarketplaceMetering;

    public MeterUsage() {
        awsMarketplaceMetering =
 AWSMarketplaceMeteringClientBuilder.standard().build();
```

```
    }

    /**
     * Submits metering record for a FCP Dimension. The API accepts 1 metering record
 per dimension
     * for a given buyer's resource for a given timestamp hour. Ex. If a buyer is
 running 10 tasks,
     * the API will accepts 1 call to MeterUsage in an hour for a given dimension for
 each running task.
     *
     * @param dimension - FCP dimension name provided during the publishing of the
 product.
     * @param quantity - FCP dimension consumption value for the hour.
     * @param timestamp - Timestamp, in UTC, for which the usage is being reported.
     *                  Timestamp cant be more than 1 hour in the past.
     *                  Make sure the timestamp value is not before the start of the
 software usage.
     */
    public void callMeterUsage(String dimension, int quantity, Date timestamp) {
        MeterUsageRequest meterUsageRequest = new MeterUsageRequest()
                .withProductCode(PRODUCT_CODE)
                .withUsageDimension(dimension)
                .withUsageQuantity(quantity)
                .withTimestamp(timestamp);
        MeterUsageResult meterUsageResult =
 awsMarketplaceMetering.meterUsage(meterUsageRequest);
    }
}
```

The following code example calls the `MeterUsage` operation with `UsageAllocations`.

```
private static String callMeterUsageWithAllocationsByTag(AWSMarketplaceMetering
 marketplaceMetering) {
        // Tag Keys for the product
        String tagKey1 = "Key1";
        String tagKey2 = "Key2";
        String tagKey3 = "Key3";

        // 1st Usage Allocation bucket which has two Tags [{Key1, Key1Value1},{Key2,
 Key2Value1}]
        List<Tag> tagsForUsageAllocation1 = Arrays.asList(new
 Tag().withKey(tagKey1).withValue("Key1Value1"),
                new Tag().withKey(tagKey2).withValue("Key2Value1"));
```

```
        UsageAllocation usageAllocation1 = new UsageAllocation()
                .withTags(tagsForUsageAllocation1)
                .withAllocatedUsageQuantity(20);

        // 2nd Usage Allocation bucket which has two Tags [{Key1, Key1Value2},{Key2,
Key2Value1}]
        List<Tag> tagsForUsageAllocation2 = Arrays.asList(new
Tag().withKey(tagKey1).withValue("Key1Value2"),
                new Tag().withKey(tagKey2).withValue("Key2Value1"));
        UsageAllocation usageAllocation2 = new UsageAllocation()
                .withTags(tagsForUsageAllocation2)
                .withAllocatedUsageQuantity(20);

        // 3rd Usage Allocation bucket which has two Tags [{Key1, Key1Value2},{Key2,
Key2Value2},{Key3, Key3Value1}]
        List<Tag> tagsForUsageAllocation3 = Arrays.asList(new
Tag().withKey(tagKey1).withValue("Key1Value2"),
                new Tag().withKey(tagKey2).withValue("Key2Value2"),
                new Tag().withKey(tagKey3).withValue("Key3Value1"));
        UsageAllocation usageAllocation3 = new UsageAllocation()
                .withTags(tagsForUsageAllocation3)
                .withAllocatedUsageQuantity(15);

        // 4th Usage Allocation bucket with no tags
        UsageAllocation usageAllocation4 = new UsageAllocation()
                .withAllocatedUsageQuantity(15);

        List<UsageAllocation> usageAllocationList = Arrays.asList(usageAllocation1,
                usageAllocation2,
                usageAllocation3,
                usageAllocation4);

        MeterUsageRequest meterUsageRequest = new MeterUsageRequest()
                .withProductCode("TestProductCode")
                .withUsageDimension("Dimension1")
                .withTimestamp(new Date())
                //UsageQuantity value must match with sum of all AllocatedUsageQuantity
                .withUsageQuantity(70)
                .withUsageAllocations(usageAllocationList);

        MeterUsageResult meterUsageResult;
        try {
            meterUsageResult = marketplaceMetering.meterUsage(meterUsageRequest);
        } catch (Exception e) {
```

```
            // Log Error
            throw e;
        }

        return meterUsageResult.getMeteringRecordId();
    }
```

Contract pricing for container products with AWS License Manager

For container-based products with contract pricing, you can use AWS License Manager to associate licenses with your product. AWS License Manager is a license management tool that enables your application to track and update licenses (also known as entitlements) that have been purchased by a customer. This section provides information about how to integrate your product with AWS License Manager. After the integration is complete, you can publish your product listing on AWS Marketplace.

If you're integrating License Manager with an AWS Marketplace for Containers Anywhere product for Amazon EKS Anywhere, Amazon ECS Anywhere, Amazon Elastic Compute Cloud (Amazon EC2), or on-premises infrastructure, follow the instructions in Integrating an AWS Marketplace for Containers Anywhere with License Manager.

For more information about AWS License Manager, see the AWS License Manager User Guide and the AWS License Manager section of the *AWS CLI Command Reference*.

For more information about integrating AWS License Manager with container products with contract pricing, see the Integrate with upfront payment lab of the *AWS Marketplace seller workshop*.

Topics

- License models
- AWS License Manager integration prerequisites
- Integrating a container product with License Manager
- License Manager API operations
- License renewals and upgrades
- Integrating an AWS Marketplace for Containers Anywhere with License Manager

License models

AWS Marketplace integration with AWS License Manager supports two license models:

- Configurable license model
- Tiered license model

Configurable license model

The configurable license model (also known as the quantifiable license model) entitles a buyer to a specific quantity of resources after a buyer has procured a license.

You set a pricing dimension and a per unit price. Then, the buyer can choose the quantity of the resources that they want to purchase.

Example of pricing dimension and per unit price

You can set a pricing dimension (such as data backup) and per unit price (such as $30/unit).

The buyer can choose to purchase 5, 10, or 20 units.

Your product tracks and meters usage to measure the quantity of resources consumed.

With the configuration model, the entitlements are counted in one of two ways:

- Drawdown licenses
- Floating licenses

Drawdown license

The license is drawn from the pool of allowed amount of licenses upon use. That entitlement is checked out permanently and can't be returned to the license pool.

Example of processing a limited amount of data

A user is entitled to process 500 GB of data. As they continue to process data, the quantity is drawn from the pool of 500 GB until all 500 GB licenses are consumed.

For drawdown licenses, you can use the `CheckoutLicense` API operation to check out license units (entitlements) that are consumed.

Example of backup to Amazon S3 for a number of units/year

You have a storage product that allows backup to Amazon Simple Storage Service for up to 1,024 units for data for one year. Your application can be launched by using multiple Amazon EC2 instances. Your application has a mechanism to track and aggregate data. Your software calls the `CheckoutLicense` API operation with the Product ID upon every backup or at fixed intervals to update the consumed quantities.

In this example, your software calls the `CheckoutLicense` API operation to check out 10 units of data. When the total capacity reaches the backup limit that the customer has purchased, the API call fails.

Request

```
linux-machine ~]$ aws license-manager checkout-license\
--product-sku "2205b290-19e6-4c76-9eea-377d6bf7la47" \
--checkout-type "PERPETUAL" \
--key-fingerprint "aws:294406891311:AWS/Marketplace:issuer-fingerprint" \
--entitlements "Name=DataConsumption, Value=l0, Unit=Count" \
--client-token "AKIAIOSFODNN7EXAMPLE"
```

Response

```
{"CheckoutType": "PERPETUAL",
"EntitlementsAllowed": [{
"Name": "IntermediateTier",
"Units": "None"
}],
"Expiration": "2021-04-22Tl9:02:36",
"IssuedAt": "2021-04-22Tl8:02:36",
"LicenseArn": "arn:aws:license-manager::294406891311:license:l-16bf01b...",
"LicenseConsumptionToken": "AKIAIOSFODNN7EXAMPLE"
}
```

Floating licenses

The license is returned to the pool of the allowed amount of licenses after use.

For floating licenses, the application checks out entitlements from the entitlements pool using the `CheckoutLicense` API operation when the resource is being used. The response of the `CheckoutLicense` API operation includes a license consumption token which is a unique identifier

for the checkout. The license consumption token can be used to perform additional actions on the entitlements checked out, such as checking them back into the license or extending the checkout.

To check the entitlement back into the pool, use the `CheckInLicense` API operation when the resource is no longer in use.

```
aws license-manager check-in-license --license-consumption-token
 "f1603b3c1f574b7284db84..."
```

In case of failure to check in the entitlement (in case the application crashed), the entitlement checks back into the pool automatically after 60 minutes. If the resource is in use longer than 60 minutes, it is a best practice to keep the entitlement checked out of the pool by using the `ExtendLicenseConsumption` API operation as long as the resource is being used.

```
aws license-manager extend-license-consumption --license-consumption-token
 "f1603b3c1f574b7284..."
```

Example of number of users from a fixed upper limit

A user is entitled to 500 simultaneous users on the application. As users log in and log out, the users are drawn and returned to the pool of 500 users. However, the application can't draw more than 500 users from the pool because 500 simultaneous users is the fixed upper limit.

For floating entitlements, you can use the `CheckInLicense` API operation to return the license units to the entitlement pool.

Example of number of concurrent users for one year

Your product is priced based on number of concurrent users. The customer purchases a license for 10 users for one year. The customer launches the software by providing AWS Identity and Access Management (IAM) permissions. When a user logs in, your application calls the `CheckoutLicense` API operation to reduce the quantity by 1. When the user logs out, the application returns that license to the pool by calling the `CheckInLicense` API operation. If you don't call `CheckInLicense`, the license unit will be automatically checked in after 1 hour.

> **Note**
>
> In the following Request, the `key-fingerprint` isn't a placeholder value but the actual value of the fingerprint with which all licenses will be published.

Request

```
aws license-manager checkout-license\
--product-sku "2205b290-19e6-4c76-9eea-377d6bf7la47" \
--checkout-type "PROVISIONAL" \
--key-fingerprint "aws:294406891311:AWS/Marketplace:issuer-fingerprint" \
--entitlements "Name=ReadOnlyUSers, Value=l0, Unit=Count" \
--client-token "AKIAIOSFODNN7EXAMPLE"
```

Response

```
{
  "CheckoutType": "PROVISIONAL",
  "EntitlementsAllowed": [
    {
      "Name": "ReadOnlyUsers",
      "Count": 10,
      "Units": "Count",
      "Value": "Enabled"
    }
},
  "Expiration": "2021-04-22Tl9:02: 36",
  "IssuedAt": "2021-04-22Tl8:02:36",
  "LicenseArn": "arn:aws:license-manager::294406891311:license:l-16bf01b...",
  "LicenseConsumptionToken": "AKIAIOSFODNN7EXAMPLE"
}
```

Tiered license model

The tiered license model entitles a buyer to a specific level, or tier, of application features after a buyer has procured a license.

You create tiers for your product, such as Basic, Intermediate, and Premium. The buyer then selects one of the predefined tiers.

The application doesn't need to track or meter usage of the application.

With the tiered license model, the entitlements aren't counted but instead signify a tier of service that was procured by the customer.

If you want to offer bundled features together, tiers are preferable.

Example of Basic, Intermediate, and Premium tiers

A customer can sign a contract for one of three possible tiers of the software: Basic, Intermediate, or Premium. Each of these tiers has its own pricing. Your software can identify the tier that the customer has signed up for by invoking the `CheckoutLicense` API operation and specifying all possible tiers in the request.

The response of the request contains the entitlement corresponding to the tier that the customer has procured. Based on this information, the software can provision the appropriate customer experience.

Request

```
linux-machine  ~]$ aws  license-manager   checkout-license\
--product-sku  "2205b290-19e6-4c76-9eea-377d6bf7la47"  \
--checkout-type  "PROVISIONAL"  \
--key-fingerprint  "aws:294406891311:AWS/Marketplace:issuer-fingerprint" \
--entitlements  "Name=BasicTier,  Unit=None"   "Name=IntermediateTier,  Unit=None" \
 "Name=PremiumTier, Unit=None"
```

Response

```
{
  "CheckoutType": "PROVISIONAL",
  "EntitlementsAllowed": [
    {
      "Name": "IntermediateTier",
      "Units": "None"
    }
},
  "Expiration": "2021-04-22Tl9:02:36",
  "IssuedAt": "2021-04-22Tl8:02:36",
  "LicenseArn": "arn:aws:license-manager::294406891311:license:l-16bf01b...",
  "LicenseConsumptionToken": "AKIAIOSFODNN7EXAMPLE"
}
```

AWS License Manager integration prerequisites

Before publishing the product, you must do the following:

1. Create a new container product in the AWS Marketplace Management Portal, and make a note of its product code.

For more information, see Overview: Create a container product.

2. Use an IAM role for the task or pod running your application with the IAM permissions necessary to call the `CheckoutLicense`, `ExtendLicenseConsumption`, and `CheckInLicense` API operations.

   The required IAM permissions are detailed in the following IAM policy.

   JSON

```
{
   "Version":"2012-10-17",
   "Statement":[
      {
         "Sid":"VisualEditor0",
         "Effect":"Allow",
         "Action":[
            "license-manager:CheckoutLicense",
            "license-manager:GetLicense",
            "license-manager:CheckInLicense",
            "license-manager:ExtendLicenseConsumption",
            "license-manager:ListReceivedLicenses"
         ],
         "Resource":"*"
      }
   ]
}
```

3. Make a test call to the `RegisterUsage` API operation with a record for all of the pricing dimensions you define.

Integrating a container product with License Manager

To integrate your container-based product with License Manager

1. Set IAM permissions to call License Manager. For more information, see AWS License Manager integration prerequisites.
2. Download the AWS SDK.

> **Note**
>
> Don't configure AWS credentials within your software. AWS credentials for the buyer are automatically obtained at runtime when your container is running within an Amazon EC2 instance, Amazon ECS task, or Amazon EKS pod.

3. Add license checks to your product.

   Your product can call the `CheckoutLicense` API operation wherever the license check should be performed. To check the license, your product must know:

   1. The trusted issuer of the license (AWS Marketplace)
   2. The application's Product SKU (Product ID)
   3. The entitlement to check for this application

   The API calls vary based on what kind of pricing licenses you set up.
4. Publish your product listing on AWS Marketplace.

License Manager API operations

To manage the licenses stored in the customer's License Manager account, your software can use the following API operations:

- `GetLicense` – An API that the software can query. It retrieves the status of a purchased license (i.e. expired or expiring soon) and sends a status notification to the customer.
- `CheckoutLicense` – Discovers licenses that the user has purchased. You can also use the `CheckoutLicense` API operation to update the license quantity when the user has consumed some quantity of licenses. With `CheckoutLicense`, you can keep checking out the quantities of licenses used by the customer. When the customer exhausts all the licenses, this call returns an error. For information about the suggested cadence to run `CheckoutLicense`, see the section called “License renewals and upgrades”.
- `ExtendLicenseConsumption` – In case of floating dimensions, when the software checks out a license, the license will return to the pool automatically after 60 minutes. If you want to extend the time the license remains checked out, use the `ExtendLicenseConsumption` API operation to extend the license for another 60 minutes.

- `CheckInLicense` – In case of floating dimensions, when you want to return the license to the entitlement pool, use the `CheckInLicense` API operation.
- `ListReceivedLicenses` API – Lists licenses purchased by the buyer.

License renewals and upgrades

Customers can renew or upgrade their licenses on the AWS Marketplace Management Portal. After they make an additional purchase, AWS Marketplace generates a new version of the license that reflects the new entitlements. Your software reads the new entitlements by using the same API operations. You don't have to do anything different in terms of License Manager integration to handle renewals and upgrades.

Due to license renewals, upgrades, cancellations, and so on, we recommend that your product calls the `CheckoutLicense` API operation at a regular cadence while the product is in use. By using the `CheckoutLicense` API operation at a regular cadence, the product can detect changes in entitlements such as upgrades and expiry.

We recommend that you perform the `CheckoutLicense` API call every 15 minutes.

Integrating an AWS Marketplace for Containers Anywhere with License Manager

As an AWS Marketplace seller, you can integrate AWS License Manager with an AWS Marketplace for Containers Anywhere product for Amazon EKS Anywhere, Amazon ECS Anywhere, Amazon EC2, or on-premises infrastructure. The following sections provide instructions for this integration.

For general information about the License Manager integration with AWS Marketplace, including available license models, see Contract pricing for container products with AWS License Manager. For more information about AWS License Manager, see the AWS License Manager User Guide and the AWS License Manager section of the *AWS CLI Command Reference*.

Topics

- Integrating an AWS Marketplace for Containers Anywhere product with License Manager
- Testing License Manager integration locally
- Testing License Manager integration on Amazon EKS
- Floating license entitlements with License Manager
- Best practices for integrating with License Manager for on-premises deployments
- LicenseManagerCredentialsProvider - Java implementation

- LicenseManagerCredentialsProvider - Golang implementation

Integrating an AWS Marketplace for Containers Anywhere product with License Manager

Use the following instructions to integrate your AWS Marketplace for Containers Anywhere product with AWS License Manager.

To integrate your AWS Marketplace for Containers Anywhere product with License Manager

1. Open a web browser and sign into the AWS Marketplace Management Portal.
2. Create a product ID for your container product by performing the following steps. You will use this ID in your container image for license checks in a later step.

   a. From the menu bar, expand **Assets**, and choose **Container**.

   b. Enter a customer-facing name for your product, and choose **Create**. You can change this name later.

   c. Make a note of the **Product ID**. You will use it when you create or update the product pricing details.

   > **Tip**
   >
   > If you lose your product ID, you can find it in the AWS Marketplace Management Portal by choosing **Container** from the **Assets** menu. The **Containers** page shows a list of your products with their associated product IDs.

3. Download the latest public AWS SDK and then install it in your container application. You can find installation instructions for your preferred AWS SDK at Tools to Build on AWS.

   > **Note**
   >
   > To call the License Manager API operations from Amazon EKS Anywhere or a Kubernetes cluster that isn't provided by AWS, you must use a supported AWS SDK. To view a list of supported AWS SDKs, see Using a supported AWS SDK.

4. Create an AWS License Manager client with a custom credential provider so that it can provide credentials to the container application deployed on AWS as well as on-premises. For complete source code for a custom credential provider, `LicenseCredentialProvider`, see the following sections:

- LicenseManagerCredentialsProvider - Java implementation
- LicenseManagerCredentialsProvider - Golang implementation

LicenseCredentialsProvider extends the AWS SDK's default credential provider chain for on-premises use by adding LicenseManagerTokenCredentialsProvider. This provides credentials by using License Manager OIDC issued identity tokens in on-premises environments. You must include the source code for LicenseCredentialsProvider in your application classpath.

> **Note**
>
> Extending the DefaultCredentialsProvider allows the same container application to obtain credentials when running on AWS and when running in an on-premises environment. If the container application already uses a custom credential provider chain instead of the default, it can also be extended by adding LicenseManagerTokenCredentialsProvider to the custom chain.

The following code snippet is an example of creating an AWS License Manager client using Java.

```
LicenseManagerClientBuilder clientBuilder =
 LicenseManagerClient.builder().credentialsProvider(LicenseCredentialsProvider.create());
```

5. Call the CheckoutLicense API operation by using the aws license-manager checkout-license command from each paid container image in your product offering. This checks that the buyer is entitled to use a license for your application. If the buyer is entitled to the application, CheckoutLicense succeeds and returns the requested entitlements and their values. If the buyer isn't entitled to the application, CheckoutLicense throws an exception.

   The following parameters are required when calling the CheckoutLicense API operation:

   - CheckoutType – The valid values are PROVISIONAL or PERPETUAL:
     - Use PERPETUAL when the quantity of entitlements checked out will be exhausted from the pool.

Example: Buyer is entitled to process 500 GB of data. As they continue to process data, the quantity is drawn down and exhausted from the pool of 500 GB.

- Use `PROVISIONAL` for floating license entitlements where the entitlements are checked out of the pool and returned after use.

  Example: User is entitled to 500 simultaneous users on the application. As users log in or log out, the users are drawn or returned to the pool of 500 users. To learn more about floating license entitlements, see Floating license entitlements with License Manager.

- `ClientToken` – A unique, case-sensitive identifier. We recommend using a random UUID for each unique request.
- `Entitlements` – A list of entitlements to be checked out.
  - For feature entitlements, provide the `Name` and `Unit` properties as follows.

```
{
  "Name": "<Entitlement_Name>",
  "Unit": "None"
}
```

  - For counted entitlements, provide the `Name`, `Unit`, and `Count` properties as follows.

```
{
  "Name": "<Entitlement_Name>",
  "Unit": "<Entitlement_Unit>",
  "Value": <Desired_Count>
}
```

- `KeyFingerprint` – The key fingerprint for licenses issued by AWS Marketplace is `aws:294406891311:AWS/Marketplace:issuer-fingerprint`. Using this key fingerprint ensures that the license is issued by AWS Marketplace and not by an unreliable entity.
- `ProductSKU` – The Product ID generated on AWS Marketplace Management Portal in previous steps.

The following snippet is an example of a call using the `CheckoutLicense` API operation using the AWS CLI.

```
aws license-manager checkout-license \
```

```
--product-sku "2205b290-19e6-4c76-9eea-377d6bf71a47" \
--checkout-type "PROVISIONAL" \
--client-token "79464194dca9429698cc774587a603a1" \
--entitlements "Name=AWS::Marketplace::Usage/Drawdown/DataConsumption, Value=10,
 Unit=Gigabytes" \
--key-fingerprint "aws:294406891311:AWS/Marketplace:issuer-fingerprint"
```

> **Note**
>
> To check licenses, container applications require outbound network access to use License Manager. Applications deployed on-premises might experience unreliable or slow outbound network access. These applications should include adequate retries when calling License Manager. For more information, see Best practices for integrating with License Manager for on-premises deployments.

6. Call the `CheckoutLicense` API operation at a regular cadence to identify any changes to customers' licenses due to renewals, upgrades, or cancellations made on AWS Marketplace. The cadence depends on the application. We recommend checking licenses once a day to pick up changes automatically without any buyer intervention.

   An application deployed on-premises might have unreliable outbound network access to check licenses on a regular cadence. In such cases, the application should use a cached licenses for sufficient resiliency. For more information, see Best practices for integrating with License Manager for on-premises deployments.

7. After you integrate the `CheckoutLicense` call with your container application, build a new version of your Docker container image with the changes.

8. Update your application's Helm chart to accept a Kubernetes secret as optional input that contains configuration to access licenses using License Manager APIs. The configuration secret will contain an identity token issued by License Manager and an AWS Identity and Access Management role which will be used by the custom credential provider described previously to get AWS credentials for calling License Manager APIs when the container application is deployed on-premises. Also, add the AWS Region as an input with a default value of `us-east-1`.

   Buyers deploying the container application on-premises can create the Kubernetes secret through the AWS Marketplace buyer experience for container products. Provide the Kubernetes secret name as input to the `helm install` command. The configuration secret is configured in the following format.

```
apiVersion: v1
kind: Secret
metadata:
  name: aws-marketplace-license-config
type: Opaque
stringData:
  license_token: <token_value> // License Manager issued JWT token
  iam_role: <role_arn> // AWS Identity and Access Management role to assume with
 license token
```

9. Update the application deployment template in the Helm chart for container images integrated with AWS License Manager to include the following:

   - Service account for pod – The service account is required for Helm deployments on Amazon EKS. It's used to get permissions to call License Manager API operations by setting up IAM roles for the service account on the container image. For more information about IAM roles for service accounts, see IAM roles for service accounts.
   - License access for on-premises deployments – The license configuration secret is required to provide credentials and appropriate permissions to call License Manager API operations for Helm deployments in on-premises environments. Buyers will generate and provide the license secret to Helm from the AWS Marketplace buyer experience.

   The following code snippet is a sample deployment specification with the service account, license configuration, and image pull secret.

```
apiVersion: apps/v1
kind: Deployment
metadata:
  name: example-app
spec:
  replicas: 1
  selector:
    matchLabels:
      app: example-app
  template:
    metadata:
      labels:
        app: example-app
spec:
      // Service account for pod
```

```
      serviceAccountName: {{ .Values.serviceAccountName }}
      containers:
        - name: example-app
          image: example-app
          ports:
            - containerPort: 8001
// Add the following conditional attributes
{{ - if .Values.awsmp.licenseConfigSecretName }}
          //Mount the license volume to the container image
          volumeMounts:
            - name: awsmp-product-license
              mountPath: "/var/run/secrets/product-license"
          //Add following environment variable to container for credential
provider
          env:
            - name: AWS_WEB_IDENTITY_REFRESH_TOKEN_FILE
              value: "/var/run/secrets/product-license/license_token"
            - name: AWS_ROLE_ARN
                valueFrom:
                    secretKeyRef:
                    name: {{ .Values.aws.licenseConfigSecretName }}
                    key: iam_role
      //Mount the license secret as a volume to the pod
      volumes:
        - name: awsmp-product-license
          secret:
            secretName: {{ .Values.aws.licenseConfigSecretName }}
            optional: true
{{ - end }}
```

> **Note**
>
> The license configuration secret is optional. Buyers only use the value for on-premises deployments. For AWS deployments, the deployment specification must include a service account for the License Manager integrated images.

10. Test the License Manager integration locally and on Amazon EKS by performing the steps in the following sections:

    a. Testing License Manager integration locally

    b. Testing License Manager integration on Amazon EKS

11. After you successfully verify License Manager integration both on AWS and on-premises, you can create your container product listing by following the steps in Overview: Create a container product.

Testing License Manager integration locally

You can use minikube or any other setup to test License Manager integration on any Kubernetes cluster locally. Make sure that the Kubernetes cluster has outbound internet access to call License Manager API operations.

To test a License Manager integration locally

1. Create a test license in a test seller account with desired entitlements. To set up a test license, see CreateLicense in the *AWS License Manager API Reference*. Or, use the following script to create a test license and then create a license grant to a test buyer account to consume the license. The following script uses test seller account credentials.

```
read -p 'AWS Account for test buyer: ' TEST_BUYER_ACCOUNT_ID
read -p 'License entitlements: ' ENTITLEMENTS

# TEST_SELLER_ACCOUNT_ID="109876543210"
# ENTITLEMENTS="{\"Name\": \"ByData\",\"MaxCount\": 1000,\"Overage\":true,\"Unit\":
 \"Gigabits\",\"AllowCheckIn\": true}"

# Create License

NOW=$(date +"%Y-%m-%dT00:00:00+00:00")

PRODUCT_NAME="My awesome product"
PRODUCT_SKU="c97b7825-44c4-4f42-b025-12baa4c171e0"

LICENSE_BENEFICIARY=" arn:aws:iam::$TEST_BUYER_ACCOUNT_ID:root "
LICENSE_ISSUER_NAME="test-seller"
LICENSE_NAME="test-seller-license"

CLIENT_TOKEN="b3920968-a94f-4547-af07-3dd232319367"
CONSUMPTION_TTL=180
CONSUMPTION_RENEW_TYPE="None"

HOME_REGION="us-east-1"
```

```
LICENSE_ARN=$(aws license-manager create-license --license-name
 "$LICENSE_NAME" --product-name "$PRODUCT_NAME" --product-sku
 "$PRODUCT_SKU" --issuer Name="$LICENSE_ISSUER_NAME" --home-region
 "$HOME_REGION" --validity Begin="$NOW" --entitlements "$ENTITLEMENTS"
 --beneficiary "$LICENSE_BENEFICIARY" --consumption-configuration
 RenewType="$CONSUMPTION_RENEW_TYPE",ProvisionalConfiguration={MaxTimeToLiveInMinutes=
$CONSUMPTION_TTL} --client-token "$CLIENT_TOKEN" | jq -r ".LicenseArn" )

echo "License arn: $LICENSE_ARN"

# Create Grant

GRANT_TOKEN="e9a14140-4fca-4219-8230-57511a6ea6"
GRANT_NAME="test-grant"

GRANT_ARN=$(aws license-manager create-grant --grant-name "$GRANT_NAME"
 --license-arn "$LICENSE_ARN" --principals "$LICENSE_BENEFICIARY" --home-
region "$HOME_REGION" --client-token "$GRANT_TOKEN" --allowed-operations
 "CheckoutLicense" "CheckInLicense" "ExtendConsumptionLicense" "CreateToken" | jq -
r ".GrantArn")

echo "Grant arn: $GRANT_ARN"
```

2. Create a Kubernetes secret with the license token and IAM role using the secret format defined previously. Use the License Manager `CreateToken` API operation to generate a license token. Then, use the IAM `CreateRole` API operation to create an IAM role with permissions and a trust policy. See the example in the following script. The following script uses test buyer account credentials.

```
read -p 'AWS Account for test license: ' TEST_ACCOUNT_ID
read -p 'License Arn' LICENSE_ARN
# Create IAM Role
ROLE_NAME="AWSLicenseManagerConsumptionTestRole"
ROLE_DESCRIPTION="Role to test AWS License Manager integration on-prem"
ROLE_POLICY_ARN="arn:aws:iam::aws:policy/service-role/
AWSLicenseManagerConsumptionPolicy"
ROLE_TRUST_POLICY="{\"Version\": \"2012-10-17\",\"Statement\": [{ \"Effect\":
\"Allow\", \"Principal\": { \"Federated\": \"openid-license-manager.amazonaws.com
\" }, \"Action\": \"sts:AssumeRoleWithWebIdentity\",\"Condition\":
 { \"ForAnyValue:StringLike\": { \"openid-license-manager.amazonaws.com:amr\":
 \"aws:license-manager:token-issuer-account-id:${TEST_ACCOUNT_ID}\" }}}]}"
ROLE_SESSION_DURATION=3600
```

```
ROLE_ARN=$(aws iam create-role --role-name "$ROLE_NAME" --description
 "$ROLE_DESCRIPTION" --assume-role-policy-document "$ROLE_TRUST_POLICY" --max-
session-duration $ROLE_SESSION_DURATION | jq ".Role" | jq -r ".Arn")

aws iam attach-role-policy --role-name "$ROLE_NAME" --policy-arn "$ROLE_POLICY_ARN"

echo "Role arn: $ROLE_ARN"

# Create Token
CLIENT_TOKEN="b3920968-a94f-4547-af07-3dd232319367"

TOKEN=$(aws license-manager create-token --license-arn $LICENSE_ARN --role-arns
 $ROLE_ARN --client-token $CLIENT_TOKEN | jq '.Token')

echo "License access token: $TOKEN"c
```

3. Set up any Kubernetes cluster hosted outside AWS. Use it to test that the container applications can connect to the AWS License Manager API from environments other than AWS and that the custom credential provider is well integrated in the application.
4. Deploy the license token and IAM role generated previously into the local Kubernetes cluster.

```
kubectl create secret generic "awsmp-license-access-config" \
--from-literal=license_token=${TOKEN} \
--from-literal=iam_role=${ROLE_ARN}
```

5. Deploy your application through Helm with the secret name as input and verify that the application can call License Manager API operations to perform entitlement checks. For Helm and deployment specification changes, refer to Step 9 in Integrating an AWS Marketplace for Containers Anywhere product with License Manager.

Testing License Manager integration on Amazon EKS

You can also test License Manager integration on Amazon EKS. Test to make sure that the application can call License Manager API operations without the license configuration secret. Also make sure that the service account can be used to set up IAM Roles for Service Accounts (IRSA) and provide relevant credentials to the application.

To test a License Manager integration on Amazon EKS

1. Create a test license in a test seller account with the desired entitlements. See CreateLicense API reference to set up your test license or use the following script to create one and create

a license grant to a test buyer account to consume the license. The following script uses test seller account credentials.

```
read -p 'AWS Account for test buyer: ' TEST_BUYER_ACCOUNT_ID
read -p 'License entitlements: ' ENTITLEMENTS

# TEST_SELLER_ACCOUNT_ID="109876543210"
# ENTITLEMENTS="{\"Name\": \"ByData\",\"MaxCount\": 1000,\"Overage\": true,\"Unit
\": \"Gigabits\",\"AllowCheckIn\": true}"

# Create License

NOW=$(date +"%Y-%m-%dT00:00:00+00:00")

PRODUCT_NAME="My awesome product"
PRODUCT_SKU="c97b7825-44c4-4f42-b025-12baa4c171e0"

LICENSE_BENEFICIARY=" arn:aws:iam::$TEST_BUYER_ACCOUNT_ID:root "
LICENSE_ISSUER_NAME="test-seller"
LICENSE_NAME="test-seller-license"

CLIENT_TOKEN="b3920968-a94f-4547-af07-3dd232319367"
CONSUMPTION_TTL=180
CONSUMPTION_RENEW_TYPE="None"

HOME_REGION="us-east-1"

LICENSE_ARN=$(aws license-manager create-license --license-name
 "$LICENSE_NAME" --product-name "$PRODUCT_NAME" --product-sku
 "$PRODUCT_SKU" --issuer Name="$LICENSE_ISSUER_NAME" --home-region
 "$HOME_REGION" --validity Begin="$NOW" --entitlements "$ENTITLEMENTS"
 --beneficiary "$LICENSE_BENEFICIARY" --consumption-configuration
 RenewType="$CONSUMPTION_RENEW_TYPE",ProvisionalConfiguration={MaxTimeToLiveInMinutes=
$CONSUMPTION_TTL} --client-token "$CLIENT_TOKEN" | jq -r ".LicenseArn" )

echo "License arn: $LICENSE_ARN"

# Create Grant

GRANT_TOKEN="e9a14140-4fca-4219-8230-57511a6ea6"
GRANT_NAME="test-grant"
```

```
GRANT_ARN=$(aws license-manager create-grant --grant-name "$GRANT_NAME"
 --license-arn "$LICENSE_ARN" --principals "$LICENSE_BENEFICIARY" --home-
region "$HOME_REGION" --client-token "$GRANT_TOKEN" --allowed-operations
 "CheckoutLicense" "CheckInLicense" "ExtendConsumptionLicense" "CreateToken" | jq -
r ".GrantArn")

echo "Grant arn: $GRANT_ARN"
```

2. Create a test Amazon EKS cluster of desired configurations, or run the following commands to use a default configuration.

```
aws ec2 create-key-pair --region us-west-2 --key-name eks-key-pair
```

```
eksctl create cluster \
--name awsmp-eks-test-example \
--region us-west-2 \
--with-oidc \
--ssh-access \
--ssh-public-key eks-key-pair
```

3. Create a service account for an existing cluster and associate it with an IAM role. The following command creates an IAM role with the `AWSLicenseManagerConsumptionPolicy`. Then, the command attaches it to the `test_sa` service account of the Amazon EKS cluster where the License Manager integrated images should be deployed. As a result, the service account can get appropriate credentials to call License Manager API operations.

```
eksctl create iamserviceaccount \
--name test_sa \
--namespace test_namespace \
--cluster awsmp-eks-test-example \
--attach-policy-arn "arn:aws:iam::aws:policy/service-role/
AWSLicenseManagerConsumptionPolicy" \
--approve \
--override-existing-serviceaccounts
```

4. Deploy the application through Helm in the service account where the IAM role is associated from the previous command. Verify that the application can call License Manager API operations to perform entitlement checks.

Floating license entitlements with License Manager

With floating licenses, as users log into the application, a license is drawn from the pool of available licenses. As users log out, the licenses are added back to the pool of available licenses.

For floating licenses, the application uses the `CheckoutLicense` API operation to check out entitlements from the entitlements pool when the resource is being used. The response of the `CheckoutLicense` API operation includes a license consumption token which is a unique identifier for the checkout. The license consumption token can perform additional actions on the entitlements that are checked out, such as checking them back into the license pool or extending the checkout.

When the resource is no longer in use, the application uses the `CheckInLicense` API operation to check the entitlement back into the pool.

```
aws license-manager check-in-license \
--license-consumption-token "f1603b3c1f574b7284db84a9e771ee12"
```

If checking a license back into the pool fails, for example, if the application crashes during the operation, the entitlement is checked back into the pool automatically after 60 minutes. Because of this, if the resource is in use longer than 60 minutes, it's a best practice to keep the entitlement checked out of the pool. To do this, use the `ExtendLicenseConsumption` API operation as long as the resource is being used.

```
aws license-manager extend-license-consumption \
--license-consumption-token "f1603b3c1f574b7284db84a9e771ee12"
```

Best practices for integrating with License Manager for on-premises deployments

Container application deployments in an on-premises environment might encounter unreliable outbound network access. Use the following best practices to add resiliency to avoid service disruption to buyers due to potential issues caused by poor internet connectivity:

- **Adequate retry** – Transient network issues can keep your application from connecting to AWS License Manager. Implement retries for up to 30 minutes, with exponential back off. This can help avoid short-term outages or network issues.
- **Avoid hard limit** – Applications deployed in connected clusters can regularly check licenses to identify any changes due to upgrades or renewals. With unreliable outbound access, the application might not be able to identify those changes. Whenever possible, the application

should avoid disruption of service to buyers due to inability to check licenses through License Manager. Applications can fall back on a free-trial or open-source experience when the license expires and they can't check if a license is valid.

- **Notify customers** – When using a cached license, any changes to the license (including renewal or upgrades) are not automatically reflected on the running workload. Notify your customers (that they must allow outbound access to the application again temporarily so the application can update its cached license. For example, notify customers through the application itself or through its documentation. Similarly, when falling back to a lower set of functionalities, notify customers that their entitlements are exhausted or the license is expired. Then, they can choose to either upgrade or renew.

`LicenseManagerCredentialsProvider` - Java implementation

`LicenseCredentialsProvider` extends the AWS SDK's default credential provider chain for on-premises use by adding `LicenseManagerTokenCredentialsProvider`.

`LicenseCredentialsProvider`

```
package com.amazon.awsmp.license;

import software.amazon.awssdk.auth.credentials.AwsCredentials;
import software.amazon.awssdk.auth.credentials.AwsCredentialsProvider;
import software.amazon.awssdk.auth.credentials.AwsCredentialsProviderChain;
import software.amazon.awssdk.auth.credentials.DefaultCredentialsProvider;
import software.amazon.awssdk.auth.credentials.internal.LazyAwsCredentialsProvider;
import software.amazon.awssdk.utils.SdkAutoCloseable;

public class LicenseCredentialsProvider implements AwsCredentialsProvider,
 SdkAutoCloseable {
    private static final LicenseCredentialsProvider CREDENTIALS_PROVIDER = new
 LicenseCredentialsProvider();
    private final LazyAwsCredentialsProvider providerChain;

    private LicenseCredentialsProvider() {
        this.providerChain = createChain();
    }

    public static LicenseCredentialsProvider create() {
        return CREDENTIALS_PROVIDER;
    }
```

```
    @Override
    public AwsCredentials resolveCredentials() {
        return this.providerChain.resolveCredentials();
    }

    @Override
    public void close() {
        this.providerChain.close();
    }

    private LazyAwsCredentialsProvider createChain() {
        return LazyAwsCredentialsProvider.create(() -> {
            AwsCredentialsProvider[] credentialsProviders = new
 AwsCredentialsProvider[]{
                    DefaultCredentialsProvider.create(),
                    LicenseManagerTokenCredentialsProvider.create()};

            return AwsCredentialsProviderChain.builder().reuseLastProviderEnabled(true)
                    .credentialsProviders(credentialsProviders).build();
        });
    }
}
```

`LicenseManagerTokenCredentialsProvider`

`LicenseManagerTokenCredentialsProvider` provides credentials by using License Manager OIDC issued identity tokens in on-premises environments. You must include the source code for `LicenseCredentialsProvider` in your application classpath.

```
package com.amazon.awsmp.license;

import software.amazon.awssdk.auth.credentials.AnonymousCredentialsProvider;
import software.amazon.awssdk.auth.credentials.AwsCredentials;
import software.amazon.awssdk.auth.credentials.AwsCredentialsProvider;
import software.amazon.awssdk.core.SdkSystemSetting;
import software.amazon.awssdk.core.client.config.ClientOverrideConfiguration;
import software.amazon.awssdk.core.retry.RetryPolicyContext;
import software.amazon.awssdk.core.retry.conditions.OrRetryCondition;
import software.amazon.awssdk.core.retry.conditions.RetryCondition;
import software.amazon.awssdk.regions.Region;
import software.amazon.awssdk.regions.providers.DefaultAwsRegionProviderChain;
import software.amazon.awssdk.services.licensemanager.LicenseManagerClient;
import software.amazon.awssdk.services.licensemanager.model.GetAccessTokenRequest;
```

```
import software.amazon.awssdk.services.licensemanager.model.GetAccessTokenResponse;
import software.amazon.awssdk.services.sts.StsClient;
import
 software.amazon.awssdk.services.sts.auth.StsAssumeRoleWithWebIdentityCredentialsProvider;
import software.amazon.awssdk.services.sts.model.AssumeRoleWithWebIdentityRequest;
import software.amazon.awssdk.services.sts.model.IdpCommunicationErrorException;
import software.amazon.awssdk.utils.IoUtils;
import software.amazon.awssdk.utils.SdkAutoCloseable;
import software.amazon.awssdk.utils.StringUtils;
import software.amazon.awssdk.utils.SystemSetting;

import java.io.IOException;
import java.io.InputStream;
import java.io.UncheckedIOException;
import java.nio.file.Files;
import java.nio.file.Path;
import java.nio.file.Paths;
import java.time.Duration;
import java.util.function.Supplier;

public class LicenseManagerTokenCredentialsProvider implements AwsCredentialsProvider,
 SdkAutoCloseable {

    private final StsAssumeRoleWithWebIdentityCredentialsProvider credentialsProvider;
    private final RuntimeException loadException;

    private Path licenseAccessTokenFile;
    private String roleArn;
    private String roleSessionName;
    private StsClient stsClient;
    private LicenseManagerClient lmClient;

    public static LicenseManagerTokenCredentialsProvider create() {
        return new Builder().build();
    }

    @Override
    public AwsCredentials resolveCredentials() {
        if (this.loadException != null) {
            throw this.loadException;
        }
        return this.credentialsProvider.resolveCredentials();
    }
```

```
    @Override
    public void close() {
        IoUtils.closeQuietly(this.credentialsProvider, null);
        IoUtils.closeQuietly(this.stsClient, null);
        IoUtils.closeIfCloseable(this.lmClient, null);
    }

    private LicenseManagerTokenCredentialsProvider(Builder builder) {
        StsAssumeRoleWithWebIdentityCredentialsProvider credentialsProvider = null;
        RuntimeException loadException = null;

        try {
            this.licenseAccessTokenFile =
Paths.get(StringUtils.trim(LicenseSystemSetting.AWS_WEB_IDENTITY_REFRESH_TOKEN_FILE.getStringV
            this.roleArn = SdkSystemSetting.AWS_ROLE_ARN.getStringValueOrThrow();
            this.roleSessionName =
SdkSystemSetting.AWS_ROLE_SESSION_NAME.getStringValue().orElse("aws-sdk-java-" +
System.currentTimeMillis());
            this.stsClient = builder.stsClient != null ? builder.stsClient :
StsClientFactory.create();
            this.lmClient = builder.lmClient != null ? builder.lmClient :
LicenseManagerClientFactory.create();

            AssumeRoleWithWebIdentityRequest request =
AssumeRoleWithWebIdentityRequest.builder()

.roleArn(this.roleArn).roleSessionName(this.roleSessionName).build();

            Supplier<AssumeRoleWithWebIdentityRequest> supplier = new
AssumeRoleRequestSupplier(request,
                    this.licenseAccessTokenFile, this.lmClient);

            credentialsProvider =
StsAssumeRoleWithWebIdentityCredentialsProvider.builder()
                    .stsClient(this.stsClient).refreshRequest(supplier).build();
        } catch (RuntimeException ex) {
            loadException = ex;
        }

        this.credentialsProvider = credentialsProvider;
        this.loadException = loadException;
    }

    public static final class Builder {
```

```
        private Path licenseAccessTokenFile;
        private String roleArn;
        private String roleSessionName;
        private StsClient stsClient;
        private LicenseManagerClient lmClient;

        public LicenseManagerTokenCredentialsProvider build() {
            return new LicenseManagerTokenCredentialsProvider(this);
        }

        public LicenseManagerTokenCredentialsProvider.Builder
licenseAccessTokenFile(Path licenseAccessTokenFile) {
            this.licenseAccessTokenFile = licenseAccessTokenFile;
            return this;
        }

        public LicenseManagerTokenCredentialsProvider.Builder roleArn(String roleArn) {
            this.roleArn = roleArn;
            return this;
        }

        public LicenseManagerTokenCredentialsProvider.Builder roleSessionName(String
roleSessionName) {
            this.roleSessionName = roleSessionName;
            return this;
        }

        public LicenseManagerTokenCredentialsProvider.Builder stsClient(StsClient
stsClient) {
            this.stsClient = stsClient;
            return this;
        }

        public LicenseManagerTokenCredentialsProvider.Builder
lmClient(LicenseManagerClient lmClient) {
            this.lmClient = lmClient;
            return this;
        }
    }

    private static final class AssumeRoleRequestSupplier implements Supplier {
        private final LicenseManagerClient lmClient;
        private final AssumeRoleWithWebIdentityRequest request;
        private final Path webIdentityRefreshTokenFile;
```

```
        AssumeRoleRequestSupplier(final AssumeRoleWithWebIdentityRequest request,
                                                  final Path
webIdentityRefreshTokenFile,
                                                  final LicenseManagerClient lmClient) {
            this.lmClient = lmClient;
            this.request = request;
            this.webIdentityRefreshTokenFile = webIdentityRefreshTokenFile;
        }

        public AssumeRoleWithWebIdentityRequest get() {
            return this.request.toBuilder()
                    .webIdentityToken(getIdentityToken())
                    .build();
        }

        private String getIdentityToken() {
            return refreshIdToken(readRefreshToken(this.webIdentityRefreshTokenFile));
        }

        private String readRefreshToken(Path file) {
            try (InputStream webIdentityRefreshTokenStream =
Files.newInputStream(file)) {
                return IoUtils.toUtf8String(webIdentityRefreshTokenStream);
            } catch (IOException e) {
                throw new UncheckedIOException(e);
            }
        }

        private String refreshIdToken(String licenseRefreshToken) {
            final GetAccessTokenRequest request = GetAccessTokenRequest.builder()
                    .token(licenseRefreshToken)
                    .build();

            GetAccessTokenResponse response = this.lmClient.getAccessToken(request);
            return response.accessToken();
        }
    }

    private static final class LicenseManagerClientFactory {
        private static final Duration DEFAULT_API_TIMEOUT = Duration.ofSeconds(30);
        private static final Duration DEFAULT_API_ATTEMPT_TIMEOUT =
Duration.ofSeconds(10);
```

```
        public static LicenseManagerClient create() {
            return getLicenseManagerClient();
        }

        private static LicenseManagerClient getLicenseManagerClient() {
            ClientOverrideConfiguration configuration =
ClientOverrideConfiguration.builder()
                    .apiCallTimeout(DEFAULT_API_TIMEOUT)
                    .apiCallAttemptTimeout(DEFAULT_API_ATTEMPT_TIMEOUT)
                    .build();

            LicenseManagerClient client = LicenseManagerClient.builder()
                    .region(configureLicenseManagerRegion())
                    .credentialsProvider(AnonymousCredentialsProvider.create())
                    .overrideConfiguration(configuration).build();
            return client;
        }

        private static Region configureLicenseManagerRegion() {
            Region defaultRegion = Region.US_EAST_1;

            Region region;
            try {
                region = (new DefaultAwsRegionProviderChain()).getRegion();
            } catch (RuntimeException ex) {
                region = defaultRegion;
            }
            return region;
        }
    }

    private static final class StsClientFactory {
        private static final Duration DEFAULT_API_TIMEOUT = Duration.ofSeconds(30);
        private static final Duration DEFAULT_API_ATTEMPT_TIMEOUT =
Duration.ofSeconds(10);

        public static StsClient create() {
            return getStsClient();
        }

        private static StsClient getStsClient() {
            OrRetryCondition retryCondition = OrRetryCondition.create(new
StsRetryCondition(),
                    RetryCondition.defaultRetryCondition());
```

```
            ClientOverrideConfiguration configuration =
ClientOverrideConfiguration.builder()
                    .apiCallTimeout(DEFAULT_API_TIMEOUT)
                    .apiCallAttemptTimeout(DEFAULT_API_ATTEMPT_TIMEOUT)
                    .retryPolicy(r -> r.retryCondition(retryCondition))
                    .build();

            return StsClient.builder()
                    .region(configureStsRegion())
                    .credentialsProvider(AnonymousCredentialsProvider.create())
                    .overrideConfiguration(configuration).build();
        }

        private static Region configureStsRegion() {
            Region defaultRegion = Region.US_EAST_1;
            Region stsRegion;
            try {
                stsRegion = (new DefaultAwsRegionProviderChain()).getRegion();
            } catch (RuntimeException ex) {
                stsRegion = defaultRegion;
            }
            return stsRegion;
        }

        private static final class StsRetryCondition implements RetryCondition {
            public boolean shouldRetry(RetryPolicyContext context) {
                return context.exception() instanceof IdpCommunicationErrorException;
            }
        }
    }

    private enum LicenseSystemSetting implements SystemSetting {
        AWS_WEB_IDENTITY_REFRESH_TOKEN_FILE("aws.webIdentityRefreshTokenFile");

        private String systemProperty;
        private String defaultValue = null;

        LicenseSystemSetting(String systemProperty) {
            this.systemProperty = systemProperty;
        }

        @Override
        public String property() {
```

```
            return this.systemProperty;
        }

        @Override
        public String environmentVariable() {
            return this.name();
        }

        @Override
        public String defaultValue() {
            return this.defaultValue;
        }
    }
}
```

`LicenseManagerCredentialsProvider` - Golang implementation

`LicenseCredentialsProvider`

`LicenseCredentialsProvider` extends the AWS SDK's default credential provider chain for on-premises use by adding `LicenseManagerTokenCredentialsProvider`.

```
package lib

import (
 "context"
 "fmt"
 "sync"

 "github.com/aws/aws-sdk-go-v2/aws"
 "github.com/aws/aws-sdk-go-v2/config"
)

// LicenseCredentialsProvider is the custom credential provider that can retrieve valid
 temporary aws credentials
type LicenseCredentialsProvider struct {
 fallBackProvider   aws.CredentialsProvider
 mux                sync.RWMutex
 licenseCredentials aws.Credentials
 err                error
}
```

```
// NewLicenseCredentialsProvider method will create a LicenseCredentialProvider Object
 which contains valid temporary aws credentials
func NewLicenseCredentialsProvider() (*LicenseCredentialsProvider, error) {
 licenseCredentialProvider := &LicenseCredentialsProvider{}
 fallBackProvider, err := createCredentialProvider()
 if err != nil {
  return licenseCredentialProvider, fmt.Errorf("failed to create
 LicenseCredentialsProvider, %w", err)
 }
 licenseCredentialProvider.fallBackProvider = fallBackProvider
 return licenseCredentialProvider, nil
}

// Retrieve method will retrieve temporary aws credentials from the credential provider
func (l *LicenseCredentialsProvider) Retrieve(ctx context.Context) (aws.Credentials,
 error) {
 l.mux.RLock()
 defer l.mux.RUnlock()
 l.licenseCredentials, l.err = l.fallBackProvider.Retrieve(ctx)
 return l.licenseCredentials, l.err
}

func createCredentialProvider() (aws.CredentialsProvider, error) {
 // LoadDefaultConfig will examine all "default" credential providers
 ctx := context.TODO()
 cfg, err := config.LoadDefaultConfig(ctx)
 if err != nil {
  return nil, fmt.Errorf("failed to create FallBackProvider, %w", err)
 }

 var useFallbackProvider bool
 if cfg.Credentials != nil {
  if _, err := cfg.Credentials.Retrieve(ctx); err != nil {
   // If the "default" credentials provider cannot retrieve credentials, enable
 fallback to customCredentialsProvider.
   useFallbackProvider = true
  }
 } else {
  useFallbackProvider = true
 }

 if useFallbackProvider {
  customProvider, err := newLicenseManagerTokenCredentialsProvider()
  if err != nil {
```

```
   return cfg.Credentials, fmt.Errorf("failed to create fallBackProvider, %w", err)
  }
  // wrap up customProvider with CredentialsCache to enable caching
  cfg.Credentials = aws.NewCredentialsCache(customProvider)
 }
 return cfg.Credentials, nil
}
```

LicenseManagerTokenCredentialsProvider

`LicenseManagerTokenCredentialsProvider` provides credentials by using License Manager OIDC issued identity tokens in on-premises environments. You must include the source code for `LicenseCredentialsProvider` in your application classpath.

```
package lib

import (
 "context"
 "fmt"
 "io/ioutil"
 "os"
 "sync"
 "time"

 "github.com/aws/aws-sdk-go-v2/aws"
 "github.com/aws/aws-sdk-go-v2/config"
 "github.com/aws/aws-sdk-go-v2/service/sts"
)

const awsRefreshTokenFilePathEnvVar = "AWS_LICENSE_ACCESS_FILE"

// licenseManagerTokenCredentialsProvider defines and contains
 StsAssumeRoleWithWebIdentityProvider
type licenseManagerTokenCredentialsProvider struct {
 stsCredentialProvider *stsAssumeRoleWithWebIdentityProvider
 mux                   sync.RWMutex
 licenseCredentials    aws.Credentials
 err                   error
}

// Retrieve method will retrieve credentials from credential provider.
// Make this method public to make this provider satisfies CredentialProvider interface
```

```
func (a *licenseManagerTokenCredentialsProvider) Retrieve(ctx context.Context)
 (aws.Credentials, error) {
 a.mux.RLock()
 defer a.mux.RUnlock()
 a.licenseCredentials, a.err = a.stsCredentialProvider.Retrieve(ctx)
 return a.licenseCredentials, a.err
}

// newLicenseManagerTokenCredentialsProvider will create and return
 a LicenseManagerTokenCredentialsProvider Object which wraps up
 stsAssumeRoleWithWebIdentityProvider
func newLicenseManagerTokenCredentialsProvider()
 (*licenseManagerTokenCredentialsProvider, error) {
 // 1. Retrieve variables From yaml environment
 envConfig, err := config.NewEnvConfig()
 if err != nil {
  return &licenseManagerTokenCredentialsProvider{}, fmt.Errorf("failed to create
 LicenseManagerTokenCredentialsProvider, %w", err)
 }
 roleArn := envConfig.RoleARN
 var roleSessionName string
 if envConfig.RoleSessionName == "" {
  roleSessionName = fmt.Sprintf("aws-sdk-go-v2-%v", time.Now().UnixNano())
 } else {
  roleSessionName = envConfig.RoleSessionName
 }
 tokenFilePath := os.Getenv(awsRefreshTokenFilePathEnvVar)
 b, err := ioutil.ReadFile(tokenFilePath)
 if err != nil {
  return &licenseManagerTokenCredentialsProvider{}, fmt.Errorf("failed to create
 LicenseManagerTokenCredentialsProvider, %w", err)
 }
 refreshToken := aws.String(string(b))

 // 2. Create stsClient
 cfg, err := config.LoadDefaultConfig(context.TODO())
 if err != nil {
  return &licenseManagerTokenCredentialsProvider{}, fmt.Errorf("failed to create
 LicenseManagerTokenCredentialsProvider, %w", err)
 }
 stsClient := sts.NewFromConfig(cfg, func(o *sts.Options) {
  o.Region = configureStsClientRegion(cfg.Region)
  o.Credentials = aws.AnonymousCredentials{}
 })
```

```
 // 3. Configure StsAssumeRoleWithWebIdentityProvider
 stsCredentialProvider := newStsAssumeRoleWithWebIdentityProvider(stsClient, roleArn,
 roleSessionName, refreshToken)

 // 4. Build and return
 return &licenseManagerTokenCredentialsProvider{
  stsCredentialProvider: stsCredentialProvider,
 }, nil
}

func configureStsClientRegion(configRegion string) string {
 defaultRegion := "us-east-1"
 if configRegion == "" {
  return defaultRegion
 } else {
  return configRegion
 }
}
```

Amazon SNS notifications for container products

To receive notifications, you can subscribe to the Amazon Simple Notification Service (Amazon SNS) topics for AWS Marketplace provided to you during product creation. The topics provide notifications about changes to customers' subscriptions for your products. For example, you can use these notifications to know when customers accept a private offer.

> **Note**
>
> During the product creation process, an Amazon SNS topic is created for your product. To subscribe to notifications, you need the Amazon Resource Name (ARN) of the Amazon SNS topic (for example, `arn:aws:sns:us-east-1:123456789012:aws-mp-subscription-notification-PRODUCTCODE`). The ARN is not available in the seller portal for server products. Contact the AWS Marketplace operations team to request the ARN.

The following Amazon SNS topic is available for container products:

- Amazon SNS topic: `aws-mp-subscription-notification` – This topic notifies you when a buyer subscribes or unsubscribes to a product. This is available for hourly pricing models, including hourly and hourly with long term.

Amazon SNS topic: `aws-mp-subscription-notification`

Each message in the `aws-mp-subscription-notification` topic has the following format.

```
{
    "action": "<action-name>",
    "customer-identifier": " X01EXAMPLEX",
    "product-code": "n0123EXAMPLEXXXXXXXXXXX",
    "offer-identifier": "offer-abcexample123"
}
```

The *<action-name>* will vary depending on the notification. Possible actions are:

- `subscribe-success`
- `subscribe-fail`
- `unsubscribe-pending`
- `unsubscribe-success`

The `offer-identifier` is included in the notification only when the action is `subscribe-success` or `subscribe-fail`. It isn't included in notifications when the action is `unsubscribe-pending` or `unsubscribe-success`. For offers created before January 2024, this identifier is included in the notification only for private offers. For offers created in January 2024 and later, this identifier is included in notifications for all offers, including both private offers and public offers.

For information on offer types, see the response from DescribeEntity API or the offer visibility of an agreement in the Agreements renewals dashboard.

> **Note**
>
> For DescribeEntity API, if you find an AWS account in the account targeting facet of targeting rule for that offer, it is a private offer. If there is not an AWS account in the account targeting facet of targeting rule for that offer, it is a public offer.

Subscribing an Amazon SQS queue to the Amazon SNS topic

We recommend subscribing an Amazon SQS queue to the provided SNS topics. For detailed instructions on creating an SQS queue and subscribing the queue to a topic, see Subscribing an Amazon SQS queue to an Amazon SNS topic in the *Amazon Simple Notification Service Developer Guide*.

> **Note**
>
> You can only subscribe to AWS Marketplace SNS topics from the AWS account used to sell the products. However, you can forward the messages to a different account. For more information, see Sending Amazon SNS messages to an Amazon SQS queue in a different account in the *Amazon Simple Notification Service Developer Guide*.

Polling the SQS queue for notifications

After you subscribe your SQS queue to an SNS topic, the messages are stored in SQS. You must define a service that continually polls the queue, looks for messages, and handles them accordingly.

Machine learning products in AWS Marketplace

As an AWS Marketplace seller, you can create machine learning (ML) algorithms and models that your buyers can deploy in AWS. This topic provides information about the Amazon SageMaker AI product types listed in AWS Marketplace.

There are two types of SageMaker AI products listed in AWS Marketplace:

Model package

A pre-trained model for making predictions that does not require any further training by the buyer.

Algorithm

A model that requires the buyer to supply training data before it makes predictions. The training algorithm is included.

These products are available to buyers through the Amazon SageMaker AI console or AWS Marketplace. Buyers can review product descriptions, documentation, customer reviews, pricing, and support information. When they subscribe to either a model package product or algorithm product, it's added to their product list on the SageMaker AI console. Buyers can also use AWS SDKs, the AWS Command Line Interface (AWS CLI), or the SageMaker AI console to create a fully managed REST inference endpoint or perform inference on batches of data.

For support with creating machine learning products with Amazon SageMaker AI, contact the AWS Marketplace Seller Operations team.

Understanding machine learning products

AWS Marketplace supports two machine learning product types, using Amazon SageMaker AI. Both types, the model package products and the algorithm products, produce a deployable inference model for making predictions.

SageMaker AI model package

An Amazon SageMaker AI model package product contains a pre-trained model. Pre-trained models can be deployed in SageMaker AI to make inferences or predictions in real time or in

batches. This product contains a trained inference component with model artifacts, if any. As a seller, you can train a model using SageMaker AI or bring your own model.

SageMaker AI algorithm

Buyers can use a SageMaker AI algorithm product to perform complete machine learning workloads. An algorithm product has two logical components: training and inference. In SageMaker AI, buyers use their own datasets to create a training job with your training component. When the algorithm in your training component completes, it generates the model artifacts of the machine learning model. SageMaker AI saves the model artifacts in the buyers' Amazon Simple Storage Service (Amazon S3) bucket. In SageMaker AI, buyers can then deploy your inference component along with those generated model artifacts to perform inference (or prediction) in real time or in batches.

Deploying an inference model

Whether the inference model is created from a model package or an algorithm, there are two methods to deploy them:

- **Endpoint** – This method uses SageMaker AI to deploy the model and create an API endpoint. The buyer can use this endpoint as part of their backend service to power their applications. When data is sent to the endpoint, SageMaker AI passes it to the model container and returns the results in an API response. The endpoint and the container continue to run until stopped by the buyer.

  > **Note**
  >
  > In AWS Marketplace, the endpoint method is referred to as *real-time inference*, and in the SageMaker AI documentation, it is referred to as *hosting services*. For more information, see Deploy a Model in Amazon SageMaker AI.

- **Batch transform job** – In this method, a buyer stores datasets for inference in Amazon S3. When the batch transform job starts, SageMaker AI deploys the model, passes data from an S3 bucket to the model's container, and then returns the results to an Amazon S3 bucket. When the job completes, SageMaker AI stops the job. For more information, see Use Batch Transform.

> **Note**
>
> Both methods are transparent to the model because SageMaker AI passes data to the model and returns results to the buyer.

Machine learning product lifecycle

A machine learning product in AWS Marketplace consists of one or more software versions and associated metadata. Product configuration includes essential properties such as name, description, usage instructions, pricing, categorization, and search keywords.

Machine learning product creation process

To list a machine learning product in AWS Marketplace, you must complete the following:

1. the section called “Preparing your product in SageMaker AI”
2. the section called “Listing your product in AWS Marketplace”

Once you have created your machine learning product, you can edit and manage your product. For more information, see the section called “Managing your products”.

Machine learning product status

New products initially have limited visibility, accessible only to allowlisted accounts and the product creator. After testing and validation, you can publish your product to make it available in the AWS Marketplace catalog for all buyers. Products in AWS Marketplace can have the following status values:

Status	Definition
Staging	This status indicates an incomplete product for which you're still adding information. After you first save and exit the self-serv ice experience, AWS Marketplace creates an unpublished product containing informati on from the completed steps. From this

Status	Definition
	status, you can continue to add information or modify submitted details.
Limited	A product attains this status after it's submitted to AWS Marketplace and passes all validation checks. At this point, the product has a detail page accessible only to your account and allowlisted entities. You can conduct product testing through this detail page.
Public	When you're prepared to make your product visible to buyers for subscription, update the product visibility in the console. Once processed, the product transitions from Limited to Public status. For information about AWS guidelines, see the section called "Requirements and best practices".
Restricted	To prevent new users from subscribing to your product, you can restrict it by updating the visibility settings. A Restricted status allows existing allowlisted users to continue using the product, but it will no longer be visible to the public or available to new users.

For more information or support, contact the AWS Marketplace Seller Operations team.

Machine learning product pricing for AWS Marketplace

You can choose from several available pricing models for your Amazon SageMaker AI products in AWS Marketplace. Buyers who subscribe to your product run it in SageMaker AI within their own AWS account. The price for your buyers is a combination of the infrastructure costs for the resources running in their AWS account and the product pricing that you set. The following sections provide information about pricing models for SageMaker AI products in AWS Marketplace

Topics

- Infrastructure pricing
- Software pricing

Infrastructure pricing

Buyers are responsible for all the infrastructure costs of SageMaker AI while using your product. These costs are set by AWS and are available on the Amazon SageMaker AI pricing page.

Software pricing

You determine the software prices that AWS Marketplace charges the buyer for using your product. You set the pricing and terms when you add your machine learning product to AWS Marketplace.

All infrastructure and software prices per instance type are presented to the buyer on the product listing pages in AWS Marketplace before the buyer subscribes.

Topics

- Free pricing
- Hourly pricing
- Inference pricing
- Free trial

Free pricing

You can choose to offer your product for free. In this case, the buyer only pays for infrastructure costs.

Hourly pricing

You can offer your product with a price per hour per instance of your software running in SageMaker AI. You can charge a different hourly price for each instance type that your software runs on. While a buyer runs your software, AWS Marketplace tracks usage and then bills the buyer accordingly. Usage is prorated to the minute.

For *model package* products, buyer can run your software in two different ways. They can host an endpoint continuously to perform real-time inference or run a batch transform job on a dataset. You can set different pricing for both of the ways a buyer can run your software.

For *algorithm* products, in addition to determining the prices for performing inference, as mentioned earlier, you also determine an hourly price for training jobs. You can charge a different hourly price for each instance type that your training image supports.

Inference pricing

When the buyer runs your software by hosting an endpoint to continuously perform real-time inference, you can choose to set a price per inference.

> **Note**
>
> Batch transform processes always use hourly pricing. Training jobs for algorithm products also always use hourly pricing. You can set these prices independently of the inference pricing, and of each other.

By default, with inference pricing, AWS Marketplace charges your buyer for each invocation of your endpoint. However, in some cases, your software processes a batch of inferences in a single invocation (also known as a *mini-batch*). For an endpoint deployment, you can indicate a custom number of inferences that AWS Marketplace should charge the buyer for that single invocation. To do this, include a custom metering header in the HTTP response headers of your invocation, as in the following example. This example shows an invocation that charges the buyer for three inferences.

```
X-Amzn-Inference-Metering: {"Dimension": "inference.count", "ConsumedUnits": 3}
```

> **Note**
>
> For inference pricing, AWS Marketplace only charges buyer for requests where the HTTP response code is 2XX.

Free trial

Optionally, you can create a free trial for your product and define the number of days of the free trial. Free trials can be 5–31 days. During the free trial, buyers can run your software as much as they want and aren't charged for your software. Buyers are charged for the infrastructure costs during the free trial. After the trial ends, they are charged your normal software price, along with the infrastructure costs.

When buyers subscribe to a product with a free trial, they receive a welcome email message. The message includes the term of the free trial, a calculated expiration date, and details on unsubscribing. A reminder email message is sent three days before the expiration date.

If you offer a free trial for your product in AWS Marketplace, you agree to the specific refund policy for free trials.

> **Note**
>
> For information on Private offers for machine learning, see Private offers.

Service restrictions and quotas for machine learning products in AWS Marketplace

This section describes restrictions and quotas on your machine learning (ML) products in AWS Marketplace.

Topics

- Network isolation
- Image size
- Storage size
- Instance size
- Payload size for inference
- Processing time for inference
- Service quotas
- Asynchronous inference
- Serverless inference
- Managed spot training
- Docker images and AWS accounts
- Publishing model packages from built-in algorithms or AWS Marketplace
- Supported AWS Regions for publishing

Network isolation

For security purposes, when a buyer subscribes to your containerized product, the Docker containers are run in an isolated environment without network access. When you create your containers, don't rely on making outgoing calls over the internet because they will fail. Calls to AWS services will also fail.

Image size

Your Docker image size is governed by the Amazon Elastic Container Registry (Amazon ECR) service quotas. The Docker image size affects the startup time during training jobs, batch-transform jobs, and endpoint creation. For better performance, maintain an optimal Docker image size.

Storage size

When you create an endpoint, Amazon SageMaker AI attaches an Amazon Elastic Block Store (Amazon EBS) storage volume to each ML compute instance that hosts the endpoint. (An endpoint is also known as *real-time inference* or *Amazon SageMaker AI hosting service*.) The size of the storage volume depends on the instance type. For more information, see Host Instance Storage Volumes in the *Amazon SageMaker AI Developer Guide*.

For batch transform, see Storage in Batch Transform in the *Amazon SageMaker AI Developer Guide*.

Instance size

SageMaker AI provides a selection of instance types that are optimized to fit different ML use cases. Instance types are comprised of varying combinations of CPU, GPU, memory, and networking capacity. Instance types give you the flexibility to choose the appropriate mix of resources for building, training, and deploying your ML models. For more information, see Amazon SageMaker AI ML Instance Types.

Payload size for inference

For an endpoint, limit the maximum size of the input data per invocation to 6 MB. This value can't be adjusted.

For batch transform, the maximum size of the input data per invocation is 100 MB. This value can't be adjusted.

Processing time for inference

For an endpoint, the maximum processing time per invocation is 60 seconds. This value can't be adjusted.

For batch transform, the maximum processing time per invocation is 60 minutes. This value can't be adjusted.

Service quotas

For more information about quotas related to training and inference, see Amazon SageMaker AI Service Quotas.

Asynchronous inference

Model packages and algorithms published in AWS Marketplace can't be deployed to endpoints configured for Amazon SageMaker AI Asynchronous Inference. Endpoints configured for asynchronous inference requires models to have network connectivity. All AWS Marketplace models operate in network isolation. For more information, see No network access.

Serverless inference

Model packages and algorithms published in AWS Marketplace can't be deployed to endpoints configured for Amazon SageMaker AI Serverless Inference. Endpoints configured for serverless inference require models to have network connectivity. All AWS Marketplace models operate in network isolation. For more information, see No network access.

Managed spot training

For all algorithms from AWS Marketplace, the value of `MaxWaitTimeInSeconds` is set to 3,600 seconds (60 minutes), even if the checkpoint for managed spot training is implemented. This value can't be adjusted.

Docker images and AWS accounts

For publishing, images must be stored in Amazon ECR repositories owned by the AWS account of the seller. It isn't possible to publish images that are stored in a repository owned by another AWS account.

Publishing model packages from built-in algorithms or AWS Marketplace

Model packages created from training jobs using an Amazon SageMaker AI built-in algorithm or an algorithm from an AWS Marketplace subscription can't be published.

You can still use the model artifacts from the training job, but your own inference image is required for publishing model packages.

Supported AWS Regions for publishing

AWS Marketplace supports publishing model package and algorithm resources from AWS Regions where the following are both true:

- A Region that Amazon SageMaker AI supports
- An available Region that is opted-in by default (for example, describe-regions returns `"OptInStatus": "opt-in-not-required"`)

All assets required for publishing a model package or algorithm product must be stored in the same Region that you choose to publish from. This includes the following:

- Model package and algorithm resources that are created in Amazon SageMaker AI
- Inference and training images that are uploaded to Amazon ECR repositories
- Model artifacts (if any) that are stored in Amazon Simple Storage Service and dynamically loaded during model deployment for model package resources
- Test data for inference and training validation that are stored in Amazon S3

You can develop and train your product in any Region that is supported by SageMaker AI. But, before you can publish, you must copy all assets to and re-create resources in a Region that AWS Marketplace supports publishing from.

Security and intellectual property with Amazon SageMaker AI

Amazon SageMaker AI protects both your intellectual property and buyer data for models and algorithms obtained from AWS Marketplace. The following sections provide more information about the ways that SageMaker AI protects intellectual property and the security of customer data.

Topics

- Protecting intellectual property
- No network access
- Security of customer data

Protecting intellectual property

When you create a product, the code is packaged in Docker container images. For more information, see Preparing your product in SageMaker AI, later in this guide. When you upload a container image, the image and artifacts are encrypted in transit and at rest. The images are also scanned for vulnerabilities before being published.

To help safeguard your intellectual property, SageMaker AI allows only buyers to access your product through AWS service endpoints. Buyers cannot directly access or pull container images or model artifacts, nor can they access the underlying infrastructure.

No network access

Unlike SageMaker AI models and algorithms that buyers create, when buyers launch your product from AWS Marketplace, the models and algorithms are deployed without network access. SageMaker AI deploys images in an environment with no access to the network or AWS service endpoints. For example, a container image can't make outbound API calls to services on the internet, VPC endpoints, or any other AWS services.

Security of customer data

Your product runs in SageMaker AI within the buyer's AWS account. So, when a buyer uses your product to perform data inference, you as the seller can't access their data.

For algorithm products, model artifacts are outputted by your training image after each training job. Model artifacts are stored in the buyer's account. The model artifacts from the training job are used when the buyer deploys the model with your inference image. To protect any intellectual property that may be contained in the model artifact, encrypt them before outputting them.

Important

This security model prevents your code from accessing the internet during runtime. Therefore, your code can't use resources or libraries from the internet, so package your dependencies in the Docker container image. This is especially important if you choose to

encrypt your outputted artifacts from the training job. The keys to encrypt and decrypt artifacts can't be accessed over the internet at runtime. They must be packaged with your image.

For more information, see Security in Amazon SageMaker AI.

Machine learning reports in AWS Marketplace

AWS Marketplace produces reports for your Amazon SageMaker AI products that include data about buyers, financials, usage, and taxes. All reports are available in the AWS Marketplace Management Portal on the Reports page. For more information, see Seller Reports. The following sections provide summary information about reports for machine learning products.

Topics

- Daily business report
- Monthly revenue report
- Disbursement report
- Other reports and analysis

Daily business report

The daily business report provides the instance type, hours of usage, revenue from software charges, and other details for each buyer and product. Buyers can be identified by their AWS account ID. For more information, see Daily business report.

Monthly revenue report

The monthly revenue report provides you with the monthly revenue that has been billed to your buyers for using your software. For more information, see Monthly billed revenue report.

Disbursement report

The monthly disbursement report provides a breakdown of all funds collected on your behalf during the settlement period for your software charges. The total settlement amount reflected in the report should match the amount deposited to your bank account. For more information, see Disbursement report.

Other reports and analysis

For other available reports, see Seller reports.

You can also create custom reports using the available Seller delivery data feeds in AWS Marketplace from AWS Marketplace.

Preparing your product in SageMaker AI

Before you can publish your product in AWS Marketplace, you must prepare it in Amazon SageMaker AI. There are two types of SageMaker AI products listed in AWS Marketplace: model packages and algorithms. For more information, see Machine learning products in AWS Marketplace. This topic provides an overview of the three steps that are required to prepare your product:

1. Packaging your code into images for machine learning products in AWS Marketplace – To prepare a model package or algorithm product, you must create the Docker container images for your product.
2. Uploading your images to Amazon Elastic Container Registry – After packaging your code in container images and testing them locally, upload the images and scan them for known vulnerabilities. Fix any vulnerabilities before continuing.
3. Creating your Amazon SageMaker AI resource – After your images are scanned successfully, you can use them to create a model package or algorithm resource in SageMaker AI.

Packaging your code into images for machine learning products in AWS Marketplace

Machine learning products in AWS Marketplace use Amazon SageMaker AI to create and run the machine learning logic you provide for buyers. SageMaker AI runs Docker container images that contain your logic. SageMaker AI runs these containers in a secure and scalable infrastructure. For more information, see Security and intellectual property with Amazon SageMaker AI. The following sections provide information about how to package your code into Docker container images for SageMaker AI.

Topics

- Which type of container image do I create?

- Creating model package images
- Creating algorithm images

Which type of container image do I create?

The two types of container images are an inference image and a training image.

To create a model package product, you need only an inference image. For detailed instructions, see Creating model package images.

To create an algorithm product, you need both training and inference images. For detailed instructions, see Creating algorithm images.

To package code properly into a container image, the container must adhere to the SageMaker AI file structure. The container must expose the correct endpoints to ensure that the service can pass data to and from your container. The following sections explain the details of this process.

> **Important**
>
> For security purposes, when a buyer subscribes to your containerized product, the Docker containers run in an isolated environment without an internet connection. When you create your containers, don't rely on outgoing calls over the internet because they will fail. Calls to AWS services will also fail. For more information, see the Security and intellectual property with Amazon SageMaker AI section.

Optionally, when creating your inference and training images, use a container from Available Deep Learning Containers Images as a starting point. The images are already properly packaged with different machine learning frameworks.

Creating model package images

An Amazon SageMaker AI model package is a pre-trained model that makes predictions and does not require any further training by the buyer. You can create a model package in SageMaker AI and publish your machine learning product on AWS Marketplace. The following sections you how to create a model package for AWS Marketplace. This includes creating the container image and building and testing the image locally.

Topics

- Overview
- Create an inference image for model packages

Overview

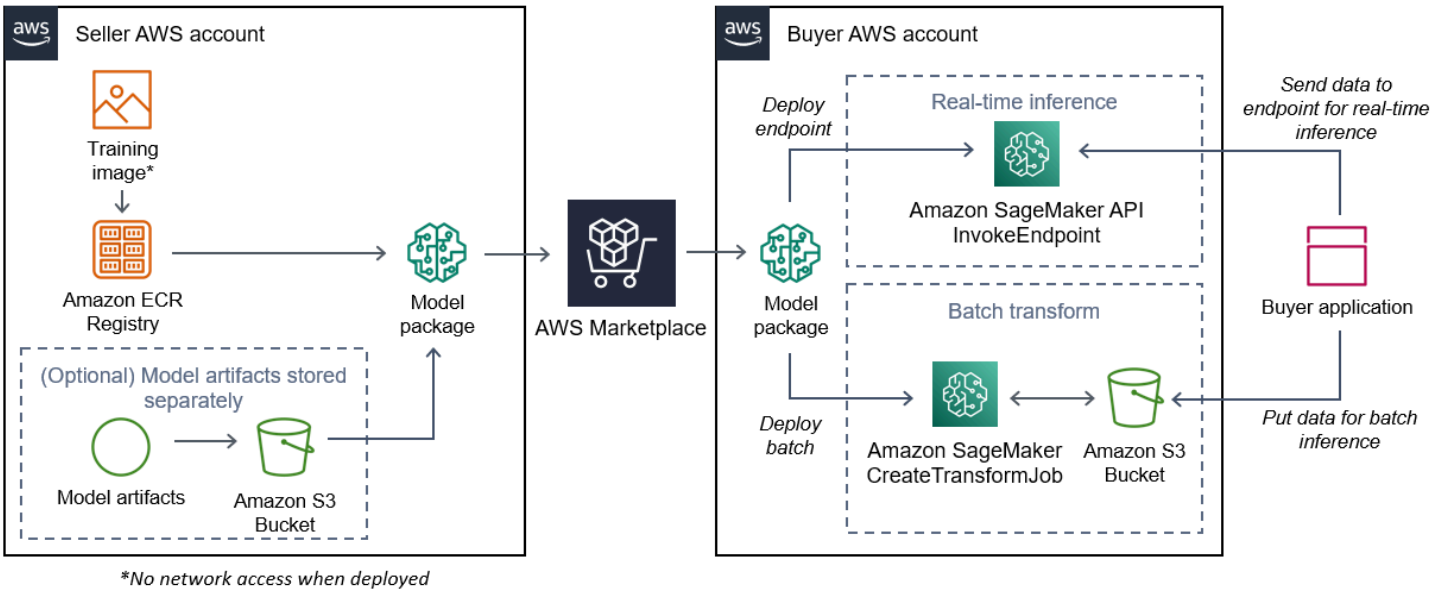
A model package includes the following components:

- An inference image stored in Amazon Elastic Container Registry (Amazon ECR)
- (Optional) Model artifacts, stored separately in Amazon S3

> **Note**
>
> Model artifacts are files your model uses to make predictions and are generally the result of your own training processes. Artifacts can be any file type that is needed by your model but must use.tar.gz compression. For model packages, they can either be bundled within your inference image or stored separately in Amazon SageMaker AI. The model artifacts stored in Amazon S3 are loaded into the inference container at runtime. When publishing your model package, those artifacts are published and stored in AWS Marketplace owned Amazon S3 buckets that are inaccessible by the buyer directly.

> **Tip**
>
> If your inference model is built with a deep learning framework such as Gluon, Keras, MXNet, PyTorch, TensorFlow, TensorFlow-Lite, or ONNX, consider using Amazon SageMaker AI Neo. Neo can automatically optimize inference models that deploy to a specific family of cloud instance types such as `ml.c4`, `ml.p2`, and others. For more information, see Optimize model performance using Neo in the *Amazon SageMaker AI Developer Guide*.

The following diagram shows the workflow for publishing and using model package products.



The workflow for creating a SageMaker AI model package for AWS Marketplace includes the following steps:

1. The seller creates an inference image (no network access when deployed) and pushes it to the Amazon ECR Registry.

   The model artifacts can either be bundled in the inference image or stored separately in S3.
2. The seller then creates a model package resource in Amazon SageMaker AI and publishes their ML product on AWS Marketplace.
3. The buyer subscribes to the ML product and deploys the model.

> **Note**
>
> The model can be deployed as an endpoint for real-time inferences or as a batch job to get predictions for an entire dataset at once. For more information, see Deploy Models for Inference.

4. SageMaker AI runs the inference image. Any seller-provided model artifacts not bundled in the inference image are loaded dynamically at runtime.
5. SageMaker AI passes the buyer's inference data to the container by using the container's HTTP endpoints and returns the prediction results.

Create an inference image for model packages

This section provides a walkthrough for packaging your inference code into an inference image for your model package product. The process consists of the following steps:

Steps

- Step 1: Create the container image
- Step 2: Build and testing the image locally

The inference image is a Docker image containing your inference logic. The container at runtime exposes HTTP endpoints to allow SageMaker AI to pass data to and from your container.

> **Note**
>
> The following is only one example of packaging code for an inference image. For more information, see Using Docker containers with SageMaker AI and the AWS Marketplace SageMaker AI examples on GitHub.
> The following example uses a web service, Flask, for simplicity, and is not considered production-ready.

Step 1: Create the container image

For the inference image to be compatible with SageMaker AI, the Docker image must expose HTTP endpoints. While your container is running, SageMaker AI passes buyer inputs for inference to the container's HTTP endpoint. The inference results are returned in the body of the HTTP response.

The following walkthrough uses the Docker CLI in a development environment using a Linux Ubuntu distribution.

- Create the web server script
- Create the script for the container run
- Create the `Dockerfile`
- Package or upload the model artifacts

Create the web server script

This example uses a Python server called Flask, but you can use any web server that works for your framework.

> **Note**
>
> Flask is used here for simplicity. It is not considered a production-ready web server.

Create a Flask web server script that serves the two HTTP endpoints on TCP port 8080 that SageMaker AI uses. The following are the two expected endpoints:

- `/ping` – SageMaker AI makes HTTP GET requests to this endpoint to check if your container is ready. When your container is ready, it responds to HTTP GET requests at this endpoint with an HTTP 200 response code.
- `/invocations` – SageMaker AI makes HTTP POST requests to this endpoint for inference. The input data for inference is sent in the body of the request. The user-specified content type is passed in the HTTP header. The body of the response is the inference output. For details about timeouts, see Requirements and best practices for creating machine learning products.

`./web_app_serve.py`

```
# Import modules
import json
import re
from flask import Flask
from flask import request
app = Flask(__name__)

# Create a path for health checks
@app.route("/ping")
def endpoint_ping():
  return ""

# Create a path for inference
@app.route("/invocations", methods=["POST"])
def endpoint_invocations():

  # Read the input
```

```
  input_str = request.get_data().decode("utf8")

  # Add your inference code between these comments.
  #
  #
  #
  #
  #
  # Add your inference code above this comment.

  # Return a response with a prediction
  response = {"prediction":"a","text":input_str}
  return json.dumps(response)
```

In the previous example, there is no actual inference logic. For your actual inference image, add the inference logic into the web app so it processes the input and returns the actual prediction.

Your inference image must contain all of its required dependencies because it will not have internet access, nor will it be able to make calls to any AWS services.

> **Note**
>
> This same code is called for both real-time and batch inferences

Create the script for the container run

Create a script named `serve` that SageMaker AI runs when it runs the Docker container image. The following script starts the HTTP web server.

`./serve`

```
#!/bin/bash

# Run flask server on port 8080 for SageMaker
flask run --host 0.0.0.0 --port 8080
```

Create the `Dockerfile`

Create a `Dockerfile` in your build context. This example uses Ubuntu 18.04, but you can start from any base image that works for your framework.

./Dockerfile

```
FROM ubuntu:18.04

# Specify encoding
ENV LC_ALL=C.UTF-8
ENV LANG=C.UTF-8

# Install python-pip
RUN apt-get update \
&& apt-get install -y python3.6 python3-pip \
&& ln -s /usr/bin/python3.6 /usr/bin/python \
&& ln -s /usr/bin/pip3 /usr/bin/pip;

# Install flask server
RUN pip install -U Flask;

# Add a web server script to the image
# Set an environment to tell flask the script to run
COPY /web_app_serve.py /web_app_serve.py
ENV FLASK_APP=/web_app_serve.py

# Add a script that Amazon SageMaker AI will run
# Set run permissions
# Prepend program directory to $PATH
COPY /serve /opt/program/serve
RUN chmod 755 /opt/program/serve
ENV PATH=/opt/program:${PATH}
```

The `Dockerfile` adds the two previously created scripts to the image. The directory of the `serve` script is added to the PATH so it can run when the container runs.

Package or upload the model artifacts

The two ways to provide the model artifacts from training the model to the inference image are as follows:

- Packaged statically with the inference image.
- Loaded dynamically at runtime. Because it's loaded dynamically, you can use the same image for packaging different machine learning models.

If you want to package your model artifacts with the inference image, include the artifacts in the `Dockerfile`.

If you want to load your model artifacts dynamically, store those artifacts separately in a compressed file (.tar.gz) in Amazon S3. When creating the model package, specify the location of the compressed file, and SageMaker AI extracts and copies the contents to the container directory `/opt/ml/model/` when running your container. When publishing your model package, those artifacts are published and stored in AWS Marketplace owned Amazon S3 buckets that are inaccessible by the buyer directly.

Step 2: Build and testing the image locally

In the build context, the following files now exist:

- `./Dockerfile`
- `./web_app_serve.py`
- `./serve`
- Your inference logic and (optional) dependencies

Next build, run, and test the container image.

Build the image

Run the Docker command in the build context to build and tag the image. This example uses the tag `my-inference-image`.

```
sudo docker build --tag my-inference-image ./
```

After running this Docker command to build the image, you should see output as Docker builds the image based on each line in your `Dockerfile`. When it finishes, you should see something similar to the following.

```
Successfully built abcdef123456
Successfully tagged my-inference-image:latest
```

Run locally

After your build has completed, you can test the image locally.

```
sudo docker run \
  --rm \
  --publish 8080:8080/tcp \
  --detach \
  --name my-inference-container \
  my-inference-image \
  serve
```

The following are details about the command:

- `--rm` – Automatically remove the container after it stops.
- `--publish 8080:8080/tcp` – Expose port 8080 to simulate the port that SageMaker AI sends HTTP requests to.
- `--detach` – Run the container in the background.
- `--name my-inference-container` – Give this running container a name.
- `my-inference-image` – Run the built image.
- `serve` – Run the same script that SageMaker AI runs when running the container.

After running this command, Docker creates a container from the inference image you built and runs it in the background. The container runs the `serve` script, which launches your web server for testing purposes.

Test the ping HTTP endpoint

When SageMaker AI runs your container, it periodically pings the endpoint. When the endpoint returns an HTTP response with status code 200, it signals to SageMaker AI that the container is ready for inference. You can test this by running the following command, which tests the endpoint and includes the response header.

```
curl --include http://127.0.0.1:8080/ping
```

Example output is as follows.

```
HTTP/1.0 200 OK
Content-Type: text/html; charset=utf-8
Content-Length: 0
Server: MyServer/0.16.0 Python/3.6.8
```

```
Date: Mon, 21 Oct 2019 06:58:54 GMT
```

Test the inference HTTP endpoint

When the container indicates it is ready by returning a 200 status code to your ping, SageMaker AI passes the inference data to the `/invocations` HTTP endpoint via a POST request. Test the inference point by running the following command.

```
curl \
  --request POST \
  --data "hello world" \
  http://127.0.0.1:8080/invocations
```

Example output is as follows.

```
{"prediction": "a", "text": "hello world"}
```

With these two HTTP endpoints working, the inference image is now compatible with SageMaker AI.

> **Note**
>
> The model of your model package product can be deployed in two ways: real time and batch. In both deployments, SageMaker AI uses the same HTTP endpoints while running the Docker container.

To stop the container, run the following command.

```
sudo docker container stop my-inference-container
```

When your inference image is ready and tested, you can continue to Uploading your images to Amazon Elastic Container Registry.

Creating algorithm images

An Amazon SageMaker AI algorithm requires that the buyer bring their own data to train before it makes predictions. As an AWS Marketplace seller, you can use SageMaker AI to create machine learning (ML) algorithms and models that your buyers can deploy in AWS. The following sections you how to create algorithm images for AWS Marketplace. This includes creating the Docker

training image for training your algorithm and the inference image that contains your inference logic. Both the training and inference images are required when publishing an algorithm product.

Topics

- Overview
- Creating a training image for algorithms
- Creating an inference image for algorithms

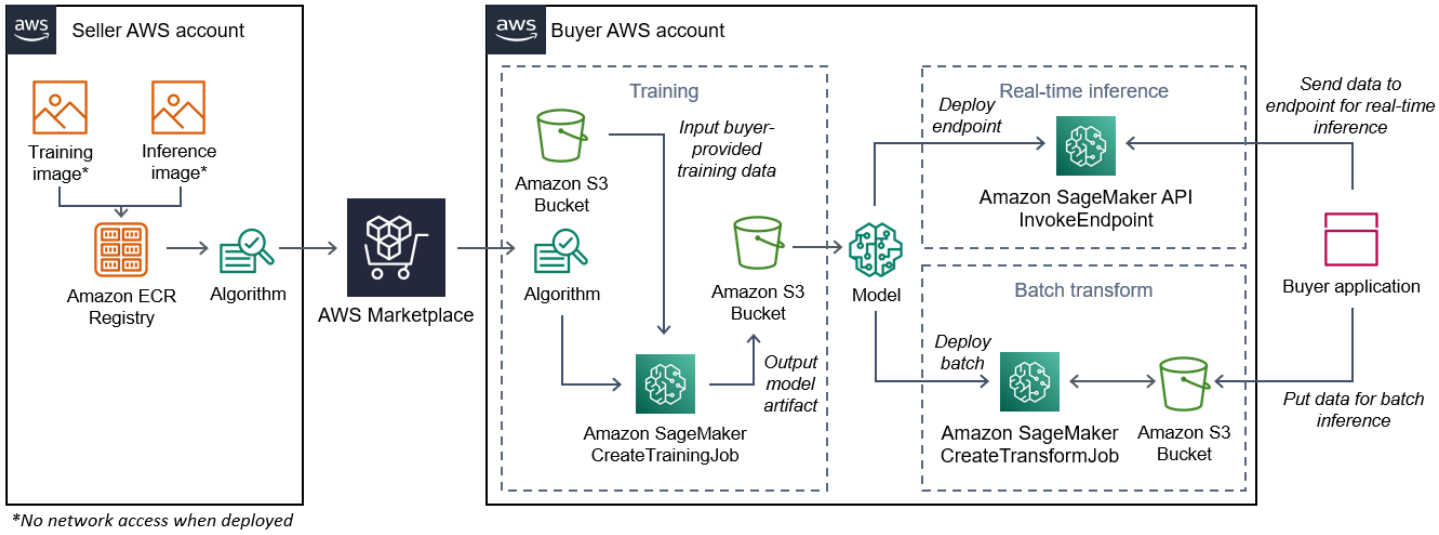
Overview

An algorithm includes the following components:

- A training image stored in Amazon ECR
- An inference image stored in Amazon Elastic Container Registry (Amazon ECR)

> **Note**
>
> For algorithm products, the training container generates model artifacts that are loaded into the inference container on model deployment.

The following diagram shows the workflow for publishing and using algorithm products.



The workflow for creating a SageMaker AI algorithm for AWS Marketplace includes the following steps:

1. The seller creates a training image and an inference image (no network access when deployed) and uploads it to the Amazon ECR Registry.
2. The seller then creates an algorithm resource in Amazon SageMaker AI and publishes their ML product on AWS Marketplace.
3. The buyer subscribes to the ML product.
4. The buyer creates a training job with a compatible dataset and appropriate hyperparameter values. SageMaker AI runs the training image and loads the training data and hyperparameters into the training container. When the training job completes, the model artifacts located in `/opt/ml/model/` are compressed and copied to the buyer's Amazon S3 bucket.
5. The buyer creates a model package with the model artifacts from the training stored in Amazon S3 and deploys the model.
6. SageMaker AI runs the inference image, extracts the compressed model artifacts, and loads the files into the inference container directory path `/opt/ml/model/` where it is consumed by the code that serves the inference.
7. Whether the model deploys as an endpoint or a batch transform job, SageMaker AI passes the data for inference on behalf of the buyer to the container via the container's HTTP endpoint and returns the prediction results.

> **Note**
>
> For more information, see Train Models.

Creating a training image for algorithms

This section provides a walkthrough for packaging your training code into a training image. A training image is required to create an algorithm product.

A *training image* is a Docker image containing your training algorithm. The container adheres to a specific file structure to allow SageMaker AI to copy data to and from your container.

Both the training and inference images are required when publishing an algorithm product. After creating your training image, you must create an inference image. The two images can be combined into one image or remain as separate images. Whether to combine the images or separate them is up to you. Typically, inference is simpler than training, and you might want separate images to help with inference performance.

Note

The following is only one example of packaging code for a training image. For more information, see Use your own algorithms and models with the AWS Marketplace and the AWS Marketplace SageMaker AI examples on GitHub.

Steps

- Step 1: Creating the container image
- Step 2: Building and testing the image locally

Step 1: Creating the container image

For the training image to be compatible with Amazon SageMaker AI, it must adhere to a specific file structure to allow SageMaker AI to copy the training data and configuration inputs to specific paths in your container. When the training completes, the generated model artifacts are stored in a specific directory path in the container where SageMaker AI copies from.

The following uses Docker CLI installed in a development environment on an Ubuntu distribution of Linux.

- Prepare your program to read configuration inputs
- Prepare your program to read data inputs
- Prepare your program to write training outputs
- Create the script for the container run
- Create the `Dockerfile`

Prepare your program to read configuration inputs

If your training program requires any buyer-provided configuration input, the following is where those are copied to inside your container when ran. If required, your program must read from those specific file paths.

- `/opt/ml/input/config` is the directory that contains information which controls how your program runs.
  - `hyperparameters.json` is a JSON-formatted dictionary of hyperparameter names and values. The values are strings, so you may need to convert them.

- `resourceConfig.json` is a JSON-formatted file that describes the network layout used for distributed training. If your training image does not support distributed training, you can ignore this file.

> **Note**
>
> For more information about configuration inputs, see How Amazon SageMaker AI Provides Training Information.

Prepare your program to read data inputs

Training data can be passed to the container in one of the following two modes. Your training program that runs in the container digests the training data in one of those two modes.

File mode

- `/opt/ml/input/data/<channel_name>/` contains the input data for that channel. The channels are created based on the call to the `CreateTrainingJob` operation, but it's generally important that channels match what the algorithm expects. The files for each channel are copied from Amazon S3 to this directory, preserving the tree structure indicated by the Amazon S3 key structure.

Pipe mode

- `/opt/ml/input/data/<channel_name>_<epoch_number>` is the pipe for a given epoch. Epochs start at zero and increase by one each time you read them. There is no limit to the number of epochs that you can run, but you must close each pipe before reading the next epoch.

Prepare your program to write training outputs

The output of the training is written to the following container directories:

- `/opt/ml/model/` is the directory where you write the model or the model artifacts that your training algorithm generates. Your model can be in any format that you want. It can be a single file or a whole directory tree. SageMaker AI packages any files in this directory into a compressed file (.tar.gz). This file is available at the Amazon S3 location returned by the `DescribeTrainingJob` API operation.

- `/opt/ml/output/` is a directory where the algorithm can write a `failure` file that describes why the job failed. The contents of this file are returned in the `FailureReason` field of the `DescribeTrainingJob` result. For jobs that succeed, there is no reason to write this file because it's ignored.

Create the script for the container run

Create a `train` shell script that SageMaker AI runs when it runs the Docker container image. When the training completes and the model artifacts are written to their respective directories, exit the script.

`./train`

```
#!/bin/bash

# Run your training program here
#
#
#
#
```

Create the `Dockerfile`

Create a `Dockerfile` in your build context. This example uses Ubuntu 18.04 as the base image, but you can start from any base image that works for your framework.

`./Dockerfile`

```
FROM ubuntu:18.04

# Add training dependencies and programs
#
#
#
#
#
# Add a script that SageMaker AI will run
# Set run permissions
# Prepend program directory to $PATH
COPY /train /opt/program/train
```

```
RUN chmod 755 /opt/program/train
ENV PATH=/opt/program:${PATH}
```

The `Dockerfile` adds the previously created `train` script to the image. The script's directory is added to the PATH so it can run when the container runs.

In the previous example, there is no actual training logic. For your actual training image, add the training dependencies to the `Dockerfile`, and add the logic to read the training inputs to train and generate the model artifacts.

Your training image must contain all of its required dependencies because it will not have internet access.

For more information, see Use your own algorithms and models with the AWS Marketplace and the AWS Marketplace SageMaker AI examples on GitHub.

Step 2: Building and testing the image locally

In the build context, the following files now exist:

- `./Dockerfile`
- `./train`
- Your training dependencies and logic

Next you can build, run, and test this container image.

Build the image

Run the Docker command in the build context to build and tag the image. This example uses the tag `my-training-image`.

```
sudo docker build --tag my-training-image ./
```

After running this Docker command to build the image, you should see output as Docker builds the image based on each line in your `Dockerfile`. When it finishes, you should see something similar to the following.

```
Successfully built abcdef123456
```

```
Successfully tagged my-training-image:latest
```

Run locally

After that has completed, test the image locally as shown in the following example.

```
sudo docker run \
  --rm \
  --volume '<path_to_input>:/opt/ml/input:ro' \
  --volume '<path_to_model>:/opt/ml/model' \
  --volume '<path_to_output>:/opt/ml/output' \
  --name my-training-container \
  my-training-image \
  train
```

The following are command details:

- `--rm` – Automatically remove the container after it stops.
- `--volume '<path_to_input>:/opt/ml/input:ro'` – Make test input directory available to container as read-only.
- `--volume '<path_to_model>:/opt/ml/model'` – Bind mount the path where the model artifacts are stored on the host machine when the training test is complete.
- `--volume '<path_to_output>:/opt/ml/output'` – Bind mount the path where the failure reason in a `failure` file is written to on the host machine.
- `--name my-training-container` – Give this running container a name.
- `my-training-image` – Run the built image.
- `train` – Run the same script SageMaker AI runs when running the container.

After running this command, Docker creates a container from the training image you built and runs it. The container runs the `train` script, which starts your training program.

After your training program finishes and the container exits, check that the output model artifacts are correct. Additionally, check the log outputs to confirm that they are not producing logs that you do not want, while ensuring enough information is provided about the training job.

This completes packaging your training code for an algorithm product. Because an algorithm product also includes an inference image, continue to the next section, Creating an inference image for algorithms.

Creating an inference image for algorithms

This section provides a walkthrough for packaging your inference code into an inference image for your algorithm product.

The inference image is a Docker image containing your inference logic. The container at runtime exposes HTTP endpoints to allow SageMaker AI to pass data to and from your container.

Both the training and inference images are required when publishing an algorithm product. If you have not already done so, see the previous section about Creating a training image for algorithms. The two images can be combined into one image or remain as separate images. Whether to combine the images or separate them is up to you. Typically, inference is simpler than training, and you might want separate images to help with inference performance.

> **Note**
>
> The following is only one example of packaging code for an inference image. For more information, see Use your own algorithms and models with the AWS Marketplace and the AWS Marketplace SageMaker AI examples on GitHub.
> The following example uses a web service, Flask, for simplicity, and is not considered production-ready.

Steps

- Step 1: Creating the inference image
- Step 2: Building and testing the image locally

Step 1: Creating the inference image

For the inference image to be compatible with SageMaker AI, the Docker image must expose HTTP endpoints. While your container is running, SageMaker AI passes inputs for inference provided by the buyer to your container's HTTP endpoint. The result of the inference is returned in the body of the HTTP response.

The following uses Docker CLI installed in a development environment on an Ubuntu distribution of Linux.

- Create the web server script

- Create the script for the container run
- Create the `Dockerfile`
- Preparing your program to dynamically load model artifacts

Create the web server script

This example uses a Python server called Flask, but you can use any web server that works for your framework.

> **Note**
>
> Flask is used here for simplicity. It is not considered a production-ready web server.

Create the Flask web server script that serves the two HTTP endpoints on TCP port 8080 that SageMaker AI uses. The following are the two expected endpoints:

- `/ping` – SageMaker AI makes HTTP GET requests to this endpoint to check if your container is ready. When your container is ready, it responds to HTTP GET requests at this endpoint with an HTTP 200 response code.
- `/invocations` – SageMaker AI makes HTTP POST requests to this endpoint for inference. The input data for inference is sent in the body of the request. The user-specified content type is passed in the HTTP header. The body of the response is the inference output.

`./web_app_serve.py`

```
# Import modules
import json
import re
from flask import Flask
from flask import request
app = Flask(__name__)

# Create a path for health checks
@app.route("/ping")
def endpoint_ping():
  return ""

# Create a path for inference
```

```
@app.route("/invocations", methods=["POST"])
def endpoint_invocations():

  # Read the input
  input_str = request.get_data().decode("utf8")

  # Add your inference code here.
  #
  #
  #
  #
  #
  # Add your inference code here.

  # Return a response with a prediction
  response = {"prediction":"a","text":input_str}
  return json.dumps(response)
```

In the previous example, there is no actual inference logic. For your actual inference image, add the inference logic into the web app so it processes the input and returns the prediction.

Your inference image must contain all of its required dependencies because it will not have internet access.

Create the script for the container run

Create a script named `serve` that SageMaker AI runs when it runs the Docker container image. In this script, start the HTTP web server.

`./serve`

```
#!/bin/bash

# Run flask server on port 8080 for SageMaker AI
flask run --host 0.0.0.0 --port 8080
```

Create the `Dockerfile`

Create a `Dockerfile` in your build context. This example uses Ubuntu 18.04, but you can start from any base image that works for your framework.

`./Dockerfile`

```
FROM ubuntu:18.04

# Specify encoding
ENV LC_ALL=C.UTF-8
ENV LANG=C.UTF-8

# Install python-pip
RUN apt-get update \
&& apt-get install -y python3.6 python3-pip \
&& ln -s /usr/bin/python3.6 /usr/bin/python \
&& ln -s /usr/bin/pip3 /usr/bin/pip;

# Install flask server
RUN pip install -U Flask;

# Add a web server script to the image
# Set an environment to tell flask the script to run
COPY /web_app_serve.py /web_app_serve.py
ENV FLASK_APP=/web_app_serve.py

# Add a script that Amazon SageMaker AI will run
# Set run permissions
# Prepend program directory to $PATH
COPY /serve /opt/program/serve
RUN chmod 755 /opt/program/serve
ENV PATH=/opt/program:${PATH}
```

The `Dockerfile` adds the two created previously scripts to the image. The directory of the `serve` script is added to the PATH so it can run when the container runs.

Preparing your program to dynamically load model artifacts

For algorithm products, the buyer uses their own datasets with your training image to generate unique model artifacts. When the training process completes, your training container outputs model artifacts to the container directory `/opt/ml/model/`. SageMaker AI compresses the contents in that directory into a .tar.gz file and stores it in the buyer's AWS account in Amazon S3.

When the model deploys, SageMaker AI runs your inference image, extracts the model artifacts from the .tar.gz file stored in the buyer's account in Amazon S3,and loads them into the inference container in the `/opt/ml/model/` directory. At runtime, your inference container code uses the model data.

Note

To protect any intellectual property that might be contained in the model artifact files, you can choose to encrypt the files before outputting them. For more information, see Security and intellectual property with Amazon SageMaker AI.

Step 2: Building and testing the image locally

In the build context, the following files now exist:

- `./Dockerfile`
- `./web_app_serve.py`
- `./serve`

Next you can build, run, and test this container image.

Build the image

Run the Docker command to build and tag the image. This example uses the tag `my-inference-image`.

```
sudo docker build --tag my-inference-image ./
```

After running this Docker command to build the image, you should see output as Docker builds the image based on each line in your `Dockerfile`. When it finishes, you should see something similar to the following.

```
Successfully built abcdef123456
Successfully tagged my-inference-image:latest
```

Run locally

After your build has completed, you can test the image locally.

```
sudo docker run \
  --rm \
  --publish 8080:8080/tcp \
  --volume '<path_to_model>:/opt/ml/model:ro' \
  --detach \
```

```
  --name my-inference-container \
  my-inference-image \
  serve
```

The following are command details:

- `--rm` – Automatically remove the container after it stops.
- `--publish 8080:8080/tcp` – Expose port 8080 to simulate the port SageMaker AI sends HTTP requests to.
- `--volume '<path_to_model>:/opt/ml/model:ro'` – Bind mount the path to where the test model artifacts are stored on the host machine as read-only to make them available to your inference code in the container.
- `--detach` – Run the container in the background.
- `--name my-inference-container` – Give this running container a name.
- `my-inference-image` – Run the built image.
- `serve` – Run the same script SageMaker AI runs when running the container.

After running this command, Docker creates a container from the inference image and runs it in the background. The container runs the `serve` script, which starts your web server for testing purposes.

Test the ping HTTP endpoint

When SageMaker AI runs your container, it periodically pings the endpoint. When the endpoint returns an HTTP response with status code 200, it signals to SageMaker AI that the container is ready for inference.

Run the following command to test the endpoint and include the response header.

```
curl --include http://127.0.0.1:8080/ping
```

Example output is shown in the following example.

```
HTTP/1.0 200 OK
Content-Type: text/html; charset=utf-8
Content-Length: 0
Server: MyServer/0.16.0 Python/3.6.8
Date: Mon, 21 Oct 2019 06:58:54 GMT
```

Test the inference HTTP endpoint

When the container indicates it is ready by returning a 200 status code, SageMaker AI passes the inference data to the `/invocations` HTTP endpoint via a `POST` request.

Run the following command to test the inference endpoint.

```
curl \
  --request POST \
  --data "hello world" \
  http://127.0.0.1:8080/invocations
```

Example output is shown in the following example..

```
{"prediction": "a", "text": "hello world"}
```

With these two HTTP endpoints working, the inference image is now compatible with SageMaker AI.

> **Note**
>
> The model of your algorithm product can be deployed in two ways: real time and batch. For both deployments, SageMaker AI uses the same HTTP endpoints while running the Docker container.

To stop the container, run the following command.

```
sudo docker container stop my-inference-container
```

After both your training and inference images for your algorithm product are ready and tested, continue to Uploading your images to Amazon Elastic Container Registry.

Uploading your images to Amazon Elastic Container Registry

After you create your inference and training images you can upload them to Amazon Elastic Container Registry. Amazon ECR is a fully managed Docker registry. Amazon SageMaker AI pulls images from Amazon ECR to create a model package for inference or an algorithm for training jobs. AWS Marketplace also retrieves these images from Amazon ECR to publish your model

package and algorithm products. This topic provides a walkthrough for uploading your inference and training images to Amazon ECR

Topics

- Which images must I upload?
- What IAM permissions are required?
- Log your Docker client into AWS
- Create repository and upload image
- Scan your uploaded image

Which images must I upload?

If you're publishing a model package, upload only an inference image. If you're publishing an algorithm, upload both an inference image and a training image. If the inference and training images are combined, upload the combined image only once.

What IAM permissions are required?

The following steps assume that the local machine has the correct AWS credentials for an AWS Identity and Access Management (IAM) role or user in the seller AWS account. The role or user must have the correct policies in place for both AWS Marketplace and Amazon ECR. For example, you could use the following AWS managed policies:

- AWSMarketplaceSellerProductsFullAccess – For access to AWS Marketplace
- AmazonEC2ContainerRegistryFullAccess – For access to Amazon ECR

> **Note**
>
> The links take you to the *AWS Managed Policy Reference*.

Log your Docker client into AWS

Set a variable for the AWS Region that you want to publish from (see Supported AWS Regions for publishing). For this example, use the US East (Ohio) Region.

```
region=us-east-2
```

Run the following command to set a variable with your AWS account ID. This example assumes that the current AWS Command Line Interface (AWS CLI) credentials belong to the seller's AWS account.

```
account=$(aws sts get-caller-identity --query Account --output text)
```

To authenticate your Docker CLI client with your AWS account Amazon ECR Docker registry for your Region, run the following command.

```
aws ecr get-login-password \
--region ${region} \
| sudo docker login \
--username AWS \
--password-stdin \
${account}.dkr.ecr.${region}.amazonaws.com
```

Create repository and upload image

Set a variable for the tag of the uploaded image and another variable for the name of the uploaded image repository.

```
image=my-inference-image
repo=my-inference-image
```

> **Note**
>
> In previous sections of this guide where the inference and training images were built, they were tagged as **my-inference-image** and **my-training-image**, respectively. For this example, create and upload the inference image to a repository with the same name.

Run the following command to create the image repository in Amazon ECR.

```
aws ecr --region ${region} create-repository --repository-name "${repo}"
```

The full name of the Amazon ECR repository location is made up of the following parts: `<account-id>.dkr.ecr.<region>.amazonaws.com/<image-repository-name>`

To push the image to the repository, you must tag it with the full name of the repository location.

Set a variable for the full name of the image repository location along with the `latest` tag.

```
fullname="${account}.dkr.ecr.${region}.amazonaws.com/${repo}:latest"
```

Tag the image with the full name.

```
sudo docker tag ${image} ${fullname}
```

Finally, push the inference image to the repository in Amazon ECR.

```
sudo docker push ${fullname}
```

After the upload completes, the image appears in the repository list of the Amazon ECR console in the Region that you are publishing from. In the previous example, the image was pushed to a repository in the US East (Ohio) Region.

Scan your uploaded image

In the Amazon ECR console, choose the AWS Region that you are publishing from, and open the repository that the image was uploaded to. Select your uploaded image and start a scan to check for known vulnerabilities. AWS Marketplace checks the Amazon ECR scan results of the container images used in your Amazon SageMaker AI resource before publishing it. Before you can create your product, you must fix container images that have vulnerabilities with either a Critical or High severity.

After your images are scanned successfully, they can be used to create a model package or algorithm resource.

If you believe that your product had errors in the scan that are false positives, contact the AWS Marketplace Seller Operations team with information about the error.

Next steps

- See size limits in Requirements and best practices for creating machine learning products
- Continue to Creating your Amazon SageMaker AI resource

Creating your Amazon SageMaker AI resource

To publish a model package or an algorithm product, you must create the respective model package resource or algorithm resource in Amazon SageMaker AI. When you create your resource for an AWS Marketplace product, it must be certified through a validation step. The validation

step requires that you provide data to test your model package or algorithm resource before it can be published. The following sections show you how to create your SageMaker AI resource, either a model package resource or an algorithm resources. This includes setting the validation specifications that tell SageMaker AI how to perform the validation.

> **Note**
>
> If you haven't yet created the images for your product and uploaded them to Amazon Elastic Container Registry (Amazon ECR), see Packaging your code into images for machine learning products in AWS Marketplace and Uploading your images to Amazon Elastic Container Registry for information about how to do so.

Topics

- Creating your model package
- Creating your algorithm

Creating your model package

The following are requirements for creating a model package for AWS Marketplace:

- An inference image stored in Amazon ECR
- (Optional) Model artifacts, stored separately in Amazon S3
- Your test data used for inferences, stored in Amazon Simple Storage Service

> **Note**
>
> The following is about creating a model package product. For more information about model packages in SageMaker AI, see Create a Model Package Resource.

Creating the model package resources

The following procedures step you through creating the model package resources.

Step 1: To create the model package resources

1. Open the Amazon SageMaker AI console.

2. Ensure that you are in the AWS Region that you want to publish from by looking at the top right of the page. For publishing, see the Supported AWS Regions for publishing section. The inference image you uploaded to Amazon ECR in previous steps must be in the same Region.
3. In the left navigation menu, choose **Model packages**.
4. Choose **Create model package**.

After you create the package, you need to set the specifications of the inference package.

Step 2: To set inference specifications

1. Provide a **Name** for your model package (for example, `my-model-package`).
2. For **Location of inference image**, enter the URI of your inference image that was uploaded to Amazon ECR. You can retrieve the URI by locating your image in the Amazon ECR console.
3. If your model artifacts from training are bundled with your logic in your inference image, leave the **Location of model data artifacts** empty. Otherwise, specify the full Amazon S3 location of the compressed file (.tar.gz) of your model artifacts.
4. Using the dropdown box, choose the supported instance types of your inference image for both real-time inference (also known as *endpoint*) and batch-transform jobs.
5. Choose **Next**.

Before your model package can be created and published, validation is necessary to ensure that it functions as expected. This requires that you run a batch transform job with test data for inference that you provide. The validation specifications tell SageMaker AI how to perform the validation.

Step 3: To set validation specifications

1. Set **Publish this model package in AWS Marketplace** to **Yes**. If you set this to **No**, you can't publish this model package later. Choosing **Yes** certifies your model package for AWS Marketplace and requires the validation step.
2. If this is the first time completing this process, choose **Create a new role** for the **IAM role**. Amazon SageMaker AI uses this role when it deploys your model package. This includes actions, such as pulling images from Amazon ECR and artifacts from Amazon S3. Review the settings, and choose **Create role**. Creating a role here grants permissions described by the AmazonSageMakerFullAccess IAM policy to the role that you create.
3. Edit the **JSON** in the validation profile. For details about allowed values, see TransformJobDefinition.

1. `TransformInput.DataSource.S3Uri`: Set to where your test data for inference is stored.
2. `TransformInput.ContentType`: Specify your test data content type (for example, `application/json`, `text/plain`, `image/png` , or any other value). SageMaker AI does not validate the actual input data. This value is passed to your container HTTP endpoint in the `Content-type` header value.
3. `TransformInput.CompressionType`: Set to `None` if your test data for inference in Amazon S3 is not compressed.
4. `TransformInput.SplitType`: Set to `None` to pass each object in Amazon S3 as a whole for inference.
5. `TransformOutput.S3OutputPath`: Set to the location that the inference output is stored.
6. `TransformOutput.AssembleWith`: Set to `None` to output each inference as separate objects in Amazon S3.

4. Choose **Create model package**.

SageMaker AI pulls the inference image from Amazon ECR, copies any artifacts to the inference container, and runs a batch transform job using your test data for inference. After the validation succeeds, the status changes to **Completed**.

> **Note**
>
> The validation step does not evaluate the accuracy of the model with your test data. The validation step checks if the container runs and responds as expected.

You have completed creating your model product resources. Continue to Listing your product in AWS Marketplace.

Creating your algorithm

The following are requirements for creating an algorithm for AWS Marketplace:

- An inference image, stored in Amazon ECR
- A training image, stored in Amazon ECR
- Your test data for training, stored in Amazon S3

- Your test data for inference, stored in Amazon S3

> **Note**
>
> The following walkthrough creates an algorithm product. For more information, see Create an Algorithm Resource.

Creating the algorithm resources

The following procedures step you through creating the resources in your algorithm package.

Step 1: To create the algorithm resources

1. Open the Amazon SageMaker AI console.
2. Ensure that you are in the AWS Region that you want to publish from by looking at the top right of the page (see Supported AWS Regions for publishing). The training and inference images you uploaded to Amazon ECR in previous steps must be in this same Region.
3. In the left navigation menu, choose **Algorithms**.
4. Choose **Create algorithm**.

After you have created the algorithm package, you must set the specifications for the training and tuning of your model.

Step 2: To set the training and tuning specifications

1. Enter the **Name** for your algorithm (for example, *my-algorithm*).
2. For **Training image**, paste the full URI location of your training image that was uploaded to Amazon ECR. You can retrieve the URI by locating your image in the Amazon ECR console.
3. Using the dropdown box, choose the **instance types for training** that your training image supports.
4. Under the **Channel specification** section, add a channel for each input dataset that your algorithm supports, up to 20 channels of input sources. For more information, see Input Data Configuration.
5. Choose **Next**.

6. If your algorithm supports hyperparameters and hyperparameter tuning, you must specify the tuning parameters.
7. Choose **Next**.

> **Note**
>
> We highly recommend that your algorithm supports hyperparameter tuning and makes appropriate parameters tunable. This allows data scientists to tune models to get the best results.

After you have set the tuning parameters, if any, you must set the specifications for your inference image.

Step 3: To set inference image specification

1. For **Location of inference image**, paste the URI of the inference image that was uploaded to Amazon ECR. You can retrieve the URI by locating your image in the Amazon ECR Console.
2. Using the dropdown box, choose the supported instance types for your inference image for both real-time inference (also known as *endpoint*) and batch-transform jobs.
3. Choose **Next**.

Before your algorithm can be created and published, validation is necessary to ensure that it functions as expected. This requires that you run both a training job with test data for training and a batch transform job with test data for inference that you provide. The validation specifications tell SageMaker AI how to perform the validation.

Step 4: To set validation specifications

1. Set **Publish this algorithm in AWS Marketplace** to **Yes**. If you set this to **No**, you can't publish this algorithm later. Choosing **Yes** certifies your algorithm for AWS Marketplace and requires the validation specification.
2. If this is your first time creating a machine learning package for AWS Marketplace, choose **Create a new role** for the **IAM role**. Amazon SageMaker AI uses this role when training your algorithm and deploying the subsequent model package. This includes actions such as pulling images from Amazon ECR, storing artifacts in Amazon S3, and copying training data

from Amazon S3. Review the settings, and choose **Create role**. Creating a role here grants permissions described by the AmazonSageMakerFullAccess IAM policy to the role that you create.

3. Edit the **JSON** file in the validation profile for **Training job definition**. For more information about allowed values, see TrainingJobDefinition.

    1. `InputDataConfig`: In this JSON array, add a Channel object for each channel that you specified in the training-specification step. For each channel, specify where your test data for training is stored.
    2. `OutputDataConfig`: After the training completes, the model artifacts in the training container directory path `/opt/ml/model/` are compressed and copied out to Amazon S3. Specify the Amazon S3 location of where the compressed file (.tar.gz) is stored.

4. Edit the JSON file in the validation profile for **Transform job definition**. For more information about allowed values, see TransformJobDefinition.

    1. `TransformInput.DataSource.S3Uri`: Set to where your test data for inference is stored.
    2. `TransformInput.ContentType`: Specify your test data content type. For example, `application/json`, `text/plain`, `image/png`, or any other value. Amazon SageMaker AI does not validate the actual input data. This value is passed to your container HTTP endpoint in the `Content-type` header value.
    3. `TransformInput.CompressionType`: Set to None if your test data for inference in Amazon S3 is not compressed.
    4. `TransformInput.SplitType`: Choose how you want objects in S3 split. For example, None passes each object in Amazon S3 as a whole for inference. For more details, see SplitType in the Amazon SageMaker AI API Reference.
    5. `TransformOutput.S3OutputPath`: Set to the location where the inference output is stored.
    6. `TransformOutput.AssembleWith`: Set to None to output each inference as separate objects in Amazon S3.

5. Choose **Create algorithm package**.

SageMaker AI pulls the training image from Amazon ECR, runs a test-training job using your data, and stores the model artifacts in Amazon S3. It then pulls the inference image from Amazon ECR,

copies the artifacts from Amazon S3 into the inference container, and runs a batch transform job using your test data for inference. After the validation succeeds, the status changes to **Completed**.

> **Note**
>
> The validation step does not evaluate the accuracy of the training or the model with your test data. The validation step checks if the containers run and respond as expected.
> The validation step only validates batch processing. It is up to you to validate that real-time processing works with your product.

You have completed creating your algorithm product resources. Continue to Listing your product in AWS Marketplace.

Listing your product in AWS Marketplace

After you package your code into model package images or algorithm images, upload your images, and create your Amazon SageMaker AI resources, you can publish your machine learning product in AWS Marketplace. The following sections walk you through the publishing process, which includes creating your product listing, testing your product, and signing off for publishing. Once your product is published, you request changes to update your listing. For more information, see the section called “Managing your products”.

Topics

- Prerequisites
- Step 1: Create a new listing
- Step 2: Provide product information
- Step 3: Add initial product version
- Step 4: Configure the pricing model
- Step 5: Configure refund policy
- Step 6: Configure EULA
- Step 7: Configure allowlist

Prerequisites

Before you can publish your model package or algorithm in AWS Marketplace, you must have the following:

- An AWS account that is registered as an AWS Marketplace seller. You can do this in the AWS Marketplace Management Portal.
- A completed seller profile under the Settings page in the AWS Marketplace Management Portal.
- For publishing paid products, you must complete the tax interview and bank forms. This is not required for publishing free products. For more information, see Seller registration process.
- You must have permissions to access the AWS Marketplace Management Portal and Amazon SageMaker AI. For more information, see Required permissions.

Required permissions

To publish an Amazon SageMaker AI product, you must specify a valid IAM role ARN that has a trust relationship with the AWS Marketplace service principal. Additionally, the IAM user or role you are signed in as requires the necessary permissions.

Setting sign-in permissions

- Add the following permissions to the IAM role:

  1. **sagemaker:DescribeModelPackage** — For listing a model package
  2. **sagemaker:DescribeAlgorithm** — For listing an algorithm

     JSON

```
{
    "Version": "2012-10-17",
    "Statement": [
        {
            "Effect": "Allow",
            "Action": [
                "sagemaker:DescribeModelPackage",
                "sagemaker:DescribeAlgorithm"
            ],
            "Resource": "*"
       }
    ]
```

```
}
```

Setting the IAM role AddVersion/Create product

1. Follow the steps to create a role with a custom trust policy. For more information, see Creating an IAM role using a custom trust policy (console).
2. Enter the following for the custom trust policy statement:

   JSON

```
{
    "Version": "2012-10-17",
    "Statement": [
        {
            "Sid": "Statement1",
            "Effect": "Allow",
            "Principal": {
                "Service": "assets.marketplace.amazonaws.com"
            },
            "Action": "sts:AssumeRole"
        }
    ]
}
```

3. Enter the following permissions policy:

   JSON

```
{
    "Version": "2012-10-17",
    "Statement": [
        {
            "Effect": "Allow",
            "Action": [
                "sagemaker:DescribeModelPackage",
                "sagemaker:DescribeAlgorithm"
            ],
            "Resource": "*"
       }
    ]
```

```
}
```

4. Provide the role ARN when requested. The role should follow the format: `arn:aws:iam::<account-id>:role/<role-name>`.

For the AWS Marketplace permissions needed, or for managing your seller account, see Policies and permissions for AWS Marketplace sellers.

Required assets

Before creating a machine learning product listing, ensure that you have the following required assets:

- **Amazon Resource Name (ARN)** — Provide the ARN of the model package or algorithm resource in the AWS Region that you are publishing from (see Supported AWS Regions for publishing).
  - An ARN for a model package has this form: `arn:aws:sagemaker:<region>:<account-id>:model-package/<model-package-name>`

    To find your model package ARN, see My marketplace model packages.
  - An ARN for an algorithm has this form: `arn:aws:sagemaker:<region>:<account-id>:algorithm/<algorithm-name>`

    To find your algorithm resource ARN, see My algorithms.
- the section called “Requirements for usage information” — Provide details about inputs, outputs, and code examples.
- the section called “Requirements for inputs and outputs” — Provide either files or text.
- the section called “Requirements for Jupyter notebook” — Demonstrate complete product usage.

Step 1: Create a new listing

To get started with a machine learning product, you'll initiate the listing process by setting the product name, adding optional resource tags for organization, and generating the product ID. The product ID is used to track your product throughout its lifecycle.

> **Note**
>
> Before creating your listing, ensure that you have the required resources specified in Requirements and best practices for creating machine learning products.

1. Sign in to your seller AWS account and go to the AWS Marketplace Management Portal.
2. In the top menu, go to **Products** and then choose **Machine learning**.
3. Choose **Create machine learning product**.
4. Under **Product name**, enter a unique product name that will be displayed to buyers at the top of the product listing page and in search results.
5. (Optional) Under **Tags**, enter any tags you want to associate with the product. For more information, see Tagging AWS resources.
6. Under **Product ID and code**, choose **Generate product ID and code**.
7. Choose **Continue to wizard**. You'll start the process of adding detailed product information in the wizard.

Step 2: Provide product information

When listing your machine learning product in AWS Marketplace, providing comprehensive and accurate product information is crucial. Use the **Provide product information** step in the wizard to capture essential details about your offering such as product categories and support information.

1. Enter information about your product.
2. Choose **Next** to move to the next step in the wizard.

Step 3: Add initial product version

This page guides you through adding the initial version of your product. Your product may have multiple versions throughout its lifecycle, and each version is identified by a unique SageMaker AI ARN.

1. Under **Amazon Resource Names (ARNs)**:
    a. Enter the model or algorithm Amazon SageMaker AI ARN.

- Example model package ARN: `arn:aws:sagemaker:<region>:<account-id>:model-package/<model-package-name>`

  To find your model package ARN, see My marketplace model packages.

- Example algorithm ARN: `arn:aws:sagemaker:<region>:<account-id>:algorithm/<algorithm-name>`

  To find your algorithm resource ARN, see My algorithms.

b. Enter the IAM access role ARN.

   Example IAM ARN: `arn:aws:iam::<account-id>:role/<role-name>`

2. Under **Version information**, enter a **Version name** and **Release notes.**.
3. Under **Model input details**, enter a summary of the model inputs and provide sample input data for real-time and batch job inputs. Optionally, you can provide any input limitations.
4. (Optional) Under **Input parameters**, provide detailed information about each input parameter supported by your product. You can provide the parameter name, a description, constraints, and specify if the parameter is required or optional. You can provide up to 24 input parameters.
5. (Optional) Under **Custom attributes**, provide any custom invocation parameters supported by your product. For each attribute, you can provide a name, description, constraints, and specify if the attribute is required or optional.
6. Under **Model output details**, enter a summary of the model outputs and provide sample output data for real-time and batch job outputs. Optionally, you can provide any output limitations.
7. (Optional) Under **Output parameters**, provide detailed information about each output parameter supported by your product. You can provide the parameter name, a description, constraints, and specify if the parameter is required or optional. You can provide up to 24 output parameters.
8. Under **Usage instructions**, provide clear instructions for using your model effectively such as best practices, how to handle common edge cases, or performance optimization suggestions.
9. Under **Git repository and notebook links**, provide links to example notebooks and Git repository. Sample notebooks should include how to invoke your model. Your Git repository should include notebooks, data files, and other developer tools.
10. Under **Recommended instance types**, select the recommended instance types for your product.

For *model packages*, you'll select recommended instance types for both batch transform and real-time inference.

For *algorithm packages*, you'll select the recommended instance type for training jobs.

> **Note**
>
> The instance types available to select are limited to those supported by your model or algorithm package. These supported instance types were determined when you initially created your resources in Amazon SageMaker AI. This ensures that your product is only associated with hardware configurations that can effectively run your machine learning solution.

11. Choose **Next** to move to the next step in the wizard.

Step 4: Configure the pricing model

When configuring your product's pricing model, you can offer your product for free or implement usage-based pricing. Your pricing model cannot be changed after you've published the product.

1. Choose a pricing model. Batch transform and algorithm training products can only be free or charged for hourly usage.
   - If you chose to offer your product for free, choose **Next** and continue the wizard.
   - If you chose usage pricing, continue these steps.
2. If you chose to charge based on usage, you can enter usage costs. You can choose to enter a price that applies to all instance types or enter a price per instance type for more granular pricing.
3. Select **Yes, offer a free trial** if you'd like to offer a free trial of your product.
4. Choose **Next** to move to the next step in the wizard.

Step 5: Configure refund policy

Though you're not required to offer refunds, you must file an official refund policy with AWS Marketplace.

1. Enter a refund policy.

2. Choose **Next** to move to the next step in the wizard.

Step 6: Configure EULA

In this step, you'll choose the legal agreement that will govern how customers can use your product. You can either select AWS's standard contract terms or upload your own custom end-user license agreement (EULA).

1. Select either the standard contract or provide a custom end-user license agreement.
2. Choose **Next** to move to the next step in the wizard.

Step 7: Configure allowlist

Before submitting your product, you'll need to specify which AWS accounts can access it. This optional step controls the initial visibility of your product, limiting access to your own account and any specifically authorized AWS accounts you add to the allowlist.

1. Enter the AWS account IDs you want to access your product.
2. Choose **Submit** to submit your product.

   Your product will have the **Limited visibility** status and will only be visible to the AWS account that created the product and other allow-listed AWS accounts.

   For more information on statuses, see the section called “Product status”.

You can view and test your product listing while it's in **Limited visibility**. When you're ready to change the visibility of your product, see the section called “”.

Managing your machine learning products

In the AWS Marketplace Management Portal, choose **Request changes** to modify a product or version in AWS Marketplace. When you submit your changes, the system processes them. Processing time varies from minutes to days, depending on the type of modification. You can monitor the status of your changes in the AWS Marketplace Management Portal.

You can modify ML products in AWS Marketplace through self-service by:

- Updating product information

- Updating product visibility
- Updating the allowlist
- Managing product versions
- Updating product pricing
- Updating your refund policy
- Updating your EULA
- Removing a product

> **Note**
>
> In addition to making changes through the AWS Marketplace Management Portal, you can also make changes using the AWS Marketplace Catalog API.

Updating product information

After creating your machine learning (ML) product, you can modify certain product information in AWS Marketplace, such as descriptions, highlights, title, SKU, categories, and keywords.

1. Sign in to your seller account in the AWS Marketplace Management Portal.
2. Go to the **Machine learning products** page and select your target product.
3. Choose **Request changes** and select **Update product information**.
4. Update the fields as needed.

   > **Note**
   >
   > For logo specifications, see the section called "Company and product logo requirements".

5. Choose **Submit**.

You can monitor your request from the **Requests** tab of the **Machine learning** products page. For more information on statuses, see the section called "Product status".

Updating product visibility

1. Sign in to your seller account in the AWS Marketplace Management Portal.
2. Go to the **Machine learning product** page and select your product.
3. Choose **Request changes**, select **Update product visibilty**, and then select **Public** or **Restricted**.
4. Review your changes and choose **Submit**.

You can monitor your request from the **Requests** tab of the **Machine learning** products page. For more information on statuses, see the section called "Product status".

Updating the allowlist

1. Sign in to your seller account in the AWS Marketplace Management Portal.
2. Go to the **Machine learning product** page and select your product.
3. Choose **Request changes** and select **Update allowlist**.
4. Modify the information you need to change and choose **Submit**. For more information, see the section called "Step 7: Configure allowlist".

You can monitor your request from the **Requests** tab of the **Machine learning** products page. For more information on statuses, see the section called "Product status".

Managing product versions

As a seller, you can manage your product versions in AWS Marketplace by updating existing version information, adding new versions, or removing versions that are no longer supported. Each version has a unique SageMaker AI ARN and associated information that buyers use to evaluate and deploy your product.

> **Note**
>
> Before adding versions, create a product ID and establish pricing. For more information, see the section called "Step 1: Create a new listing".

Updating version information

After creating a version, you can modify its associated information such as release notes, usage instructions, and instance recommendations.

> **Note**
>
> Version names and ARNs cannot be modified. These changes require creating a new version.

1. Sign in to your seller account in the AWS Marketplace Management Portal.
2. Go to the **Machine learning product** page and select your product.
3. Choose **Request changes** and select **Update version information**.
4. Select the version you want to update.
5. Choose **Edit version**.
6. Modify the necessary fields and choose **Next**.
7. Enter your pricing information and choose **Submit**. For more information, see the section called “Step 4: Configure the pricing model”.

You can monitor your request from the **Requests** tab of the **Machine learning** products page. For more information on statuses, see the section called “Product status”.

Adding new versions

You can add new versions of your product to introduce features, updates, or improvements while maintaining access to previous versions.

1. Sign in to your seller account in the AWS Marketplace Management Portal.
2. Go to the **Machine learning product** page and select your product.
3. Choose **Versions** and choose **Add new version**.
4. Enter information for the new version following the steps in the section called “Step 3: Add initial product version”.
5. Enter your pricing information and choose **Submit**. For more information, see the section called “Step 4: Configure the pricing model”.

When you have successfully added a new version, buyers receive an email notification that a new version is available.

Restricting versions

When a version becomes outdated or you want to discontinue its availability, you can restrict buyer access to that version while maintaining access to other versions.

1. Sign in to your seller account in the AWS Marketplace Management Portal.
2. Go to the **Machine learning product** page and select your product.
3. Choose **Versions** and choose **Restrict versions**.

> **Note**
>
> You must always have at least one version available.

4. Choose **Submit**.

When you have successfully restricted a version, buyers receive an email notification that the version was restricted.

Updating product pricing

You can modify the rates and free trial period of your machine learning product in AWS Marketplace, though the pricing model itself cannot be changed. Note that for paid models, price increases take effect after a 90-day notice period, on the first day of the following month. Additional price changes cannot be made during this notice period.

1. Sign in to your seller account in the AWS Marketplace Management Portal.
2. Go to the **Machine learning product** page and select your product.
3. Choose **Request changes**, select **Update public offer**, and then select **Edit offer information**.
4. Modify the information you need to change and choose **Submit**.

You can monitor your request from the **Requests** tab of the **Machine learning** products page. For more information on statuses, see the section called “Product status”.

Updating your refund policy

1. Sign in to your seller account in the AWS Marketplace Management Portal.
2. Go to the **Machine learning product** page and select your product.
3. Choose **Request changes**, select **Update public offer**, and then select **Update refund policy**.
4. Modify the information you need to change and choose **Submit**.

You can monitor your request from the **Requests** tab of the **Machine learning** products page. For more information on statuses, see the section called “Product status”.

Updating your EULA

1. Sign in to your seller account in the AWS Marketplace Management Portal.
2. Go to the **Machine learning product** page and select your product.
3. Choose **Request changes**, select **Update public offer**, and then select **Update EULA**.
4. Modify the information you need to change and choose **Submit**.

You can monitor your request from the **Requests** tab of the **Machine learning** products page. For more information on statuses, see the section called “Product status”.

Removing a product

You can remove (sunset) your published product from AWS Marketplace. Once removed, new customers cannot subscribe, but you must support existing customers for at least 90 days.

The following are the conditions of removing a product from AWS Marketplace:

- The product will be removed from AWS Marketplace search and discovery tools.
- Subscribe functionality will be disabled.
- The product details page remains accessible via direct URL.
- Current subscribers retain access until they cancel their subscription.
- AWS Marketplace notifies current buyers about the removal.

To remove your machine learning product:

1. Sign in to your seller account in the AWS Marketplace Management Portal.

2. Go to the **Machine learning product** page and select your product.
3. Choose **Request changes**, select **Update product visibility**, and then select **Restricted**.
4. (Optional) Enter a replacement product ID.
5. Review the changes and then choose **Submit**.

You can monitor your request from the **Requests** tab of the **Machine learning** products page. For more information on statuses, see the section called “Product status”.

Once removed, the product appears in the **Current products** list where you can only download product spreadsheets. If you have questions about removing products, contact the AWS Marketplace Seller Operations team.

Creating private offers for machine learning products

You can negotiate and offer a private offer directly to customers for your machine learning products. For more information on private offers, see *Preparing your private offer*.

Prerequisites:

- You must have a paid listing in AWS Marketplace.
- You must have access to the AWS Marketplace Management Portal (AMMP).

To create a private offer for a machine learning product:

1. Sign in to the AWS Marketplace Management Portal.
2. Choose **Offers**, and then choose **Create private offer**
3. On the **Create private offer** page, select the product that you want to create a private offer for. You can only create offers for available products.
4. On the **Offer details** page:
    a. Enter the offer name and description.
    b. Select the renewal option.
    c. Set the offer expiration date. Offers expire at 23:59:59 UTC on the set date.
5. Choose **Next** twice.
6. On the **Configure offer pricing and duration** page, specify:

- Pricing option

  (For more information, see the section called “Machine learning product pricing”.)
- Contract duration
- Offer currency
- Product dimension

> **Note**
>
> For more information on installment plans, see Private offer installment plans.

7. Choose **Next**.
8. On the **Add buyers** page, enter the AWS account IDs for your buyers. Then choose **Next**.

> **Important**
>
> For linked accounts to benefit from a private offer:
>
> - Include the payer AWS account ID.
> - The payer account must accept the hourly terms of the private offer first.
> - After the payer account accepts, linked accounts can then accept the private offer.

9. On the **Configure legal terms and offer documents** page, add any custom terms, then choose **Next**.

> **Note**
>
> You can add up to five files (legal terms, statement of work, bill of materials, pricing sheet, or addendums). The system combines these into one document.

10. On the **Review and create** page, verify the offer details and choose **Create offer**.
11. After the offer appears on the **Manage private offers** page, open the **Actions** menu, choose **Copy offer URL**, and email it to the buyer.

> **Note**
>
> Offers may take time to publish. You can edit offers on the **Manage private offers** page until a buyer accepts.

Requirements and best practices for creating machine learning products

It is important that your buyers find it easy to test your model package and algorithm products. The following sections describe best practices for ML products. For a complete summary of requirements and recommendations, see the Summary of requirements and recommendations for ML product listings.

> **Note**
>
> An AWS Marketplace representative might contact you to help you meet these requirements if your published products don't meet them.

Topics

- General best practices for ML products
- Requirements for usage information
- Requirements for inputs and outputs
- Requirements for Jupyter notebook
- Summary of requirements and recommendations for ML product listings

General best practices for ML products

Provide the following information for your machine learning product:

- For product descriptions, include the following:
  - What your model does
  - Who the target customer is

- What the most important use case is
- How your model was trained or the amount of data that was used
- What the performance metrics are and the validation data used
- If medical, whether or not your model is for diagnostic use

- By default, machine learning products are configured to have public visibility. However, you can create a product with limited visibility. For more information, see the section called "Step 7: Configure allowlist".
- (Optional) For paid products, offer a free trial of 14–30 days for customers to try your product. For more information, see Machine learning product pricing for AWS Marketplace.

Requirements for usage information

Clear usage information that describes the expected inputs and outputs of your product (with examples) is crucial for driving a positive buyer experience.

With each new version of your resource that you add to your product listing, you must provide usage information.

To edit the existing usage information for a specific version, see the section called "Updating version information".

Requirements for inputs and outputs

A clear explanation of supported input parameters and returned output parameters with examples is important to help your buyers to understand and use your product. This understanding helps your buyers to perform any necessary transformations on the input data to get the best inference results.

You will be prompted for the following when adding your Amazon SageMaker AI resource to your product listing.

Inference inputs and outputs

For inference input, provide a description of the input data your product expects for both real-time endpoint and batch transform job. Include code snippets for any necessary preprocessing of the data. Include limitations, if applicable. Provide input samples hosted on GitHub.

For inference output, provide a description of the output data your product returns for both real-time endpoint and batch transform job. Include limitations, if applicable. Provide output samples hosted on GitHub.

For samples, provide input files that work with your product. If your model performs multiclass classification, provide at least one sample input file for each class.

Training inputs

In the **Information to train a model** section, provide the input data format and code snippets for any necessary preprocessing of the data. Include a description of values and limitations, if applicable. Provide input samples hosted on GitHub.

Explain both optional and mandatory features that can be provided by the buyer, and specify whether the `PIPE` input mode is supported. If distributed training (training with more than 1 CPU/GPU instance) is supported, specify this. For tuning, list the recommend hyperparameters.

Requirements for Jupyter notebook

When adding your SageMaker AI resource to your product listing, provide a link to a sample Jupyter notebook hosted on GitHub that demonstrates the complete workflow without asking the buyer to upload or find any data.

Use the AWS SDK for Python (Boto). A well-developed sample notebook makes it easier for buyers to try and use your listing.

For model package products, your sample notebook demonstrates the preparation of input data, creation of an endpoint for real-time inference, and performance of batch-transform jobs. For more information, see Model Package listing and Sample notebook on GitHub. For a sample notebook, see auto_insurance. The notebook works in all AWS Regions, without entering any parameters and without a buyer needing to locate sample data.

> **Note**
>
> An underdeveloped sample Jupyter notebook that does not show multiple possible inputs and data preprocessing steps might make it difficult for the buyer to fully understand your product's value proposition.

For algorithm products, the sample notebook demonstrates complete training, tuning, model creation, the creation of an endpoint for real-time inference, and the performance of batch-transform jobs. For more information, see Algorithm listing and Sample notebook on GitHub. For sample notebooks, see amazon_demo_product and automl on GitHub. These sample notebooks work in all Regions without entering any parameters and without a buyer needing to locate sample data.

> **Note**
>
> A lack of example training data might prevent your buyer from running the Jupyter notebook successfully. An underdeveloped sample notebook might prevent your buyers from using your product and hinder adoption.

Summary of requirements and recommendations for ML product listings

The following table provides a summary of the requirements and recommendations for a machine learning product listing page.

Details	For model package listings	For algorithm listings
Product descriptions		
Explain in detail what the product does for supported content types (for example, “detects X in images").	Required	Required
Provide compelling and differentiating information about the product (avoid adjectives like "best" or unsubstantiated claims).	Recommended	Recommended
List most important use case(s) for this product.	Required	Required

Details	For model package listings	For algorithm listings
Describe the data (source and size) it was trained on and list any known limitations.	Required	Not applicable
Describe the core framework that the model was built on.	Recommended	Recommended
Summarize model performance metric on validation data (for example, "XX.YY percent accuracy benchmarked using the Z dataset").	Required	Not applicable
Summarize model latency and/or throughput metrics on recommended instance type.	Required	Not applicable
Describe the algorithm category. For example, “This decision forest regression algorithm is based on an ensemble of tree-structured classifiers that are built using the general technique of bootstrap aggregation and a random choice of features.”	Not applicable	Required
Usage information		

Details	For model package listings	For algorithm listings
For inference, provide a description of the expected input format for both the real-time endpoint and batch transform job. Include limitations, if applicable. See Requirements for inputs and outputs.	Required	Required
For inference, provide input samples for both the real-time endpoint and batch transform job. Samples must be hosted on GitHub. See Requirements for inputs and outputs.	Required	Required
For inference, provide the name and description of each input parameter. Provide details about the its limitatio ns and specify if it is required or optional.	Recommended	Recommended
For inference, provide details about the output data your product returns for both the real-time endpoint and batch transform job. Include any limitations, if applicable. See Requirements for inputs and outputs.	Required	Required

Details	For model package listings	For algorithm listings
For inference, provide output samples for both the real-time endpoint and batch transform job. Samples must be hosted on GitHub. See Requirements for inputs and outputs.	Required	Required
For inference, provide an example of using an endpoint or batch transform job. Include a code example using the AWS Command Line Interface (AWS CLI) commands or using an AWS SDK.	Required	Required
For inference, provide the name and description of each output parameter. Specify if it is always returned.	Recommended	Recommended
For training, provide details about necessary informati on to train the model such as minimum rows of data required. See Requirements for inputs and outputs.	Not applicable	Required
For training, provide input samples hosted on GitHub. See Requirements for inputs and outputs.	Not applicable	Required

Details	For model package listings	For algorithm listings
For training, provide an example of performing training jobs. Describe the supported hyperparameters, their ranges, and their overall impact. Specify if the algorithm supports hyperparameter tuning, distributed training, or GPU instances. Include code example such as AWS CLI commands or using an AWS SDK, for example.	Not applicable	Required
Provide a Jupyter notebook hosted on GitHub demonstrating complete use of your product. See Requirements for Jupyter notebook.	Required	Required
Provide technical information related to the usage of the product, including user manuals and sample data.	Recommended	Recommended

Troubleshooting issues with machine learning products

This section provides help for some common errors that you might encounter during the publishing process for your machine learning product. If your issue isn't listed, contact the AWS Marketplace Seller Operations team.

General: I get a 400 error when I add the Amazon Resource Name (ARN) of my model package or algorithm in the AWS Marketplace Management Portal

Common cause

When creating your machine learning product in SageMaker AI, you didn't choose to publish your product in AWS Marketplace.

Resolution

If you used the Amazon SageMaker AI console to create your resource, you must choose **Yes** on the final page of the process for **Publish this model package in AWS Marketplace** or **Yes** for **Publish this algorithm in AWS Marketplace**. You can't choose **No** and later publish it. Selecting **Yes** doesn't publish the model package or algorithm. However, it validates your model package or algorithm resource when it is created, which is necessary for use in AWS Marketplace.

If you're using the AWS SDK to create a model package or create an algorithm, ensure that the parameter `CertifyForMarketplace` is set to `true`.

After you re-create your certified and validated model package or algorithm resource, add the new ARN in the AWS Marketplace Management Portal.

General: I get a 404 error when I add the ARN of my model package or algorithm in the AWS Marketplace Management Portal

Common cause

This error can happen for several reasons:

- The ARN might be invalid.
- The model package or algorithm resource wasn't created in the same AWS account as the seller account.
- The user or role that you use for publishing doesn't have the correct IAM permissions to access the model package or algorithm resource.

Resolution

1. Check the ARN to ensure it is the correct ARN and is in the expected format:

   For model packages, the ARNs should look similar to `arn:aws:sagemaker:us-east-2:000123456789:model-package/my-model-package-name`.

   For algorithms, the ARNs should look similar to `arn:aws:sagemaker:us-east-2:000123456789:algorithm/my-algorithm`.
2. Ensure that all resources and assets for publishing are in the seller account that you are publishing from.
3. Ensure that your user or role has the following permissions:

   For model packages, the action `sagemaker:DescribeModelPackage` on the model package resource must be allowed.

   For algorithms, the action `sagemaker:DescribeAlgorithm` on the algorithm resource must be allowed.

Amazon SageMaker AI: I get a “Client error: Access denied for registry” failure message when I create a model package or algorithm resource

Common cause

This error can happen when the image that is being used to create the model package or algorithm is stored in an Amazon ECR repository that belongs to another AWS account. Model package or algorithm validation does not support cross-account images.

Resolution

Copy the image to an Amazon ECR repository owned by the AWS account that you are using to publish. Then, proceed with creating the resource using the new image location.

Amazon SageMaker AI: I get “Not Started” and “Client error: No scan scheduled...” failure messages when I create a model package or algorithm resource

Common cause

This error can happen when SageMaker AI fails to start a scan of your Docker container image stored in Amazon ECR.

Resolution

If this happens, open the Amazon ECR console, find the repository where your image was uploaded to, choose the image, and then choose **Scan**.

SaaS-based products in AWS Marketplace

With software as a service (SaaS) products, you can deploy software hosted on AWS infrastructure and grant AWS Marketplace buyers access to the software in your AWS environment. You are responsible for managing customer access, account creation, resource provisioning, and account management within your software. After you create your initial SaaS product, you can submit change requests and configure its properties in AWS Marketplace, including your product description, availability by country, pricing, and so on. You also configure your SaaS subscription and contract integration. The following topics provide you with information that you need to get started.

For information about integrating your APIs with Amazon API Gateway, see Sell your API Gateway APIs through AWS Marketplace in the *Amazon API Gateway Developer Guide*.

For assistance with your SaaS products, contact the AWS Marketplace Seller Operations team.

Topics

- Getting started with SaaS products on AWS Marketplace
- Planning your SaaS product
- SaaS product guidelines for AWS Marketplace
- SaaS product pricing in AWS Marketplace
- Creating a SaaS free trial offer in AWS Marketplace
- Onboarding customers to your SaaS product through AWS Marketplace
- Amazon SNS notifications for SaaS products
- Accessing the AWS Marketplace Metering and Entitlement Service APIs
- Reporting for SaaS products on AWS Marketplace
- Code examples for SaaS product integration
- Delivering your products through a Amazon VPC using AWS PrivateLink

Getting started with SaaS products on AWS Marketplace

As an AWS Marketplace seller, you can add your software as a service (SaaS) product to AWS Marketplace. This includes integrating your SaaS product with the appropriate AWS Marketplace

API operations, based on the SaaS product's billing model. This topic provides an overview of the process for creating and configuring SaaS products, starting with the necessary prerequisites that you need to get started.

Prerequisites

Before you get started, you must complete the following prerequisites:

1. Access and use the AWS Marketplace Management Portal. This is the tool that you use to register as a seller and manage the products that you sell in AWS Marketplace. For more information, see AWS Marketplace Management Portal.
2. Register as a seller, and submit your tax and banking information. For more information, see Registering as a seller on AWS Marketplace.
3. Plan how you'll create and integrate your SaaS product in AWS Marketplace. For more information, see Planning your SaaS product.

Next steps

After you complete the required prerequisites, you can create and configure your SaaS product.

Topics

- SaaS product lifecycle in AWS Marketplace
- Creating a SaaS product in AWS Marketplace
- Creating an initial SaaS product page on AWS Marketplace
- Configuring SaaS product settings in AWS Marketplace
- Integrating your SaaS subscription product with AWS Marketplace
- Integrating your SaaS contract product with AWS Marketplace
- Integrating your SaaS contract with pay-as-you-go product with AWS Marketplace
- Deploying a serverless SaaS integration

SaaS product lifecycle in AWS Marketplace

When you create a software as a service (SaaS) product in AWS Marketplace, it's initially published with limited visibility so that only your account can access it. When you're ready, you can publish it to the AWS Marketplace catalog to allow buyers to subscribe and purchase your product. The

following topic provides information about the SaaS product lifecycle. For more information about creating a SaaS product, see Creating a SaaS product in AWS Marketplace,

On the SaaS product page, you can view the list of your products. Depending on its stage in the product lifecycle, the product will have one of the following statuses:

- **Staging** – An incomplete product for which you're still adding information. At the first **Save and exit** from the self-service experience, the successful change request creates an unpublished product with information from the completed steps that you submitted. From this status, you can continue adding information to the product or change already submitted details through change requests.
- **Limited** – A product is complete after it is submitted to the system and passes all validation in the system. Then the product is released to a **Limited** status. At this point, the product has a detail page that is only accessible to your account and whoever you have allowlisted. You can test your product through the detail page. For more information or help, contact the AWS Marketplace Seller Operations team.
- **Public** – When you're ready to publish the product so that buyers can view and subscribe to the product, you use the **Update visibility** change request. This request initiates a workflow for the AWS Marketplace Seller Operations team to review and audit your product against AWS policies. After the product is approved and the change request is processed, the product is moved from a status of **Limited** to **Public**. For information about AWS guidelines, see SaaS product guidelines.
- **Restricted** – If you want to stop new users from subscribing to your product, you can restrict the product by using the **Update visibility** change request. A **Restricted** status means that existing users can continue to use the product. However, the product will no longer be visible to the public or be available to new users.

You can update your product at the **Staging**, **Limited**, and **Public** statuses. For more information, see Updating product information.

Creating a SaaS product in AWS Marketplace

As an AWS Marketplace seller, you can add your software as a service (SaaS) product to AWS Marketplace. This includes creating your SaaS product and integrating it with the appropriate AWS Marketplace API operations, based on your billing model. To sell software as a SaaS products in AWS Marketplace, you follow these broad steps:

- Create the SaaS product in AWS Marketplace.

- Integrate the SaaS subscription, contract, or contract with pay-as-you-go product with AWS Marketplace.
- Test the subscription, contract, or contract with pay-as-you-go product's integration with AWS Marketplace.
- Submit your product for launch.

The following procedure shows you how to create a SaaS product in AWS Marketplace.

Create a SaaS product

To create a SaaS product

1. **Decide to list a SaaS product**

   Have a SaaS product that you would like to sell in AWS Marketplace. Review and understand how to Planning your SaaS product.

2. **Determine pricing and offer type**

   There are three offer types for SaaS products: subscriptions, contracts, and contracts with pay-as-you-go. Your choice of offer type affects how you integrate your SaaS product with AWS Marketplace. For more information, see Plan your pricing.

3. **Collect assets**

   Collect the assets needed to submit your product. Assets include:

   - Product logo URL – A publicly accessible Amazon S3 URL that contains a clear image of the logo for the product that you're providing.
   - End User License Agreement (EULA) URL – Your product must have a EULA that's available as a PDF file. You must provide a link to an Amazon S3 bucket where customers can review the EULA on your product's AWS Marketplace page.
   - Product registration URL – This is the URL where buyers are redirected after successfully subscribing to your product in AWS Marketplace.
   - Metadata about your product – You provide the metadata in the product creation wizard of the AWS Marketplace Management Portal.
   - Support information for your product – This information includes email addresses and URLs for your product's support channels.

4. **Submit your product for integration**

Use your seller account and the AWS Marketplace Management Portal to Creating an initial SaaS product page on AWS Marketplace. AWS Marketplace will publish your product as a limited product, which means that it's only available to use for integration and testing. Your product code and Amazon Simple Notification Service (SNS) topics will be available to you on the product overview page.

> **Note**
>
> Your product must remain at a reduced price so you and the AWS Marketplace Seller Operations team can test your product without incurring a large cost. We'll ask you for the product's actual price when you request public visibility for your product.

5. **Integrate with AWS Marketplace**

   Your product must support customers onboarding and using your product, including validating their subscription before giving them access, and, in some cases, metering for their usage. How you integrate with AWS Marketplace depends on the offer type you're using for your product. For more information about integration, based on offer type, see the following topics:

   - Subscription integration
   - Contract integration
   - Contract with pay-as-you-go integration

   The final step of integrating your product with AWS Marketplace is to test it to ensure that the integration works properly.

6. **Product testing and contract cancellation**

   After you have completed the integration process, we recommend that you subscribe to your own product to evaluate and confirm the customer experience. Creating a test subscription allows you to:

   - Review product information
   - Examine available purchase options
   - Process test payments
   - Verify links to your own product website

> **Important**
>
> Cancel your pay-as-you-go subscription before changing your product's visibility from limited to public by following the instructions at Canceling your SaaS subscription. To cancel contract, contact the AWS Marketplace Seller Operations team by submitting a support ticket.

7. **Submit your product for launch**

   After you verify your integration and you're ready for the product to be live, choose **Update visibility**. The AWS Marketplace Seller Operations team will review your product and update the price before the visibility can be updated to Public.

> **Note**
>
> AWS Marketplace Seller Operations uses a manual process to verify and update SaaS products. The process takes 7–10 business days to update visibility to public, and longer if the team finds errors. For more information about timing, see Timing and expectations in this guide.

Creating an initial SaaS product page on AWS Marketplace

You can use your software as a service (SaaS) application metadata to create an initial SaaS product page in the AWS Marketplace catalog, using the AWS Marketplace Management Portal. You can then also add product information, product deployment details, and public offer details. Optionally, you can add accounts to the allowlist to test the product. For more information see the following procedure.

To create an initial SaaS product page

1. Sign in to the AWS Marketplace Management Portal.
2. Choose **Create SaaS product**, and then choose **SaaS product**.
3. Generate a SaaS product ID and code. You can also add optional tags to support tag-based authorization.

> **Note**
>
> For information about tag-based authorization, see Controlling access to AWS resources using tags in the *AWS Identity and Access Management User Guide*.

4. Use the self-service experience to create the AWS Marketplace listing. Add product information, product deployment details, and public offer details. Optionally, you can also add accounts to the allowlist to test the product.

> **Note**
>
> If you need to end your session before finishing the steps, choose the **Save and exit** option to save your current selections to the staging area. This option creates a request to validate the information that you provided. While your request is being validated, you can't edit the product. If your request is successful, you can continue creating your product by choosing **Resume product creation**.
> If your request isn't successful, it's because of a validation error, which is visible on the product request log. Select the request to view the error, and choose **Copy to new** under **Actions** to correct the error and resubmit the request. To update previous steps, open the product detail page and submit a change request.

> **Note**
>
> Your price will default to $0.001 per dimension during testing. This price allows you to test your product in the **Limited** state without incurring a large bill. You'll provide your actual price when making your product public.

5. Choose **Submit**. Then, AWS Marketplace validates the information. If the validation succeeds, AWS Marketplace releases the product in a **Limited** status. After the validation succeeds, you can preview, integrate, and test your product.

> **Note**
>
> While the validation is in progress, you can't edit the product. When your product is initially published, it's only accessible for the AWS account used to create the product and the AWS Marketplace Seller Operations team's test account. If you view the

product from the **SaaS products** page, you can choose **View on AWS Marketplace** to view the product details as they will appear in AWS Marketplace for buyers. This detail listing isn't visible to other AWS Marketplace users.

Configuring SaaS product settings in AWS Marketplace

After you create a software as a service (SaaS) product in AWS Marketplace, you can modify many of the product settings. The following sections show you how to submit change requests and modify product settings, such as updating pricing details, product visibility, and other settings.

Topics

- Manage change requests
- Update product information
- Update architecture details
- Update the allowlist of AWS account IDs
- Update product visibility
- Update pricing terms
- Add pricing dimensions
- Update pricing dimensions
- Restrict pricing dimensions
- Determine how buyers will access your product
- Configure Quick Launch
- Update availability by country
- Update the refund policy of a product
- Update the end user license agreement (EULA)

Manage change requests

In a self-service listing, you use a *change request* to make changes to your product. Your current requests can be found on the AWS Marketplace Management Portal on the **Requests** tab. You can make new requests through the **Request changes** dropdown list that is located under the navigation bar.

To create a change request for a SaaS product

1. Open the AWS Marketplace Management Portal, and sign in to your seller account.
2. From the **Products** tab, select **SaaS** from the dropdown list.
3. After the request is submitted, it begins processing. The change request goes through the following statuses: **Under review**, **Preparing changes**, and **Applying changes**.
4. When the request's processing is completed, its status changes to one of the following values:

    - **Succeeded** – This status indicates that your requested change was processed and changes are reflected in the system.
    - **Failed** – This status indicates that something went wrong with the request and the changes were not processed. If the status is **Failed**, you can select the request to find **Error Codes** that provide recommendations on how to correct the issue. You can troubleshoot the errors and create a new request for the change. To make the process faster, you can use a **Copy to new request** function which copies the details of the **Failed** request. You can make needed changes and resubmit the request.

Change requests that start with an update will load the current details of the project. Then, you can make updates, which overwrite the existing details. Add and restrict request pairs are specifically for updates that are provisioned after each request succeeds (after you choose **Save and exit** and **Submit** actions in the self-service experience). This means existing subscribers can continue to use the product until their subscription or contract ends. However, no new subscribers can be added to a product that is in a **Restricted** status.

Update product information

After you create your product, you might want to change the information associated with it in AWS Marketplace.

1. Open the AWS Marketplace Management Portal, and sign in to your seller account.
2. From the SaaS Products page, on the **SaaS products** tab, select the product that you want to modify.
3. From the **Request changes** dropdown list, choose **Update product information**.
4. Update any of the following fields that you want to change:

    - **Product title**
    - **SKU**

- **Short description**
- **Long description**
- **Product logo URL**
- **Highlights**
- **Product categories**
- **Keywords**
- **Product video URL**
- **Resources**
- **Support information**

> **Note**
>
> For details about the logo format, see Company and product logo requirements.

5. To update the product information, choose **Submit**.
6. Verify that the request appears on the **Requests** tab with the **Under review** status. You might need to refresh the page to see your new request.

Update architecture details

To receive the special designation that your product is deployed on AWS, update your product's architecture details in the AWS Marketplace Management Portal (AMMP) by selecting a hosting pattern and uploading an architecture diagram. For list of hosting patterns that AWS considers deployed on AWS, refer to Guidelines.

To update architecture details

1. Sign into the AWS Marketplace Management Portal.
2. On the **Products** menu, choose **SaaS**.
3. In the **SaaS products** table, choose your product.
4. For **Request changes**, choose **Update architecture details**.
5. Choose a hosting pattern. If you select a hosting pattern that AWS Marketplace considers deployed on AWS, complete the following two additional steps. For more information about patterns considered deployed on AWS, refer to Guidelines, previously in this guide.

a. If prompted, in the **Architecture diagram** section, choose **Choose file** to upload your architecture diagram in PNG or JPG format. For more information about diagrams, refer to Creating architecture diagrams.

b. If prompted, in the **Application plane**, choose where your application runs. For more information, refer to Control plane vs. application plane.

6. Choose **Update architecuture details**.

Once the request completes, **Request status** changes to **Succeeded**. To check request status, choose your product in the **SaaS products** table and choose the **Request log** tab.

To view your assessment results, choose your product in the **SaaS products** table and choose the **Architecture details** tab.

Update the allowlist of AWS account IDs

You can change the list of AWS account IDs that can view your product in a limited state.

1. Open the AWS Marketplace Management Portal, and sign in to your seller account.
2. From the SaaS products page, on the **SaaS products** tab, select the product that you want to modify.
3. From the **Request changes** dropdown list, select **Update allowlist**. A list shows the AWS account IDs that are currently allowlisted.
4. In the **Allowlisted AWS accounts** field, enter the AWS account IDs and separate them using a comma.
5. To update the allowlist of AWS account IDs, choose **Submit**.

Update product visibility

To change which buyers can view your Quick Launch experience in AWS Marketplace, you can use **Update visibility**.

1. Open the AWS Marketplace Management Portal, and sign in to your seller account.
2. From the SaaS products page, select the product that you want to modify.
3. From the **Request changes** dropdown, choose **Update visibility**.

> **Note**
>
> You can request that the product be moved from a **Limited** status to a **Public** status by using this change request. However, the change request must go through an AWS Marketplace Seller Operations team approval process to be moved to **Public**.

4. When you publish to public, you'll provide the actual price for your product. This price will be applied after your listing is approved for public visibility.
5. To submit your request for review, choose **Submit**.
6. Verify that the **Requests** tab shows the **Request status** as **Under review**. When the request completes, the status becomes **Succeeded**.

Update pricing terms

To change the pricing per dimension on your SaaS product, use **Update pricing terms**.

> **Note**
>
> A pricing increase for any dimension results in the pricing update option being unavailable for at least the next 90 days. If updating both a price decrease and an increase, update the price decrease first.

1. Open the AWS Marketplace Management Portal and sign in to your seller account.
2. From the SaaS Products page, on the **SaaS products** tab, select the product that you want to modify.
3. From the **Request changes** dropdown list, select **Update public offers**, and then select **Update pricing terms**.
4. Current pricing is pre-filled in the fields. You can delete the current price, and then add your new price.
5. To submit your request for review, choose **Submit**.
6. Verify that the **Requests** tab shows the **Request status** as **Under review**. When the request completes, the status will update to **Succeeded** or **Failed**.

Add pricing dimensions

You can add a dimension that you want to use to charge your product. A dimension is the foundational unit of measure that your buyer is charged for when using your product.

> **Note**
>
> To update the name or description of an existing pricing dimension, see the section called "Update pricing dimensions".

1. Open the AWS Marketplace Management Portal, and sign in to your seller account.
2. From the SaaS Products tab, select the product that you want to modify.
3. From the **Request changes** dropdown, choose **Update pricing dimensions** and then **Add pricing dimensions**.
4. Provide a dimension API identifier, display name, and description to add a new dimension to your product, and then choose **Next**.

   > **Note**
   >
   > The API identifier and name must be unique across all dimensions. You can't change the API identifier and unit after the dimension is created.

5. Define the prices for each dimension you've added, and then choose **Next** to review your changes.

   > **Note**
   >
   > You can only add dimensions for the pricing model selected for your product (for example, contract, usage, or contract with consumption). For limited products, the prices for the newly added dimensions are set to $0.01. You can update the prices when the product is ready for public visibility.

6. Choose **Submit** to submit your request for review.
7. In the **Requests** tab, verify that the request status is **Under review**. When the request is complete, the status changes to **Succeeded**.

Update pricing dimensions

You can update a dimension that you want to use to charge your product. A dimension is the foundational unit of measure that your buyer is charged for when using your product.

1. Open the AWS Marketplace Management Portal, and sign in to your seller account.
2. From the SaaS Products tab, select the product that you want to modify.
3. From the **Request changes** dropdown, choose **Update pricing dimensions** and then **Update dimension information**.
4. Find the dimension you want to update, and then choose the name or description.
5. Provide the new name or description, and then choose the **checkmark** to confirm your update. The dimension name must be unique.
6. Choose **Submit** to submit your request for review.
7. In the **Requests** tab, verify that the request status is **Under review**. When the request is complete, the status will change to **Succeeded**.

Restrict pricing dimensions

You can restrict a dimension that is currently listed in the product. This request removes the selected dimension from the product.

1. Open the AWS Marketplace Management Portal, and sign in to your seller account.
2. From the SaaS Products tab, select the product that you want to modify.
3. From the **Request changes** dropdown, choose **Update pricing dimensions** and then **Restrict pricing dimensions**.
4. For limited and public products, you'll be prompted to contact the AWS Marketplace Seller Operations team using the **Contact Us** button. Using the form, provide details for the dimensions you want to remove from your product listing.

> **Note**
>
> Operations may not always be able to restrict pricing dimensions.

Determine how buyers will access your product

You can choose one of the following options for how customers can access your product:

- the section called "Update the SaaS URL fulfillment option" – Customers use a URL for the site that they are redirected to after subscribing to your product in AWS Marketplace.
- the section called "Configure Quick Launch" – Customers use a simplified process to configure and launch your product. You can complete this configuration for existing products with either Limited or Public visibility.

Update the SaaS URL fulfillment option

To update the URL that is used to fulfill your SaaS product, use the **Update fulfillment options** tab.

1. Open the AWS Marketplace Management Portal, and sign in to your seller account.
2. From the SaaS Products page, on the **SaaS products** tab, choose the product that you want to modify.
3. From the **Request changes** dropdown list, choose **Update fulfillment options**, and then choose **Edit default fulfillment URL**.
4. In the **Fulfillment URL** field, enter the new URL for the SaaS product fulfillment option.
5. To submit your request for review, choose **Submit**.
6. Verify that the **Requests** tab shows the **Request status** as **Under review**. When the request completes, the status will update to **Succeeded** or **Failed**.

Configure Quick Launch

SaaS products listed in AWS Marketplace often require AWS resources to be deployed in the subscribing buyer's account (for example, IAM roles). Quick Launch allows you to provide your buyers with guided, step-by-step instructions and resource deployment using AWS CloudFormation templates. Buyers use the CloudFormation templates to configure and launch products. To learn more about the Quick Launch configuration process, see the Enable SaaS Quick Launch lab.

To configure a Quick Launch experience that customers can use to launch your SaaS product, use the **Fulfillment options** tab.

1. From the SaaS Products page, on the **SaaS products** tab, select the product that you want to modify.

   > **Note**
   >
   > To configure the Quick Launch experience, the product must have either Limited or Public visibility.

2. On the product detail page, choose the **Fulfillment options** tab.
3. For **Quick Launch**, choose the **Activate and configure** button.
4. For **Account login details**, provide a URL for your site where the buyer can log in or create an account. This URL opens a new tab in the buyer experience. Buyers then log in or create an account and return to AWS Marketplace to launch the template.
5. Create an AWS CloudFormation template.

   > **Tip**
   >
   > Follow the AWS Well-Architected Framework when creating your AWS CloudFormation template that deploys resources into the buyer's AWS account. For more information and resources, AWS Well-Architected and read the AWS Well-Architected Framework.

   For **AWS CloudFormation template**, choose the **Add AWS CloudFormation template** button and provide the following information:

   - **Title** – Provide the name of your CloudFormation deployment.
   - **Description** – Provide a description of the template.
   - **Stack name** – Provide a name for the stack. This name is the stack name for the buyer in CloudFormation.
   - **CloudFormation template URL** – Provide the Amazon Simple Storage Service will review this template.

     > **Note**
     >
     > To simplify the launch process for your customers, we suggest minimizing the number of templates that are associated with your configuration process. Ideally, you want one template that deploys the resources needed to use the product. For

questions related to your CloudFormation template, contact your AWS Marketplace business development partner or the AWS Marketplace Seller Operations team.

- **Required IAM permissions** – Provide the permissions that are required to deploy the CloudFormation template. If you want to share deployment parameters, which are stored as secrets in AWS Secrets Manager for the buyer, your policy must include the following actions:
  - `secretsManager:ListSecrets`
  - `secretsManager:DescribeSecret`
  - `secretsManager:ReplicateSecretToRegions`
  - `secretsManager:GetSecretValue`

> **Note**
>
> If your product requires seller-provided CloudFormation deployment parameters (for example, API keys and external IDs), use the `PutDeploymentParameter` operation to share the parameter with your customers. For more information, see PutDeploymentParameter in the *AWS Marketplace Deployment Service API Reference*.

6. (Optional) For **Manual configuration instructions**, provide instructions for buyers who want to configure your product manually. Consider including links to your product's onboarding guide and documentation.
7. For **Launch details**, provide the URL where buyers will access the product after the CloudFormation stack has been deployed.
8. (Optional) For **Allowlisted accounts for Quick Launch**, provide a comma-separated list of AWS accounts that can view the Quick Launch experience with Limited visibility.
9. Choose the **Submit** button. The Quick Launch experience will have Limited visibility, meaning it will only be visible to your account and allowlisted accounts. With Limited visibility, you can test your configuration using the **Configure and launch** page after subscribing to your product and choosing the **Set up your account** button.
   - To preview the page from the buyer's perspective, choose **Preview**. Your configuration changes will reflect on the preview while both pages are open.
10. When you're ready, you can publish the Quick Launch experience in the AWS Marketplace catalog. Use the **Update Quick Launch visibility** button on the **Fulfillment options** tab on the product detail page.

When you change the visibility to Public, the AWS Marketplace Seller Operations team will review the configuration, conduct buyer testing, and publish the experience.

> **Note**
>
> If you need support as you enable the Quick Launch experience, contact the AWS Marketplace Seller Operations team.

Update availability by country

You can define the countries in which your product can be offered.

1. Open the AWS Marketplace Management Portal, and sign in to your seller account.
2. From the SaaS Products tab, select the product that you want to modify.
3. From the **Request changes** dropdown, select **Update public offer** and then choose **Update availability by country**.
4. Choose one of the following options:
   - All countries – Available in all supported countries.
   - All countries with exclusions – Available in all supported countries except in selected countries.
   - Allowlisted countries only – Specific list of countries where the product is available.
5. Choose **Submit** to submit your request for review.
6. In the **Requests** tab, verify that the request status is **Under review**. When the request is complete, the status will change to **Succeeded**.

Update the refund policy of a product

You can update the refund policy for your product by using **Update refund policy**.

1. Open the AWS Marketplace Management Portal, and sign in to your seller account.
2. From the SaaS Products page, on the **SaaS products** tab, select the product that you want to modify.
3. From the **Request changes** dropdown list, select **Update public offer**, and then select **Update refund policy**.

4. The current refund policy details are provided in the text box. Review and modify the details as you want. Submitting the request overwrites the current refund policy.
5. To submit your request for review, choose **Submit**.
6. Verify that the **Requests** tab shows the **Request status** as **Under review**. When the request completes, the status will update to **Succeeded** or **Failed**.

Update the end user license agreement (EULA)

You can update your EULA for new users subscribing to your product.

1. Open the AWS Marketplace Management Portal, and sign in to your seller account.
2. From the SaaS Products tab, select the product that you want to modify.
3. From the **Request changes** dropdown, choose **Update public offer** and then **Update EULA**.
4. You can choose the Standard Contract for AWS Marketplace (SCMP) or submit a custom EULA. For a custom EULA, you must provide an Amazon Simple Storage Service (Amazon S3) URL for the contract. Your Amazon S3 bucket must be publicly accessible.
5. Choose **Submit** to submit your request for review.
6. In the **Requests** tab, verify that the request status is **Under review**. When the request is complete, the status will change to **Succeeded**.

Integrating your SaaS subscription product with AWS Marketplace

Integrating your product with AWS Marketplace is one step in Creating a SaaS product in AWS Marketplace. To integrate your software as a service (SaaS) subscription product with AWS Marketplace, you must write code and demonstrate that it can respond successfully to several customer scenarios. The following sections show you how to integrate your SaaS subscription model with AWS Marketplace.

> **Note**
>
> Before you begin, make sure you've chosen the right pricing model for your software-as-a-service (SaaS) product in AWS Marketplace. For more information, see Planning your SaaS product.

Topics

- Scenario: Your service validates new customers
- Scenario: Meter usage
- Scenario: Monitor changes to user subscriptions
- Scenario: Verify customer subscription
- Testing your SaaS subscription product integration

Scenario: Your service validates new customers

When a customer subscribes to your product, they are redirected to your registration URL which is an HTTP POST request with a temporary `x-amzn-marketplace-token` token. Respond to this request in the following ways:

1. Exchange the token for a `CustomerIdentifier`, `CustomerAWSAccountId`, and `ProductCode` by calling the `ResolveCustomer` API operation in the AWS Marketplace Metering Service.
2. Persist the `CustomerIdentifier`, `CustomerAWSAccountID`, and `ProductCode` in your system for future calls. You must store whether the customer has a valid subscription, along with whatever information you need about the customer.
3. As a response to the request, you must show your user's first use experience (as applicable for your service).

Scenario: Meter usage

When the customer starts to use your service, you must send metering records hourly. For details on how to meter, see Configuring metering for usage with SaaS subscriptions.

We recommend that you use AWS CloudTrail to monitor activity to ensure that billing information is being sent to AWS. Keep the following in mind when sending metering records:

- Metering requests are de-duplicated on the hour.
- Records sent every hour are cumulative.
- We strongly recommend as a best practice that, even if there were no records in the last hour, you send metering records every hour, with usage of 0.

Scenario: Monitor changes to user subscriptions

Set up an Amazon Simple Queue Service (Amazon SQS) queue, and subscribe to your product's Amazon SNS topic. Your SNS topic information was included in the email message that you received from the AWS Marketplace Seller Operations team when you created your product. For more information, see Creating a SaaS product in AWS Marketplace. By subscribing to your SNS topic, you receive notifications about changes to customer subscriptions, including providing or revoking access for specific customers.

> **Note**
>
> An Amazon SNS topic Amazon Resource Name (ARN) looks like `arn:aws:sns:us-east-1:<account id>:aws-mp-subscription-notification-<product code>`.

The notifications that you must respond to are:

- `subscribe-success` – The customer is subscribed, and you can successfully meter against their customer ID.
- `unsubscribe-pending` – The customer is in the process of unsubscribing. You should send any last metering records.
- `unsubscribe-success` – The customer has unsubscribed. Metering records for the customer will no longer be accepted. Follow your practices for shutting down customer resources, adhering to your retention policies.
- `subscribe-fail` – The customer subscription failed. You should not meter against their customer ID or create resources on behalf of the customer.

Scenario: Verify customer subscription

Before creating resources on the customer's behalf, verify that the customer should have access to your product. Store the latest status of the customer from the notifications you receive via Amazon SQS to know if the customer has access.

Testing your SaaS subscription product integration

After you've integrated your SaaS subscription product with AWS Marketplace, you must conduct in-depth testing to ensure that the integration is successful. The following procedure outlines the steps to verify your product integration.

> **Note**
>
> Use your own accounts to subscribe to your product and test that the integration is successful. Prices can be temporarily reduced so that you can test the purchase flow without incurring high charges in those accounts. For more information about temporarily reducing the prices or allowing additional test accounts to access your product, contact the AWS Marketplace Seller Operations team.
> After your product is launched, the service must continue to respond to these scenarios for new customers.

1. Use an allowed account to test the customer experience by subscribing to your product.
2. After you've subscribed with the allowed account, ensure that the account is redirected to the registration URL, and that the redirect is a POST request that includes a temporary token. Make sure that your application persists the customer ID for future calls. This tests part of Scenario: Your service validates new customers.
3. After verifying the test account in the previous step, onboard the account into your application. For example, you can have the test customer fill out a form to create a new user. Or, provide them with other next steps to get access to your SaaS application. This tests part of Scenario: Your service validates new customers.
4. After the test customer is onboarded, make requests that will send metering records to AWS for billing purposes by using the `BatchMeterUsage` API operation in the AWS Marketplace Metering Service. This tests Scenario: Meter usage.
5. Test for subscription changes. Possible scenarios include unsubscribes, successful subscriptions, and failed subscriptions. This tests Scenario: Monitor changes to user subscriptions.
6. Verify a successful subscription. After you receive an Amazon SNS notification for your test account with a successful subscription message, metering can begin. Records that are sent to the AWS Marketplace Metering Service before you receive the Amazon SNS notification aren't metered. This tests Scenario: Verify customer subscription.

   > **Note**
   >
   > To prevent billing issues, we strongly recommend programmatically waiting for this notification before launching resources on behalf of your customers.

7. After you have completed all of the integration requirements and tested the solution, notify the AWS Marketplace Seller Operations team. They will run a series of final tests on the solution by verifying that you have successfully sent metered records with the `BatchMeterUsage` API operation.

After your integration and testing is complete, you can perform a final review and list your product on the public AWS Marketplace. For more information, see Creating a SaaS product in AWS Marketplace.

Integrating your SaaS contract product with AWS Marketplace

Integrating your software as a service (SaaS) contract product with AWS Marketplace is one step in Creating a SaaS product in AWS Marketplace. To integrate your software as a service (SaaS) contract product with AWS Marketplace, you must write code and demonstrate that it can respond successfully to several customer scenarios. The following sections describe these scenarios, explain how to respond to them, and provide an overview of testing your integration.

> **Note**
>
> Before you begin, make sure you've chosen the right pricing model for your software as a service (SaaS) product in AWS Marketplace. For more information, see Planning your SaaS product.

Topics

- Scenario: Your service validates new customers
- Scenario: Your service handles customer requests
- Scenario: Monitor changes to user subscriptions
- Testing your SaaS contract product integration

Scenario: Your service validates new customers

When a customer subscribes to your product, they are redirected to your registration URL, which is an HTTP POST request with a temporary `x-amzn-marketplace-token` token. Respond to this request in the following ways:

1. Exchange the token for a `CustomerIdentifier`, `CustomerAWSAccountId`, and `ProductCode` by calling the `ResolveCustomer` API operation in the AWS Marketplace Metering Service.
2. Verify the subscription and quantity (if applicable) the customer has access to by calling the `GetEntitlements` API operation in the AWS Marketplace Entitlement Service.
3. Persist the `CustomerIdentifier`, `CustomerAWSAccountId`, and `ProductCode` in your system for future calls. Store whether the customer has a valid subscription, along with whatever information you need about the customer.
4. As a response to the request, you must show your user's first use experience (as applicable for your service).

Scenario: Your service handles customer requests

When a customer makes a request to your service, you must respond to the following scenarios with appropriate actions or messaging:

- They don't have a customer ID in your system. This means that they have not yet subscribed. You should tell the user how to subscribe.
- They have a customer ID, and the `GetEntitlements` API operation returns an appropriate entitlement. In this scenario, you should fulfill the request.
- They do have a customer ID, but the `GetEntitlements` API operation returns no entitlement, or not enough quantity to fulfill the request. In this scenario, you must determine how to handle access and manage their experience.

Scenario: Monitor changes to user subscriptions

Set up an Amazon Simple Queue Service (Amazon SQS) queue, and subscribe to your product's Amazon SNS topic. Your SNS topic information was included in the email message that you received from the AWS Marketplace Operations Team when you created your product. For more information, see Creating a SaaS product in AWS Marketplace. By subscribing to your SNS topic, you receive notifications about changes to customer entitlements, including providing or revoking access for specific customers.

Note

An SNS topic Amazon Resource Name (ARN) looks like `arn:aws:sns:us-east-1:<account id>:aws-mp-entitlement-notification-<product code>`.

The only notification that you must respond to is:

- `entitlement-updated` – The customer entitlement has changed, and you must call the `GetEntitlements` API operation to see the new status. Update your customer store, and, if applicable (for example, the customer's contract has lapsed), follow your practices for shutting down customer resources, adhering to your retention policies.

Note

For additional information, see Checking entitlements using the AWS Marketplace Entitlement Service.

Testing your SaaS contract product integration

After you've integrated your SaaS contract product with AWS Marketplace, you must conduct in-depth testing to ensure that the integration is successful. The following procedure outlines the steps to verify your product integration.

Note

Use your own accounts to subscribe to your product and test that the integration is successful. Prices can be temporarily reduced so that you can test the purchase flow without incurring high charges in those accounts. For more information about temporarily reducing the prices or allowing additional test accounts to access your product, contact us. After your product is launched, the service must continue to respond to these scenarios for new customers.

1. Use an allowed account to test the customer experience by getting a contract for your product.

2. After the account has the contract, ensure that the account is redirected to the registration URL, and that the redirect is a POST request that includes a temporary token. Make sure that your application persists the customer ID for future calls and correctly handles the entitlement the customer has. This tests part of Scenario: Your service validates new customers.
3. After verifying the test account in the previous step, onboard the account into your application. For example, you can have the test customer fill out a form to create a new user. Or, provide them with other next steps to get access to your SaaS application. This tests part of Scenario: Your service validates new customers.
4. If no entitlement is returned from the `GetEntitlements` API operation, either during onboarding or in your ongoing verification passes, your application must correctly manage access and the experience for users who are not entitled. This tests Scenario: Your service handles customer requests.
5. Test for subscription changes. Verify that your application correctly handles unsubscribes, successful subscription, and failed subscription scenarios. This tests Scenario: Monitor changes to user subscriptions.
6. After you have completed all the integration requirements and tested the solution, notify the AWS Marketplace Operations team. They will then test the solution by verifying that you have successfully called the `GetEntitlements` API operation and sufficiently onboarded new customers.

After your integration and testing is complete, you can perform a final review and list your product on the public AWS Marketplace. For more information, see Creating a SaaS product in AWS Marketplace. You can also cancel your test subscription by completing a Refund Request Form. For more information on cancelling a subscription, see the the section called “Requesting a product refund”.

Integrating your SaaS contract with pay-as-you-go product with AWS Marketplace

Integrating your product with AWS Marketplace is one step in Creating a SaaS product in AWS Marketplace. To integrate your software as a service (SaaS) contract product with AWS Marketplace, you must write code and demonstrate that it can respond successfully to several customer scenarios. The following sections describe these scenarios, explain how to respond to them, and provide an overview of testing your integration.

Note

Before you begin, make sure you've chosen the right pricing model for your software as a service (SaaS) product in AWS Marketplace. For more information, see Planning your SaaS product.

Topics

- Scenario: Your service validates new customers
- Scenario: Your service handles customer requests
- Scenario: Meter usage
- Scenario: Monitor changes to user entitlements
- Testing your SaaS contract with pay-as-you-go integration

Scenario: Your service validates new customers

When a customer subscribes to your product, they are redirected to your registration URL, which is an HTTP POST request with a temporary `x-amzn-marketplace-token` token. Respond to this request in the following ways:

1. Exchange the token for a `CustomerIdentifier`, `CustomerAWSAccountId`, and `ProductCode` by calling the `ResolveCustomer` API operation in the AWS Marketplace Metering Service.
2. Verify the subscription and quantity (if applicable) the customer has access to by calling the `GetEntitlements` action in the AWS Marketplace Entitlement Service.
3. Persist the `CustomerIdentifier`, `CustomerAWSAccountId`, and `ProductCode` in your system for future calls. Store whether the customer has a valid subscription, along with whatever information you need about the customer.
4. As a response to the request, you must show your user's first use experience (as applicable for your service).

Scenario: Your service handles customer requests

When a customer makes a request to your service, you must respond to the following scenarios with appropriate actions or messaging:

- They don't have a customer ID in your system. This means that they have not yet subscribed. You should give them messaging describing how to subscribe.
- They have a customer ID, and the `GetEntitlements` API operation returns an appropriate entitlement. In this scenario, you should fulfill the request.
- They do have a customer ID, but the `GetEntitlements` API operation returns no entitlement, or not enough quantity to fulfill the request. In this scenario, you must determine how to handle access and manage their experience.

Scenario: Meter usage

When the customer starts to use your service, you must send metering records hourly. For details on how to meter, see Configuring metering for usage with SaaS subscriptions.

We recommend that you use AWS CloudTrail to monitor activity to ensure that billing information is being sent to AWS. Keep the following in mind when sending metering records:

- Metering requests are de-duplicated on the hour.
- Records sent every hour are cumulative.
- We strongly recommend as a best practice that, even if there were no records in the last hour, you send metering records every hour, with usage of 0.

Scenario: Monitor changes to user entitlements

Set up an Amazon Simple Queue Service (Amazon SQS) queue, and subscribe to your product's Amazon SNS topics—there are two SNS topics, one for entitlement changes and one for subscription changes. Your topic information was included in the email message that you received from the AWS Marketplace Seller Operations team when you created your product. For more information, see Creating a SaaS product in AWS Marketplace. By subscribing to your SNS topics, you receive notifications about changes to customer subscriptions, including providing or revoking access for specific customers.

> **Note**
>
> An SNS topic Amazon Resource Name (ARN) for a subscription change looks like `arn:aws:sns:us-east-1:<account id>:aws-mp-subscription-notification-<product code>`. An SNS topic ARN for entitlement changes

looks like `arn:aws:sns:us-east-1:<account id>:aws-mp-entitlement-notification-<product code>`.

The notifications that you must respond to are as follows:

- `entitlement-updated` (in the entitlement SNS topic)– The customer entitlement has changed, and you must call the `GetEntitlements` API operation to see the new status. Update your customer store, and, if applicable (for example, the customer's contract has lapsed), follow your practices for shutting down customer resources, adhering to your retention policies.
- `subscribe-success` (in the subscription SNS topic) – The customer is subscribed, and you can successfully meter against their customer ID.
- `unsubscribe-pending` (in the subscription SNS topic) – The customer is in the process of unsubscribing. You should send any last metering records.
- `unsubscribe-success` (in the subscription SNS topic) – The customer has unsubscribed. Metering records for the customer will no longer be accepted. Follow your practices for shutting down customer resources, adhering to your retention policies.
- `subscribe-fail` (in the subscription SNS topic) – The customer subscription failed. You should not meter against their customer ID or enable resources on behalf of the customer.

Note

For additional information, see Checking entitlements using the AWS Marketplace Entitlement Service.

Testing your SaaS contract with pay-as-you-go integration

After you've integrated your contract with pay-as-you-go product with AWS Marketplace, you must conduct in-depth testing to ensure that the integration is successful. The following procedure outlines the steps to verify your product integration.

Note

Use your own accounts to subscribe to your product and test that the integration is successful. Prices can be temporarily reduced so that you can test the purchase flow

without incurring high charges in those accounts. For more information about temporarily reducing the prices or allowing additional test accounts to access your product, contact the AWS Marketplace Seller Operations team.
After your product is launched, the service must continue to respond to these scenarios for new customers.

1. Use an allowed account to test the customer experience by getting a contract for your product.
2. After the account has the contract, ensure that the account is redirected to the registration URL, and that the redirect is a POST request that includes a temporary token. Make sure that your application persists the customer ID for future calls and correctly handles the entitlement the customer has. This tests part of Scenario: Your service validates new customers.
3. After verifying the test account in the previous step, onboard the account into your application. For example, you can have the test customer fill out a form to create a new user. Or, provide them with other next steps to get access to your SaaS application. This tests part of Scenario: Your service validates new customers.
4. If no entitlement is returned from the `GetEntitlements` API operation, either during onboarding or in your ongoing verification passes, your application must correctly manage access and the experience for users who are not entitled. This tests Scenario: Your service handles customer requests.
5. After the test customer is onboarded, make requests that will send metering records to AWS for billing purposes by using the `BatchMeterUsage` API operation in the AWS Marketplace Metering Service. This tests Scenario: Meter usage.
6. Test for subscription changes. Verify that your application correctly handles unsubscribes, successful subscription, and failed subscription scenarios. This tests Scenario: Monitor changes to user entitlements.
7. After you have completed all the integration requirements and tested the solution, notify the AWS Marketplace Seller Operations team. They will then test the solution by verifying that you have successfully called the `GetEntitlements` API operation and sufficiently onboarded new customers. They will also verify that you have successfully sent metered records with the `BatchMeterUsage` API operation.

After your integration and testing is complete, you can perform a final review and list your product on the public AWS Marketplace. For more information, see Creating a SaaS product in AWS Marketplace.

Deploying a serverless SaaS integration

When you have a SaaS solution that you want to integrate with AWS Marketplace, you can use various architectural approaches for the integration.

To help you understand SaaS integration concepts, AWS provides a reference lab that demonstrates one approach using serverless architecture.

Access the reference lab: Integrate your SaaS with the Serverless SaaS Integration reference

Note

This reference implementation is provided for learning and demonstration purposes only. It is not production-ready and should not be used as-is in production environments. Before implementing a similar solution in production, ensure you address security, scalability, monitoring, and compliance requirements specific to your use case.

Planning your SaaS product

Before you add your software as a service (SaaS) product to AWS Marketplace, you must first do some planning. This step is critical to the success of your product. A lack of planning can result in billing issues or you might have to re-create your product in AWS Marketplace. The following sections show you how to plan for SaaS product,

Important

Most of your product's settings can't be changed after you've configured them. If you need to change them after the product is created in AWS Marketplace, you probably need to create a new product with the correct settings.

Topics

- Plan your pricing
- Plan your billing integration
- Plan your Amazon SNS integration
- Plan how customers will access your product

Plan your pricing

There are three pricing models for SaaS products on AWS Marketplace. Choosing the right pricing model for your product is the most important decision you'll make as you plan your product. Choosing the wrong pricing model can set you back by weeks. The pricing model determines the payment options for your customers and the billing integration code that you need to write, test, and deploy. For information about the different types of pricing models, see SaaS product pricing.

> **Note**
>
> All SaaS pricing models support free trials. For more information, see SaaS free trials.

Plan your billing integration

One of the benefits of having a SaaS product on AWS Marketplace is consolidating billing. In order to take advantage of this benefit, you must integrate with the AWS Marketplace Metering Service or the AWS Marketplace Entitlement Service, depending on your chosen pricing model. These two services help you ensure that your billing and usage reporting is accurate.

After you plan your integration, you must test the integration with your product before it goes live. For more information about integration and testing, see Accessing the AWS Marketplace Metering and Entitlement Service APIs.

Plan your Amazon SNS integration

There are two Amazon Simple Notification Service (Amazon SNS) topics that you can subscribe to for your SaaS product. For more information, see SaaS notifications. These messages can help you programmatically handle changes to subscriptions and contracts initiated by AWS or by your customers. Amazon SNS notifications can be programmatic triggers enabling customers to register for a new account on your product registration website. They can also deny customers with expired subscriptions from accessing your product. You have options for how your customers receive notifications depending on how you program the handling of these notifications.

Plan how customers will access your product

This section describes how to make your product accessible to buyers.

Plan your SaaS product registration website

Customers who buy your SaaS product need access to it. You must plan and implement how you want your customers to access the product. SaaS products support the following access options:

- Quick Launch
- AWS PrivateLink
- Your own product website

To validate AWS Marketplace customers using your registration website, see SaaS customer onboarding.

Using Quick Launch for customers to access your product

Use the Quick Launch deployment option to reduce the time and resources that are required for buyers to configure, deploy, and launch your products. Quick Launch reduces the number of sites that buyers must visit during the process. For more information, see Configure Quick Launch.

Using AWS PrivateLink for customers to access your SaaS product

You can use Delivering your products through a Amazon VPC using AWS PrivateLink to configure your service as an Amazon Virtual Private Cloud (Amazon VPC) endpoint service. Your customers can create a VPC endpoint and access your software across the AWS Cloud virtual network. Alternatively, you can provide access to your software product through a website you own and maintain, with customers creating a connection across the internet.

Using your own website

Your SaaS product is hosted in your environment and it must be accessed over the internet through a public endpoint that you manage and maintain, like a website. Typically, you have a website that customers use to register for your product, sign in to use the product, and access support for your product.

SaaS product guidelines for AWS Marketplace

AWS Marketplace maintains the following guidelines for all software as a service (SaaS) products and offerings on AWS Marketplace to promote a safe, secure, and trustworthy platform for our customers. The following sections provide guidelines for SaaS products on AWS Marketplace.

All products and their related metadata are reviewed when submitted to ensure that they meet or exceed current AWS Marketplace guidelines. These guidelines are reviewed and adjusted to meet our evolving security requirements. In addition, AWS Marketplace continuously reviews products to verify that they meet any changes to these guidelines. If products fall out of compliance, we might require that you update your product and in some cases your product might temporarily be unavailable to new subscribers until issues are resolved.

Topics

- Product setup guidelines
- Customer information requirements
- Product usage guidelines
- Architecture guidelines

Product setup guidelines

All SaaS products must adhere to the following product setup guidelines:

- Pricing dimensions can't be limited to private offers only. Buyers should be able to subscribe to any of the pricing dimensions on public products.
- At least one pricing dimension must have a price greater than $0.00.
- All pricing dimensions must relate to actual software and cannot include any other products or services unrelated to the software.
- SaaS products offered exclusively in the AWS GovCloud (US) Regions must include `GovCloud` somewhere in the product title.

Customer information requirements

All SaaS products must adhere to the following customer information requirements:

- SaaS products must be billed entirely through the listed dimensions on AWS Marketplace.
- You cannot collect customer payment information for your SaaS product at any time, including credit card and bank account information.
- The SaaS registration page must include an input field for the buyer's email address. You can include additional fields such as:
  - Name

- ZIP code
- Phone number
- Company information
- Product setup preferences

If you plan to use multiple languages, you must provide an English-language view of the registration page.

Product usage guidelines

All SaaS products must adhere to the following product usage guidelines:

- After subscribing to the product in AWS Marketplace, customers should be able to create an account within your SaaS application and gain access to a web console. If the customer cannot gain access to the application immediately, you must provide a message with specific instructions on when they will gain access. When an account has been created, the customer must be sent a notification confirming that their account has been created along with clear next steps.
- If a customer already has an account in the SaaS application, they must have the ability to log in from the fulfillment landing page.
- Customers must be able to see the status of their subscription within the SaaS application, including any relevant contract or subscription usage information.
- Customers must be able to easily get help with issues such as: using the application, troubleshooting, and requesting refunds (if applicable). Support contact options must be specified on the fulfillment landing page.
- Product software and metadata must not contain language that redirects users to other cloud platforms, additional products, upsell services, or free trial offers that aren't available on AWS Marketplace.

  For information about free trials for SaaS products, see Creating a SaaS free trial offer in AWS Marketplace.
- If your product is an add-on to another product or another ISV's product, your product description must indicate that it extends the functionality of the other product and that without it, your product has very limited utility. For example, *This product extends the functionality of <product name> and without it, this product has very limited utility. Please note that <product name> might require its own license for full functionality with this listing.*

Architecture guidelines

The following topics list and describe the architecture guidelines for SaaS products.

Topics

- Guidelines
- Creating architecture diagrams

Guidelines

> **Note**
>
> The following guidelines are effective as of May 1, 2025.

- You can publish all SaaS architectures.
- Products that are deployed on AWS receive a special designation in the AWS Marketplace search results and their product details pages. For AWS Marketplace to consider your product as "deployed on AWS," your product must run entirely on AWS. This includes the application and control planes.

  The *application plane* can run in the seller's AWS account, the buyer's AWS account, or both. For more information, refer to the Control plane vs. application plane whitepaper.

  Third-party services used by the product to transmit, store, or process application data—except content delivery networks (CDNs), domain name systems (DNSs), and corporate identity providers (IdPs)—must also run entirely on AWS.

  > **Note**
  >
  > *Application data* is data that belongs to or is generated for the buyer.

  Agents or gateways used by the product for security, monitoring, data replication, or migration can run on buyer-owned environments outside AWS, including on premises, but must send data only to AWS for storage and analysis.

You must include an architecture diagram for review. You can't make the diagrams public. For more information, refer to Creating architecture diagrams in the next section.

- Sellers can publish products that do not entirely run on AWS.
- Applications that require resources in the buyer's infrastructure must follow these guidelines:
  - To be considered a SaaS product and not a managed service, your control plane—as defined in the SaaS Architecture Fundamentals AWS whitepaper—must reside in infrastructure that you manage. For more information, refer to the SaaS vs. Managed Service Provider whitepaper.
  - In the product description, you must notify customers that if they incur AWS infrastructure charges separate from their AWS Marketplace transaction, they must pay those charges.
  - You must provision resources in a secure way, such as using the AWS Security Token Service (AWS STS) or AWS Identity and Access Management (IAM).
  - You must follow the principle of least privilege when creating usage instructions or deployment templates that grant permissions to your application.
  - You must provide additional documentation that describes all provisioned AWS services, IAM policy statements, and how an IAM role or user is deployed and used in the customer's account.
  - You must provide instructions or deployment templates that enable buyers to deploy the required resources in their AWS accounts.
  - If you provide AWS CloudFormation templates (CFTs) for deploying resources to the buyer's AWS account, they must comply with AWS Marketplace policies for CFTs. You must publish those CFTs as part of your SaaS listing by following the method provided when you enable the SaaS Quick Launch deployment option for your buyers. SaaS Quick Launch makes it easier for your buyers to configure your SaaS solution.
  - If Amazon Machine Images (AMIs) are deployed into the buyer's AWS account, they must comply with AWS Marketplace policies for AMIs. Your AMIs must pass the AMI scanner in the AWS Marketplace Management Portal (seller portal). When requesting your product to be public, you must also contact AWS Marketplace operations and provide proof of scan results.
  - If container images are deployed into a buyer's AWS account, the images must comply with AWS Marketplace policies for containers. Your container images can be hosted outside of AWS, but they must be scanned in Amazon Elastic Container Registry (Amazon ECR) and be free of critical vulnerabilities. When requesting your product to be public, you must also contact AWS Marketplace operations and provide proof that the container passed the scan.

- Successfully call the AWS Marketplace APIs from the AWS account that registered as a provider and submitted the SaaS publishing request. The SaaS pricing model determines which APIs should be called:
  - SaaS contracts – GetEntitlements in the AWS Marketplace Entitlement Service.
  - SaaS contracts with consumption – GetEntitlements in the AWS Marketplace Entitlement Service and BatchMeterUsage in the AWS Marketplace Metering Service.
  - SaaS subscriptions – BatchMeterUsage in the AWS Marketplace Metering Service.
- SaaS products offered exclusively in the AWS GovCloud (US) Regions must explain the architectural boundaries between other AWS Regions and the AWS GovCloud (US) Regions, use cases for the product, and the workloads not recommended for the product.

For more information on SaaS architectures, refer to the SaaS Architecture Fundamentals AWS whitepaper.

Creating architecture diagrams

To receive the special designation that your product is deployed on AWS, update your product's architecture details in the AWS Marketplace Management Portal. Select a hosting pattern that is deployed on AWS and upload an architecture diagram that AWS reviews. For hosting patterns that AWS Marketplace considers deployed on AWS, refer to Guidelines in the previous section. If your hosting pattern changes, you must update your product's architecture details.

Note

- You can't make your diagrams public.
- You can publish products that don't run entirely on AWS.

Use the following criteria when creating a diagram:

- Group and label components as part of the application plane or control plane.
- For any components outside of AWS that are part of the core business logic of your product, group them with the application plane.
- Components can represent low-level details (for example, compute instances and network subnets), or high-level services (for example, a data analytics platform).
- Components don’t need to identify the name of the AWS services or non-AWS services used.

- Place components where they logically run. For example, in the seller's AWS account, the buyer's AWS account, the seller's non-AWS environment, or another environment.
- For data replication or workload migration products, include all supported source and target environments.

> **Note**
>
> The architecture diagram that you use to update the architecture details of your SaaS product is not published and not publicly available to buyers.

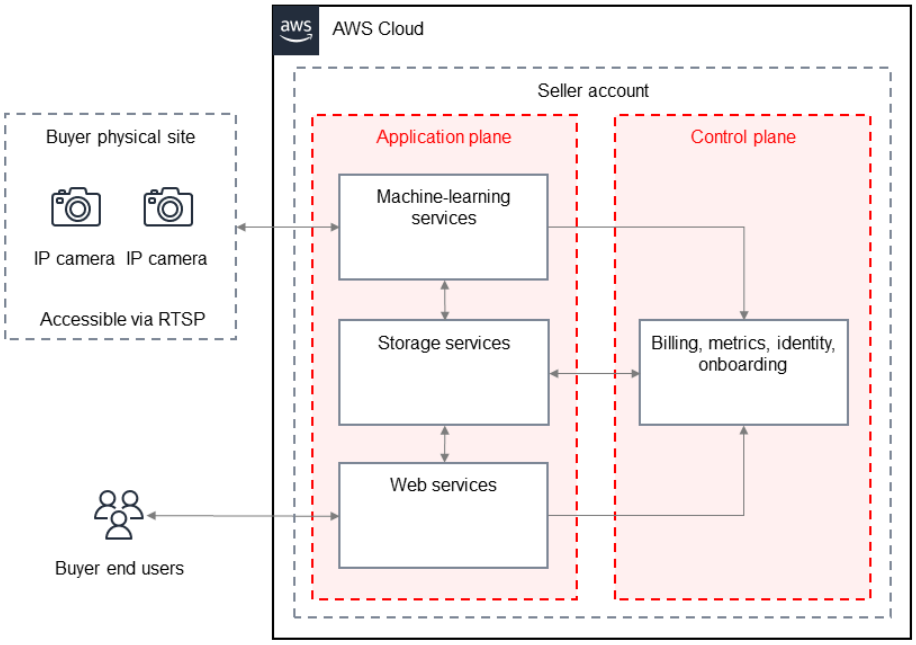
Level of detail

You can create a high-level diagram that shows main system components, includes basic data flows, and focuses on the application plane and control plane services. Or, you can create a low-level, detailed diagram that breaks down each component, shows specific connections, and includes technical specifications with different levels of detail.

The following diagrams show the architecture of a hypothetical video-analysis SaaS application. Each shows a different level of detail. Both are acceptable. Use them as examples for the level of detail to include in your own diagrams.

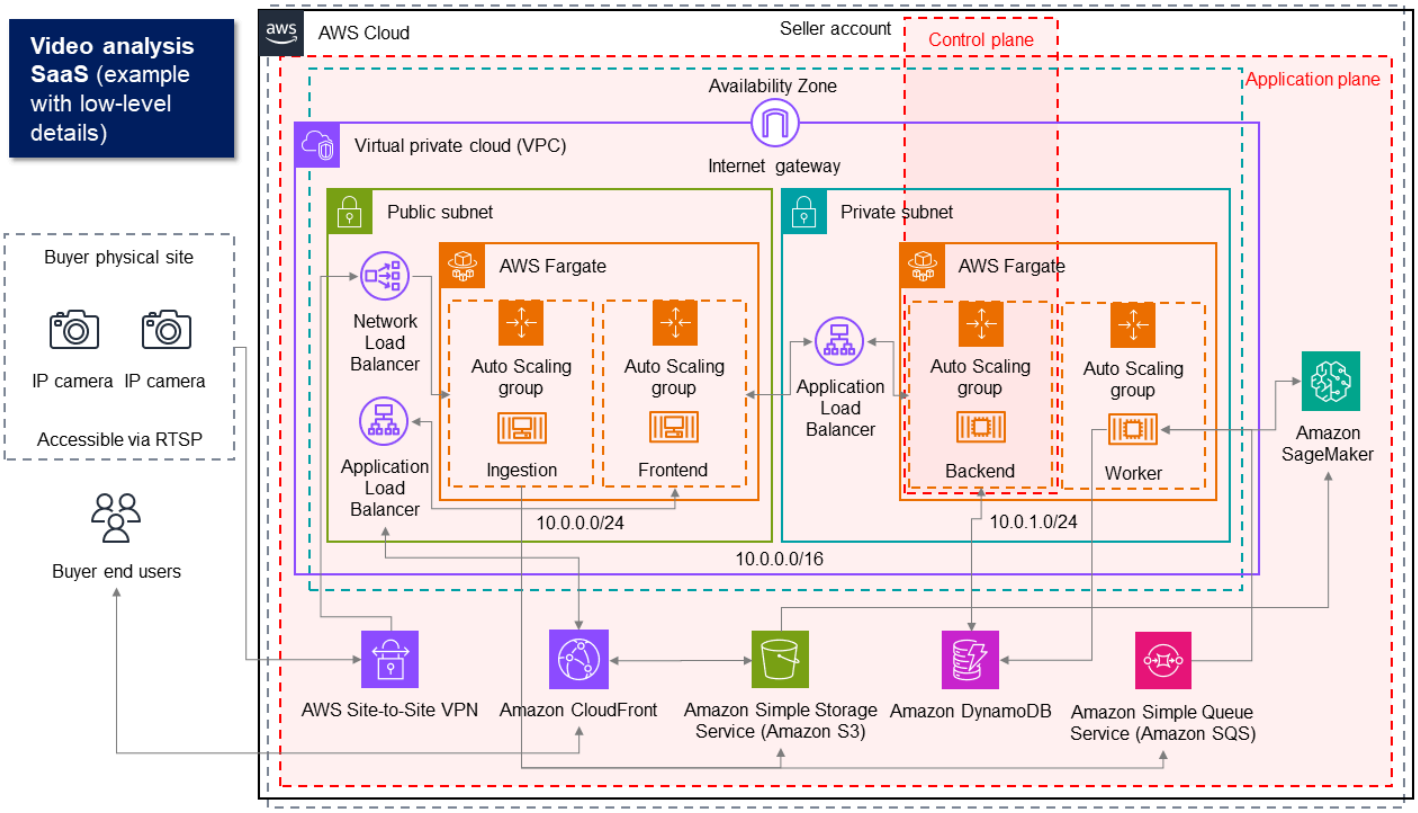
The following is an example of a high-level diagram.

Video analysis SaaS (example with high-level services)



The following is an example of a low-level, detailed diagram.

Video analysis SaaS (example with low-level details)



For more information, see What is Architecture Diagramming?. After creating a diagram, update your architecture details in the AWS Marketplace Management Portal (AMMP). For more information, see Update architecture details.

SaaS product pricing in AWS Marketplace

After a buyer purchases your software as a service (SaaS) product on AWS Marketplace, AWS Marketplace provides you with their billing identifier. You use the billing identifier to call the AWS Marketplace Entitlement Service and the AWS Marketplace Metering Service. Then, customers access the product in your AWS environment or through a virtual private cloud (VPC) endpoint connection that you create. This topic provides a list of SaaS pricing models for AWS Marketplace.

Note

All SaaS pricing models support free trials. For more information, see SaaS free trials.

SaaS pricing models

Pricing model	Description
SaaS subscriptions	A pay-as-you-go model where we bill buyers for their hourly usage of your SaaS product. For more information, see Pricing for SaaS subscriptions.
SaaS contracts	Buyers are either billed in advance for the use of your software, or you can offer them a flexible payment schedule. Customers can also pay for additional usage above their contract. For more information, see Pricing for SaaS contracts.
SaaS contracts with pay-as-you-go	Buyers are either billed in advance for the use of your software, or you can offer them a flexible payment schedule. Buyers are also billed an additional metered rate for usage on

Pricing model	Description
	top of the contract price. For more informati on, see Pricing for SaaS contracts.

> **Note**
>
> Once you create your listing and publish it to limited, you can't change the pricing model.

To make your SaaS product available on AWS Marketplace, decide whether you want to offer the SaaS subscriptions pricing model or the SaaS contracts pricing model.

Pricing for SaaS subscriptions

For software as a service (SaaS) subscriptions, AWS Marketplace bills your customers based on the metering records that you send to us. All charges must be measured and reported every hour from the software deployed in the customer's account. All usage is then calculated monthly and billed monthly using the same mechanism as AMI based AWS Marketplace offerings. Our ability to bill customers for usage of your product is dependent upon receiving metering records from you. You are responsible for ensuring that your product's metering records are successfully transmitted and received.

Before you can publish a SaaS product with subscription pricing, you must do the following:

1. Create a new SaaS product in the AWS Marketplace Management Portal, choose **New SaaS Subscription**.
2. Complete the fields in the **General** tab with the necessary information. Make a note of the product code.
3. On the **Pricing** tab, under **Set Pricing**, select the **Category** that describes your product's pricing most accurately. The pricing category appears to customers on the AWS Marketplace website. You can choose from **Bandwidth** (GBps, MBps), **Data** (GB, MB, TB), **Hosts** (hours), **Requests**, or **Users** (hours). If none of the predefined categories fit your needs, you can choose the more generic **Units** category.

   Next, define your Pricing Dimensions. Each Pricing Dimension represents a feature or service that you can set a per-unit price for. Examples of dimensions include users, hosts scanned, and

GB of logs ingested. You can define up to 24 dimensions. For each dimension you define, you must add the following information:

- **Dimension API Name** – The API name used when sending metering records to the AWS Marketplace Metering Service. This name indicates which dimension your customer used. This name is visible in billing reports. The name doesn't need to be reader-friendly because you're the only one with access to your reports. After you set the name, you can't change it.
- **Dimension Description** – The customer-facing statement that describes the dimension for the product. The description can be no more than 70 characters and should be user-friendly. Examples of descriptions are Administrators per hour, and Per Mbps bandwidth provisioned. After the product is published, you can change this description.
- **Dimension Rate** – The software charge per FCP unit for this product, in USD. This field supports eight decimal places.

When a SaaS subscription ends

A customer can unsubscribe from your SaaS subscription product through the AWS Management Console. Key points of the SaaS subscription ending process include the following:

1. Your SaaS product is sent an `unsubscribe-pending` notification through the Amazon SNS topic for that customer.
2. You have one hour to meter any remaining usage for the customer.
3. After this hour, you receive an `unsubscribe-success` notification. At this point, you can no longer send metering records for this customer.

It's up to you to decide how you want to disable functionality in your SaaS product for unsubscribed customers. For example, your product might complete the customer's existing work but prevent them from creating work. You might want to display a message to the customer that their usage has been disabled. Customers can resubscribe to your product through AWS Marketplace.

When a SaaS subscription is cancelled

Key points of the SaaS subscription cancellation process include the following:

1. A customer can cancel their subscription to your SaaS subscription product the **Your Marketplace Software** page of the AWS Marketplace website.

Your SaaS product is sent notification through the Amazon SNS topic for that customer.

2. You have one hour to meter any remaining usage for the customer.
3. You notify the customer from your product that the cancellation is in progress. If a customer indicates that they want to cancel through your product, direct the customer to AWS Marketplace. To guarantee that there will be no future charges, customers should confirm the cancellation with AWS Marketplace.

Pricing for SaaS contracts

For software as a service (SaaS) contracts, the customer initiates a purchase of your software and enters into an agreement with you. Under the agreement, the customer is entitled to a specified quantity of use of your SaaS product. AWS Marketplace communicates these entitlements to your SaaS application. This is done through the AWS Marketplace Entitlement Service. When using the SaaS Contract pricing model, your application never sends metering records. Instead, it verifies entitlement by calling the AWS Marketplace Entitlement Service. You define the usage categories, dimensions, and the length of the contract.

AWS Marketplace bills your customers upfront or by the payment schedule that you define, based on the contract between you and your customer. After that point, they're entitled to use those resources. For additional usage above their contract, your software needs to report the usage and AWS Marketplace bills your customers based on the metering records received by us through the AWS Marketplace Metering Service.

Before you can publish a SaaS product with contract pricing, you must do the following:

1. Create a new SaaS product in the AWS Marketplace Management Portal, and choose **New SaaS Contract**.
2. Complete the fields in the **General** tab with the necessary information. Make a note of the product code.
3. On the **Pricing** tab:
   a. For **Set Pricing**, choose the **Contract Duration** you want offer customers. You can enter different prices for each contract duration. You can select one or more of the following options: **Monthly**, **1 year**, **2 Years**, and **3 Years**. If you are creating a private offer, you can choose a custom duration in months (up to 60 months).
   b. For **Choose the contract type you want to offer**, choose how you want customers to be able to purchase your product from the following options:

- **Buyer can choose one or more options offered** – Customers can select a quantity for each pricing dimension you offer.
- **Buyer can choose one tier from multiple tiers offered** – Customers choose a tier from options that include different sets of features, services, and usage amounts.

c. Choose the usage unit category that describes your product's pricing most accurately. The pricing category appears to customers on the AWS Marketplace website. You can choose from **Bandwidth** (GBps, MBps), **Data** (GB, MB, TB), **Hosts** (hours), **Requests**, or **Users** (hours). If none of the predefined categories fit your needs, you can choose the more generic **Units** category.

4. After you choose a category, define your Pricing Dimensions. Each Pricing Dimension represents a feature or service that you can set a per unit price for. Examples of dimensions are users, hosts scanned, and GB of logs ingested. For each dimension you define, you add a name, a description, a price, and an API name. The name, price, and description are displayed to customers. You use the API name for tracking and reporting with AWS Marketplace as follows:

   - Calling the AWS Marketplace Entitlement Service to retrieve the dimensions your customers have purchased.
   - Calling the AWS Marketplace Metering Service to indicate which dimensions customers used.

   For each pricing dimension in your contract, you can choose to let customers pay as they go for additional usage of that dimension above their contract. You can also add additional dimensions without contract prices that customers only consume by paying as they go.

   When using the wizard to create the contracts for your SaaS product, you must define the following fields for your pricing dimensions:

   - **Dimension API Name** – The name used when calling the Entitlements API. This name is visible in billing reports and reports that aren't external-facing. The maximum length for the API name is 15 characters. After you set the name, it can't be changed.
   - **Dimension Display Name**: – The customer-facing name of a dimension. This name should help the customer understand the dimension for the product. The name should be user-friendly, and its maximum length is 24 characters. This value can be changed.
   - **Dimension Description**: – The customer-facing description of a dimension that provides additional information about the dimension for the product. The maximum length for the description is 70 characters.
   - **Dimension - Monthly Price** – The software charge per unit for the 1-month option for this dimension. This field supports three decimal places.

- **Dimension - 1 Year Price** – The software charge per unit for the 12-month option for this dimension. This field supports three decimal places. It's not a monthly charge. The price must reflect the 12-month one-time charge price.
- **Dimension - 2 Years Price** – The software charge per unit for the 24-month option for this dimension. This field supports three decimal places.
- **Dimension - 3 Years Price** – The software charge per unit for the 36-month option for this dimension. This field supports three decimal places.

Example: Data storage application

	Monthly price	12-month price	24-month price	Pay-as-you-go price for additional usage
Unencrypted data (GB)	$1.50/GB	$16.00/GB	$30.00/GB	$0.1/GB per hour
Encrypted data (GB)	$1.55/GB	$16.60/GB	$31.20/GB	$0.11/GB per hour

Example: Log monitoring product

	Monthly price	12-month price	Pay-as-you-go price for additional usage
Basic (10 hosts monitored, 5 containers monitored)	$100	$1000	
Standard (20 hosts monitored, 10 containers monitored)	$200	$2000	

	Monthly price	12-month price	Pay-as-you-go price for additional usage
Pro (40 hosts monitored, 20 containers monitored)	$400	$4000	
Additional hosts monitored per hour			$0.1
Additional containers monitored per hour			$0.2

Note

The prices can be for the following durations: 1 month, 12 months, 24 months, or 36 months. You can choose to offer one or more of these options for your product. The durations must be the same across each dimension. For example, assume that you have `ReadOnlyUsers` and `AdminUsers` dimensions. If you offer a yearly price for `ReadOnlyUsers`, you must offer a yearly price for `AdminUsers`, too.

SaaS contract upgrades

Customers can upgrade a contract to one of a higher value except for longer durations. For example, they can upgrade to higher quantities or higher-value entitlements. Customers are given a prorated credit for their existing contract. Customers can't decrease the size of their existing contract. They can only decrease the size at renewal, or cancel their renewal.

Entitlements are verified by your SaaS product, which makes calls to the AWS Marketplace Entitlement Service.

Automatic renewals

When a customer purchases your product through AWS Marketplace using SaaS contracts, they can agree to automatic renewal of the contract terms. The customer continues to pay for the entitlements every month or for 1, 2, or 3 years. The customer always has the option to modify the

renewal settings. They can cancel the renewal or renew the contract for different quantities and durations.

When a SaaS contract ends

A SaaS contract product has a contract expiry. When a contract ends, the following events occur:

1. Your SaaS product receives an `entitlement-updated` notification indicating the buyer's entitlement has changed. The AWS Marketplace Entitlement Service returns an empty response.
2. You have 1 hour to meter any remaining usage for the customer. After this time has elapsed, you can no longer send metering records for this customer.

When a SaaS contract is canceled

Key points of the SaaS contract cancellation process include the following:

1. Customers can request a cancellation and refund for SaaS contract products though AWS Support.

   Customers must request refunds within 48 hours through AWS Support.

   The full or prorated refund is typically granted in 3–5 business days.
2. Your SaaS product is sent notification through the Amazon SNS topic for that customer.
3. You have one hour to send a final metering record for the customer for any additional usage charges.
4. You notify the customer from your product that the cancellation is in progress. If a customer indicates that they want to cancel through your product, direct the customer to AWS Marketplace. To guarantee that there will be no future charges, customers should confirm the cancellation with AWS Marketplace.

Creating a SaaS free trial offer in AWS Marketplace

As an AWS Marketplace seller, you can create software as a service (SaaS) free trial offers in the AWS Marketplace Management Portal (AMMP). Customers can evaluate software products before making large purchase decisions by using the SaaS free trial option. After a customer subscribes to your product, your product performs entitlement checks the same way it does for paid customers.

Each AWS account can only use a free trial for a SaaS product once. The free usage amount granted during a free trial is not shared across linked accounts in an AWS organization. Different linked accounts within a single main payer account can create their own individual free trials.

Note

- If you use the Seller Data Delivery Service (SDDS), you receive an Agreement details trial report in your Amazon Simple Storage Service bucket. The report includes agreement details such as the subscriber name and ID, offer ID, and agreement start and end dates.
- Sellers also receive Amazon Simple Notification Service (Amazon SNS) notifications when new subscriptions are created. Amazon SNS notifications include an `isFreeTrialTermPresent` flag to identify free trial agreements.
- Also, customers who subscribe to your free trial are redirected to your registration URL with an additional token, `x-amzn-marketplace-offer-type=free-trial`. You can use the token to create a unique registration experience for the customers who use your free trials.

Creating a SaaS free trial offer

Sellers can create SaaS free trial offers in the AWS Marketplace Management Portal (AMMP).

To create a SaaS free trial offer

1. Sign in to the AWS Marketplace Management Portal.
2. On the AWS Marketplace Management Portal, choose either:
   - **Create or manage offers**
   - The **Offers** tab
3. On the **Offers** page, choose the **Public free trials** tab to review all SaaS free trials.
4. Choose **Create free trial offer**. Sellers can create one SaaS free trial offer per each public SaaS product.
5. For **Offer fundamentals**, select your **Product** and then choose **Next**.
6. In **Free trial settings**:
   a. Enter the number of days for your **Free trial length (days)**.

The duration of free trials range from 7–90 days.

b. View the **Product dimensions** from your existing public offer.

You can't change the product dimensions for SaaS subscription free trials.

You can set the quantity limits per each dimension for SaaS contract free trials, and **Remove** or **Add dimensions**.

7. View the **Service agreement**.

For the EULA version, you can select either **Standard contract for AWS Marketplace** or **Custom EULA**, and then choose **Review offer**.

8. Verify and review all information for the offer, and then choose **Create offer**.

Cancelling a SaaS free trial offer

Sellers can cancel free trial offers at any time from the AWS Marketplace Management Portal.

To cancel a SaaS free trial offer

1. Sign in to the AWS Marketplace Management Portal.
2. On the AWS Marketplace Management Portal, choose either:
   - **Create or manage offers**
   - The **Offers** tab
3. On the **Offers** page, select the offer.
4. Choose **View offer**.
5. Choose **Cancel offer**.

After an offer is canceled, active agreements for this offer are active until expiration. New agreements for a canceled offer can't be created.

Onboarding customers to your SaaS product through AWS Marketplace

With software as a service (SaaS) subscriptions and SaaS contracts, your customers subscribe to your products through AWS Marketplace but access the product in your AWS environment. After subscribing to the product, your customer is directed to a website you create and manage as a part of your SaaS product to register their account and configure the product.

When creating your SaaS product listing, you provide a URL to your registration landing page. We use that URL to redirect customers to your registration landing page after they subscribe. On your software's registration landing page, you collect the information that is required to create an account for the customer. We recommend collecting your customer's email addresses if you plan to contact them through email for usage notifications.

The registration landing page must be able to identify and accept the `x-amzn-marketplace-token` token in the form data from AWS Marketplace with the customer's identifier for billing. It should then pass that token value to the AWS Marketplace Metering Service to resolve for the unique customer AWS account ID, customer identifier (deprecated after December 31, 2025), and corresponding product code. For a code example, see `ResolveCustomer` code example.

> **Note**
>
> The registration token resolves to a specific subscribed customer and each generated token has an expiration window of 4 hours. As long as the caller is calling the API with the same token, it will keep returning the same response values until the token expires.

Configuring your SaaS product to accept new buyers

You're responsible for correctly configuring your SaaS software to accept new customers and meter them appropriately. The following process outlines one recommended way of identifying, implementing, and metering a new customer's access to your software:

1. When a customer visits your product page on the AWS Marketplace website, they choose to subscribe to your product.
2. The customer's AWS account is subscribed to your product. This means subscription and metering records sent from your product become part of the customer's AWS bill.

3. A registration token is generated for the customer that contains their AWS account ID, customer identifier, and your product code.
4. The customer is redirected to your software's registration landing page. This page must be able to accept the token with the customer's identifier.
5. The customer's browser sends a POST request to your software's registration landing page URL. The request contains one POST parameter, `x-amzn-marketplace-token`, containing the customer's registration token. From the perspective of your registration website, the customer has submitted a form with this parameter. The registration token is an opaque string. If the offer type is a free trial, a second parameter, `x-amzn-marketplace-offer-type` with the value `free-trial`, will be added to the request.
6. To redeem this registration token for a customer AWS account ID, customer identifier, and product code, your website must call ResolveCustomer on the AWS Marketplace Metering Service. For an example of a `ResolveCustomer` call, see `ResolveCustomer` code example. The customer identifier isn't the customer's AWS account ID, but it's universal between products and should be saved to an internal source as part of your customer records. The product code is a unique string for your SaaS product that AWS provides to you. Each AWS product has one unique product code, which is assigned to you during registration.
7. The customer is instructed to either create an account in your product or sign in to an existing account.

> **Note**
>
> If setting up or linking to an existing customer account in your product requires a manual process by your team, you can use a contact-us form to collect the customer's contact information. After collecting their contact information and resolving their AWS account ID and unique customer identifier (as obtained in step 6), display a notification message for the customer. In the notification, state that their account is being set up and request that they wait for you to contact them. Provide the customer with the expected turnaround time and your contact information. Also send an email message to the customer with the same details.

8. The customer is now signed in to your website using credentials specific to that SaaS product. In your accounts database, you can have an entry for each customer. Your accounts database must have a column for the AWS account ID. Verify that no other accounts in your system share the AWS account ID.

9. During your seller registration process, you subscribe to Amazon SNS topics that notify you when customers subscribe or unsubscribe to your product. These are Amazon SNS notifications in JSON format that inform you of customer actions:

   - Entitlement notification – For products with pricing models that include a contract, you are notified when buyers create a new contract, upgrade it, renew it, or it expires. Your accounts database must have an extra column for the subscription state. For more information, see Amazon SNS topic: `aws-mp-entitlement-notification`.
   - Subscription notification – For products with any pricing model, including contracts and subscriptions, you are notified when a buyer subscribes or unsubscribes to a product. For more information, see Amazon SNS topic: `aws-mp-subscription-notification`.

   We recommend that you use Amazon Simple Queue Service (Amazon SQS) to capture these messages. After you receive a subscription notification with `subscribe-success`, the customer account is ready for metering. Records that you send before this notification aren't metered. For information about how to do this, see Step 2: Give permission to the Amazon SNS topic to send messages to the Amazon SQS queue in the *Amazon Simple Notification Service Developer Guide*.

   > **Note**
   >
   > Do not activate a product subscription unless you receive a `subscribe-success` notification.

10. Use the AWS account ID stored in your database to meter for usage through the AWS Marketplace Metering Service or check for entitlements through the AWS Marketplace Entitlement Service.

Security and ordering

As a seller, it's your responsibility to trust only AWS account IDs that are immediately returned from AWS or those that your system has signed. We recommend that you resolve the registration token immediately because it may expire after approximately one hour. After you resolve the registration token, store the AWS account ID as a signed attribute on the customer's browser session until the registration is complete.

Amazon SNS notifications for SaaS products

To receive notifications, you subscribe to the Amazon Simple Notification Service (Amazon SNS) topics for AWS Marketplace provided to you during product creation. The topics provide notifications about changes to customers' subscriptions and contract entitlements for your products. This enables you to know when to provide and revoke access for specific customers.

> **Note**
>
> During the product creation process, you'll receive the actual Amazon Resource Name (ARN) to the SNS topic. For example: `arn:aws:sns:us-east-1:123456789012:aws-mp-subscription-notification-PRODUCTCODE`

The following Amazon SNS topics are available to software as a service (SaaS) products:

- Amazon SNS topic: `aws-mp-entitlement-notification` – This topic notifies you when buyers create a new contract, upgrade it, renew it, or it expires. This is only available for products with pricing models that include a contract (also known as **SaaS Contracts** and **SaaS Contracts with Consumption (Overages)**).
- Amazon SNS topic: `aws-mp-subscription-notification` – This topic notifies you when a buyer subscribes to or unsubscribes from a product and includes the `offer-identifier` for private offers and a free trials flag for SaaS free trials. This is available for all pricing models, including contracts and subscriptions (also known as **SaaS Subscriptions**, **SaaS Contracts**, and **SaaS Contracts with Consumption (Overages)**.

To learn more about the scenarios in which you respond to these notifications, see the following topics:

- Integrating your SaaS subscription product with AWS Marketplace
- Integrating your SaaS contract product with AWS Marketplace
- Integrating your SaaS contract with pay-as-you-go product with AWS Marketplace

Amazon SNS topic: `aws-mp-entitlement-notification`

Each message in the `aws-mp-entitlement-notification` topic has the following format.

```
{
    "action": "<action-name>",
    "customer-identifier": " X01EXAMPLEX",
    "product-code": "n0123EXAMPLEXXXXXXXXXXX",
}
```

The *<action-name>* will always be `entitlement-updated`.

Note

- For entitlement messages, regardless of the action (new, upgrade, renewal, or expired), the message is the same. A subsequent call to `GetEntitlement` is required to discover the content of the update.
- For **SaaS Contract with Consumption (Overages)**, sellers are provided with the `aws-mp-subscription-notification` SNS topic. This is an extra notification that a seller receives when they add on overage pricing. When a seller acquires new customers, instead of only getting `entitlement-updated` (which may refer to any kind of action), the seller receives a subscribe message indicating that this is a new customer.
- For future dated agreements (FDAs), this topic is initiated on the agreement start date (and not agreement sign date). It's also initiated when subsequent changes occur in the entitlement, such as cancellation, replacement, renewal, or expiration of the agreement.

Products with contract pricing (including contracts with pay-as-you-go) must respond to these messages. For more information about how to respond, see Scenario: Monitor changes to user subscriptions.

Amazon SNS topic: `aws-mp-subscription-notification`

Each message in the `aws-mp-subscription-notification` topic has the following format.

```
{
    "action": "<action-name>",
    "customer-identifier": " X01EXAMPLEX",
    "product-code": "n0123EXAMPLEXXXXXXXXXXX",
    "offer-identifier": "offer-abcexample123",
    "isFreeTrialTermPresent":"true"
}
```

The `offer-identifier` is included in the notification only when the action is `subscribe-success` or `subscribe-fail`. It isn't included in notifications when the action is `unsubscribe-pending` or `unsubscribe-success`. For offers created before January 2024, this identifier is included in the notification only for private offers. For offers created in January 2024 and later, this identifier is included in notifications for all offers, including both private offers and public offers.

For information on offer types, see the response from DescribeEntity API or the offer visibility of an agreement in the Agreements renewals dashboard.

> **Note**
>
> For DescribeEntity API, if you find an AWS account in the account targeting facet of targeting rule for that offer, it is a private offer. If there is not an AWS account in the account targeting facet of targeting rule for that offer, it is a public offer.

The `isFreeTrialTermPresent` property indicates if the buyer's subscription is a free trial. The JSON value of this property is not a *boolean* datatype. Instead, the value is converted to a *string* datatype. For more information, see SaaS free trials.

The *`<action-name>`* will vary depending on the notification. Possible actions are:

- `subscribe-success` – The `subscribe-success` message signals when the seller can begin sending metering records. If an agreement-based offer is accepted by the buyer, this message is sent again with the new `offer-identifier`.
- `subscribe-fail` – If the `subscribe-fail` message is generated, payment might have failed even though the buyer has already transitioned from the AWS Marketplace to the seller's SaaS landing page. The seller should wait for the `subscribe-success` message before allowing consumption of the product.
- `unsubscribe-pending` – When a buyer unsubscribes, an `unsubscribe-pending` message is sent first. This indicates that the seller has a limited time (about one hour) to get final metering records sent before the buyer is cancelled completely.
- `unsubscribe-success` – The `unsubscribe-success` message signals the completion of cancellation, after which no further metering records will be accepted.

Note

- If a buyer unsubscribes and then immediately successfully re-subscribes before the final `unsubscribe-success` message is sent, the final `unsubscribe-success` message will not be sent and a `subscribe-success` message will be sent instead.
- For future dated agreements (FDAs), the `subscribe-success` action is initiated on the agreement start date (and not agreement sign date).

Products with subscription pricing (including contracts with pay-as-you-go) must respond to these messages. For more information about how to respond, see the following topics:

- Integrating your SaaS subscription product with AWS Marketplace
- Integrating your SaaS contract with pay-as-you-go product with AWS Marketplace

Subscribing an SQS queue to the SNS topic

We recommend subscribing an Amazon SQS queue to the provided SNS topics. For detailed instructions on creating an SQS queue and subscribing the queue to a topic, see Subscribing an Amazon SQS queue to an Amazon SNS topic in the *Amazon Simple Notification Service Developer Guide*.

Note

You can only subscribe to AWS Marketplace SNS topics from the AWS account used to sell the products. However, you can forward the messages to a different account. For more information, see Sending Amazon SNS messages to an Amazon SQS queue in a different account in the *Amazon Simple Notification Service Developer Guide*.

Polling the SQS queue for notifications

After you subscribe your SQS queue to an SNS topic, the messages are stored in SQS. You must define a service that continually polls the queue, looks for messages, and handles them accordingly.

Accessing the AWS Marketplace Metering and Entitlement Service APIs

This section outlines the process of integrating with the AWS Marketplace Metering Service or AWS Marketplace Entitlement Service, used to ensure that your billing and reporting for customer usage of your software as a service (SaaS) products is accurate. It's assumed that you've submitted a SaaS subscriptions product or a SaaS contracts product that has been published to a limited state. In a limited state, you can use your test accounts to verify proper configuration and function but your product is not available publicly.

> **Note**
>
> If your SaaS product is integrated with another AWS managed service that handles metering in a different way (such as Amazon SageMaker Ground Truth, or AWS WAF), then you do not need to integrate with AWS Marketplace metering service. Metering for your product should only happen in one system to avoid double billing your customer.

Topics

- Configuring metering for usage with SaaS subscriptions
- Checking entitlements using the AWS Marketplace Entitlement Service
- SaaS product integration checklist

For information about setting up the AWS CLI, along with credentials, see Configuring the AWS CLI in the *AWS Command Line Interface User Guide*. If you're new to the AWS Python SDK, see the Boto 3 Quickstart.

Configuring metering for usage with SaaS subscriptions

For software as a service (SaaS) subscriptions, you meter for all usage, and then customers are billed by AWS based on the metering records that you provide. For SaaS contracts, you only meter for usage beyond a customer's contract entitlements. The following sections provide information about how to configure metering for usage with SaaS products.

When your application meters usage for a customer, your application is providing AWS with a quantity of usage accrued. Your application meters for the pricing dimensions that you defined when you created your product, such as gigabytes transferred or hosts scanned in a given hour. For

example, if you charge based on the amount of data sent into your application, you can measure the amount of data and send a corresponding metering record once an hour. AWS calculates a customer's bill using the metering data along with the prices that you provided when you created your product.

> **Note**
>
> Optionally, you can split the usage across properties that you track. These properties are exposed to the buyer as tags. These tags allow the buyer to view their costs split into usage by the tag values. For example, if you charge by the user, and users have a `Department` property, you could create a usage allocations with tags that have a key of `Department`, and one allocation per value. This doesn't change the price, dimensions, or the total usage that you report, but allows your customer to view their costs by categories appropriate to your product. For more information, see Vendor-metered tagging (Optional).

Topics

- Meter on an hourly basis
- Configure your product to meter usage
- Vendor-metered tagging (Optional)

Meter on an hourly basis

We recommend that you report usage to AWS on an hourly basis for all your customers in batches of up to 25 at a time. This gives customers as much granular visibility into their usage and costs as possible. If you aggregate usage in time periods greater than an hour (for example, one day), note the following considerations.

- AWS can only bill customers for usage of your product upon receiving metering records from you. You're responsible for ensuring that your product's metering records are successfully transmitted and received. You can use AWS CloudTrail to verify the record or records that you send are accurate. You can also use the information to perform audits over time. For more information, see Logging AWS Marketplace Metering API calls with AWS CloudTrail.
- If this is a SaaS with the pricing model "Subscription" (not pricing models "Contract" or "Contract with Consumption"), then the buyer can unsubscribe at any time. When the buyer initiates this unsubscribe action, the seller will receive an `unsubscribe-pending` notification and have

1 hour to send in all unreported usage before the final `unsubscribe-success` notification. Anything after the second notification will not be honored. The other two pricing models have a set duration based on the time of subscription and the buyer cannot unsubscribe during it. They can only turn off autorenewal. The same notification is sent at the end of that duration if not autorenewing.

- If you don't send metering records hourly and there is an application or network outage, your records will be further behind. This may result in unreported usage if the application or network outage is restored after the subscription expires.
- Even if there is no usage to report, you can continue sending metering records every hour and record a quantity of 0 if there is no usage to report for that hour. Note that after you report a buyer's usage of a dimension, 0 or more, you cannot amend the record. Thus it is best practice to report usage for the previous hour. Usage reported is visible in the buyer's AWS Billing and Cost Management console throughout the billing cycle. The console shows each dimension of your product in a separate line item with the total number of units consumed and the total cost for that line item consumed for that billing cycle or thus far, even if the dimension price is $0 per unit. If enabled, the AWS Cost and Usage Report (CUR) shows this detail including the per unit rate. These reports are not updated in real time.
- During publishing, the AWS Marketplace Operations team will test that the SaaS application sends the metering record successfully before allowing the product to be published. Typically, the team will perform a mock sign up of the SaaS and confirm that a metering record is received.

> **Note**
>
> If your SaaS product is integrated with another AWS managed service that handles metering in a different way (such as Amazon SageMaker Ground Truth, or AWS WAF), then you do not need to integrate with AWS Marketplace metering service. Metering for your product should only happen in one system to avoid double billing your customer. Note that AWS Marketplace isn't publishing new AWS WAF products at this time.

Configure your product to meter usage

You use the `BatchMeterUsage` operation in the AWS Marketplace Metering Service to deliver metering records to AWS. Keep the following in mind:

- We require sellers to use batching by using the `BatchMeterUsage` operation.

- We deduplicate metering requests on the hour.
  - Requests are deduplicated per product/customer/hour/dimension.
  - You can always retry any request, but if you meter for a different quantity, the original quantity is billed.
  - If you send multiple requests for the same customer/dimension/hour, the records are not aggregated.
- Sellers can send metering records with a timestamp up to 6 hours in the past if the customer is subscribed to your product. If the customer unsubscribes, sellers have to send the metering records within 1 hour of the customer unsubscribing.
- `BatchMeterUsage` payloads must not exceed 1MB. Choose the number of usage records to send in a `BatchMeterUsage` request so that you don't exceed the size of the payload.
- The AWS Marketplace Metering Service is available in the AWS Regions listed in AWS Marketplace endpoints and quotas in the *AWS General Reference*. By default, the US East (N. Virginia) Region is enabled for SaaS metering products when you request your product. If you intend to use other Regions, contact the **AWS Marketplace Seller Operations** team. For more information, see BatchMeterUsage.

For code examples, see Code examples for SaaS product integration.

Example: Host scanning

Your product analyzes computing hardware for known security vulnerabilities. Customers manually initiate or schedule these scans of their Amazon Elastic Compute Cloud (Amazon EC2) instances. As your product performs these scans, it tallies the number of unique hosts scanned every hour. In this example, your product uses the **Hosts** category. You can declare multiple dimensions for the types of hosts scanned. For example, you can charge different prices for small, medium, and large hosts.

Example: Log analysis

Your SaaS product digests logs that are generated by customer products, reporting trends, and anomalies. As customers upload logs to your product, you measure the quantity of data received in megabytes, gigabytes, or terabytes. On the tenth minute of every hour, a cron job reads this usage for each customer for the previous hour. The job builds a batch report and uses the `BatchMeterUsage` operation to send it to AWS. In this example, your product uses the **Data** category. Your product can also meter for the amount of log data stored for any given hour. In this case, your product can meter along two dimensions: data received in the hour and total data stored

in the hour. You can continue to meter for data stored until the customer deletes this data or it expires.

Vendor-metered tagging (Optional)

Vendor-metered tagging helps Independent Software Vendors (ISVs) give the buyer more granular insight into their software usage and can help them perform cost allocation.

There are many ways to tag a buyer's software usage. One way is to first ask your buyers what they want to see in their cost allocation. Then you can split the usage across properties that you track for the buyer's account. Examples of properties include `Account ID`, `Business Unit`, `Cost Centers`, and other relevant metadata for your product. These properties are exposed to the buyer as tags. Using tags, buyers can view their costs split into usage by the tag values in their AWS Billing Console (https://console.aws.amazon.com/costmanagement/). Vendor-metered tagging doesn't change the price, dimensions, or the total usage that you report. It allows your customer to view their costs by categories appropriate to your product.

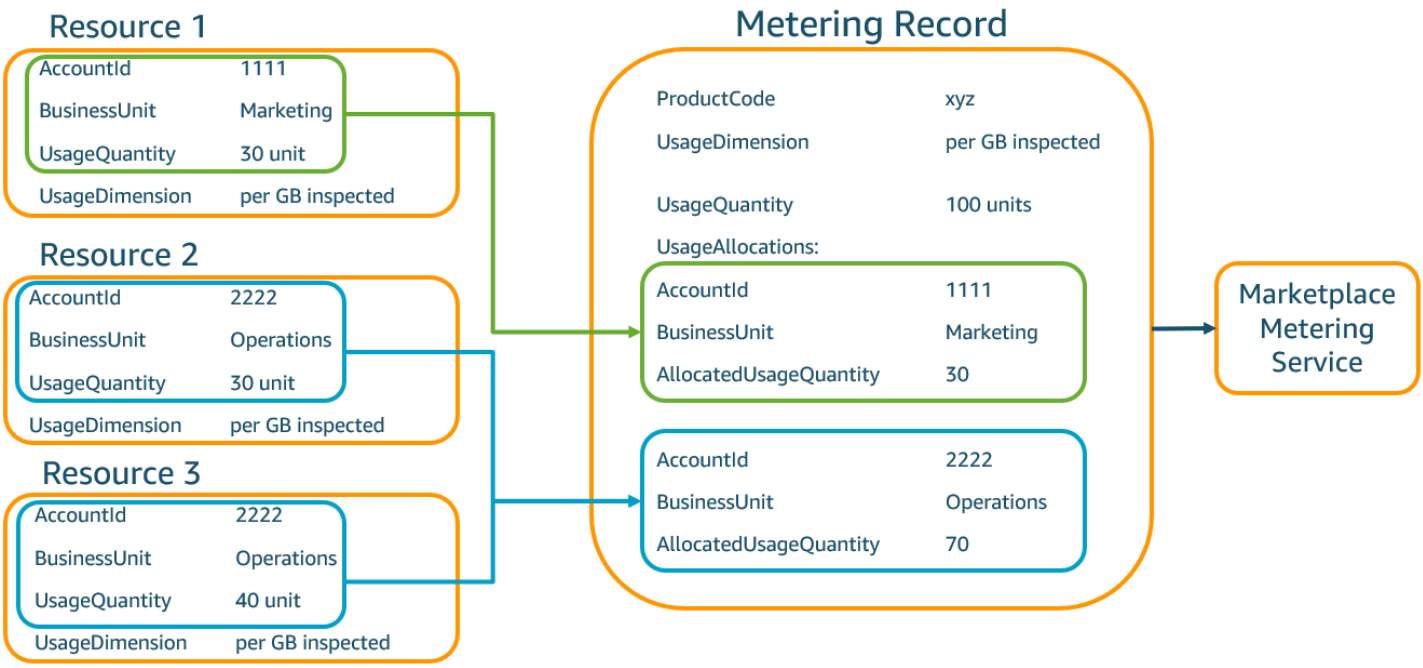
In a common use case, a buyer subscribes to your product with one AWS account. The buyer also has numerous users associated with the same product subscription. You can create usage allocations with tags that have a key of `Account ID`, and then allocate usage to each user. In this case, buyers can activate the `Account ID` tag in their Billing and Cost Management console and analyze individual user usage.

Seller experience

Sellers can aggregate the metering records for resources with the same set of tags instead of aggregating usage for all resources. For example, sellers can construct the metering record that includes different buckets of `UsageAllocations`. Each bucket represents `UsageQuantity` for a set of tags, such as `AccountId` and `BusinessUnit`.

In the following diagram, **Resource 1** has a unique set of `AccountId` and `BusinessUnit` tags, and appears in the **Metering Record** as a single entry.

Resource 2 and **Resource 3** both have the same `AccountId` tag, `2222`, and the same `BusinessUnit` tag, `Operations`. As a result, they're combined into a single `UsageAllocations` entry in the **Metering Record**.



Sellers can also combine resources without tags into a single `UsageAllocation` and send it as one of the entries in `UsageAllocations`.

Limits include:

- Number of tags – 5
- Size of `UsageAllocations` (cardinality) – 2,500
- Maximum request size – 1 MB

Validations include:

- Characters allowed for the tag key and value – a-zA-Z0-9+ -=._:\/@
- Maximum tags across `UsageAllocation` list – 5
- Two `UsageAllocations` can't have the same tags (that is, the same combination of tag keys and values). If that's the case, they must use the same `UsageAllocation`.
- The sum of `AllocatedUsageQuantity` of `UsageAllocation` must equal the `UsageQuantity`, which is the aggregate usage.
- The maximum payload size can't be more than 1 MB. This includes input attribute keys (for example, `UsageRecords`, `AllocatedUsageQuantity`, tags).

> **Note**
>
> To make sure that you aren't breaching the payload limit, create a sample request object with a maximum size based on the business requirement, convert the object into a JSON string, and obtain the size in bytes. Make sure that a single API call won't breach the 1 MB limit. For example. if a request with 1 `UsageRecord` has a maximum size of 200 KB, don't send more than 5 `UsageRecords` as part of the request (200KB * 5 = 1MB).

Buyer experience

The following table shows an example of the buyer experience after a buyer activates the `AccountId` and `BusinessUnit` vendor tags.

In this example, the buyer can see allocated usage in their **Cost Usage Report**. The vendor-metered tags use the prefix "`aws:marketplace:isv`". Buyers can activate them in the Billing and Cost Management, under **Cost Allocation Tags**, **AWS-generated cost allocation tags**.

The first and last rows of the **Cost Usage Report** are relevant to what the Seller sends to the Metering Service (as shown in the Seller experience example).

Cost Usage Report (Simplified)

ProductCode	Buyer	UsageDimension	UsageQuantity	aws:marketplace:isv:AccountId	aws:marketplace:isv:BusinessUnit
xyz	111122223333	Network: per (GB) inspected	70	2222	Operations
xyz	111122223333	Network: per (GB) inspected	30	3333	Finance
xyz	111122223333	Network: per (GB) inspected	20	4444	IT

ProductCode	Buyer	UsageDimension	UsageQuantity	aws:marketplace:isv:AccountId	aws:marketplace:isv:BusinessUnit
xyz	111122223333	Network: per (GB) inspected	20	5555	Marketing
xyz	111122223333	Network: per (GB) inspected	30	1111	Marketing

For a code example, see BatchMeterUsage with usage allocation tagging code example (Optional).

Checking entitlements using the AWS Marketplace Entitlement Service

If your product is a SaaS contracts product, your product calls the AWS Marketplace Entitlement Service to retrieve the customer's entitlement using the GetEntitlements API. Your product should verify subsequent usage on that account against the AWS Marketplace Entitlement Service. For example, if the customer provisions 10 users on the account, your product should check the AWS Marketplace Entitlement Service for entitlement to that capacity.

To verify a customer's entitlement to your product, use the `GetEntitlements` operation in the AWS Marketplace Entitlement Service. The AWS Marketplace Entitlement Service is available only in the US East (N. Virginia) Region, accessible through `entitlement.marketplace.us-east-1.amazonaws.com` or `entitlement-marketplace.us-east-1.api.aws`.

`GetEntitlements` accepts a customer AWS account ID, customer identifier and dimension as filters. `ProductCode` is a required parameter. The operation returns a paginated list of entitlements. The result has an `ExpirationDate` field that shows the minimum period of time that the entitlement is valid for. If the customer has set up automatic renewal, the date in the ExpirationDate field is the renewal date.

For code examples, see Code examples for SaaS product integration.

Retrieving entitlement on user actions

The following examples can help you better understand the process for retrieving entitlement on user actions.

Example: User-based product

You offer a product that allows a number of accounts to exist for a given customer. The customer can visit a dashboard to provision new users (for example, to assign credentials). When the customer provisions a new user, your product calls `GetEntitlements` to verify that the capacity exists. If it does not, you can call the AWS Marketplace Metering Service to bill for additional users.

Example: Data storage product

You offer a product that enables customers to store a certain amount of data in encrypted or unencrypted form. The customer can view a dashboard that displays the amount of data existing and allocated in your product. Your dashboard retrieves the allocation amount through `GetEntitlements`.

SaaS product integration checklist

Before your software as a service (SaaS) product goes live, you must verify that you have completed the required configuration. You can use the following SaaS integration checklist to verify that you have completed the required configurations.

Category	Requirements
Access	Submitted a seller registration form with the desired AWS account for AWS Marketplace usage.
Access	Completed the seller registration, including terms and conditions, bank account, and W8 or W9 tax form.
Access	Configured cross-account roles for the registered AWS Marketplace account.
Product	Completed the product request form in the AWS Marketplace Management Portal.

Category	Requirements
Product	Provided AWS account IDs for testing in the **Notes** tab of the **Create product** wizard in the AMMP.
Product	Provided a URL of the EULA in .txt format in the **Products** tab.
Product	Received your product code and Amazon SNS topic information from AWS Marketplace.
Product	Subscribed to the Amazon SNS topic and created an Amazon SQS queue to subscribe to the Amazon SNS topic.
Billing Solution	Validated you can send metering records to the `BatchMeterUsage` operation each hour for each customer for SaaS subscript ions products. Can send metering records for additional usage by each customer for SaaS contracts products.
Billing Solution	Validated you can verify customer entitleme nts from the AWS Marketplace Entitlement Service for SaaS contracts products.
Billing Solution	Validated that the costs appear as expected on bills generated for test accounts.
Billing Solution	Tested for situations such as invalid customer IDs and canceled subscriptions.
Product	Submitted the product request back to AWS Marketplace for publishing.
Registration	Implemented an HTTPS registration page that can accept HTTP POST requests.

Category	Requirements
Registration	Validated you can accept new customer registrations.
Registration	Validated you are *not* storing the registration token in a cookie.
Registration	Validated you are using `ResolveCustomer` to obtain the `ProductCode` and `CustomerIdentifier` from the AWS token.
Registration	Validated you can resolve the registration token received from AWS with no delays.
Registration	Tested that you aren't blocked from registering with email services addresses such as Gmail.
Registration	Tested that you can accept incomplete registrations and multiple registration attempts.
Subscription	Test that you can handle `unsubscribe-pending` and `unsubscribe-success` messages.
Subscription	Validated that you send final metering records within an hour of receiving an `unsubscribe-pending` message.
Security	Validated the AWS root account doesn't have API keys, has a strong password, and is associated with a hardware multi-factor authentication (MFA) device. All administrative access is through identities created with AWS Identity and Access Management (IAM). No shared accounts.

Category	Requirements
Security	Validated that IAM roles are used for all programmatic Amazon Elastic Compute Cloud (Amazon EC2) access. Credentials aren't hard-coded into scripts, headers, or source code.
Security	Validated you maintain comprehensive logging and log consolidation.
Security	Verified you have well-defined public and private subnet boundaries that isolate application services and access to database and file systems. Distinct data class definition s that demarcate sensitive data and segregate public and private data.
Security	Verified you have private data encryption in transit and at rest with scheduled key rotation.
Security	Validated you have security incident tools and access in place and routinely scheduled incident response exercises that accommodate timely investigation and recovery.
Reliability	Verified the system adapts to changes in demand, scaling up and down as required, and employs load balancing to ensure high performance. The system also provides edge-based caching as required.
Reliability	Validated recovery time and point objective s are specified, and disaster recovery is scheduled at regular intervals. Component failure is self-healing via automated triggers and notifications.

Reporting for SaaS products on AWS Marketplace

AWS Marketplace produces reports for your software as a service (SaaS) products that include data on subscribers, financials, usage, and taxes. The following table provides information about the available reports. You can use reports to gain more insight into your customer base and better understand your financials, including sales and taxes. For more information, see the section called "Seller reports". The following table summarizes how financials for SaaS products are reported.

Report	SaaS content
Daily business report	Upfront contract charges appear in the **Fees** section. Metered usage charges appear in the **Usage** section.
Monthly revenue report	Upfront contract charges appear in the **Annual subscriptions** section. Metered usage charges appear in the **Billing and revenue data** section.
Sales compensation report	Upfront contract charges and monthly additional usage charges appear as separate line items.
Customer subscriber report	New SaaS contracts appear in the **Annual subscriptions** section. New SaaS subscriptions appear in the **Hourly/monthly subscriptions** section.

Code examples for SaaS product integration

You can use the following code examples to integrate your software as a service (SaaS) product with the AWS Marketplace APIs that are required for publishing and maintaining your product. For more information, see the following sections.

Topics

- ResolveCustomer code example
- GetEntitlement code example
- BatchMeterUsage code example
- BatchMeterUsage with usage allocation tagging code example (Optional)

`ResolveCustomer` code example

The following code example is relevant for all pricing models. The Python example exchanges a `x-amzn-marketplace-token` token for a `CustomerIdentifier`, `ProductCode`, and `CustomerAWSAccountId`. The `CustomerAWSAccountId` is the AWS account ID associated with the subscription. This code runs in an application on your registration website, when you are redirected there from the AWS Marketplace Management Portal. The redirect is a POST request that includes the token.

For more information about `ResolveCustomer`, see ResolveCustomer in the *AWS Marketplace Metering Service API Reference*.

```
# Import AWS Python SDK and urllib.parse
import boto3
import urllib.parse as urlparse

# Resolving Customer Registration Token
formFields = urlparse.parse_qs(postBody)
regToken = formFields['x-amzn-marketplace-token'][0]

# If regToken present in POST request, exchange for customerID
if (regToken):
    marketplaceClient = boto3.client('meteringmarketplace')
    customerData = marketplaceClient.resolve_customer(RegistrationToken=regToken)
    productCode = customerData['ProductCode']
    customerID = customerData['CustomerIdentifier']
    customerAWSAccountId = customerData['CustomerAWSAccountId']

    # TODO: Store customer information
    # TODO: Validate no other accounts share the same customerID
```

Example response

```
{
    'CustomerIdentifier': 'string',
    'CustomerAWSAccountId':'string',
    'ProductCode': 'string'
}
```

`GetEntitlement` code example

The following code example is relevant for SaaS products with the contract and SaaS contract with consumption pricing model. The Python example verifies that a customer has an active entitlement.

For more information about `GetEntitlement`, see GetEntitlement in the *AWS Marketplace Entitlement Service API Reference*.

```
# Import AWS Python SDK
import boto3

marketplaceClient = boto3.client('marketplace-entitlement', region_name='us-east-1')

# Filter entitlements for a specific customerID
#
# productCode is supplied after the AWS Marketplace Ops team has published
# the product to limited
#
# customerID is obtained from the ResolveCustomer response
entitlement = marketplaceClient.get_entitlements({
    'ProductCode': 'productCode',
    'Filter' : {
        # Option 1: Using CustomerIdentifier (deprecated after Dec 31, 2025)
        'CUSTOMER_IDENTIFIER': [
            'customerID',
        ]
        # Option 2: Using CustomerAWSAccountID (preferred)
        # 'CUSTOMER_AWS_ACCOUNT_ID': [
        #     'awsAccountID',
        # ]
    },
    'NextToken' : 'string',
    'MaxResults': 123
```

```
})

# TODO: Verify the dimension a customer is subscribed to and the quantity,
# if applicable
```

Example response

The returned value corresponds to the dimensions created when you created the product in the AWS Marketplace Management Portal.

```
{
   "Entitlements": [
      {
         "CustomerIdentifier": "string",
         "CustomerAWSAccountID": "string",
         "Dimension": "string",
         "ExpirationDate": number,
         "ProductCode": "string",
         "Value": {
            "BooleanValue": boolean,
            "DoubleValue": number,
            "IntegerValue": number,
            "StringValue": "string"
         }
      }
   ],
   "NextToken": "string"
}
```

`BatchMeterUsage` code example

The following code example is relevant for SaaS subscription and contract with consumption pricing models, but not for SaaS contract products without consumption. The Python example sends a metering record to AWS Marketplace to charge your customers for pay-as-you-go fees.

```
# NOTE: Your application will need to aggregate usage for the
#       customer for the hour and set the quantity as seen below.
#       AWS Marketplace can only accept records for up to an hour in the past.
#
# productCode is supplied after the AWS Marketplace Ops team has
# published the product to limited
#
```

```
# You can use either:
# - customerID from the ResolveCustomer response (deprecated after Dec 31, 2025)
# - AWS account ID of the buyer

# Import AWS Python SDK
import boto3
from datetime import datetime

# Option 1: Using CustomerIdentifier (deprecated after Dec 31, 2025)
usageRecord = [
    {
        'Timestamp': datetime(2015, 1, 1),
        'CustomerIdentifier': 'customerID',
        'Dimension': 'string',
        'Quantity': 123
    }
]

# Option 2: Using CustomerAWSAccountID (preferred)
# usageRecord = [
#     {
#         'Timestamp': datetime(2015, 1, 1),
#         'CustomerAWSAccountID': 'awsAccountID',
#         'Dimension': 'string',
#         'Quantity': 123
#     }
# ]

marketplaceClient = boto3.client('meteringmarketplace')

response = marketplaceClient.batch_meter_usage(
    UsageRecords=usageRecord,
    ProductCode='productCode'
)
```

For more information about `BatchMeterUsage`, see BatchMeterUsage in the *AWS Marketplace Metering Service API Reference*.

Example response

```
{
    'Results': [
        {
```

```
            'UsageRecord': {
                'Timestamp': datetime(2015, 1, 1),
                'CustomerIdentifier': 'string',
                'CustomerAWSAccountID': 'string',
                'Dimension': 'string',
                'Quantity': 123
            },
            'MeteringRecordId': 'string',
            'Status': 'Success' | 'CustomerNotSubscribed' | 'DuplicateRecord'
        },
    ],
    'UnprocessedRecords': [
        {
            'Timestamp': datetime(2015, 1, 1),
            'CustomerIdentifier': 'string',
            'CustomerAWSAccountID': 'string',
            'Dimension': 'string',
            'Quantity': 123
        }
    ]
}
```

`BatchMeterUsage` with usage allocation tagging code example (Optional)

The following code example is relevant for SaaS subscriptions and contracts with usage pricing models, but not for SaaS contract products without usage. The Python example sends a metering record with appropriate usage allocation tags to AWS Marketplace to charge your customers for pay-as-you-go fees.

```
# NOTE: Your application will need to aggregate usage for the
#       customer for the hour and set the quantity as seen below.
#       AWS Marketplace can only accept records for up to an hour in the past.
#
# productCode is supplied after the AWS Marketplace Ops team has
# published the product to limited
#
# You can use either:
# - customerID from the ResolveCustomer response (deprecated after Dec 31, 2025)
# - AWS account ID of the buyer

# Import AWS Python SDK
```

```
import boto3
import time

# Option 1: Using CustomerIdentifier (deprecated after Dec 31, 2025)
usageRecords = [
    {
        "Timestamp": int(time.time()),
        "CustomerIdentifier": "customerID",
        "Dimension": "Dimension1",
        "Quantity": 3,
        "UsageAllocations": [
            {
                "AllocatedUsageQuantity": 2,
                "Tags": [
                    { "Key": "BusinessUnit", "Value": "IT" },
                    { "Key": "AccountId", "Value": "*********" },
                ]
            },
            {
                "AllocatedUsageQuantity": 1,
                "Tags": [
                    { "Key": "BusinessUnit", "Value": "Finance" },
                    { "Key": "AccountId", "Value": "*********" },
                ]
            },
        ]
    }
]

# Option 2: Using CustomerAWSAccountID (preferred)
# usageRecords = [
#     {
#         "Timestamp": int(time.time()),
#         "CustomerAWSAccountID": "awsAccountID",
#         "Dimension": "Dimension1",
#         "Quantity": 3,
#         "UsageAllocations": [
#             {
#                 "AllocatedUsageQuantity": 2,
#                 "Tags": [
#                     { "Key": "BusinessUnit", "Value": "IT" },
#                     { "Key": "AccountId", "Value": "*********" },
#                 ]
#             },
```

```
#             {
#                 "AllocatedUsageQuantity": 1,
#                 "Tags": [
#                     { "Key": "BusinessUnit", "Value": "Finance" },
#                     { "Key": "AccountId", "Value": "*********" },
#                 ]
#             },
#         ]
#     }
# ]

marketplaceClient = boto3.client('meteringmarketplace')

response = marketplaceClient.batch_meter_usage(
    UsageRecords=usageRecords,
    ProductCode="testProduct"
)
```

For more information about `BatchMeterUsage`, see BatchMeterUsage in the *AWS Marketplace Metering Service API Reference*.

Example response

```
{
    "Results": [
        {
            "Timestamp": "1634691015",
            "CustomerIdentifier": "customerID",
            "CustomerAWSAccountID": "awsAccountID",
            "Dimension": "Dimension1",
            "Quantity": 3,
            "UsageAllocations": [
                {
                    "AllocatedUsageQuantity": 2,
                    "Tags": [
                        { "Key": "BusinessUnit", "Value": "IT" },
                        { "Key": "AccountId", "Value": "*********" }
                    ]
                },
                {
                    "AllocatedUsageQuantity": 1,
                    "Tags": [
                        { "Key": "BusinessUnit", "Value": "Finance" },
```

```
                        { "Key": "AccountId", "Value": "*********" }
                    ]
                }
            ],
            "MeteringRecordId": "8fjef98ejf",
            "Status": "Success"
        }
    ],
    "UnprocessedRecords": [
        {
            "Timestamp": "1634691015",
            "CustomerIdentifier": "customerID",
            "CustomerAWSAccountID": "awsAccountID",
            "Dimension": "Dimension1",
            "Quantity": 3,
            "UsageAllocations": []
        }
    ]
}
```

Delivering your products through a Amazon VPC using AWS PrivateLink

AWS Marketplace supports AWS PrivateLink, an AWS service that allows you to use the Amazon network to provide buyers with access to products you sell through AWS Marketplace. The following sections outline the process for configuring and delivering your products through an Amazon Virtual Private Cloud (VPC) endpoint using AWS PrivateLink technology.

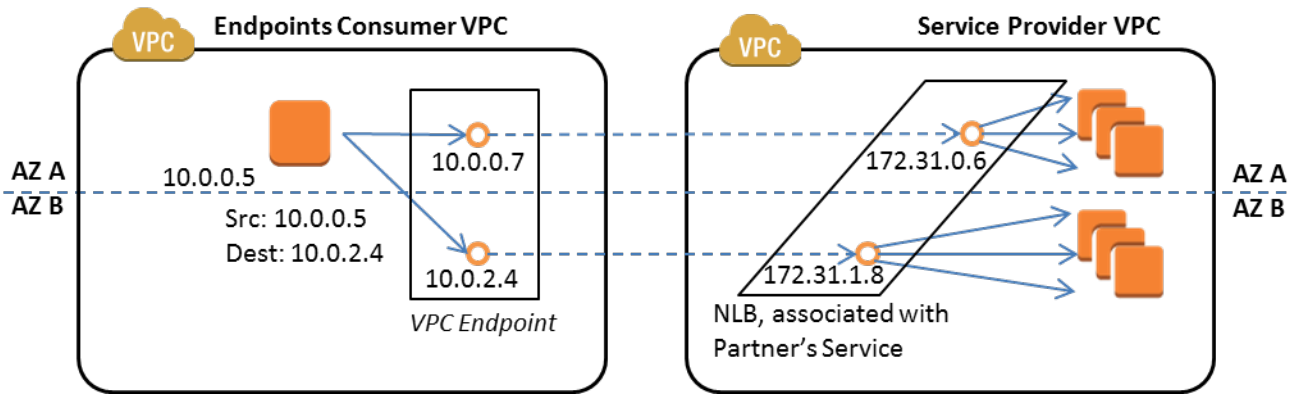
This topic assumes that you have working knowledge of several AWS services and the AWS Marketplace environment.

Topics

- Introduction
- Configuring your product
- Submitting your product to AWS Marketplace
- Buyer access to VPC endpoints
- Appendix: Checklists

Introduction

As an AWS Marketplace seller, you can provide buyers access to your service through an Amazon VPC endpoint. This approach provides buyers with access to your service across the Amazon network using AWS PrivateLink technology. If you use AWS Marketplace to create and deliver this offering, buyers can discover your service in AWS Marketplace. Your buyers can also find your product in the list of available services for creating a VPC endpoint.



A VPC endpoint is a virtual device that enables AWS customers to create a private connection between their VPC and another AWS service without requiring access over the internet, through a NAT device, a VPN connection, or AWS Direct Connect. You can create an endpoint service through AWS Marketplace that makes it possible for buyers to use this technology to connect to your service. This connection method is more secure for your buyers because they access your service through the Amazon private network rather than through the Internet.

For each region where you want to offer your service, you create or use existing resources to configure a VPC, set up your service instances, set up a network load balancer, and register your services with the network load balancer by creating a service endpoint. After you complete those steps and test your offering, you provide your configuration information to the the AWS Marketplace Seller Operations team.

AWS recommends that you provide a private DNS name that your buyers can use when they create VPC endpoints.

When buyers create their VPC endpoints, they have the option to enable a private DNS name. By choosing this option, the buyer's VPC service configures a private hosted zone. If you provide the private DNS name, buyers can use it when configuring VPC endpoints to connect to your service. In the buyer's private hosted zone, the private DNS name (api.example.com) will point to the

randomly generated DNS name(s) (vpce-11111111111111111-yyyyyyyy.api.vpce.example.com) created for your endpoint service(s). The buyer's EC2 instances call the same unified DNS name (api.example.com) across different VPCs. Also, if public and private DNS names are same, the buyer can use the same public name when accessing your service from within or outside of the VPC.

For assistance with making your service available through AWS Marketplace, you can contact the AWS Marketplace Seller Operations team. When an AWS Marketplace buyer subscribes to your service and creates a VPC endpoint, your service is shown under **Your AWS Marketplace Services**. The AWS Marketplace Seller Operations team uses the user-friendly DNS name for ease of discovery of your service when creating the VPC endpoint.

Your product is created as a software as a service (SaaS) product. Metering and billing is the same as with other AWS Marketplace SaaS products.

Configuring your product

To configure your product to be available through an Amazon VPC endpoint:

1. Create or use an existing Amazon VPC.
2. Create (or use existing) Amazon EC2 instance(s) for your product.
3. Create a network load balancer in each of the regions where you offer your product. AWS recommends that you include all Availability Zones (AZs) for a region.
4. Use the Amazon VPC console, the CLI, or supported SDKs to create a VPC endpoint service.
5. Verify that you can access the service through the network load balancer.
6. Request a certificate from AWS Certificate Manager (ACM) for your user-friendly DNS name. Before ACM issues a certificate, it validates that you own or control the domain names in your certificate request.
7. Delegate the subdomain of your user-friendly DNS name, such as api.vpce.example.com, to the name servers provided to you by the AWS Marketplace Seller Operations team. In your DNS system, you must create a name server (NS) resource record to point this subdomain to the Amazon Route 53 name servers provided by the AWS Marketplace Seller Operations team so that DNS names (such as vpce-0ac6c347a78c90f8.api.vpce.example.com) are publicly resolvable.
8. Allow access to your buyers' AWS accounts.

   Note: You can use a supported SDK or this CLI command to automate access to accounts: aws vpcev2 modify-vpc-endpoint-service-permissions --service-id vpce-svc-0123456789abcdef1 --add-allowed-principals arn:aws:iam::111111111111:root arn:aws:iam::222222222222:root.

Submitting your product to AWS Marketplace

During the process of publishing your service to AWS Marketplace, you work with the AWS Marketplace Seller Operations team. To submit your PrivateLink-enabled product:

1. Email the following information to the AWS Marketplace Seller Operations team:
   a. The endpoint and the AWS account used to create the endpoint. The endpoint is similar to this: com.amazonaws.vpce.us-east-1.vpce-svc-0daa010345a21646
   b. The user-friendly DNS name for your service. This is the DNS name that AWS Marketplace buyers use to access your product.
   c. The AWS account that you used to request certificates and the private DNS name buyers use to access the VPC endpoint.

      The AWS Marketplace Seller Operations team verifies your company's identity and the DNS name to use for the service you are registering (such as api.vpce.example.com). After verification, the DNS name overrides the default base endpoint DNS name.

Buyer access to VPC endpoints

AWS Marketplace buyers who are creating a VPC endpoint can discover your service in these situations:

- You followed the seller processes described earlier on this page to create or use an existing product.
- The buyer subscribes to your service.
- You added the buyer's AWS account to your list of allowed accounts.

When the buyer creates the VPC endpoint, they have the option to associate a private hosted zone with their VPC. The hosted zone contains a record set for the default private DNS name for the service that resolves to the private IP address of the endpoint network interfaces in their VPC.

Any buyer-hosted endpoint, including AWS Marketplace services, can provide permissions to all accounts (the "*" permission). However, when you use this approach, the services aren't included in the **Describe** calls or console unless you search by the service name. To display the services in the **Describe** calls, the buyer's AWS account must be explicitly added to the allow list by the service.

To access your service, buyers do the following:

1. Discover and subscribe to your service on AWS Marketplace.
2. Use the AWS Command Line Interface (AWS CLI), API, or the Amazon VPC console to discover your service and then establish a VPC endpoint to connect to your service in the subnets and AZs they use. The endpoints are shown as elastic network interfaces in the subnets. Local IP addresses and region and zonal DNS names are assigned to the endpoints.

Client-side DNS name	Name
Regional	Vpce<0dc9a211a78c90f8>.api.vpce.example.com
IAD2 (1a)	**us-east-1a**-Vpce<0dc9a211a78c90f8>.api.vpce.example.com
IAD2 (1b)	**us-east-1b**-Vpce<0dc9a211a78c90f8>.api.vpce.example.com

If you provided a default private DNS name and the buyer chooses **Enable Private DNS Name** (associated a private hosted zone) when creating a VPC endpoint, the buyer sees the regional default private DNS name to connect to your service.

Name	Alias	Alias hosted zone ID	(Notes)
api.example.com	vpce<0dc9a211a78c90f8>. api.vpce.example.com	Z00AABBCCDD	IAD1 IAD2

Appendix: Checklists

Use the following checklists to ensure that you configure and test your product before you submit it to the AWS Marketplace Seller Operations team.

Product creation checklist

- Create (or use an existing) VPC and then configure it.
- Create and configure a network load balancer within the VPC.

- Register your service with your network load balancer by creating a VPC endpoint service.
- Provide the AWS account ID you used to configure the VPC endpoint to the AWS Marketplace Seller Operations team.
- Provide the default endpoint service name (for example, com.amazonaws.vpce.us-east-1.vpce-svc-0bbb070044a2164) to the AWS Marketplace Seller Operations team.
- Provide a user-friendly service DNS name (required) to override the randomly generated service DNS name. Request SSL certificates from ACM for the subdomain used for your user-friendly service DNS name. Provide these certificates and the AWS account ID you used to request them to the AWS Marketplace Seller Operations team.
- Recommended: Provide a private DNS name.
- Create a process to inform and allow your AWS Marketplace buyers the option to connect to your service using AWS PrivateLink technology. Add AWS account IDs for your buyers to your allowed list of accounts.

Product testing

- Verify that your service is configured and discoverable.
- Verify that your service is discoverable over the network load balancer.
- Verify that a buyer can create a VPC endpoint and access your service. Use an AWS account you own that is not the account you used to set up your service.

Professional services products in AWS Marketplace

As a seller, you can offer professional services to AWS Marketplace buyers. Professional services include services to assess, migrate, support, manage, and train others in how to use AWS services and products in AWS Marketplace. Sellers create a product offering that describes the services they provide, negotiate with customers to create an agreement on terms, and then create a custom offer for services through AWS Marketplace.

> **Note**
>
> As an independent software vendor (ISV), channel partner, or consulting partner, you can also authorize another partner to resell your professional services products using channel partner private offers. For more information, see Creating a resell opportunity for a channel partner as an ISV.

Buyers can find professional services products on the AWS Marketplace catalog by selecting **Professional Services** under **Categories**, choosing **Professional Services** under **Delivery methods**, and refine their search by **Publisher**, **Pricing model**, and **Pricing unit**. They're charged for the services in their AWS bill. They can use tools such as AWS Cost Explorer to centralize payments and manage their costs.

For more information about professional services products, see:

- Getting started with professional services products
- Providing details for a professional services product
- Requirements for professional services products
- Creating a resell opportunity for a channel partner as an ISV

The following video explains more about managing professional services products in AWS Marketplace.

Manage Professional service products in AWS Marketplace.

Getting help

For assistance with your professional services products, contact your business development partner for AWS Marketplace or the AWS Marketplace Seller Operations team.

Getting started with professional services products in AWS Marketplace

As a seller, you can offer professional services to AWS Marketplace buyers. Professional services include services to assess, migrate, support, manage, and train others in how to use AWS services and products in AWS Marketplace. Your product definition tells buyers about the services that you offer and explains why they should select your company for those services. AWS Marketplace allows buyers to contact you. You agree on a contract, and then you create a private offer that allows the buyer to purchase your services for a fixed cost. The following sections show you how to get started with a professional services product, providing the steps that you need to create your first product and offer it to your customers.

The following video explains more about listing professional services products in AWS Marketplace.

Topics

- Prerequisites
- Create a professional services product
- Create private offers
- Edit product information
- Editing product pricing
- Edit product visibility
- Remove a professional services product

Prerequisites

To sell professional services on AWS Marketplace, you must complete the following prerequisites:

- Have access to the AWS Marketplace Management Portal. This is the tool that you use to register as a seller and manage the products that you sell on AWS Marketplace. To learn more about

getting access to the AWS Marketplace Management Portal, see Policies and permissions for AWS Marketplace sellers.

- Register as an AWS Marketplace seller and submit your tax and banking information. You must provide a non-UK bank account to receive disbursements. To learn more about becoming an seller, see Getting started as an AWS Marketplace seller.
- You must have a professional services product to offer that is related to an AWS service or at least one public product in AWS Marketplace. Your product must either directly support those products, or offer services that drive subscriptions to those products.

> **Note**
>
> Your product must be listed in at least one of these primary categories: Assessments, Implementation, Managed services, Premium support, or Training.
> For more information about professional services product guidelines, see Requirements for professional services products on AWS Marketplace.

Create a professional services product

The following procedure describes how to create a new professional services product in the AWS Marketplace Management Portal.

To create a professional services product

1. Open a web browser and sign into the AWS Marketplace Management Portal.
2. From the **Products** menu, select **Professional services**. This page shows you all professional services products that you have already created, as well as any requests you have made for creating or modifying these products.
3. On the **Professional Services products** tab, select **Create professional services product**.
4. On the **Create product** page, provide the information for your product, and select **Submit**. For more information about the details that you must provide, see Providing details for a professional services product in AWS Marketplace.
5. (Optional) From the **Products** menu of AWS Marketplace Management Portal, select **Professional services**, then choose the **Requests** tab. Verify that you see your product request with the correct **Product title**, and that the **Request status** is **Under review**. Your product should be created in limited preview mode within a few minutes.

> **Note**
>
> You can return to the **Requests** tab of the **Professional services** page to see the status of your request at any time. Any errors in the creation process will appear here. You can select the request to see the request details or to fix errors.

When your product is initially created, it's only accessible to your AWS account (the one you used to create the product). If you view the product from the **Professional services** page, you can select **View on AWS Marketplace** to view the product details as they appear in AWS Marketplace for buyers. This detail listing isn't available to other AWS Marketplace users, unless you extend a private offer to them.

To learn how to make the product available publicly, see Edit product visibility.

Create private offers

When a potential buyer views your product on AWS Marketplace, they can't purchase it directly. When they attempt to subscribe, they are redirected to request a private offer from you. AWS Marketplace sends an email message to your AWS Marketplace seller account root user email address, informing you that the customer has requested a private offer. The following procedure describes how to respond to this request.

> **Note**
>
> When you create a private offer higher than $250,000 through the AWS Marketplace Management Portal, additional approval may be required. For more information, contact the Private Offer Success Team (POST), Vendor Finance Success (VFS), or Seller Reporting teams through the AWS Marketplace Management Portal.

To create a private offer for a professional services product

1. Contact the customer to resolve any questions you have about the request. Agree on the offer terms before creating the private offer in AWS Marketplace. The buyer is not obligated to purchase your product, so it makes sense to agree before creating the offer.
2. Open a web browser and sign into the AWS Marketplace Management Portal.
3. Select **Offers** from the menu, then select **Create private offer**.

4. On the **Create private offer** page, select the product that you want to create a private offer for. Only currently available products are included.
5. Enter the **Buyer account Ids** that you want to extend a private offer to. You can include up to 25 accounts in a single private offer. If the buyer used the request an offer feature, the email message that you received includes the buyer account Id for the requesting account.
6. Choose whether to allow buyers to pay for the product in installments. Typically, short contracts are paid in one payment. Longer contracts may have the option to pay in installments, but this is part of the agreement that you come to with the buyer. Select **Next**.
7. Complete the offer details, including the following information:

   - **Custom offer name** – Provide enough detail that you and the customers will recognize the offer. Include your company or product name and a description of the product. Do not include any personally identifiable information, including names, phone numbers, or addresses.
   - **Agreement end date** – The date that the agreed-to services end. For example, if you are offering support for 1 year, enter a date that is 1 year away from the date that the service will be available.
   - **Product dimensions** – The prices and units for the service that you are offering, as follows:
     - Lump sum payment offers – You can list each of the dimensions with their associated price (for example, you could have dimensions called *Silver*, *Gold*, and *Platinum*). The buyer can choose and pay for their preference.
     - Offers that include a payment schedule – You must choose a single dimension and provide a payment schedule with amounts and dates for each payment.

     > **Note**
     >
     > If you want to create a zero dollar offer, you must select **I want to enable zero dollar prices** for confirmation. This precaution helps to prevent you from accidentally creating a free offer.

   - **Service agreement** – Documents that define your service agreement with the customer. The documents that you upload (in text or PDF formats) are appended together into a single PDF document, so make sure that the file name is not required to understand the content.
   - **Offer expiration date** – The date the offer expires. This determines how long the buyer has to accept the offer and is unrelated to when the professional service will be available. You can extend the offer expiration date after your offer has been created.

8. Select **Next** when you're done editing the options.
9. On the **Review offer** page, make sure that the offer details are correct, and then choose **Create offer**.

> **Note**
>
> Your offer may take some time to be published. After it's published, you can view the offer on the **Manage offers** page. If you need to edit an offer (that has not yet been accepted), you can do so from that page.

10. After the offer is published, and available on the **Manage private offers** page, from the **Actions** menu for that offer, select **Copy offer URL**, and then send it in an email message to the buyer to accept.

Edit product information

The following procedure describes how to edit the product information for an existing professional services product in the AWS Marketplace Management Portal.

To edit product information

1. Open a web browser and sign into the AWS Marketplace Management Portal.
2. From the **Products** menu, select **Professional services**. This page shows you all professional services products that you have already created, as well as any requests you have outstanding for creating or modifying these products.
3. Select an existing product that you would like to edit. Then, from the **Request changes** menu, select **Update product information**.
4. Make the changes to the details. For more information about the fields you can edit, see Providing details for a professional services product in AWS Marketplace.
5. Select **Submit** to create the request.
6. (Optional) If you are not already on the **Requests** tab of the **Professional services** page, then from the **Products** menu of AWS Marketplace Management Portal, select **Professional services**, then choose the **Requests** tab. Verify that you see your request with the correct **Product title**, and that the **Request status** is **Under review**. Your product will be updated with the changes you requested within a few minutes. If there is an error, you can view it here and resubmit your edits after fixing the errors.

Editing product pricing

The following procedure describes how to edit the pricing information for an existing professional services product in the AWS Marketplace Management Portal.

To edit product pricing

1. Open a web browser and sign into the AWS Marketplace Management Portal.
2. From the **Products** menu, select **Professional services**. This page shows you all professional services products that you have already created, as well as any requests you have made for creating or modifying these products.
3. Select an existing product that you would like to edit, then from the **Request changes** menu, select **Update pricing dimensions**.

   > **Note**
   >
   > You can only add new pricing dimensions through the AWS Marketplace Management Portal. To modify or remove previously created dimensions, contact the AWS Marketplace Seller Operations team with your request. In your request, include the product ID and details about what dimensions you want to change or remove.

4. Add any new pricing dimensions that you want. For more information about the pricing fields, see Providing details for a professional services product in AWS Marketplace.
5. Select **Submit** to create the request.
6. (Optional) From the **Products** menu of AWS Marketplace Management Portal, select **Professional services**, then choose the **Requests** tab. Verify that you see your request with the correct **Product title**, and that the **Request status** is **Under review**. Your product will be updated with the changes you requested within a few minutes. If there is an error, you can view it here and resubmit your edits after fixing the errors.

Edit product visibility

By default, products are created with limited visibility—a new product is only visible from your account. You can add other test accounts, or make the product publicly visible in the AWS Marketplace. The following procedure describes how to edit the visibility of an existing professional services product in the AWS Marketplace Management Portal.

To edit product visibility

1. Open a web browser and sign into the AWS Marketplace Management Portal.
2. From the **Products** menu, select **Professional services**. This page shows you all professional services products that you have already created.
3. Select an existing product that you would like to edit or update the visibility. Then, from the **Request changes** menu, select **Update product visibility**.
4. Select an option to update your product visibility and choose **Submit** to submit your request for review.
5. Verify that the **Requests** tab shows the **Request** status as **Under review**. When the request completes, the status becomes **Succeeded**. If the status is **Failed**, select the request name to view the **Issues Found**.

> **Note**
>
> To make a product visible in the public AWS Marketplace catalog requires a product review by the AWS Marketplace Seller Operations team to ensure that the product meets the product guidelines (see Requirements for professional services products on AWS Marketplace). The request can take several days to complete.

Remove a professional services product

The following procedure describes how to remove an existing professional services product from the AWS Marketplace Management Portal.

> **Note**
>
> Removing a professional services product would not affect active private offers.

To remove a product

1. Open a web browser and sign into the AWS Marketplace Management Portal.
2. From the **Products** menu, select **Professional services**. This page shows you all professional services products that you have already created.

3. Select an existing product that you would like to remove. Then, from the **Request changes** menu, select **Update product visibility**.
4. Select **Restricted** as the visibility option to update your product visibility and choose **Submit**.
5. Verify that the **Requests** tab shows the **Request** status as **Under review**. When the request completes, the status becomes **Succeeded**.

> **Note**
>
> The request can take several days to complete. Products with active offers will be moved to restricted state until the last active subscription or contract is completed and then removed from AWS Marketplace. Restricted status means that existing users can continue to use the product. However, the product will no longer be visible to the public or be available to new users.

Providing details for a professional services product in AWS Marketplace

When you publish a professional services product on AWS Marketplace, you must provide the product metadata. Product metadata includes product settings for visibility and pricing and product information that provide buyers with more information about your professional services product. You can edit product descriptions, additional resources, pricing dimensions, and product visibility. The following sections provide information that you can use as you prepare or edit your product details.

> **Note**
>
> For information about guidelines and requirements for professional services products, see Requirements for professional services products on AWS Marketplace.

Topics

- Product descriptions
- Additional resources
- Support information

- Pricing dimensions
- Product visibility

Product descriptions

The product descriptions section in the product details is the core of your product. It describes your product to your potential buyers so that they can make a purchasing decision. This section of the product details includes the following data:

- **Product title** – The name of your product. This is used to identify your product; it's visible on the product page and within search results. Provide a meaningful name for your product. It must be unique within AWS Marketplace.
- **SKU** – (Optional) Used to track your products on AWS Marketplace. This information is for your own use; buyers don't see it.
- **Short description** – A concise description of your product that appears on the tiles and underneath the product title in the AWS Marketplace product catalog.
- **Long description** – A longer, formatted description that describes the details of your product to buyers. List the product features, benefits, usage, and other information specific to the product. Use the available formatting to make the information easier to understand and scan.
- **Product logo** – This field is a public Amazon S3 URL that points to an image file that represents your product. The file must be in .png, .jpg, or .gif format, with a transparent or white background, under 5MB, and be between 110-10,000 pixels wide and tall. The logo is uploaded during product submission, and stored in AWS Marketplace. Modifying the contents of the URL will not modify the logo in AWS Marketplace after it is submitted.

  > **Note**
  >
  > The Amazon S3 URL that you provide must be publicly available. This is a property of the Amazon S3 bucket in which the file resides. For more information, see How do I edit public access settings for Amazon S3 buckets? in the Amazon Simple Storage Service Console User Guide.

- **Highlights** – A set of one to three short points about your product, describing its key features or differentiators. At least one highlight is required.

- **Product categories** – The types of service that you provide. You must choose at least one, and up to three, categories. There are many categories to choose from, but professional services products must include at least one of the following:

  Assessment

  Evaluation of the customer's current operating environment to find the right solutions for their organization.

  Implementation

  Help with configuration, setup, and deployment of third-party software.

  Premium support

  Access to guidance and assistance from experts, designed for the customer's needs.

  Managed services

  End-to-end environment management on the customer's behalf.

  Training

  Tailored workshops, programs, and educational tools provided by experts to help the customer employees learn best practices.
- **Keywords for search results** – Provide up to three keywords that buyers might use to search for your product. You can list keywords in a comma-separated list, up to 250 characters.
- **Associated products** – *optional* – Include at least one public product from AWS Marketplace that your service either works with or supports. AWS Marketplace uses these products as input when selecting products to show on your product's details page or in **Related products** for those products.

Additional resources

In the **Additional resources** section of the product details, you can provide links to resources that you have created to help your customers. This is an optional set of one to three downloadable resources that are stored online. Examples of resources include product information sheets, whitepapers, or product manuals. For each resource, provide a name and a URL for the resource.

Support information

This section is a formatted text field that allows you to describe the support that you provide for your service.

Customers expect support on issues, such as using the services, troubleshooting, and requesting refunds (if applicable). You must provide at least one of the following for your product's support: an email address, a phone number, or support URL(s). Include a description of the level of support buyers can expect when they purchase your product.

Pricing dimensions

Pricing dimensions for professional services are packages that you offer. For example you might offer *Silver*, *Gold*, and *Platinum* support. Or you might offer 10, 20, or 50 hours of consulting. For each dimension you want to offer (at least one, up to 24), specify a name and a description. When you create a private offer for the product by working with a buyer directly, you set the actual prices for these dimensions.

> **Note**
>
> For information about how pricing dimensions are used, and how prices are set, see Create private offers.

Product visibility

Released products can be visible in AWS Marketplace to just your own account, to a small set of test accounts, or to all AWS accounts. By default, the product is published in private release. To change the product visibility, see Edit product visibility.

Requirements for professional services products on AWS Marketplace

AWS Marketplace maintains requirements for all products and offerings on AWS Marketplace. These requirements help to promote a safe, secure, and trustworthy curated digital catalog for our customers. We encourage sellers to review the implementation of additional controls and protocols as applicable to meet the needs of their specific products.

AWS Marketplace reviews all products and their related metadata when submitted to ensure that they meet or exceed current AWS Marketplace requirements. We review and adjust these requirements to meet our security requirements. In addition, AWS Marketplace continuously reviews products to verify that they meet any changes to these requirements. If products fall out of compliance, AWS Marketplace contacts you to update your product. In some cases, your products might temporarily be unavailable to new subscribers until issues are resolved.

Topics

- Product setup guidelines
- Customer information requirements
- Product usage guidelines
- Architecture guidelines

Product setup guidelines

All professional services products must adhere to the following product setup guidelines:

- All pricing dimensions must relate to actual services offered and billed using AWS Marketplace.
- Your products must be listed in one of these categories: *Assessments*, *Implementation*, *Managed services*, *Premium support*, or *Training*.
- Besides the required professional services categories, your product should also be correctly categorized by choosing other appropriate categories that fit into services offered.
- Your product's logo must not be designed to confuse with the AWS logo, or any logo from an unrelated third party.
- Your product details must not contain offensive or explicit material. They must comply with the AWS Acceptable Use Policy available at https://aws.amazon.com/aup/.
- Your professional service product must directly support or offer services related to third-party software products listed on AWS Marketplace or help customers achieve specific outcomes related to the adoption or management of their AWS Cloud.

Customer information requirements

All professional services products must adhere to the following customer information requirements:

- Professional services products must be billed entirely through the listed dimensions on AWS Marketplace.
- You are not permitted to collect customer payment information for your professional services product listing on AWS Marketplace at any time, including credit card and bank account information.
- Any subscriber or prospective subscriber information provided by AWS to you in conjunction with your professional services products must be used solely in accordance with the Terms and Conditions for AWS Marketplace Sellers.

Product usage guidelines

All professional services products must adhere to the following product usage guidelines:

- After a customer contacts you through the professional service listing, you should contact them within two business days. After a customer accepts a private offer, you must contact them or provide them with next steps within two days unless otherwise outlined in the private offer.
- Customers must be able to easily get help with issues, such as using the services, troubleshooting, and requesting refunds (if applicable). Support contact options must be specified on the fulfillment landing page. The support description should contain a statement about the level of support a customer can expect.
- Your product's overview should include clear value propositions, key features, links to detailed documentation, and clear definitions of pre-purchase and post-purchase support of the services offered.
- Your products should have clear and straightforward service terms.

Architecture guidelines

All professional services products must adhere to the following architecture guidelines:

- Professional services products must be related to an AWS service or at least one public AWS Marketplace product (up to four) in which the product offers services for those related products directly or offers services that drive more subscribers to those related products.
- If the services offered require additional resources in the customer's infrastructure, follow these guidelines:

- Provision resources in a secure way, such as by using the AWS Security Token Service or AWS Identity and Access Management (IAM).
- Provide additional documentation including a description of all provisioned AWS services, IAM policy statements, and how an IAM role or user is deployed and used in the customer account.
- Include a notification in the product description that explains that if the customer incurs additional AWS infrastructure costs, separate from their AWS Marketplace transaction, they're responsible for paying additional infrastructure charges.
- If your product deploys an agent, provide instructions to the customer that describe how to deploy the agent in their AWS account.

Pricing professional services products in AWS Marketplace

As an AWS Marketplace seller, you can accept private offers for professional services products. Private offers are negotiated terms used to purchase a product from AWS Marketplace. As a seller, you negotiate with a buyer to arrive at a private offer. Private offers are one of the pricing models available in AWS Marketplace. With seller private offers, there are options available for multi-year and custom duration contracts. This topic provides more information about professional services product pricing and prviate offers.

For more information about multi-year and custom duration contracts, see Preparing a private offer for your AWS Marketplace product and Private offer installment plans.

You can set only one price per product. For more information about pricing AWS Marketplace products, see Product pricing for AWS Marketplace.

How private offers work

You can create and manage your private offers from the **Offers** page in the AWS Marketplace Management Portal. You specify the product for the offer to generate a unique ID and URL. You'll create a pricing plan for the private offer, add legal terms and sales documents, and extend the offer to specific buyer AWS accounts. The offer is only visible to the accounts for which you created the offer.

After you create a private offer and notify potential buyers, they can view and accept the offer. To view the offer, the buyer must be signed into the AWS account that received the offer.

Note

Buyers can't view the offer unless you extend it to either their linked account or their management account. You can't provide service limits in the offer, so the buyer can use as much of your product at the negotiated prices as they want, unless the product has a limit.

For information on creating a private offer, see Creating and managing private offers.

Private offers are tracked in seller reports. For more information, see Reporting for private offers and the Seller reports guide.

AI agent products

What are AI agent products?

AI agents are software systems that leverage artificial intelligence to reason, plan, and complete tasks on behalf of humans or systems. Unlike traditional software that follows fixed rules, AI agents operate independently, adapting through multi-step processes to achieve specific goals.

AI agents combine foundation models for reasoning and planning with discrete agentic tools (like guardrails, knowledge bases, and business logic) to process requests, retrieve information, and execute tasks. They can search knowledge bases, call APIs, update systems, and make decisions based on user needs and environmental context.

Agentic tools are specialized components that enhance AI agent capabilities, including:

- Knowledge bases for domain-specific information
- Guardrails for safety and compliance
- Integration protocols like Model Context Protocol (MCP)
- Specialized APIs and microservices
- Business logic components and workflows

Types of AI agents and tools suitable for AWS Marketplace

AWS Marketplace supports a wide variety of AI agents and tools across different industries and use cases. Common types include the following, though this is not an exhaustive list:

Content-creation agents

Agents that generate, edit, or optimize content including text, images, videos, and multimedia. Examples include writing assistants, social media content generators, and marketing automation agents.

Data-analysis agents

Agents that process, analyze, and derive insights from data. Examples include business intelligence agents, financial analysis tools, and predictive analytics systems.

Customer-service agents

Agents that handle customer interactions, support requests, and service automation. Examples include chatbots, ticket routing systems, and customer experience optimization tools.

Business-process-automation agents

Agents that automate complex business workflows and processes. Examples include document processing agents, approval workflow systems, and compliance automation tools.

Security and compliance agents

Agents that monitor, detect, and respond to security threats or compliance requirements. Examples include threat detection systems, audit automation tools, and risk assessment agents.

Developer-tools agents

Agents that assist with software development, testing, and deployment. Examples include code generation assistants, testing automation agents, and deployment optimization tools.

Agentic tools

Specialized components that enhance other AI agents, including knowledge bases, guardrails, and integration protocols such as Model Context Protocol (MCP).

Deployment options for AI agent products

AWS Marketplace supports multiple deployment options for AI agents, allowing you to choose the approach that best fits your architecture and customer needs:

- **API Deployment Option** – The API deployment option allows customers to access your AI agent through vendor-hosted endpoints. This option is ideal for agents and agent tools that require specialized infrastructure or proprietary models that you want to keep in your own environment.
- **Container Deployment** – Package your AI agent and agentic tools as containerized applications that customers can run in their own AWS environments. This option provides customers with greater control over their data and infrastructure.

API deployment details

With API deployment, you host and maintain the AI agent or tool in your own environment, exposing functionality through well-defined API endpoints. This deployment method supports

two integration patterns that determine the customer launch method: Quick Launch, where sellers integrate with the AWS Marketplace deployment service and provide API keys directly to customers' AWS accounts upon subscription; and Regular redirect, where customers are redirected to the seller website to obtain API keys or OAuth usage instructions. This approach offers several advantages, including the following:

- Protect proprietary models and algorithms
- Centralized updates and improvements
- Consistent performance across all customers
- Simplified customer onboarding

When listing an API-deployed agent, you'll need to provide comprehensive API documentation, detailed usage instructions, authentication methods, and endpoint specifications to ensure that customers can successfully integrate with your service.

Container deployment details

Container deployment packages your AI agent or tool as a containerized application that customers can run in their own AWS environments. This approach provides the following benefits:

- Data remains within the customer's environment
- Customizable deployment configurations
- Integration with customer's existing infrastructure
- Support for air-gapped or high-security environments

When listing a containerized agent, provide clear deployment instructions, resource requirements, and configuration options to ensure successful customer implementation.

Choosing the right deployment option

When selecting a deployment option for your AI agent or tool, consider the following factors:

- **Data sensitivity** – If your customers work with highly sensitive data that cannot leave their environment, container deployment may be the best option.
- **Model complexity** – For large or complex models that require specialized hardware, API deployment might be more practical.

- **Operational overhead** – Consider the resources required to maintain and update your solution across different deployment models.

Listing AI agent products

This section describes how to list both API-based and container-based AI agent products on AWS Marketplace.

Prerequisites

Before beginning, ensure that you have the following:

- A clear understanding of your AI agent capabilities and target use cases.
- Appropriate security measures and compliance certifications.
- Technical documentation for integration and deployment.
- Pricing strategy aligned with your business model.

Listing AI agent products and agent tools on AWS Marketplace

AWS Marketplace supports two primary deployment methods for AI agent products and agent tools. Choose the procedure that matches your deployment approach:

- Listing API-based AI agent products
- Listing container-based AI agent products

Listing API-based AI agent products

Start the listing wizard

1. Sign in to the AWS Marketplace Management Portal.
2. On the **Products** menu, choose **AI Agents & Tools**, **SaaS**.
3. For **Create SaaS or AI agents & tools product**, choose **AI agents & tools product**.
4. (Optional) Add tags to label your product.
5. Enter a product title.
6. Choose **Generate product ID and code**, and then choose **Continue to wizard**.

Step 1: Provide product information

1. Enter the following:
   - **Product title**
   - **SKU** (optional)
   - **Amazon product logo S3 URL**
   - **Short description**
   - **Long description**
   - **Product video URL** (optional)
   - **Highlights** (1-3)
2. Enter support details and add optional learning resources by choosing **Add resource**.
3. In the **Product categories** menu, choose 1-3 categories. We recommend that you choose at least one category from the **AI Agents & Tools** business categories.
4. Enter keywords to improve search discoverability.
5. (Optional) Add video and image assets according to the guidelines.
6. Choose **Next**.

Step 2: Configure fulfillment options

1. Choose a fulfillment method.

   > **Note**
   >
   > You can't change the fulfillment method after you publish the product.

2. Enter the fulfillment URL.
3. Enter the endpoint URL.
4. Choose an authorization method:
   - **API Keys** – Customers authenticate using API keys that you provide.
   - **OAuth** – Customers authenticate using OAuth 2.0 authorization flow.

   If you choose OAuth, provide clear usage instructions for customers, including:

- OAuth authorization URL and token endpoint
- Required scopes and permissions
- Step-by-step authentication flow instructions
- Example API calls with proper authentication headers
- Troubleshooting common authentication issues

5. (Optional) Add integration protocols.

   Specify any integration protocols your AI agent or tool supports, such as MCP or other standardized communication protocols. This helps customers understand how to integrate your solution into their existing workflows.

6. Choose your AI agent or tool type.

> **Note**
>
> If you choose **Free product**, pricing and refund policy settings don't apply.

7. Provide detailed usage instructions. For more information, see Usage instructions example.

Usage instructions example

When listing your AI agent or tool on AWS Marketplace, provide clear usage instructions to help customers integrate and use your solution. The following example demonstrates usage instructions for an MCP server, including tool descriptions, prerequisites, authentication setup, configuration for popular clients, rate limits, and additional resources:

```
To get started using the remove MCP server, follow the instructions below:

**Availble  Tools**
This MCP server support the following tools:
- Search - Performs a web search
- Summarize Website - Summarizes a webpage

**Prerequisites**
- Install **Node.js** and **npm**

**Authentication**
 Replace `YOUR_API_KEY` with your actual key below.
```

````
**Claude Desktop**
Edit the configuration file at:
- macOS: ~/Library/Application Support/Claude/claude_desktop_config.json
- Windows: %APPDATA%\Claude\claude_desktop_config.json

Add the below code:
```
{
  "mcpServers": {
    "demo-example": {
      "command": "npx",
      "args": [
        "mcp-remote",
        "https://remote.mcp.server/sse",
        "--header",
        "Authorization: Bearer <YOUR_API_KEY>"
      ]
    },
  }
}
```

**Cline**
Cline stores MCP server configurations in a JSON file that can be modified.
 In the “Installed” tab, click “Configure MCP Servers” to access the settings file.

 Add the following:
```
{
 "mcpServers": {
  "demoServer": {
   "url": "https://remote.mcp.server/sse",
   "disabled": false,
   "autoApprove": ["searchWeb", "summarizeWebsite"],
   "timeout": 30
  }
 }
}
```

**Rate Limits**
- 60 requests per minute per API key.
- Exceeding returns HTTP 429 Too Many Requests.
- Use retry and exponential backoff to handle limits.
````

```
**Learn More**
MCP Docs: https://mcp.search.demoproduct.com
```

Step 3: Configure product pricing

1. Choose a pricing model.
2. Choose **Next**.

> **Note**
>
> If you choose free pricing, you are still responsible for providing customer support for your AI agent or tool. Free products must include clear support contact information and documentation.

Step 4: Review prices

1. Set and review product pricing.
2. Choose **Next**.

Step 5: Specify refund policy

1. Enter a refund policy.
2. Choose **Next**.

> **Note**
>
> If you chose the free product pricing model, you do not have to enter a refund policy.

Step 6: Configure EULA

1. Choose **Standard Contract for AWS Marketplace** or **Custom EULA**.

> **Note**
>
> If you choose Custom EULA, enter a URL for the end-user license agreement.

2. Choose **Next**.

Step 7: Configure offer availability

1. Choose your offer availability by country.
2. Choose **Next**.

(Optional) Step 8: Allowlisted accounts

1. Enter allowlisted AWS accounts.
2. Separate allowlisted accounts with commas.
3. Choose **Submit**.

Listing container-based AI agent products

Start the listing wizard

1. Sign in to the AWS Marketplace Management Portal.
2. On the **Products** menu, choose **AI Agents & Tools**, **Container-based**.
3. For **Create Server or AI agents & tools product**, choose **Container or AI agents & tools product**.
4. (Optional) Add tags to label your product.
5. Enter a product title.
6. Choose **Generate product ID and code**, and then choose **Continue to wizard**.

Step 1: Provide product information

1. Enter the following:

   - **Product title**

- **SKU** (optional)
- **Amazon product logo S3 URL**
- **Short description**
- **Long description**
- **Product video URL** (optional)
- **Highlights** (1-3)

2. Enter support details and add optional learning resources by choosing **Add resource**.
3. In the **Product categories** menu, choose 1-3 categories. We recommend that you choose at least one category from the **AI Agents & Tools** business categories.
4. Enter keywords to improve search discoverability.
5. (Optional) Add video and image assets according to the guidelines.
6. Choose **Next**.

Step 2: Configure product pricing

1. Choose a pricing model.

    a. If you choose **Usage-based pricing**, complete the **Usage dimensions** section that appears below the pricing model options.

    b. If you choose free pricing, you are still responsible for providing customer support for your AI agent or tool. Free products must include clear support contact information and documentation.

2. Choose **Next**.

Step 3: Set prices

1. Under **Hourly pricing options**, choose a pricing option.

    a. Choose **Hourly pricing** to charge buyers based on the hourly rate per Amazon Elastic Container Service (Amazon ECS) task or per Amazon Elastic Kubernetes Service (Amazon EKS) pod.

    b. Choose **Hourly with long term** to charge buyers based on hourly usage with long-term contract options at a reduced price, paid up front.

2. In the **Test pricing for custom usage** section, configure your usage dimensions.

a. Review the dimension name, API identifier, and description that were configured in the previous step.

b. Enter the hourly price per unit in USD. The system sets a default test price of $0.00000001 to allow testing without incurring large bills.

3. (Optional) Configure a free trial for your product.

a. Select the **Free trial** checkbox to enable a free trial period.

b. For **Trial period**, choose the duration of your product's free trial period (between 5 and 31 days).

4. Choose **Next**.
5. Review product pricing.
6. Choose **Next**.

> **Important**
>
> If you plan to list an AI agent or tool hosted on Amazon Bedrock AgentCore, ensure your pricing model is compatible. Some pricing models may require you to return to Step 2: Configure product pricing.

> **Note**
>
> Free trials allow buyers to try your product before purchase. Products with free trials display a "Free trial" badge on the product listing page and in search results. During the trial period, buyers can use one dimension of your software for up to 31 days without incurring charges.

Step 4: Specify refund policy

1. Enter a refund policy.
2. Choose **Next**.

Note

If you chose the free product pricing model, you do not have to enter a refund policy.

Step 5: Configure EULA

1. Choose **Standard Contract for AWS Marketplace** or **Custom EULA**.

   Note

   If you choose Custom EULA, enter a URL for the end-user license agreement.

2. Choose **Next**.

Step 6: Add repositories

1. For **Repository type**, choose the type of repository for your container images.
2. Configure your repository details.

   a. Review the automatically generated **Prefix**. This prefix is used to create the repository URL and cannot be changed after creation.

   b. In the **Repository name** field, enter a name for your repository. This name will be used to generate the complete repository URL.
3. (Optional) To add additional repositories, choose **Add new repository** and repeat the configuration process.
4. Choose **Next**.

Important

After creating your repository, you cannot delete or reuse your repository for other products. This repository can only be used for its designated product and cannot be changed later.

Note

You can add up to 70 repositories total. The system displays how many additional repositories you can add as you configure them.

Step 7: Configure offer availability

1. Choose your offer availability by country.
2. Choose **Next**.

(Optional) Step 8: Allowlisted accounts

1. Enter allowlisted AWS accounts.
2. Separate allowlisted accounts with commas.
3. Choose **Submit**.

Integrating MCP

Model Context Protocol (MCP) is an open standard that enables seamless communication between AI agents and external tools. When you implement MCP in your AI agent or tool, customers can integrate your solution directly into their existing agentic workflows without complex API integration work.

MCP transforms how AI agents access external capabilities. Instead of building custom integrations for each tool, agents use a standardized protocol to discover, connect, and interact with MCP-compatible services. This approach reduces integration complexity and enables plug-and-play functionality.

For more information about implementing Model Context Protocol in your agent or tool, see Integrating MCP.

Key Benefits of Model Context Protocol integration

MCP integration provides advantages for both AI agent providers and end users.

Benefits for AI agent providers

- Reach customers using popular AI development solutions that support MCP.
- Reduce customer onboarding friction with standardized integration.
- Enable discovery through MCP-compatible client applications.
- Support multiple client platforms with a single implementation.

Benefits for end users

- Add your capabilities to existing AI workflows without custom development.
- Use familiar Model Context Protocol client interfaces they already know.
- Benefit from automatic protocol handling and error management.
- Access your tools through multiple AI platforms and applications.
- Maintain consistent authentication across Model Context Protocol-enabled services.

Model Context Protocol Architecture and components

Model Context Protocol uses a client-server architecture where your AI agent or tool acts as an Model Context Protocol server. Customer applications (Model Context Protocol clients) connect to your server to access your capabilities.

The protocol defines the following three main types of capabilities:

- **Tools** – Functions that agents can call to perform actions.
- **Resources** – Data sources that agents can read or query.
- **Prompts** – Pre-defined prompt templates that agents can use.

Technical requirements for Model Context Protocol implementation

Your Model Context Protocol server must implement the following core protocol specifications:

- JSON-RPC 2.0 communication protocol
- Standard Model Context Protocol message types and formats
- Capability advertisement and discovery
- Authentication and session management

- Error handling and status reporting

Implementation steps

1. Define your capabilities (tools, resources, or prompts).
2. Implement the Model Context Protocol server interface.
3. Create capability schemas using JSON Schema.
4. Implement authentication and authorization.
5. Add error handling and logging.
6. Test with Model Context Protocol-compatible clients.
7. Document your capabilities for customers.

Example capability definition

```
{
  "name": "search_knowledge_base",
  "description": "Search the knowledge base for relevant information",
  "parameters": {
    "type": "object",
    "properties": {
      "query": {
        "type": "string",
        "description": "The search query"
      },
      "max_results": {
        "type": "integer",
        "description": "Maximum number of results to return",
        "default": 5
      }
    },
    "required": ["query"]
  }
}
```

Testing and validation

Before listing your Model Context Protocol-compatible agent or tool on AWS Marketplace, thoroughly test your implementation:

- Verify capability discovery and schema validation
- Test authentication flows and error handling
- Validate performance under various load conditions
- Ensure compatibility with popular Model Context Protocol clients
- Document any client-specific configuration requirements

Documentation requirements

When listing an Model Context Protocol-compatible agent or tool on AWS Marketplace, include comprehensive documentation:

- Detailed capability descriptions and examples
- Authentication and configuration instructions
- Sample code for common integration scenarios
- Troubleshooting guides and error reference
- Performance considerations and best practices

Additional resources

For more information about implementing Model Context Protocol in your AI agent or tool, refer to these resources:

- Model Context Protocol Specification
- MCP GitHub Repository
- AWS Marketplace Seller Operations team for Model Context Protocol integration support

Data products

AWS Data Exchange is a service that makes it easy for AWS customers to securely exchange file-based data sets in the AWS Cloud. As a provider, AWS Data Exchange eliminates the need to build and maintain any data delivery, entitlement, or billing technology. Providers in AWS Data Exchange have a secure, transparent, and reliable channel to reach AWS customers and grant existing customers their subscriptions more efficiently. The process for becoming an AWS Data Exchange provider requires a few steps to determine eligibility.

A data product has the following parts:

- **Product details** – This information helps potential subscribers understand what the product is. This includes a name, descriptions (both short and long), a logo image, and support contact information. Product details are filled out by providers.
- **Product offers** – In order to make a product available on AWS Data Exchange, providers must define a public offer. This includes the prices and durations, data subscription agreement, refund policy, and the option to create custom offers.
- **Data sets** – A product can contain one or more data sets. A data set is a dynamic set of file-based data content. Data sets are dynamic and are versioned using revisions. Each revision can contain multiple assets.

For more information, including eligibility requirements, see Providing data products on AWS Data Exchange in the *AWS Data Exchange User Guide*.

Submitting your product for publication on AWS Marketplace

You use the product submission process to make your products available on AWS Marketplace. Products can be simple, such as a single Amazon Machine Image (AMI) with one price structure, or more complicated, with AWS CloudFormation templates, and complex pricing options and payment schedules. You define your product offering and submit it through the AWS Marketplace Management Portal in one of two ways:

- Using the **Products** tab – For products that are less complex, you use the **Products** tab to completely define and submit your request.
- Using the **Assets** tab – For products that are more complex and require more definition, you download a product load form (PLF), add product details, and then upload the completed form using the **File upload** option.

> **Note**
>
> Data product providers must use the AWS Data Exchange console to publish products. For more information, see Publishing a new product in the *AWS Data Exchange User Guide*.

We recommend that you start by using the **Products** tab to determine which approach to use. The following table lists configurations and the approach you use to submit your request. The first column is the pricing model for your product, and the other three columns describe how the product is deployed to the customer.

Pricing model	Products launched using single-node AMI	Products launched with AWS CloudFormation	Products launched as software as a service (SaaS)
Bring Your Own License (BYOL)	**Products** tab	**Assets** tab	
Free	**Products** tab	**Assets** tab	
Paid Hourly	**Products** tab	**Assets** tab	

Pricing model	Products launched using single-node AMI	Products launched with AWS CloudFormation	Products launched as software as a service (SaaS)
Paid Hourly with Annual	**Products** tab	**Assets** tab	
Paid Monthly	**Products** tab	**Assets** tab	
Hourly with Monthly	**Assets** tab	**Assets** tab	
Paid Usage (AWS Marketplace Metering Service)	**Products** tab	**Assets** tab	
Contract Pricing	**Products** tab		
SaaS Subscription			**Products** tab
SaaS Contract			**Products** tab
SaaS Legacy			**Assets** tab

You can submit products individually or, if you use a product load form, you can submit multiple products or product updates at the same time. You cannot use the **Products** tab to submit multiple products. If you are unclear about which products to submit and how to submit them, start by using the **Products** tab. If you have any problems making your submissions, contact the AWS Marketplace Seller Operations team.

Topics

- Using the Products tab
- Company and product logo requirements
- Requirements for submitting paid repackaged software
- Requirements for products with a hardware component
- AWS CloudFormation-launched product (free or paid) or usage-based paid AMI product
- Product changes and updates
- Timing and expectations

- Submitting AMIs to AWS Marketplace
- Final checklist

Using the Products tab

To access the **Products** tab, log in to the AWS Marketplace Management Portal. From the **Products** tab, choose either **Server**, **SaaS**, or **Machine learning**, depending on the type of product that you manage.

A dashboard for that product type appears and displays your current products. If you choose the **Requests** tab, the dashboard displays any outstanding requests and your completed request history. Once you start creating a product request, you can save your work in progress, and if necessary, create your request in several different sessions.

When you submit your product request, the AWS Marketplace team reviews it. You can monitor the status of your request on the product page for the type of product you requested. For new products, after your request is approved for publication, you receive a limited listing URL that you use to preview and approve your submission. Your product offer is not published until you approve the submission.

When you request a product update, it's published without the need for you to review and approve the change. This includes adding or removing versions, and metadata changes.

You track the status of your requests under the **Requests** tab. The tab displays one of the following:

- **Draft** – You have started the request process but have not submitted your request.
- **Submitted** – You have completed and submitted your request, and it is under review.
- **Action Required** – The AWS Marketplace team has reviewed your request and needs more information.
- **Approval Required** – The AWS Marketplace team has created the limited listing URL for your product. You must review and either approve or reject the URL before AWS Marketplace will publish. If you approve, the status changes to **Publishing Pending** while the site gets published. If you reject, the status returns to **Draft** so you can modify the request.
- **Publishing Pending** – You have approved the mock-up of your request and AWS Marketplace is publishing your product.

- **Expired** – You started the request process but did not complete it within six months, so the request expired.

If you have an entry with a status of **Submitted**, you can retract the submission. If you have an entry with a status of **Draft**, you can delete the request. This will allow you to start over. When you delete a **Draft** entry, the entry is moved to the **Request History** tab.

To add your product in the AWS GovCloud (US) AWS Region, you must have an active AWS GovCloud (US) account and comply with the AWS GovCloud (US) requirements, including export control requirements.

Company and product logo requirements

Your company logo and the logo for your products must conform to the following AWS Marketplace guidelines so that the user experience is uniform when browsing AWS Marketplace:

Product logo specifications – Your product logo image should have a transparent or white background and be 120 to 640 pixels in size, with a 1:1 or 2:1 (wide) ratio.

Company logo specifications – Your company logo image should have a transparent background and be 220 x 220 pixels in size, allowing for 10 pixels of padding on each side within.

Requirements for submitting paid repackaged software

Before you can submit a listing for repackaged software, you must meet the following requirements. In this case, *Repackaged software* includes open-source AMIs or software created by another vendor, such as an AMI with Windows.

Requirements

- The product title must indicate the value added by your repackaging. Examples of product titles include: *Hardened <Product>*, *<Product> with added packages*, or *<Product1> on <Product2>*.
- The product title must not contain any other language that is not otherwise supported with documentation. For example, the product title may not use the words *certified*, *original*, or *free* unless these are substantiated in the product details that you provide.
- The product short description must include a clear statement summarizing the product charges. The short description must begin with the phrase *This product has charges associated with it*

for.... For example, if a product includes charges for support from the seller, then the product description should state: *This product has charges associated with it for seller support*.

- The product logo must be same as the company logo that was used during your seller registration process. The product logo can differ from your company logo only if you use the official software logo, whereby you must receive explicit permission from the original software vendor. If explicit permission is obtained, a link to that documentation must be included in the notes section of the change request, or in the **Enter a brief description** field of the **File Uploads** page when using the product load form.
- For AMI products, the AMI name must not be reused from the original product. The AMI name must begin with the seller name and follow this format: [Seller Name] [name-given-to-ami].

  If the AMI name does not adhere to the naming convention, you can copy the AMI from the AWS console and rename it. For more information, see Copy an Amazon EC2 AMI, in the *Amazon EC2 User Guide*.

If the paid listing is for a standalone software product that was not created by your company and there is no intellectual property added to the product, such as bundling additional software libraries or adding special configuration, then along with the earlier requirements, you must also meet the following requirements:

- Product title must include the seller name (along with the value added, as described earlier). The seller name is the name used during seller registration. For example, *<Product> with maintenance support by <seller>*.
- The first line of the product's long description must begin with the phrase *This is a repackaged software product wherein additional charges apply for...* (or, if it's open source, *This is a repackaged open source software product wherein additional charges apply for...*). Then, the long description must include a clear statement summarizing what you are charging for, as well as additional details describing those features. For example, the long description of an open source product charging for additional support might start as: *This is a repackaged open source software product wherein additional charges apply for support with {SLA Details}*.

Requirements for products with a hardware component

The sale of hardware products isn't permitted on AWS Marketplace. If you're submitting a software product that requires a hardware component (for example, a SIM card, smart device, IoT device, or sensor), you must meet the following requirements:

- The hardware component can't be sold on AWS Marketplace.
- The cost of the hardware component can't be included in the listing price of your product.
- The **Product Overview** section of the listing must include the following statements: *Any hardware that may be required with this listing must be obtained separately. Review the product details for more information.*

AWS CloudFormation-launched product (free or paid) or usage-based paid AMI product

> **Note**
>
> Some pricing models no longer require you to use the product load form described in this section to publish AMI with CloudFormation products. When you create a **Amazon Machine Image (AMI) or AMI with CloudFormation** on the server products page in the seller portal, and are not immediately prompted to download the product load form, see Creating AMI-based products and Add CloudFormation templates to your listing.

Use a product load form (PLF) to submit products that AWS Marketplace customers launch by using AWS CloudFormation templates. The PLF is available through the AWS Marketplace Management Portal.

You follow these broad steps to submit a product:

- Choose a pricing model.
- Download a product load form (PLF), a Microsoft Excel spreadsheet.
- Fill out the product load form.
- Follow the instructions in the form to submit your product.

For more information about completing each step, expand the sections in the order listed.

Choosing a pricing model

You must select a pricing model for your product. The model you choose controls the pricing information that you enter into the PLF. For a list of supported pricing models, see AMI product pricing for AWS Marketplace in this guide.

Downloading the PLF for a new product

1. Start the AWS Marketplace Management Portal.
2. On the **Assets** tab, in the right-hand pane, choose the Single AMI with CloudFormation product link.

   The form appears in your browser.
3. Choose **Download file**, then edit the file in Excel.

   —or—

   If you have Microsoft OneDrive, choose **Edit a copy**. That saves the PLF to OneDrive, and you can edit it there.

> **Note**
>
> The spreadsheet contains several example products. You must delete those before you submit the form.

Downloading a PLF for an existing product

To download the form

- Start the AWS Marketplace Dashboard and choose **Download product load form**.

  The spreadsheet contains data for the previous versions of your products. Leave that data in place and add the new product on the next blank row.

Filling out the PLF

The following steps explain how to complete a product load form (PLF). The steps apply to new and existing products.

To fill out the form

1. In the **SKU** to **Refund and Cancellation Policy** columns, enter all the information relevant to your product.

   > **Note**
   >
   > In the **Product Access Instructions** column, you must provide detailed, clear usage instructions . Follow the requirements listed at Creating AMI and container product usage instructions for AWS Marketplace in this guide.

2. In the **Type** to **Endpoint URL Relative URL** columns, enter the required information for your AMI.

   > **Important**
   >
   > You must share your AMI with AWS Marketplace. To do that, follow the steps at Submitting AMIs to AWS Marketplace in this guide.

3. The **End User License Agreement URL** column provides a link to the standard AWS Marketplace agreement. You can accept that agreement or enter a link to a EULA that you prefer to use. If you provide a link, it must allow customers to download the EULA, such as a link from an Amazon S3 bucket.

   For more information about the standard contract, see Using standardized contracts in AWS Marketplace in this guide.

4. In the **us-east-1 Availability** to **Make available for all future instance types** columns, enter **TRUE** or **FALSE** under each of the AWS Regions that you intend to use.

   > **Note**
   >
   > GovCloud Regions have extra requirements. For example, you must own a GovCloud account in order to use a GovCloud Region. For more information, see Getting set up, in the *AWS GovCloud User Guide*.

5. In the **Recommended Instance Type** column, accept the recommended instance type or choose another from the list. Ensure the instance type is available in the Regions that you want to use.

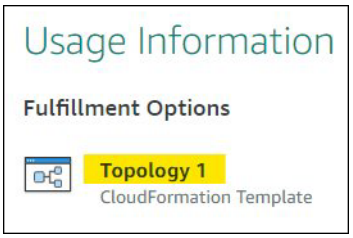
> **Note**
>
> - Most customers accept the recommended instance type.
> - You must ensure that the instance type is available in the same Regions as the product.

6. In the columns between **Recommended Instance Type** and **Countries To Include**, enter **TRUE** under your instance types. This activates the instance types. Enter **FALSE** for the remaining types. For more information about instance types, see https://aws.amazon.com/ec2/instance-types/.
7. In the **Countries to include** and **Countries to exclude** columns, enter the two-letter country code, such as US, of any countries you want to include or exclude.
8. In the **Pricing Model** column, enter the pricing model for your product.

   The following list describes the pricing models and any additional columns that you must complete.

   - **BYOL URL** – Enter the license URL. No need to input pricing information.
   - **Hourly** – Enter a price for any instance types that you set to TRUE. Leave all other columns empty. The columns related to this are the ones from **a1.medium Hourly Price** to **z1d.metal Hourly Price**
   - **Hourly Annual Pricing** – Fill in the columns listed in the previous step, plus the columns that start in **a1.medium Annual Price** to **z1d.metal Annual Price**. Enter a price for any instance types that you set to TRUE. You can leave all other columns empty.
   - **Usage** – Enter the information related to the usage dimensions in the columns **FCP Category** to **FCP Dimension24 Rate**.
   - **Contract** – In the **Contracts Category** to **Contracts Dimension24 36-Month Rate** columns, enter the information related to the contract dimensions.
9. In the **Security Group Rule 1** to **Security Group Rule 12** columns, enter the information about your product's security group. Follow the `tcp,#,#,0.0.0.0/0` format. For example, use `tcp,22,22,0.0.0.0/0` for SSH and `tcp,3389,3389,0.0.0.0/0` for RDP.
10. In the **Clusters and AWS Resources Topology 1: Title** to **Clusters and AWS Resources Topology 3: Architecture Diagram URL** columns, enter the CloudFormation data for your product. You must enter the following data:

- **Topology title** – The title of your deployment or fulfillment option. The title appears on the detail page of your product in the **Fulfillment Options** section. For example:



- In the **Pricing Estimate** column, enter a link to the AWS Calculator with your values.
- **Short and Long Description** – Enter descriptions of your deployment option.
- **Template URL** – Provide a downloadable link to your Cloudformation template.
- **Architectural Diagram** – Provide a downloadable link to your CloudFormation's topology architectural diagram. Each Deployment option must have a distinct diagram that shows what the stack launches. Diagrams must follow the requirements listed at Architectural diagram.

Submitting the PLF

The following steps explain how to submit a completed PLF.

1. Sign in to the AWS Marketplace Management Portal.
2. On the **Assets** tab, choose **File Upload**.
3. On the **File Uploads** page, upload your PLF and any AWS CloudFormation templates. The file uploader provides a secure transfer mechanism and a history of submitted files. The uploader automatically notifies the AWS Marketplace, which reviews your submission for policy and security compliance, software vulnerabilities, and product usability. If the team has any questions or issues with a request, they send you an email message.

Updating your product

For products that you created by using the product load form (PLF), you also use the PLF to make changes to those products. You can make changes to the original PLF you completed or, if it's not available, you can start with a new PLF. Just like using the **Products** tab, you can add a new version, remove existing versions, and update pricing, instance types, Region availability, and metadata. To

make an update, you prepare any updated product the same way you prepare a new product. After the product update is prepared, follow these steps:

1. Use your existing PLF, or start the AWS Marketplace Management Portal, and on the **Assets** tab, choose **File upload**. Under **Product load forms and seller guides**, you can download the PLF for your product.
2. Update the product in the PLF.
3. From the AWS Marketplace Management Portal, under the **Assets** tab, choose **File Upload**.
4. On the **File Uploads** page, upload your updated PLF and any AWS CloudFormation templates. The file uploader provides a secure transfer mechanism and a history of submitted files. The uploader automatically notifies the AWS Marketplace team to begin processing your request. Include a description of the submission (adding new version, changing price, changing metadata, and so forth).

Your product submission is reviewed for policy and security compliance, software vulnerabilities, and product usability. If there are any questions or issues with a request, the AWS Marketplace team will contact you through an email message. Updates to existing product pages are processed and released directly without additional reviews.

Product changes and updates

Sellers can submit changes to their product at any time, and they will be processed as described earlier. However, some changes can only be made every 90 or 120 days, or when pending changes are in place. Examples include price changes and AWS Region or instance type changes. Common changes include:

- **New Version** – New versions of the software and roll outs of patches or updates. At your request, we can notify customers who have subscribed to your AWS Marketplace content about the availability of new versions or send upgrade instructions on your behalf.
- **Metadata change** – Changes to product information (Description, URLs, and Usage Instructions).
- **Pricing Change** – A change to the pricing amount. A notification to current customers is sent after the request is complete. Once the notification is sent, the price change will take effect on the first of the month following a 90-day window. For example, if you make a change on March 16, 90 days after would be approximately June 16, but the price change happens on the first of the following month. The actual date of the change would be July 1.

- **Pricing Model Change** – A change to the pricing model (for example, Hourly, Free, Hourly_Annual). Not all pricing model changes are supported, and all requests to change models must be reviewed and approved by the AWS Marketplace team. Any change from a free to a paid model presents significant impact to existing customers. An alternative is to propose a new product with additional features and encourage current customers to migrate.
- **Region or Instance change** – Adding or removing instances types or Regions.
- **Product takedown** – Remove a product page from AWS Marketplace to prevent new customers from subscribing. A notification to current customers is sent after the request is complete.

Timing and expectations

While we strive to process requests as quickly as possible, requests can require multiple iterations and review by the seller and the AWS Marketplace team. Use the following as guidance for the time needed to complete the process:

- Total request time normally takes 2–4 calendar weeks. More complex requests or products can take longer, due to multiple iterations and adjustments to product metadata and software.
- We require a completed product request and AMI at least 45 days in advance of any planned events or releases, so we can prioritize the request accordingly.

If you have any questions about your request, contact the AWS Marketplace Seller Operations team.

Submitting AMIs to AWS Marketplace

All AMIs built and submitted to AWS Marketplace must adhere to all product policies. We suggest a few final checks of your AMI prior to submission:

- Remove all user credentials from the system; for example, all default passwords, authorization keys, key pairs, security keys or other credentials.
- Ensure that root login is disabled or locked. Only sudo access accounts are allowed.
- If you are submitting an AMI to be deployed into the AWS GovCloud (US) Region, you need to have an active AWS GovCloud account and agree to the AWS GovCloud Requirements, including applicable export control requirements.

AMI self-service scanning

AWS Marketplace offers AMI scanning within the AWS Marketplace Management Portal. For new products, the system automatically runs a scan and provides results upon submission. For new versions of existing products, use the Test 'Add Version' feature to initiate a scan. This process typically completes in less than an hour and delivers comprehensive feedback in a single, convenient location.

To begin sharing and scanning your AMI with self-service scanning

1. Navigate to https://aws.amazon.com/marketplace/management/products/server.
2. In the **Product title** column, choose the product.
3. On the product detail page, in the **Versions** section, choose **Test 'Add Version'.**
4. On the **Test 'Add Version'** page, enter the required version information and validation parameters.
5. Choose **Run test**.
6. View the scan result.

After your AMI has successfully been scanned, you can follow the current process to submit it to the AWS Marketplace Seller Operations team by uploading your product load form (PLF). If you have any issues, contact the AWS Marketplace Seller Operations team.

To include your AMI in the self-service scanning list, the AMI must be in the `us-east-1` (N. Virginia) Region and owned by your AWS Marketplace seller account. If you need to grant other accounts access to the AWS Marketplace Management Portal, you must register those accounts as sellers. For more information, see Registering as a seller on AWS Marketplace.

AMI cloning and product code assignment

After your AMI is submitted, AWS Marketplace creates cloned AMIs for each Region that you have indicated that software should be available in. During this cloning and publishing process, AWS Marketplace attaches a product code to the cloned AMIs. The product code is used to both control access and to meter usage. All submissions must go through this AMI cloning process.

Final checklist

To help avoid delays in publishing your product, use this checklist before you submit your product request.

Product usage

- Production-ready.
- Does not restrict product usage by time or other restrictions.
- Compatible with 1-click fulfillment experience.
- The software contains everything required to use the product, including client applications.
- Default user uses a randomized password and/or creation of initial user requires verification that the buyer is authorized to use the instance using a value unique to the instance such as instance ID.

For free or paid products

- No additional license is required to use the product.
- Paid repackaged software meets the AWS Marketplace Requirements for submitting paid repackaged software.
- Buyer does not have to provide personally identifiable information (for example, an email address) to use the product.

AMI preparation

- Use hardware virtual machine (HVM) virtualization and 64-bit architecture.
- Does not contain any known vulnerabilities, malware, or viruses.
- Buyers have operating system-level administration access to the AMI.
- Use Test 'Add Version' in the AWS Marketplace Management Portal to scan your AMI.

For Windows AMIs

- Use the most recent version of `Ec2ConfigService`, as described in Configuring a Windows instance using the EC2Config service in the *Amazon EC2 User Guide*.

- The `Ec2SetPassword`, `Ec2WindowsActivate`, and `Ec2HandleUserData` plugins are enabled, as described in Configuring a Windows instance using the EC2Config service in the *Amazon EC2 User Guide*.
- No Guest Accounts or Remote Desktop Users are present.

For Linux AMIs

- Root login is locked and disabled.
- No authorized keys, default passwords, or other credentials are included.
- All required fields are completed.
- All values are within specified character limits.
- All URLs load without error.
- Product image is at least 110px wide and between a 1:1 and 2:1 ratio.
- Pricing is specified for all enabled instance types (for hourly, hourly_monthly, and hourly_annual pricing models).
- Monthly pricing is specified (for hourly_monthly and monthly pricing models).

If you have any questions or comments about automated AMI building, contact the AWS Marketplace Seller Operations team.

Marketing your product on AWS Marketplace

You can contribute to the success of your product by driving awareness of AWS Marketplace and by driving traffic directly to your product pages on AWS Marketplace. The following sections provide information and support to help you market the product or products that you have listed on AWS Marketplace.

Topics

- 180-day GTM Academy
- Announcing your product's availability
- AWS Marketplace messaging
- Reviews on AWS Marketplace
- Linking to AWS Marketplace
- Using AWS Marketplace branding
- Understanding Buy with AWS as a seller
- Linking directly to your product on AWS Marketplace
- Press releases
- AWS Marketplace trademark usage guidelines

180-day GTM Academy

The 180-day GTM Academy is available to all AWS Marketplace sellers, and it provides self-service go-to-market (GTM) resources to help you build, activate, and track demand generation campaigns for your offering in AWS Marketplace. You can:

- Fast track demand for your listings.
- Improve marketing return on investment and enhance customer messaging by integrating AWS and AWS Marketplace value proposition into your messaging.
- You can progress toward or within the AWS Marketplace Go-to-Market Program Guide.

You can access the 180-day GTM Academy from the **Marketplace Resources** section of the AWS Marketplace Management Portal.

Announcing your product's availability

We encourage you to broadly announce the availability of your product on AWS Marketplace. You can do this via press releases, tweets, blogs, or any other preferred media channels. We have provided sample text that you can to include, along with guidelines and instructions for using our trademarks and issuing press releases.

We will review your blogs, tweets, and other non-press release announcements before going public to ensure consistency with AWS messaging and brand guidelines or voice. Submit your request for review to your AWS account manager. The review takes up to 10 business days to complete. Notify us when you post any tweets, blogs, or press releases, and we will do our best to repost to increase their visibility.

AWS Marketplace messaging

In your customer communications you might want to describe the purpose, goals, and benefits of purchasing your product using AWS Marketplace. Use the following messaging when referring to AWS Marketplace.

What is AWS Marketplace?

AWS Marketplace is an online store that makes it easy for customers to find, compare, and immediately start using the software and services that run on AWS. Visitors to AWS Marketplace can use 1-Click deployment to quickly launch preconfigured software and pay only for what they use, by the hour or month. AWS handles billing and payments, and software charges appear on the customer's AWS bill.

Why would a customer shop on AWS Marketplace?

Finding and deploying software can be challenging. AWS Marketplace features a wide selection of commercial and free IT and business software, including software infrastructure such as databases and application servers, IoT solutions, developer tools, and business applications, from popular sellers. AWS Marketplace enables customers to compare options, read reviews, and quickly find the software they want. Then they can deploy it to their own Amazon Elastic Compute Cloud instance using 1-Click or using the AWS Marketplace Management Portal.

Software prices are clearly posted on the website and customers can purchase most software immediately, with payment instruments already on file with Amazon Web Services. Software charges appear on the same monthly bill as AWS infrastructure charges.

Why would software or SaaS sellers sell on AWS Marketplace?

With AWS Marketplace, software and software as a service (SaaS) sellers with offerings that run on AWS can benefit from increased customer awareness, simplified deployment, and automated billing.

AWS Marketplace helps software and SaaS sellers of software and services that run on AWS find new customers by exposing their products to some of the hundreds of thousands of AWS customers, ranging from individual software developers to large enterprises.

Selling on AWS Marketplace enables independent software vendors (ISVs) to add hourly billing for their software without undertaking costly code changes. They simply upload an Amazon Machine Image (AMI) to AWS and provide the hourly cost. Billing is managed by AWS Marketplace, relieving sellers of the responsibility of metering usage, managing customer accounts, and processing payments, leaving software developers more time to focus on building great software.

Additionally, customers benefit from the ability to easily deploy preconfigured images of the software, simplifying onboarding for new customers.

Reviews on AWS Marketplace

AWS Marketplace provides the ability for customers to submit reviews on your product. We also provide the ability for syndicated reviewers such as G2, a business-to-business marketplace that curates independent product reviews, to integrate their syndicated reviews on AWS Marketplace.

AWS Marketplace customer reviews must meet the review guidelines listed in the user guide for buyers. Review submissions are not released on AWS Marketplace until after the submission is reviewed to verify it meets our review criteria. For more information on review guidelines, see Product Reviews. Syndicated review organizations use their own unique processes to validate their reviews and aren't reviewed by AWS Marketplace before release. If you think that a syndicated review on your product doesn't meet the product review guidelines, or a review on your product contains objectionable content, contact the AWS Marketplace Seller Operations team.

The reviewer can also provide a star rating for your product based on a five-star rating system. The ratings are averaged to give the overall star rating for your product. Syndicated reviews can also include a star rating, but star ratings from syndicated reviews are not averaged in with the AWS customer star ratings.

The following are additional key points about the product review feature:

- You can't have a product review removed from AWS Marketplace. However, you can leave a comment on any review as long as the comment meets the review criteria governing product reviews.
- If you think that a review doesn't meet the review guidelines or contains objectionable content, you can contact the AWS Marketplace Seller Operations team and describe your concern.
- AWS customers searching for products in AWS Marketplace can search and filter results based on ratings, verified reviews, and externally sourced reviews. AWS customers see the externally sourced ratings alongside AWS customer ratings in search results.
- Syndicated reviews for your product are automatically added to AWS Marketplace at no cost to you. Because reviews are automatically added, you don't need to submit a request to have a syndicated review added.
- If you don't have any syndicated reviews for your product, you can contact the syndicated reviewer and follow their process for getting your product reviewed. For example, with G2, you can visit their website and claim your product page to start their review process.

Linking to AWS Marketplace

Your company likely has a web presence where it describes and promotes your product. We encourage you to highlight that the product is available to run on AWS and can be purchased using AWS Marketplace. To simplify the process for your customers to discover and deploy your software, we have provided instructions for linking your customers to your product.

Using AWS Marketplace branding

> **Note**
>
> You must be an AWS Partner to use the guide and assets listed here. For information about becoming an AWS Partner, see Join the AWS Partner Network.

AWS Marketplace provides messaging guidance and branding assets to help you publicize your software, data, or services. If you want to promote your listings on AWS Marketplace, you can download the following resources:

- *AWS Partner Creative and Messaging Guide 2023*

- *Available in AWS Marketplace* branding assets

To download the resources

1. Sign in to AWS Partner Central.
2. Paste the following URL into your browser's address bar and open the page: AWS Partner Creative and Messaging Guide 2023 .
3. Choose **Download**.
4. Repeat steps 2 and 3 for the Available in AWS Marketplace branding assets.

Understanding Buy with AWS as a seller

Buy with AWS enables AWS Marketplace sellers to display and sell AWS Marketplace products on their own websites. AWS Marketplace sellers can integrate with AWS Marketplace call-to-action (CTA) buttons and APIs to build AWS-powered software discovery and procurement experiences on seller-owned websites. These include web properties owned by AWS sellers, including independent software vendors (ISVs), Channel Partners (CPs), Distributors (DPs).

> **Note**
>
> For more information about Buy with AWS features, see Buy with AWS.

The CTA buttons include:

- Buy with AWS
- View offers on AWS
- Try free with AWS
- Request private offer
- Request demo

Buy with AWS can provide the following benefits:

- **AWS co-branding and discovery on your website**: Create a co-branded experience on your website that is powered by AWS Marketplace. Enable customers to search curated product

listings from AWS Marketplace on your website, filter products, access reviews, request custom pricing, and make purchases with confidence using their AWS accounts.

- **Procurement speed for AWS customers**: The Buy with AWS button on your website gives customers the ability to quickly subscribe to free trials or make purchases using their AWS accounts. Buy with AWS delivers a streamlined, co-branded purchasing experience to customers through AWS Marketplace.
- **Leverage existing operations in AWS Marketplace**: Extend the discovery and procurement benefits of AWS Marketplace to customers through your website, while leveraging the existing processes in AWS Marketplace to manage your listings, disbursements, support, and insights, without additional effort.

Buy with AWS prerequisites

To enable Buy with AWS, you must:

- Be registered as a seller in AWS Marketplace.
- Be an authorized seller or reseller in AWS Marketplace and agreed to the Service Terms for AWS Marketplace Sellers.
- Adhere to the AWS trademark guidelines.
- Adhere to the Buy with AWS Trademark License.
- Have at least one public SaaS product listing in AWS Marketplace.

> **Note**
>
> Currently, Buy with AWS supports only SaaS products.

- Adhere to the Buy with AWS branding guidelines:
  - Log into your AWS Partner Central account to download the marketing toolkit which contains branding assets and specifications to follow for AWS Marketplace branding elements and marketing assets.
  - See the Buy with AWS creative and messaging guidelines for instructions on using branding elements and marketing assets.

Buy with AWS: Getting started as a seller

Review branding changes

Complete the following steps to submit a brand review request prior to launching with the Buy with AWS experience:

1. Navigate to AWS Marketplace Management Portal and submit support ticket for **Commercial Marketplace**
    a. Select **Buy with AWS** as the category
    b. Select **Branding Review** as the sub-category.
2. Provide the following in the ticket:
    a. Your primary email address, and seller ID.
    b. In the **Provide more details about your request** section:
        i. The URL where you'll implement the Buy with AWS integration
        ii. A link to your sandbox, live site, or mockups for AWS Marketplace operations team to review. If you don't include this, the operations team will request it after you submit the ticket.
3. The AWS Marketplace seller operations team will evaluate your implementation against Buy with AWS branding guidelines. They'll provide feedback to ensure compliance. You must address all feedback and obtain approval before launching.

Buy with AWS reporting

Buy with AWS metrics offer sellers a comprehensive view of their conversion funnel. The Buy with AWS seller dashboard provides detailed insights to measure user engagement. Sellers can access Buy with AWS metrics through the AWS Marketplace Management Portal.

To view the Buy with AWS metrics dashboard:

1. Log into the AWS Marketplace Management Portal.
2. Navigate to **Insights**.
3. Click **Marketing**.
4. Click **Buy with AWS**

Alternatively, sellers that have linked their accounts can access metrics through AWS Partner Central. To view these metrics, log in to **AWS Partner Central** and navigate to the **Analytics** section.

Linking directly to your product on AWS Marketplace

Add a deep link to your website or marketing materials to direct customers to a specific product page on AWS Marketplace. Use the following link format:

```
https://aws.amazon.com/marketplace/pp/prodview-prodview ID
```

Replace *prodview ID* with the unique alphanumeric code for your product on AWS Marketplace. For example:

Example

```
https://aws.amazon.com/marketplace/pp/prodview-1234567890abcdef
```

The prodview ID appears in the URL when you search for your application on aws.amazon.com/marketplace. For help finding your prodview ID, contact your account manager.

> **Note**
>
> Test the links before using them to ensure that they direct your customers to the correct page.

Press releases

We encourage you to announce your product's availability on AWS Marketplace through any channel you prefer. However, all press releases that reference AWS Marketplace must be reviewed and signed off on by Amazon before any publication or announcement is made. While we encourage you to make announcements, we can't support joint press releases with AWS Marketplace sellers. We will, on a case-by-case basis, support press releases with a quote from AWS. The quote must meet several conditions, including but not limited to: it announces a new product or service listed on AWS Marketplace or it includes a customer reference that uses AWS Marketplace.

You must draft all press releases. We suggest the following headline: [Insert product name] Now Available on AWS Marketplace. Use the messaging in this document for consistency.

The press release **should**:

- Clearly and accurately describe how the announcement relates to Amazon.com
- Clarify your role on AWS and with customers
- Be customer-focused and emphasize the customer benefit

The press release **should not**:

- Use the terms *partners*, *partnership*, or *alliance* to describe the relationship. We prefer *agreement*, *teamed*, or *relationship*.
- Include a quote from an Amazon Web Services executive unless previously agreed upon.
- Include any sales projections or use .com by the merchant unless referring to the website in your company boilerplate.
- Refer to your organization as an associate of Amazon.com because this could be confused with Amazon Associates, our online affiliate program.
- Disclose proprietary information about Amazon.com or refer to our stock ticker symbol.

Have your press release reviewed by submitting it in text format to your account manager. Additionally, review the Amazon Web Services trademark guidelines before using any AWS trademarks. Guidelines specific to the AWS Marketplace trademark are in the following section.

AWS Marketplace trademark usage guidelines

These Guidelines apply to your use of the AWS Marketplace logo and trademark, (each the "Trademark" and collectively the "Trademarks") in materials that have been approved in advance by Amazon.com, Inc. and/or its affiliates ("Amazon"). Strict compliance with these Guidelines is required at all times, and any use of a Trademark in violation of these Guidelines will automatically terminate any license related to your use of the Trademarks.

1. You may use the Trademark solely for the purpose expressly authorized by Amazon and your use must: (i) comply with the most up-to-date version of all agreement(s) with Amazon regarding your use of any of the Trademarks (collectively "Agreements"); (ii) comply with the most up-to-

date version of these Guidelines; and (iii) comply with any other terms, conditions, or policies that Amazon may issue from time to time that apply to the use of the Trademark.

2. We will supply an approved Trademark image for you to use. You may not alter the Trademark in any manner, including but not limited to, changing the proportion, color, or font of the Trademark, or adding or removing any element(s) from the Trademark.
3. You may not use the Trademark in any manner that implies sponsorship or endorsement by Amazon other than by using the Trademark as specifically authorized under the Agreements.
4. You may not use the Trademark to disparage Amazon, its products or services, or in a manner which, in Amazon's sole discretion, may diminish or otherwise damage or tarnish Amazon's goodwill in the Trademark.
5. The Trademark must appear by itself, with reasonable spacing between each side of the Trademark and other visual, graphic or textual elements. Under no circumstance should the Trademark be placed on any background which interferes with the readability or display of the Trademark.
6. You must include the following statement in any materials that display the Trademark: "AWS Marketplace and the AWS Marketplace logo are trademarks of Amazon.com, Inc. or its affiliates.
7. You acknowledge that all rights to the Trademark are the exclusive property of Amazon, and all goodwill generated through your use of the Trademark will inure to the benefit of Amazon. You will not take any action that is in conflict with Amazon's rights in, or ownership of, the Trademark.

Amazon reserves the right, exercisable at its sole discretion, to modify these Guidelines and/or the approved Trademarks at any time and to take appropriate action against any use without permission or any use that does not conform to these Guidelines. If you have questions about these Guidelines, contact trademarks@amazon.com for assistance or write to us at the following address:

Amazon.com, Inc., Attention: Trademarks

PO Box 81226

Seattle, WA 98108-1226

Seller notifications for AWS Marketplace events

You can receive timely notifications related to your AWS Marketplace products through email, Amazon EventBridge events, and Amazon Simple Notification Service (Amazon SNS) topics. AWS Marketplace provides. For example, you can receive notifications related to private offers, requests for professional services product, and recurring scan reminders. This topic provides an overview of available notification and event options.

- **Email notifications** – Within AWS Marketplace , sellers, buyers and independent software vendors (ISVs) can receive email notifications. AWS Marketplace uses your root account to send automated emails in real time to your AWS account's email, updating you on AWS Marketplace offers and agreements. You can also add custom email aliases for notifications and unsubscribe recipients from email notifications. For more information, see Managing email notifications for AWS Marketplace events.
- **Amazon SNS topics** – To receive notifications about changes to customer subscriptions for your products, you can subscribe to the Amazon SNS topics for AWS Marketplace provided to you during product creation. For example, you can know when customers accept a private offer. For information, see the Amazon SNS topic for your product type:
  - Software as a service (SaaS) products
  - Amazon Machine Image (AMI) products
  - Container products
- **EventBridge** – You can use EventBridge to receive an event for actions that happen in AWS Marketplace, for example, when an offer is created. The event contains information like the ID, expiration date, and product details. For more information, see Amazon EventBridge events and the *Amazon EventBridge User Guide*.

The following topics provide more information about notifications and events in AWS Marketplace.

Topics

- Managing email notifications for AWS Marketplace events
- Amazon EventBridge events

Managing email notifications for AWS Marketplace events

AWS Marketplace sends email notifications of updates to offers, agreements, subscriptions, products, security, billing and payments, and Private Marketplace. Independent software vendors (ISVs), AWS Marketplace Channel Partners, and customers can receive email notifications. For examples and details of email notifications sent for offer and agreement updates, refer to Event types.

AWS Marketplace sends email notifications to the email address associated with the root user of your AWS account. To update the email address associated with your AWS account, refer to Update the primary contact for your AWS account. You can also add custom email aliases for notifications and unsubscribe recipients from email notifications.

> **Note**
>
> If you are missing AWS Marketplace emails, check your spam folder or adjust email settings. Email notifications from AWS Marketplace are sent from `no-reply@marketplace.aws`. Providers such as Google and Yahoo may filter these. For instructions, refer to Prevent valid emails from going to Spam (Google) or Block and unblock email addresses in Yahoo Mail.

Topics

- Event types
- Field descriptions
- Manage notifications

Event types

The following event types are supported by email notifications for all products and pricing types, except for machine learning products.

Offers

The following table shows the events for offers. An offer is a set of terms for a buyer's use of a product. For more information, refer to Preparing a private offer for your AWS Marketplace product.

Email	Event	Recipient	Title	Fields
Offer Published CP Notification CPPO	Publication of AWS Marketplace Channel Partner private offer.	Channel partner	AWS Marketplace Channel Partner private offer published	Customer AWS account ID, ISV name, ISV AWS Account ID, Product name, Product ID, Offer ID, Opportunity ID, Offer published date, Offer expiration date
Offer Published ISV Notification CPPO	Publication of AWS Marketplace Channel Partner private offer.	ISV	AWS Marketplace Channel Partner private offer published	Customer AWS account IDs, Channel partner, Channel partner AWS account ID, Product name, Product ID, Offer name, Offer ID, Opportunity ID, Offer published date, Offer expiration date, Wholesale price
OfferPublISVNotificationSCP(-1.0	Seller publishes an AWS Marketplace Channel Partner private offer.	ISV or AWS Marketplace Channel Partner	Private offer published	Customer AWS Account IDs, Product Name, Product ID, Offer Name, Offer ID, Offer Published Date, Offer Expiration Date, Total Contract Value
Reseller Opportunity Expired	AWS Marketplace Channel Partner	AWS Marketplace Channel Partner	Offers: View expired selling	ISV, Product Name, Product ID

Email	Event	Recipient	Title	Fields
	selling authorization expires.		authorization	
Reseller Opportunity Revoked	ISV revokes AWS Marketplace Channel Partner selling authorization.	AWS Marketplace Channel Partner	Offers: View deactivated selling authorization	ISV, Product Name, Product ID
Reseller Opportunity Created	ISV creates a selling authorization or opportunity for the AWS Marketplace Channel Partner.	AWS Marketplace Channel Partner	Offers: Create private offer for new selling authorization	ISV, Product Name, Product ID, Selling authorization duration

Agreements

ISVs and AWS Marketplace Channel Partners receive email notification when a buyer accepts a public offer, private offer, or a AWS Marketplace Channel Partner private offer. An agreement

is created when an offer is accepted. Email notifications are also sent for agreement lifecycle events. These include agreement commencements, cancellations, replacements, and failures after buyer acceptance. The following table shows the emails that are sent for agreement events. Email notifications are currently available for select product types. Your specific product type may not have this feature yet.

Email	Event	Recipient	Title	Fields
Offer Accepted – private or public offer	AWS Marketplace customer accepts a public or private offer.	ISV	Customer accepted an AWS Marketplace offer.	Customer company name, Customer AWS account ID, Product name, Product ID, Agreement ID, Agreement start date, Agreement end date, Agreement acceptance date, Purchase amount
Offer Accepted – AWS Marketplace Channel Partner private offer.	AWS Marketplace customer accepts an AWS Marketplace Channel Partner private offer.	ISV	Customer accepted an AWS Marketplace Channel Partner private offer.	Customer company name, Customer AWS account ID, Channel partner name, Channel partner AWS account ID, Product name, Product ID, Offer name, Offer ID, Agreement ID, Agreement start date, Agreement end date, Agreement acceptance date, Wholesale price
Offer Accepted – AWS Marketplace Channel	AWS Marketplace customer accepts an AWS	AWS Marketplace Channel Partner	Customer accepted an AWS Marketplace Channel	Customer company name, Customer AWS account ID, ISV name, ISV AWS account ID, Product name, Product ID, Offer name, Offer ID, Agreement ID, Agreement start date, Agreement end date, Agreement acceptance date, Wholesale price, Margin, Purchase amount

Email	Event	Recipient	Title	Fields
Partner private offer.	Marketpla ce Channel Partner private offer.		Partner private offer.	
Agreemer Started – private offer	An AWS Marketpla ce agreemer for the contract or subscript ion product has started from a private offer with a future start date.	ISV	An AWS Marketpla ce agreemer has started	Customer AWS account ID, Product name, Product ID, Offer name, Offer ID, Agreement ID, Agreement start date, Agreement end date, Purchase amount

Email	Event	Recipient	Title	Fields
Agreement Started – AWS Marketplace Channel Partner private offer	An AWS Marketplace agreement for the contract or subscription product has started from an AWS Marketplace Channel Partner private offer.	ISV	An AWS Marketplace agreement has started.	Customer AWS account ID, Channel partner name, Channel partner AWS account ID, Product name, Product ID, Offer name, Offer ID, Agreement ID, Agreement start date, Agreement end date, Wholesale price

Email	Event	Recipient	Title	Fields
Agreement Started – Private offer	Acceptance of an AWS Marketplace Channel Partner private offer starts the agreement for a contract or subscription product.	AWS Marketplace Channel Partner	An AWS Marketplace agreement has started.	Customer AWS account ID, ISV name, ISV AWS account ID, Product name, Product ID, Offer name, Offer ID, Agreement ID, Agreement start date, Agreement end date, Margin, Purchase amount
Agreement Canceled – private or public Offer	Cancellation of a private or public offer agreement.	ISV	An AWS Marketplace agreement was cancelled.	Customer AWS account ID, Product name, Product ID, Offer name, Offer ID, Agreement ID, Agreement start date, Agreement end date

Email	Event	Recipient	Title	Fields
Agreemer Canceled – AWS Marketpla ce Channel Partner private offer	Cancellat ion of an AWS Marketpla ce Channel Partner private offer agreemer .	ISV	An AWS Marketpla ce agreemer was cancelled .	Customer AWS account ID, Channel partner, Channel partner AWS account ID, Product name, Product ID, Offer name, Offer ID, Agreement ID, Agreement start date, Agreement end date
Agreemer Canceled – Channel Partner Private offer	Cancellat ion of an AWS Marketpla ce Channel Partner private offer agreemer .	AWS Marketpla ce Channel Partner	An AWS Marketpla ce agreemer was cancelled .	Customer AWS account ID, ISV, ISV AWS account ID, Product name, Product ID, Offer name, Offer ID, Agreement ID, Agreement start date, Agreement end date
Complian e Failure – Seller of Record	An AWS Marketpla ce agreemer fails because of a customer payment failure.	ISV or AWS Marketpla ce Channel Partner that created the offer	Action required: AWS Marketpla ce Agreemer Creation Failure	Subscribing AWS account ID, Product name, Product ID, Offer name, Offer ID, Agreement ID

Email	Event	Recipient	Title	Fields
Payment Failure – Seller of Record	An AWS Marketplace agreement fails because of a customer payment failure.	ISV or AWS Marketplace Channel Partner that created the offer	Payment failure for an AWS Marketplace agreement	Customer AWS account ID, Product name, Product ID, Offer name, Offer ID, Agreement ID
Agreement Replaced – Private offer	An AWS Marketplace agreement is replaced by another agreement.	ISV	An AWS Marketplace agreement has been replaced	Company name, Customer AWS account ID, Product name, Product ID, Offer name, Offer ID, New agreement ID, Agreement start date, Agreement end date, New purchase amount
Agreement Replaced – Channel Partner Private offer	An AWS Marketplace agreement is replaced by another agreement.	ISV	An AWS Marketplace agreement has been replaced	Company name, Customer AWS account ID, Channel partner, Channel partner AWS account ID, Product name, Product ID, Offer name, Offer ID, New agreement ID, Agreement start date, Agreement end date, Wholesale price

Email	Event	Recipient	Title	Fields
Agreement Replaced – Channel Partner Private offer	An AWS Marketplace agreement is replaced by another agreement.	AWS Marketplace Channel Partner	An AWS Marketplace agreement has been replaced	Company name, Customer AWS account ID, ISV name, ISV AWS account ID, Product name, Product ID, Offer name, Offer ID, New agreement ID, Agreement start date, Agreement end date, Wholesale price, Margin, New purchase amount

Disbursements

ISVs and Channel Partners will get an email notification if their disbursement is paused due to invalid bank account details.

Email	Event	Recipient	Title	Fields
Disbursement Paused – Invalid Bank Account Information	AWS Marketplace pauses disbursements to seller due to invalid bank account details.	ISV and AWS Marketplace Channel Partner	Disbursement Paused	Resource ARN

The `Resource ARN` field shows the invalid bank account Amazon Resource Number (ARN). You can fix this issue by adding the bank account in the AWS Marketplace Management Portal (AMMP).

Adding bank account details

Add bank account details in the AWS Marketplace Management Portal (AMMP) to fix invalid bank account ARN errors in disbursements.

To add bank account details

1. Sign in to the AWS Marketplace Management Portal with your AWS Marketplace seller account.
2. On the menu bar, choose **Settings**.
3. Choose the **Payments information** tab.
4. In the **Bank accounts** section, choose **Add bank account**.
5. Add bank account details and review them for accuracy. For more information, refer to Step 3: Provide bank account information.
6. To receive payments from buyers, under **Disbursement methods**, choose **Add disbursement method**.
7. If prompted to verify Know Your Customer (KYC) and bank account, follow the verification steps.
8. Save your changes.

Field descriptions

The following table shows descriptions of the fields referred to in the Offers and Agreements tables.

Field	Description			
Customer company name	Name of the subscriber's company.			
Customer AWS account ID	ID of the AWS account subscribed to the product.			

Field	Description
ISV name	Seller business name.
ISV AWS account ID	ID of the seller's AWS account.
Product name	Title of the product.
Product ID	Friendly, unique identifier for the software product.
Offer name	Title of the offer.
Offer ID	Identifier of the offer that the buyer signed.
Offer visibility	Whether the offer is a public, private, or an enterprise contract offer.
Agreement ID	A unique agreement data feed reference for the agreement signed between a proposer and an accepter to start using a product.

Field	Description
Agreement start date	The date that the customer's product subscription starts, in the format `MM-DD-YYYY` . This date can be different than acceptance date for future dated agreements.
Agreement acceptance date	The date when the customer subscribed to the product, in the format `MM-DD-YYYY` .
Agreement end date	The date when the contract expires, formatted in the format `MM-DD-YYYY` . For metered or pay-as-you-go subscriptions, this date is set to `JAN-1-9999` .

Field	Description			
Agreement end date	The date when the contract expires, formatted in the format `MM-DD-YYYY` . For metered or pay-as-you-go subscriptions, this date is set to `JAN-1-9999` .			
Purchase amount	The estimated cost of the agreement , otherwise known as total contract value. This applies to SaaS, professional services, and server product types and contract or annual pricing types.			

Field	Description
Channel partner company name	Name of the account that purchased a product or service at wholesale cost from an ISV to resell to a customer.
Channel partner AWS account ID	ID of the AWS account of the AWS Marketplace Channel Partner that purchased a product or service from an ISV to resell to a customer.
Wholesale price	The wholesale cost from an ISV to resell a product to the AWS Marketplace Channel Partner.
Currency code	The offer pricing currency associated with the estimated cost of the agreement.

Field	Description
New agreement ID	Agreement ID of a renewed or upgraded agreement.
Offer published date	Date when the seller published the offer.
Offer expiration date	Date when the offer expires.
Opportunity ID	Unique identifier for a registered opportunity.
Selling authorization duration	The length of time resellers are authorized to create offers using discounts, as specified in the selling authorization.

Manage notifications

The following topics explain how to manage email notifications for events.

Adding or updating email addresses

You can add up to 10 email addresses for custom email notifications using the AWS Marketplace Management Portal.

To add or update email addresses

1. Sign in to the AWS Marketplace Management Portal.

2. From **Settings**, choose the **Notifications** tab.
3. Under **Email for custom notifications**, choose **Add email address**.
4. For **Recipient details,** enter a custom email address in the **Email address** field.
5. (Optional) Choose **Add new recipients** to add another email address (up to 10 total).
6. Choose **Submit**.

Unsubscribing recipients from notifications

You can remove an email address so the recipient is unsubscribed from custom email notifications.

To unsubscribe recipients from event notifications

1. Sign in to the AWS Marketplace Management Portal.
2. From **Settings** choose the **Notifications** tab.
3. Under **Email for custom notifications**, choose **Update email address**.
4. For **Recipient details**, choose **Remove** to remove the email address.
5. Choose **Submit**.

> **Note**
>
> You can also unsubscribe using the link in the email.

Amazon EventBridge events

As a seller, you can use Amazon EventBridge to receive notifications for events in AWS Marketplace. For example, you can receive an *event* from AWS Marketplace when an offer is created. The *event* contains details like the ID, expiration date, and product details. EventBridge is an event bus service that you can use to connect your applications with data from a variety of sources. For more information, see the *Amazon EventBridge User Guide*. The following sections provide detailed information about events under the Marketplace Catalog service in the EventBridge console.

Topics

- Events for new offers
- Events for change sets

- Events for security summary report
- Events for disbursements

This topic

Action by seller	Event received	Related topic
Independent software vendor (ISV) creates an offer and makes it available for purchase	`Offer Released`	the section called “Events for new offers”
ISV's product is used by a channel partner to create an offer	`Offer Released`	the section called “Events for new offers”
Channel partner creates an offer	`Offer Released`	the section called “Events for new offers”
Change set succeeds	`Change Set Succeeded`	the section called “Events for change sets”
Change set fails	`Change Set Failed`	the section called “Events for change sets”
Change set is cancelled	`Change Set Cancelled`	the section called “Events for change sets”
Security vulnerabilities were detected on the ISV's product	`Products Security Report Created`	the section called “Events for security summary report”

Events for new offers

When sellers create an offer and make it available for purchase, they can receive an event with the following detail type: `Offer Released`.

Note

For information on creating EventBridge rules, see Amazon EventBridge rules in the *Amazon EventBridge User Guide*.

The following is an example event body for a new offer created by an ISV.

```
{
  "version": "0",
  "id": "01234567-0123-0123-0123-0123456789ab",
  "detail-type": "Offer Released",
  "source": "aws.marketplacecatalog",
  "account": "123456789012",
  "time": "2023-08-26T00:00:00Z",
  "region": "us-east-1",
  "resources": [
    "arn:aws:aws-marketplace:us-east-1:123456789012:AWSMarketplace/Offer/
offer-1234567890123"
  ],
  "detail": {
    "requestId": "3d4c9f9b-b809-4f5e-9fac-a9ae98b05cbb",
    "catalog": "AWSMarketplace",
    "offer": {
      "id": "offer-1234567890123",
      "arn": "arn:aws:catalog:us-east-1:123456789012:Offer/offer-1234567890123",
      "name": "Offer Name",
      "expirationDate": "2025-08-26T00:00:00Z"
    },
    "product": {
      "id": "bbbbaaaa-abcd-1111-abcd-666666666666",
      "arn": "arn:aws:aws-marketplace:us-east-1:123456789012:AWSMarketplace/
SaaSProduct/bbbbaaaa-abcd-1111-abcd-666666666666",
      "title": "Product Title"
    },
    "manufacturer": {
      "accountId": "123456789012",
      "name": "Manufacturer Account Name"
    },
    "sellerOfRecord": {
      "accountId": "123456789012",
      "name": "Seller Account Name"
    },
```

```
    "targetedBuyerAccountIds": [
      "999988887777",
      "111122223333"
    ]
  }
}
```

The following is an example event body for when an ISV's product is used by a channel partner to create an offer.

```
{
  "version": "0",
  "id": "01234567-0123-0123-0123-0123456789ab",
  "detail-type": "Offer Released",
  "source": "aws.marketplacecatalog",
  "account": "123456789012",
  "time": "2023-08-26T00:00:00Z",
  "region": "us-east-1",
  "resources": [
    "arn:aws:aws-marketplace:us-east-1:987654321098:AWSMarketplace/Offer/
offer-1234567890123"
  ],
  "detail": {
    "requestId": "3d4c9f9b-b809-4f5e-9fac-a9ae98b05cbb",
    "catalog": "AWSMarketplace",
    "offer": {
      "id": "offer-1234567890123",
      "arn": "arn:aws:catalog:us-east-1:987654321098:Offer/offer-1234567890123",
      "name": "Offer Name",
      "expirationDate": "2025-08-26T00:00:00Z"
    },
    "product": {
      "id": "bbbbaaaa-abcd-1111-abcd-666666666666",
      "arn": "arn:aws:aws-marketplace:us-east-1:123456789012:AWSMarketplace/
SaaSProduct/bbbbaaaa-abcd-1111-abcd-666666666666",
      "title": "Product Title"
    },
    "manufacturer": {
      "accountId": "123456789012",
      "name": "Manufacturer Account Name"
    },
    "sellerOfRecord": {
      "accountId": "987654321098",
```

```
      "name": "Seller Account Name"
    },
    "targetedBuyerAccountIds": ["999988887777", "111122223333"],
    }
  }
}
```

The following is an example event body for when a channel partner creates an offer.

```
{
  "version": "0",
  "id": "01234567-0123-0123-0123-0123456789ab",
  "detail-type": "Offer Released",
  "source": "aws.marketplacecatalog",
  "account": "987654321098",
  "time": "2023-08-26T00:00:00Z",
  "region": "us-east-1",
  "resources": [
    "arn:aws:aws-marketplace:us-east-1:987654321098:AWSMarketplace/Offer/
offer-1234567890123"
  ],
  "detail": {
    "requestId": "3d4c9f9b-b809-4f5e-9fac-a9ae98b05cbb",
    "catalog": "AWSMarketplace",
    "offer": {
      "id": "offer-1234567890123",
      "arn": "arn:aws:catalog:us-east-1:987654321098:Offer/offer-1234567890123",
      "name": "Offer Name",
      "expirationDate": "2025-08-26T00:00:00Z"
    },
    "product": {
      "id": "bbbbaaaa-abcd-1111-abcd-666666666666",
      "arn": "arn:aws:aws-marketplace:us-east-1:123456789012:AWSMarketplace/
SaaSProduct/bbbbaaaa-abcd-1111-abcd-666666666666",
      "title": "Product Title"
    },
    "manufacturer": {
      "accountId": "123456789012",
      "name": "Manufacturer Account Name"
    },
    "sellerOfRecord": {
      "accountId": "987654321098",
      "name": "Seller Account Name"
```

```
    },
    "targetedBuyerAccountIds": ["999988887777", "111122223333"],
    }
  }
}
```

Events for change sets

When a change set completes, sellers, channel partners, and private marketplace administrators can receive an event. The AWS Marketplace Catalog API sends an event when a change set completes with a status of succeeded, failed, or cancelled. The source for these events is `aws.marketplacecatalog`, and the possible detail type values are `Change Set Succeeded`, `Change Set Failed`, and `Change Set Cancelled`.

> **Note**
>
> For information on change sets, see Working with change sets in the *AWS Marketplace Catalog API Reference*.

Each event contains change request details, such as the change set ID, change set name, event detail type, failure code (for failed requests), and start and end times of the request. This enables you to monitor your change sets without continuously querying the `DescribeChangeSet` action or checking the AWS Marketplace Management Portal for the status of your change requests.

> **Note**
>
> For information on creating EventBridge rules, see Amazon EventBridge rules in the *Amazon EventBridge User Guide*.

The following is an example event body for the `Change Set Succeeded` detail type.

```
{
  "version": "0",
  "id": "01234567-0123-0123-0123-0123456789ab",
  "detail-type": "Change Set Succeeded",
  "source": "aws.marketplacecatalog",
  "account": "123456789012",
  "time": "2022-11-01T13:12:22Z",
```

```
  "region": "us-east-1",
  "resources": [
    "arn:aws:aws-marketplace:us-east-1:123456789012:AWSMarketplace/
ChangeSet/76yesvf8y165pa4f98td2crtg"
  ],
  "detail": {
    "requestId" : "3d4c9f9b-b809-4f5e-9fac-a9ae98b05cbb",
    "Catalog": "AWSMarketplace",
    "ChangeSetId": "76yesvf8y165pa4f98td2crtg",
    "ChangeSetName": "Create my product",
    "StartTime": "2018-02-27T13:45:22Z",
    "EndTime": "2018-02-27T14:55:22Z"
  }
}
```

The following is an example event body for the `Change Set Failed` detail type.

```
{
  "version": "0",
  "id": "01234567-0123-0123-0123-0123456789ab",
  "detail-type": "Change Set Failed",
  "source": "aws.marketplacecatalog",
  "account": "123456789012",
  "time": "2022-11-01T13:12:22Z",
  "region": "us-east-1",
  "resources": [
    "arn:aws:aws-marketplace:us-east-1:123456789012:AWSMarketplace/
ChangeSet/76yesvf8y165pa4f98td2crtg"
  ],
  "detail": {
    "requestId" : "3d4c9f9b-b809-4f5e-9fac-a9ae98b05cbb",
    "Catalog": "AWSMarketplace",
    "ChangeSetId": "76yesvf8y165pa4f98td2crtg",
    "ChangeSetName": "Create my product",
    "StartTime": "2018-02-27T13:45:22Z",
    "EndTime": "2018-02-27T14:55:22Z",
    "FailureCode": "CLIENT_ERROR"
  }
}
```

The following is an example event body for the `Change Set Cancelled` detail type.

```
{
```

```
  "version": "0",
  "id": "01234567-0123-0123-0123-0123456789ab",
  "detail-type": "Change Set Cancelled",
  "source": "aws.marketplacecatalog",
  "account": "123456789012",
  "time": "2022-11-01T13:12:22Z",
  "region": "us-east-1",
  "resources": [
    "arn:aws:aws-marketplace:us-east-1:123456789012:AWSMarketplace/
ChangeSet/76yesvf8y165pa4f98td2crtg"
  ],
  "detail": {
    "requestId" : "3d4c9f9b-b809-4f5e-9fac-a9ae98b05cbb",
    "Catalog": "AWSMarketplace",
    "ChangeSetId": "76yesvf8y165pa4f98td2crtg",
    "ChangeSetName": "Create my product",
    "StartTime": "2018-02-27T13:45:22Z",
    "EndTime": "2018-02-27T14:55:22Z"
  }
}
```

Events for security summary report

When security vulnerabilities are detected on a seller's products, they can receive a summary report event and periodic reminders for outstanding product issues. The source for these events is `aws.marketplacecatalog`, and the detail type is `Products Security Report Created`.

Each event includes a summary of the count of products and versions with detected issues, a count of how many latest versions are affected, and the date when resolution is required to prevent a temporary restriction of these products or versions.

> **Note**
>
> For information on creating EventBridge rules, see Amazon EventBridge rules in the *Amazon EventBridge User Guide*.
> For details on managing security events, see the How to improve the security of your product catalog in AWS Marketplace blog post on the *AWS Blog*.

The following is an example event body for the `Products Security Report Created` detail type.

```
{
  "version": "0",
   "id": "01234567-0123-0123-0123-0123456789ab",
   "detail-type": "Products Security Report Created",
   "source": "aws.marketplacecatalog",
   "account": "123456789012",
   "time": "2023-10-31T00:00:00Z",
   "region": "us-east-1",
   "resources": [],
   "detail": {
     "numberOfProductsWithIssues": 1,
     "numberOfVersionsWithIssues": 1,
     "numberOfLatestVersionsWithIssues": 1,
     "newIssuesFound": true,
     "upcomingResolutionDueDate": "2023-12-01T00:00:00Z",
     "requestId": "533fa17d-3e97-5051-bcaf-1fae45fb3f8b"
   }
  }
```

Events for disbursements

When a disbursement to seller bank account fails due to invalid bank account details, AWS Marketplace ISVs and channel partners may receive an event.

In the following JSON event code, the `source` value for these events is `aws.marketplace`, and the `detail-type` value is `Disbursement Paused`. The `resources` value shows the invalid bank account Amazon Resource Number (ARN).

```
{
"version": "0",
"id": "01234567-0123-0123-0123-0123456789ab",
"detail-type": "Disbursement Paused",
"source": "aws.marketplace",
"account":"<account id of end user>",
"time": "2022-11-01T13:12:22Z",
"region": "us-east-1",
"resources": ["arn:aws:payments:us-east-1:1234567890:paymentinstrument:123"],
"detail": {
"requestId": "3d4c9f9b-b809-4f5e-9fac-a9ae98b05cbb",
"catalog": "AWSMarketplace"
 }
```

```
}
```

To resolve the invalid bank account details issue, add your bank account details in the AWS Marketplace Management Portal. For instructions, see To add bank account details.

For more information about creating Amazon EventBridge rules, see Rules in Amazon EventBridge in the *Amazon EventBridge User Guide*.

Seller reports, data feeds, and dashboards in AWS Marketplace

As an AWS Marketplace seller, you can use the following tools for collecting and analyzing information about your product sales:

- Reports that AWS Marketplace generates automatically and makes available to all registered AWS Marketplace sellers.
- An API that you can use to access sections of those reports.
- Data feeds that provide additional customer information that you can use to identify customer information for transactions listed in the reports.
- Dashboards powered by Amazon QuickSight with charts, graphs, and insights that help you to access and analyze financial data.

AWS Marketplace provides as much data as possible in reports, data feeds, and dashboards while adhering to the following:

- Amazon standards and tenets for protecting customer data.
- The terms and conditions that buyers accept when they buy a product on AWS Marketplace. As a seller, you are contractually bound to securely manage buyer data and to delete data upon buyer's request.

> **Note**
>
> To cancel the notification emails for a report, contact the AWS Marketplace Seller Operations team.

For more information about reports, datafeeds, and dashboards in AWS Marketplace, see the following topics.

Topics

- Seller delivery data feeds in AWS Marketplace
- Seller reports in AWS Marketplace

- Supplementary reports
- Seller dashboards

Seller delivery data feeds in AWS Marketplace

AWS Marketplace provides data feeds as a mechanism to send structured, up-to-date product and customer information from AWS Marketplace systems to seller Amazon S3 buckets for ETL (extract, transform, and load) between seller-owned business intelligence tools. Data feeds collect and deliver comma-separated value (CSV) files to an encrypted Amazon S3 bucket that you provide. Data feeds are generated within a day, and contain 24 hours of data from the previous day. The following sections provide an overview of data feeds and explain how to access and use them. Subsequent sections describe each data feed.

The transactional data is delivered and appended in a bi-temporal structure so sellers can store and query data along two timelines with timestamps for both

- valid time: when a fact occurred in the real world (“what you knew”)
- system time: when that fact was recorded to the database (“when you knew it”).

Data feeds are delivered daily at midnight UTC following an update from the prior day containing 24 hours of data from the previous day. An update can be defined by a customer subscribing, a customer being invoiced, or AWS disbursing payment.

Topics

- Storage and structure of AWS Marketplace data feeds
- Accessing data feeds
- Collecting and analyzing data with data feeds
- Data feed tables overview
- Data feed query examples
- Data feeds

Storage and structure of AWS Marketplace data feeds

AWS Marketplace provides data feeds as a mechanism to send structured, up-to-date product and customer information from AWS Marketplace systems to seller Amazon S3 buckets for ETL (extract,

transform, and load) between seller-owned business intelligence tools. This topic provides more information about the structure and storage of data feeds.

Data feeds collect and deliver comma-separated value (CSV) files to an encrypted Amazon S3 bucket that you provide. The CSV files have the following characteristics:

- They follow the 4180 standards.
- Character encoding is UTF-8 without BOM.
- Commas are used as separators between values.
- Fields are escaped by double quotation marks.
- `\n` is the line feed character.
- Dates are reported in the UTC time zone, are in ISO 8601 date and time format, and are accurate within 1 second.
- All `*_period_start_date` and `*_period_end_date` values are inclusive, which means that `23:59:59` is the last possible timestamp for any day.
- All monetary fields are preceded with a currency field.
- Monetary fields use a period (`.`) character as a decimal separator, and don't use a comma (,) as a thousands separator.

Data feeds are generated and stored as follows:

- Data feeds are generated within a day, and contain 24 hours of data from the previous day.
- In the Amazon S3 bucket, data feeds are organized by month using the following format:

  bucket-name/*data-feed-name_version*/year=*YYYY*/month=*MM*/data.csv
- As each daily data feed is generated, it is appended to the existing CSV file for that month. When a new month starts, a new CSV file is generated for each data feed.
- Information in data feeds is backfilled from 2010/01/01 to 2020/04/30 (inclusive) and is available in the CSV file in the `year=2010/month=01` subfolder.

  You may notice cases where the current month's file for a given data feed contains only column headers, and no data. This means that there were no new entries for that month for the feed. This can happen with data feeds that are updated less frequently, like the product feed. In these cases, data is available in the backfilled folder.

- In Amazon S3, you can create an Amazon S3 lifecycle policy to manage how long to keep files in the bucket.
- You can configure Amazon SNS to notify you when data is delivered to your encrypted Amazon S3 bucket. For information on how to configure notifications, see Getting started with Amazon SNS in the *Amazon Simple Notification Service Developer Guide*.

Historization of the data

Each data feed includes columns that document the history of the data. Except for `valid_to`, these columns are common to all data feeds. They're included as a common history schema and are useful in querying the data.

Column name	Description
valid_from	The first date that the value for the primary key is valid for in relation to values for other fields.
valid_to	This column is only shown on the Address data feed and is always blank.
insert_date	The date a record was inserted into the data feed.
update_date	The date the record was last updated.
delete_date	This column is always blank.

The following shows an example of these columns.

valid_from	valid_to	insert_date	update_date	delete_date
2018-12-12T02:00:00Z		2018-12-12T02:00:00Z	2018-12-12T02:00:00Z	
2019-03-29T03:00:00Z		2019-03-29T03:00:00Z	2019-03-29T03:00:00Z	

valid_from	valid_to	insert_date	update_date	delete_date
2019-03-29T03:00:00Z		2019-03-29T03:00:00Z	2019-04-28T03:00:00Z	

The `valid_from` and `update_date` field together form a *bi-temporal data model*. The `valid_from` field, as it is named, tells you when the item is valid from. If the item was edited, it can have multiple records in the feed, each with a different `update_date`, but the same `valid_from` date. For example, to find the current value for an item, you would find the record with the most recent `update_date`, from the list of records with the most recent `valid_from` date.

In the example above, the record was originally created 2018-12-12. It was then changed on 2019-03-29 (for example, if the address in the record changed). Later, on 2019-04-28, the address change was corrected (so the `valid_from` didn't change, but the `update_date` did). Correcting the address (a rare event) retroactively changes the record from the original `valid_from` date, so that field didn't change. A query to find the most recent `valid_from` would return two records, the one with the latest `update_date` gives you the actual current record.

Accessing data feeds

With AWS Marketplace, you can use data feeds as a mechanism to send structured, up-to-date product and customer information from AWS Marketplace systems an Amazon S3 buckets for ETL (extract, transform, and load) between seller-owned business intelligence tools. You need to configure your environment to receive data feeds to an encrypted Amazon S3 bucket. This topic shows you how to access and unsubscribe from data feeds.

Topics

- Access a data feed
- Data feed policies
- Unsubscribe from data feeds

Access a data feed

1. Allocate a business intelligence or data engineer with SQL and ETL (extract, transform, load) experience. This person also needs experience setting up APIs.
2. Set up an Amazon Simple Storage Service bucket and a subscription to the data feeds. Use the AWS seller account ID associated with your Marketplace product listings. To do so, you can watch this YouTube video or follow the steps below.

   The video and the steps explain how to use a AWS CloudFormation template that helps simplify configuration.

   a. Open a web browser and sign into the AWS Marketplace Management Portal, then go to Set up customer data storage.

   b. Choose **Create resources with AWS CloudFormation template** to open the template in the AWS CloudFormation console in another window.

   c. In the template, specify the following and then choose **Next**:

      - Stack name – The collection of resources you're creating to enable access to data feeds.
      - Amazon S3 bucket name – The bucket for storing data feeds.
      - (Optional) Amazon SNS topic name – The topic for receiving notifications when Amazon Simple Storage Service bucket.

   d. On the **Review** page, confirm your entries and choose **Create stack**. This will open a new page with the CloudFormation status and details.

   e. From the **Resources** tab, copy Amazon Resource Names (ARNs) for the following resources from the CloudFormation page into the fields on the AWS Marketplace Set up customer data storage page:

      - Amazon S3 bucket for storing data feeds
      - AWS KMS key for encrypting the Amazon S3 bucket
      - (Optional) Amazon SNS topic for receiving notifications when AWS delivers new data to the Amazon S3 bucket

   f. On the **Set up customer data storage** page, choose **Submit**.

   g. (Optional) Edit the policies created by the CloudFormation template. See Data feed policies for more details.

You are now subscribed to data feeds. The next time data feeds are generated, you can access the data.

3. Use an ETL (extract, transform, load) operation to connect the data feeds to your data warehouse or relational database.

> **Note**
>
> Data tools have different capabilities. You must involve a business intelligence engineer or data engineer to set up the integration to match your tool's capabilities.

4. To run or create SQL queries, configure the data feeds to enforce primary and foreign keys in your data tool. Each data feed represents a unique table, and you must set up all data feeds in data schema with the entity relationships. For more information about the tables and entity relationships, see Data feed tables overview in this guide.

5. Setup Amazon Simple Notification Service to automatically refresh your data warehouse or relational database. You can configure Amazon SNS notifications to send alerts when data from each unique feed is delivered to an Amazon S3 bucket. These notifications can be leveraged to automatically refresh seller data warehouse when new data is received via data feeds, if seller data tool supports this capability. See Getting started with Amazon SNS in the *Amazon Simple Notification Service Developer Guide*.

   Example notification:

```
{
        "mainExecutionId": "1bc08b11-ab4b-47e1-866a-9c8f38423a98",
        "executionId": "52e862a9-42d2-41e0-8010-810af84d39b1",
        "subscriptionId": "27ae3961-b13a-44bc-a1a7-365b2dc181fd",
        "processedFiles": [],
        "executionStatus": "SKIPPED",
        "errors": [],
        "feedType": "[data feed name]"
        }
```

   Notifications can have the following `executionStatus` states:

   - `SKIPPED` – The seller has no new data for the day.
   - `COMPLETED` – We delivered the feed with new data.

- `FAILED` – The feed delivery has an issue.

6. Validate the setup by running SQL queries. You can use the sample queries in this guide, or the queries on GitHub, at https://github.com/aws-samples/aws-marketplace-api-samples/tree/main/seller-data-feeds/queries.

> **Note**
>
> The sample queries in this guide were written for AWS Athena. You may need to modify the queries for use with your tools.

7. Determine where business users want to consume data. For example, you can:

- Export .csv data from your data warehouse or SQL database.
- Connect your data to a visualization tool such as PowerBI or Tableau.
- Map data to your CRM, ERP, or financial tools, such as Salesforce, Infor, or Netsuite.

For more information about AWS CloudFormation templates, see Working with AWS CloudFormation templates in the *AWS CloudFormation User Guide*.

Data feed policies

When your Amazon S3 bucket is created by the CloudFormation template, it will create policies for access attached to that bucket, the AWS KMS key, and the Amazon SNS topic. The policies allow the AWS Marketplace reports service to write to your bucket and SNS topic with the data feed information. Each policy will have a section like the following (this example is from the Amazon S3 bucket).

```
        {
            "Sid": "AwsMarketplaceDataFeedsAccess",
            "Effect": "Allow",
            "Principal": {
                "Service": "reports.marketplace.amazonaws.com"
            },
            "Action": [
                "s3:ListBucket",
                "s3:GetObject",
                "s3:PutObject",
                "s3:GetEncryptionConfiguration",
                "s3:GetBucketAcl",
```

```
                "s3:PutObjectAcl"
            ],
            "Resource": [
                "arn:aws:s3:::amzn-s3-demo-bucket",
                "arn:aws:s3:::amzn-s3-demo-bucket/*"
            ]
        },
```

In this policy, AWS Marketplace uses the `reports.marketplace.amazonaws.com` service principal to push data to the Amazon S3 bucket. You specified the *amzn-s3-demo-bucket* in the CloudFormation template.

When the AWS Marketplace reports service calls Amazon S3, AWS KMS, or Amazon SNS, it provides the ARN of the data it intends to write to the bucket. To ensure that the only data written to your bucket is data written on your behalf, you can specify the `aws:SourceArn` in the condition of the policy. In the following example, you must replace the *account-id* with the ID for your AWS account.

```
        {
           "Sid": "AwsMarketplaceDataFeedsAccess",
           "Effect": "Allow",
           "Principal": {
                "Service": "reports.marketplace.amazonaws.com"
            },
            "Action": [
                "s3:ListBucket",
                "s3:GetObject",
                "s3:PutObject",
                "s3:GetEncryptionConfiguration",
                "s3:GetBucketAcl",
                "s3:PutObjectAcl"
            ],
            "Resource": [
                "arn:aws:s3:::amzn-s3-demo-bucket",
                "arn:aws:s3:::amzn-s3-demo-bucket/*"
            ,
            "Condition": {
                "StringEquals": {
                        "aws:SourceAccount": "account-id",
                        "aws:SourceArn": ["arn:aws:marketplace::account-
id:AWSMarketplace/SellerDataSubscription/DataFeeds_V1",
```

```
                        "arn:aws:marketplace::account-id:AWSMarketplace/
SellerDataSubscription/Example-Report"]
                        }
                }
        },
```

Unsubscribe from data feeds

Open a web browser and sign in to the AWS Marketplace Management Portal. Then, go to the Contact us page to submit an unsubscribe request to the AWS Marketplace Seller Operations team. The unsubscribe request can take up to 10 business days to process.

Collecting and analyzing data with data feeds

AWS Marketplace provides data feeds as a mechanism to send structured, up-to-date product and customer information from AWS Marketplace systems to seller Amazon S3 buckets for ETL (extract, transform, and load) between seller-owned business intelligence tools. When data is available in your Amazon S3 bucket, you can use data feeds in the following ways:

- Download the .CSV files from the Amazon S3 bucket you created in Accessing data feeds so that you can view the data in a spreadsheet.
- Use ETL (extract, transform, and load), SQL query, business analytics tools to collect and analyze the data.

  You can use AWS services to collect and analyze data, or any third-party tool that can perform analysis of .CSV-based datasets.

For more information about data feeds to collect and analyze data, see the following example.

Example: Use AWS services to collect and analyze data

The following procedure assumes that you've already configured your environment to receive data feeds to an Amazon S3 bucket and that the bucket contains data feeds.

To collect and analyze data from data feeds

1. From the AWS Glue console, create a crawler to connect to the Amazon S3 bucket that stores the data feeds, extract the data you want, and create metadata tables in the AWS Glue Data Catalog.

For more information about AWS Glue, see the *AWS Glue Developer Guide*.

2. From the Athena console, run SQL queries on the data in the AWS Glue Data Catalog.

   For more information about Athena see the *Amazon Athena User Guide*.

3. From the QuickSight console, create an analysis and then create a visual of the data.

   For more information about QuickSight, see the *Amazon QuickSight User Guide*.

For a detailed example of one way to use AWS services to collect and analyze data in data feeds, see Using Seller Data Feed Delivery Service, Amazon Athena, and QuickSight to create seller reports at the AWS Marketplace Blog.

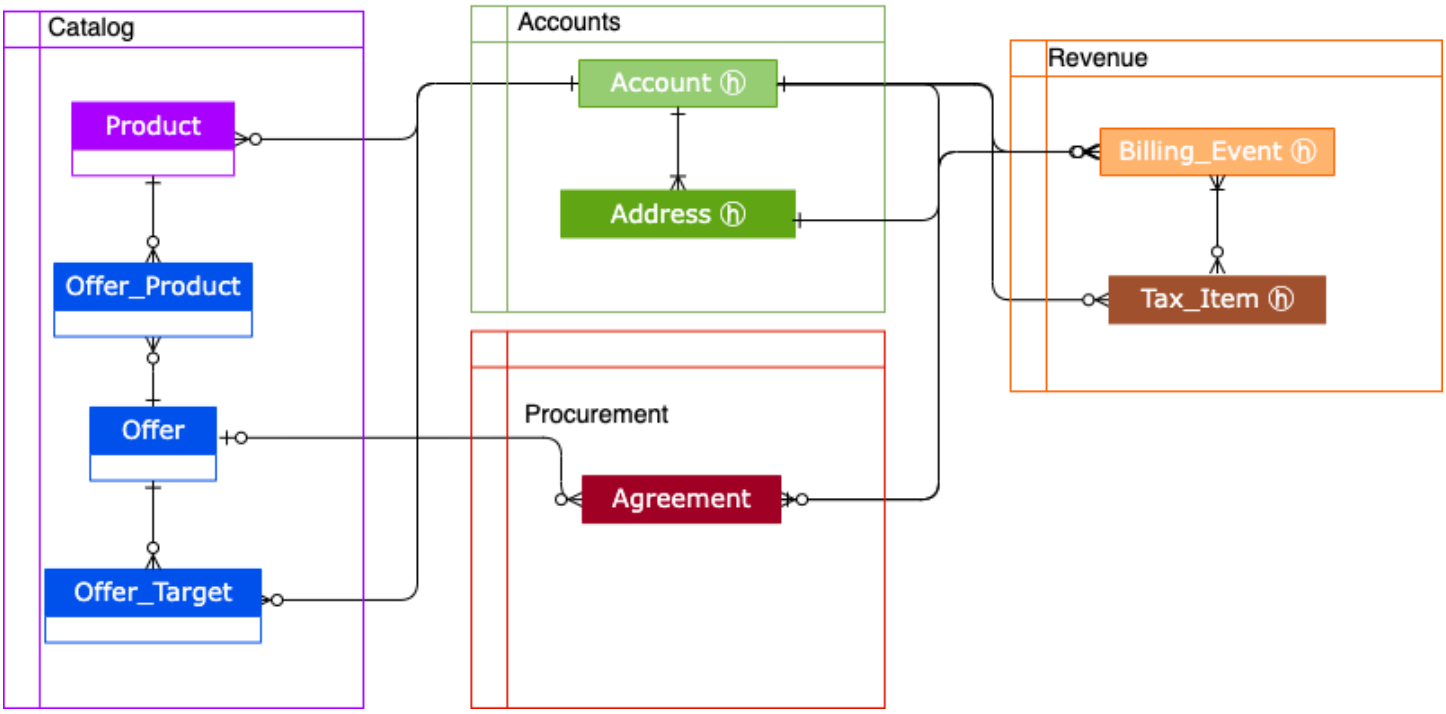
Data feed tables overview

AWS Marketplace provides data feeds as a set of tables that you can join together to provide more context for your queries.

AWS Marketplace provides the following general domains, or categories of interest, in your data feeds:

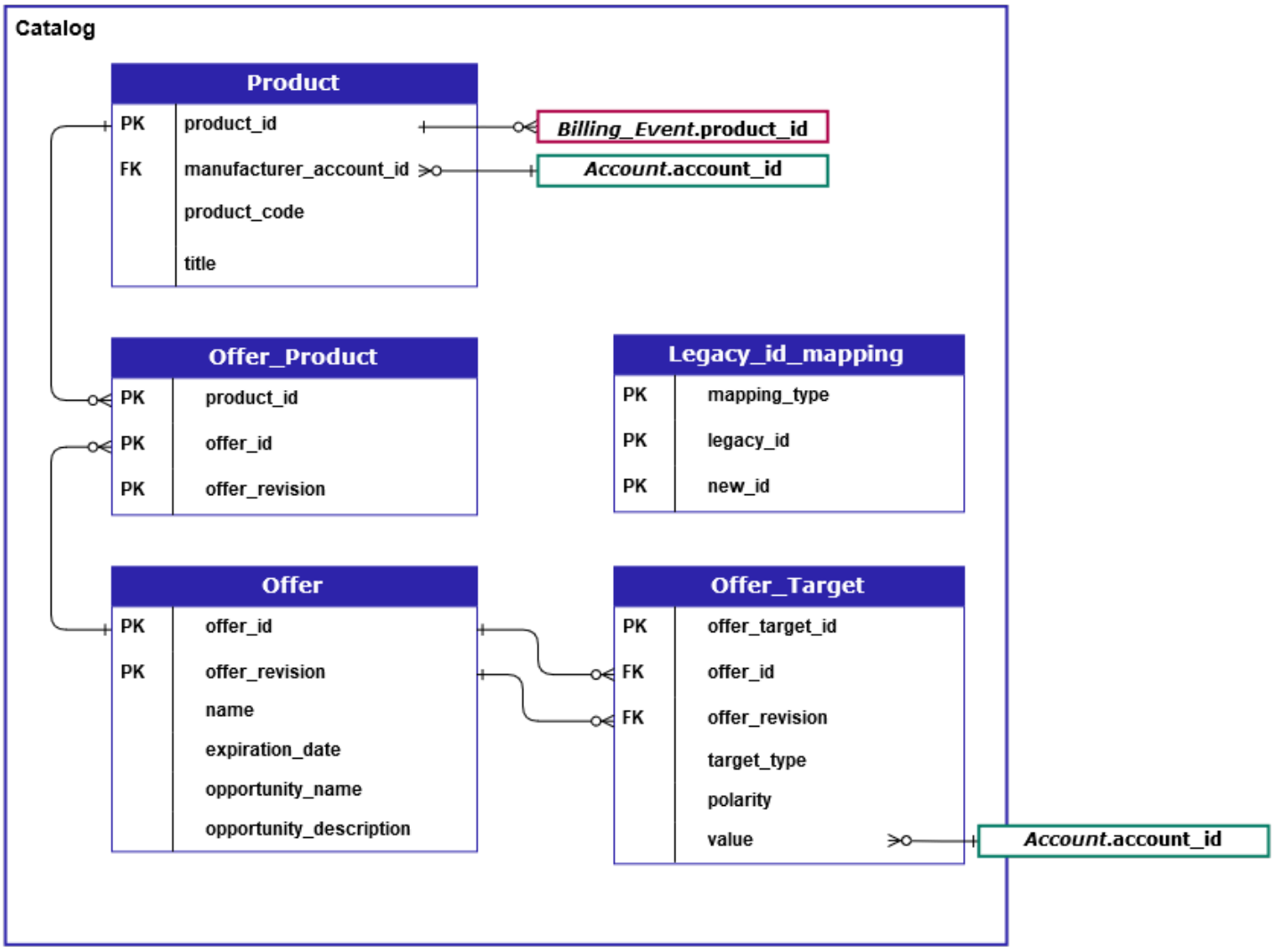
- **Catalog** – Includes information about the products and offers in your account.
- **Accounts** – Includes information about the accounts that provide or purchase products on AWS Marketplace (your own accounts or accounts of parties that you work with such as channel partners or buyers).
- **Revenue** – Includes information about billing, disbursements, and taxes.
- **Procurement** – includes information about the agreements for the product offers you have created as the seller of record.

This diagram shows the tables in the Catalog, Accounts, and Revenue domains.



Catalog-related tables

The following diagram shows the relationships between tables in the Catalog domain, as well as the fields within the tables.



The `Product`, `Offer_Product`, `Offer`, `Offer_Target`, and `Legacy_id_mapping`_tables are in the Catalog domain.

The `Offer_Target` table includes a value field for the `account_id` of the target, but only when the `target_type` value is `account`.

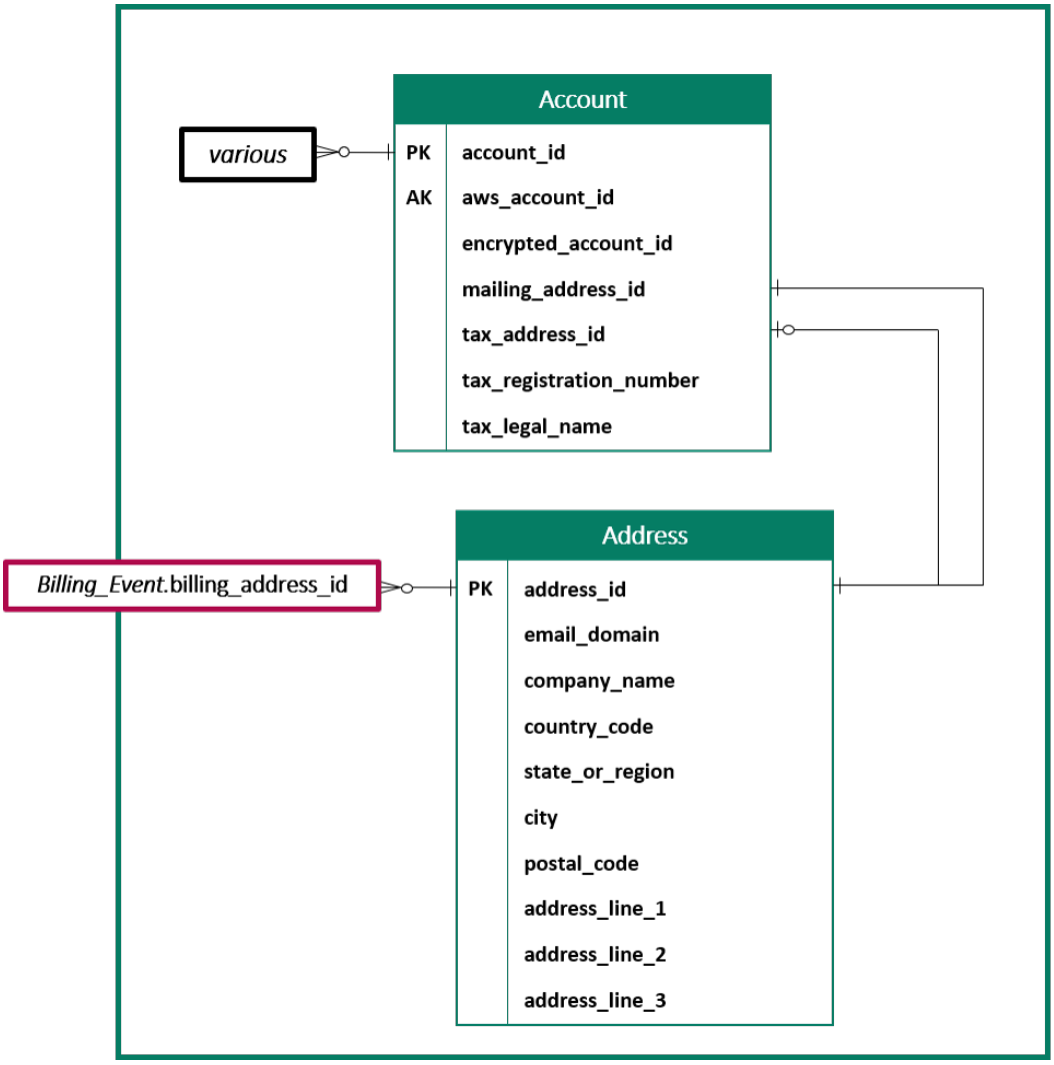
The `Legacy_id_mapping` table is not used for current data.

> **Note**
>
> For more information about these tables, including a description of each field in the table and the joins that can be created, see the following topics:
>
> - Product data feed
> - Offer product data feed

- Offer data feed
- Offer target data feed
- Legacy mapping data feed

Accounts-related tables

The following diagram shows the relationships between the `Account` and `Address` tables in the Accounts domain, as well as the fields within the tables.



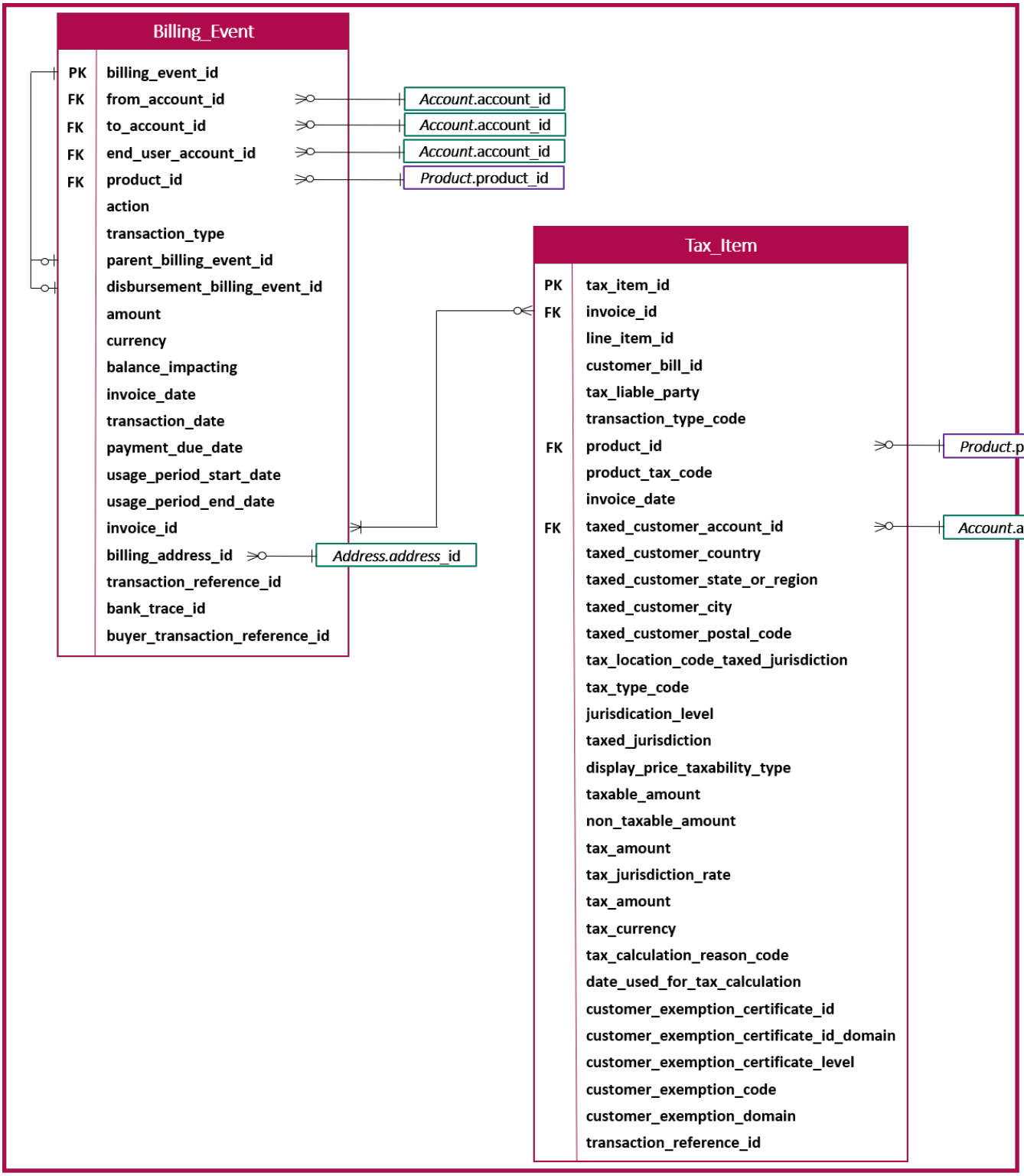
Note

For more information about these tables, including a description of each field in the table and the joins that you can create, see the following topics:

- Account data feed
- Address data feed

Revenue-related tables

The following diagram shows the relationships between the `Billing_Event` and `Tax_Item` tables in the Revenue domain, as well as the fields within the tables. The `Billing_Event` table includes information about disbursements, as well as billing events.


Billing_Event
PK billing_event_id
FK from_account_id
FK to_account_id
FK end_user_account_id
FK product_id
action
transaction_type
parent_billing_event_id
disbursement_billing_event_id
amount
currency
balance_impacting
invoice_date
transaction_date
payment_due_date
usage_period_start_date
usage_period_end_date
invoice_id
billing_address_id
transaction_reference_id
bank_trace_id
buyer_transaction_reference_id
Account.account_id
Account.account_id
Account.account_id
Product.product_id
Address.address_id
Tax_Item
PK tax_item_id
FK invoice_id
line_item_id
customer_bill_id
tax_liable_party
transaction_type_code
FK product_id
product_tax_code
invoice_date
FK taxed_customer_account_id
taxed_customer_country
taxed_customer_state_or_region
taxed_customer_city
taxed_customer_postal_code
tax_location_code_taxed_jurisdiction
tax_type_code
jurisdication_level
taxed_jurisdiction
display_price_taxability_type
taxable_amount
non_taxable_amount
tax_amount
tax_jurisdiction_rate
tax_amount
tax_currency
tax_calculation_reason_code
date_used_for_tax_calculation
customer_exemption_certificate_id
customer_exemption_certificate_id_domain
customer_exemption_certificate_level
customer_exemption_code
customer_exemption_domain
transaction_reference_id
Product.product_id
Account.account_id

Note

For more information about these tables, including a description of each field in the table and the joins that you can create, see the following topics:

- Billing event data feed
- Tax item data feed

Procurement related tables

The following diagram shows the fields within the Agreement table in the Procurement domain.

Note

For more information about these tables, including a description of each field in the table and the joins that can be created, see Agreements data feed, in this guide.

The following sections provide *entity relationship* (ER) diagrams for each domain. Each ER diagram shows the tables and the fields within each table, as well as the fields that you can use to join the tables.

Note

The ER diagrams in this section do not include the common fields for all data feeds. For more information about the common fields, see Storage and structure of AWS Marketplace data feeds.

The following table describes the symbols that are used in the ER diagrams.

Symbol	Description
PK	**Primary key** – A primary key for the table. When used with the `valid_from` and `update_date` fields, it is unique. For more details about using these fields together, see Historization of the data. If more than one

Symbol	Description
	field is marked as primary key, then the fields together form the primary key.
FK	**Foreign key** – A field that represents a primary key in a different table. Not necessarily unique in the table. **Note** In some cases, the foreign key can be blank if the record in the current table does not have a corresponding record in the foreign table.
AK	**Alternate key** – A key that can be used as a key in the table. Follows the same uniqueness rules as the primary key.
	Connector – Lines between fields represent a connection, which is two fields that can be used to join tables. The ends of the line represent the type of connection. This example represents a one-to-many connectio n.

Connector types

The following table shows the types of ends that each connector can have.

Connector type	Description
	One to n – A connector with this end represents a join that has exactly one value on this side of the join.

Connector type	Description
	Zero or one to n – A connector with this end represents a join that has zero or one values on this side of the join.
	Zero or more to n – A connector with this end represents a join that has zero, one, or many values on this side of the join.
	One or more to n – A connector with this end represents a join that has one or many values on this side of the join.

Data feed query examples

This section gives examples of complex queries using the data feeds provided by AWS Marketplace. These examples are similar to the Seller reports in AWS Marketplace that you get from the AWS Marketplace Management Portal. You can customize these queries to create other reports that you need.

Example queries

- Agreements and renewals
- Billed revenue
- Uncollected or disbursed invoices
- Taxed invoices
- Disbursements by product
- Sales compensation report

Agreements and renewals

To find your agreement and renewal data, you can run a set of queries like the following example. The queries build on each other to create the **Agreements and renewals** dashboard, granular data section. You can use the example as shown, or customize it for your data and use cases.

Comments in the queries explain what the queries do, and how to modify them.

```
    Query currently under development.
```

Billed revenue

To find your invoice data, you can run a set of queries like the following example. The queries build on each other to create the **Billed revenue** report. You can use the example as shown, or customize it for your data and use cases.

Comments in the queries explain what the queries do, and how to modify them.

```
-- Billed revenue report

-- General note: When executing this query we are assuming that the data ingested in
 the database uses
-- two time axes (the valid_from column and the update_date column).
-- See documentation for more details: https://docs.aws.amazon.com/marketplace/latest/
userguide/data-feed.html#data-feed-details

-- An account_id has several valid_from dates (each representing a separate revision of
 the data)
-- but because of bi-temporality, an account_id + valid_from tuple can appear multiple
 times with a different update_date.
-- We are only interested in the most recent tuple (ie, uni-temporal model)
with accounts_with_uni_temporal_data as (
  select
    account_id,
    aws_account_id,
    encrypted_account_id,
    mailing_address_id,
    tax_address_id,
    tax_legal_name,
    from_iso8601_timestamp(valid_from) as valid_from,
    tax_registration_number
  from
    (
      select
        account_id,
        aws_account_id,
        encrypted_account_id,
```

```
        mailing_address_id,
        tax_address_id,
        tax_legal_name,
        valid_from,
        delete_date,
        tax_registration_number,
        row_number() over (partition by account_id, valid_from order by
 from_iso8601_timestamp(update_date) desc) as row_num
      from
        accountfeed_v1
    )
    where
      -- keep latest ...
      row_num = 1
      -- ... and remove the soft-deleted one.
      and (delete_date is null or delete_date = '')
  ),

accounts_with_history as (
  with accounts_with_history_with_extended_valid_from as (
    select
      account_id,
      -- sometimes, this columns gets imported as a "bigint" and loses heading 0s ->
 casting to a char and re-adding heading 0s (if need be)
      substring('000000000000'||cast(aws_account_id as varchar),-12) as aws_account_id,
      encrypted_account_id,
      mailing_address_id,
      tax_address_id,
      tax_legal_name,
      -- The start time of account valid_from is extended to '1970-01-01 00:00:00',
 because:
      -- ... in tax report transformations, some tax line items with invoice_date
 cannot
      -- ... fall into the default valid time range of the associated account
      case
        when lag(valid_from) over (partition by account_id order by valid_from asc) is
 null
          then cast('1970-01-01 00:00:00' as timestamp)
        else valid_from
      end as valid_from
    from accounts_with_uni_temporal_data
    )
  select
    account_id,
```

```
    aws_account_id,
    encrypted_account_id,
    mailing_address_id,
    tax_address_id,
    tax_legal_name,
    valid_from,
    coalesce(
      lead(valid_from) over (partition by account_id order by valid_from asc),
      cast('2999-01-01 00:00:00' as timestamp)
    ) as valid_to
  from
    accounts_with_history_with_extended_valid_from
),

-- An address_id has several valid_from dates (each representing a separate revision of
 the data)
-- but because of bi-temporality, an account_id + valid_from tuple can appear multiple
 times with a different update_date.
-- We are only interested in the most recent tuple (ie, uni-temporal model)
address_with_uni_temporal_data as (
  select
    from_iso8601_timestamp(valid_from) as valid_from,
    address_id,
    company_name,
    email_domain,
    country_code,
    state_or_region,
    city,
    postal_code,
    row_num
  from
  (
    select
      valid_from,
      update_date,
      delete_date,
      address_id,
      company_name,
      email_domain,
      country_code,
      state_or_region,
      city,
      postal_code,
```

```
      row_number() over (partition by address_id, valid_from order by
 from_iso8601_timestamp(update_date) desc) as row_num
    from
      addressfeed_v1
  )
  where
    -- keep latest ...
    row_num = 1
    -- ... and remove the soft-deleted one.
    and (delete_date is null or delete_date = '')
),

-- We are only interested in the most recent tuple (BTW: a given address is not
 supposed to change over time but when bugs ;-) so this query mainly does nothing)
address_with_latest_revision as (
  select
    valid_from,
    address_id,
    company_name,
    email_domain,
    country_code,
    state_or_region,
    city,
    postal_code,
    row_num_latest_revision
  from
  (
    select
      valid_from,
      address_id,
      company_name,
      email_domain,
      country_code,
      state_or_region,
      city,
      postal_code,
      row_number() over (partition by address_id order by valid_from desc) as
 row_num_latest_revision
    from
      address_with_uni_temporal_data
  )
  where
    row_num_latest_revision = 1
),
```

```
accounts_with_history_with_company_name as (
  select
    awh.account_id,
    awh.aws_account_id,
    awh.encrypted_account_id,
    awh.mailing_address_id,
    awh.tax_address_id,
    coalesce(
      --empty value in Athena shows as '', change all '' value to null
      case when address.company_name = '' then null else address.company_name end,
      awh.tax_legal_name) as mailing_company_name,
    address.email_domain,
    awh.valid_from,
    -- For BYOL, the agreement might be accepted (using some external non-AWS system or
 manual process) days before
    -- that BYOL agreement is entered into AWS Marketplace by the buyer. Therefore, the
 buyer is permitted to manually
    -- enter a backdated acceptance date, which might predate the point in time when
 the account was created.
    -- To work around this, we need to adjust the valid_from of the account to be
    -- earlier than the earliest possible backdated BYOL agreement acceptance date.
    case
      when lag(awh.valid_from) over (partition by aws_account_id order by
 awh.valid_from asc) is null
      then date_add('Day', -212, awh.valid_from)
      -- 212 is the longest delay between acceptance_date of the agreement and the
 account start_Date
      else awh.valid_from
    end as valid_from_adjusted,
    awh.valid_to
  from accounts_with_history as awh
  left join address_with_latest_revision as address on
    awh.mailing_address_id = address.address_id and awh.mailing_address_id is not null
),

-- An agreement_id has several valid_from dates (each representing an agreement
 revision)
-- but because of bi-temporality, an agreement_id + valid_from tuple can appear
 multiple times with a different update_date.
-- We are only interested in the most recent tuple (ie, uni-temporal model)
agreements_with_uni_temporal_data as (
  select
    agreement_id,
```

```
    origin_offer_id,
    proposer_account_id,
    acceptor_account_id,
    agreement_revision,
    from_iso8601_timestamp(valid_from) as valid_from,
    from_iso8601_timestamp(start_date) as start_date,
    from_iso8601_timestamp(end_date) as end_date,
    from_iso8601_timestamp(acceptance_date) as acceptance_date,
    agreement_type,
    previous_agreement_id,
    agreement_intent
  from
  (
    select
      --empty value in Athena shows as '', change all '' value to null
      case when agreement_id = '' then null else agreement_id end as agreement_id,
      origin_offer_id,
      proposer_account_id,
      acceptor_account_id,
      agreement_revision,
      valid_from,
      delete_date,
      start_date,
      end_date,
      acceptance_date,
      agreement_type,
      previous_agreement_id,
      agreement_intent,
      row_number() over (partition by agreement_id, valid_from order by
 from_iso8601_timestamp(update_date) desc) as row_num
    from
      -- TODO change to agreementfeed_v1 when Agreement Feed is GA'ed
      agreementfeed
  )
  where
    -- keep latest ...
    row_num = 1
    -- ... and remove the soft-deleted one.
    and (delete_date is null or delete_date = '')
),

agreements_with_history as (
  with agreements_with_window_functions as (
    select
```

```
      agreement_id,
      origin_offer_id as offer_id,
      proposer_account_id,
      acceptor_account_id,
      agreement_revision,
      start_date,
      end_date,
      acceptance_date,
      -- The start time of agreement valid_from is extended to '1970-01-01 00:00:00',
because:
      -- ... in usage report transformations, some usage line items with usage_date
cannot
      -- ... fall into the default valid time range of the associated agreement
      case
          when lag(valid_from) over (PARTITION BY agreement_id order by valid_from asc)
is null
          then timestamp '1970-01-01 00:00:00'
          else valid_from
      end as valid_from,
      coalesce(
          lead(valid_from) over (partition by agreement_id order by valid_from asc),
          timestamp '2999-01-01 00:00:00'
      ) as valid_to,
      rank() over (partition by agreement_id order by valid_from asc) version,
      agreement_type,
      previous_agreement_id,
      agreement_intent
    from
      agreements_with_uni_temporal_data
  )
  select
    agreement_id,
    offer_id,
    proposer_account_id,
    acceptor_account_id,
    agreement_revision,
    start_date,
    end_date,
    acceptance_date,
    valid_from,
    case
        when version=1 and valid_from<timestamp '2023-03-03 06:16:08.743' then
timestamp '1970-01-01'
```

```
        -- The following 60 minute adjustment is to handle special case where When
 Renewal happens for a contract
        when version=1 then date_add('minute',-60,valid_from)
        else valid_from
    end as valid_from_adjusted,
    valid_to,
    agreement_type,
    previous_agreement_id,
    agreement_intent
  from
    agreements_with_window_functions
),

-- An offer_id has several valid_from dates (each representing an offer revision)
-- but because of bi-temporality, an offer_id + valid_from tuple can appear multiple
 times with a different update_date.
-- We are only interested in the most recent tuple (ie, uni-temporal model)
offers_with_uni_temporal_data as (
  select
    from_iso8601_timestamp(valid_from) as valid_from,
    from_iso8601_timestamp(update_date) as update_date,
    from_iso8601_timestamp(delete_date) as delete_date,
    offer_id,
    offer_revision,
    name,
    expiration_date,
    opportunity_id,
    opportunity_name,
    opportunity_description,
    seller_account_id
  from
  (
    select
      valid_from,
      update_date,
      delete_date,
      offer_id,
      offer_revision,
      name,
      expiration_date,
      opportunity_id,
      opportunity_name,
      opportunity_description,
      seller_account_id,
```

```
      row_number() over (partition by offer_id, valid_from order by
 from_iso8601_timestamp(update_date) desc) as row_num
    from
      offerfeed_v1
  )
  where
    -- keep latest ...
    row_num = 1
    -- ... and remove the soft-deleted one.
    and (delete_date is null or delete_date = '')
),

-- Here, we build the validity time range (adding valid_to on top of valid_from) of
 each offer revision.
-- We will use it to get Offer name at invoice time.
-- NB: If you'd rather get "current" offer name, un-comment
 "offers_with_latest_revision"
offers_with_history as (
  select
    offer_id,
    offer_revision,
    name,
    opportunity_id,
    opportunity_name,
    opportunity_description,
    valid_from,
    -- When we try to look up an offer revision as at the acceptance date of a BYOL
 agreement, we run into a problem.
    -- For BYOL, the agreement might be accepted (using some external non-AWS system or
 manual process) days before
    -- that BYOL agreement is entered into AWS Marketplace by the buyer. Therefore, the
 buyer is permitted to manually
    -- enter a backdated acceptance date, which might predate the point in time when
 the first revision of the offer
    -- was created. To work around this, we need to adjust the valid_from on the first
 revision of the offer to be
    -- earlier than the earliest possible backdated BYOL agreement acceptance date.
    case
      when lag(valid_from) over (partition by offer_id order by valid_from asc) is null
 and valid_from<cast('2021-04-01' as timestamp)
      then date_add('Day', -3857, valid_from)
      -- 3857 is the longest delay between acceptance_date of an agreement and the
 first revision of the offer
```

```
      when lag(valid_from) over (partition by offer_id order by valid_from asc) is null
 and valid_from >= cast('2021-04-01' as timestamp)
      then date_add('Day', -1460, valid_from)
      --after 2021 for the two offers we need to adjust for 2 more years
      else valid_from
    end as valid_from_adjusted,
    coalesce(
      lead(valid_from) over (partition by offer_id order by valid_from asc),
      cast('2999-01-01 00:00:00' as timestamp))
    as valid_to
  from offers_with_uni_temporal_data
),
-- provided for reference only if you are interested into get "current" offer name
-- (ie. not used afterwards)
offers_with_latest_revision as (
  select
    offer_id,
    offer_revision,
    name,
    opportunity_name,
    opportunity_description,
    valid_from,
    null valid_to
  from
  (
    select
      offer_id,
      offer_revision,
      name,
      opportunity_name,
      opportunity_description,
      valid_from,
      null valid_to,
      row_number() over (partition by offer_id order by valid_from desc) as
 row_num_latest_revision
    from
      offers_with_uni_temporal_data
  )
  where
    row_num_latest_revision = 1
),

-- An offer_target_id has several valid_from dates (each representing an offer
 revision)
```

```
-- but because of bi-temporality, an offer_target_id + valid_from tuple can appear
 multiple times with a different update_date.
-- We are only interested in the most recent tuple (ie, uni-temporal model)
offer_targets_with_uni_temporal_data as (
  select
    from_iso8601_timestamp(valid_from) as valid_from,
    from_iso8601_timestamp(update_date) as update_date,
    from_iso8601_timestamp(delete_date) as delete_date,
    offer_target_id,
    offer_id,
    offer_revision,
    target_type,
    polarity,
    value
  from
  (
    select
      valid_from,
      update_date,
      delete_date,
      offer_target_id,
      offer_id,
      offer_revision,
      target_type,
      polarity,
      value,
      row_number() over (partition by offer_target_id, valid_from order by
 from_iso8601_timestamp(update_date) desc) as row_num
    from
      offertargetfeed_v1
  )
  where
    -- keep latest ...
    row_num = 1
    -- ... and remove the soft-deleted one.
    and (delete_date is null or delete_date = '')
),

offer_target_type as (
  select
    offer_id,
    offer_revision,
    substring(
```

```
      -- The first character indicates the priority (lower value means higher
 precedence):
      min(
        case
          when offer_target.target_type='BuyerAccounts' then '1Private'
          when offer_target.target_type='ParticipatingPrograms' then '2Program:'||
cast(offer_target.value as varchar)
          when offer_target.target_type='CountryCodes' then '3GeoTargeted'
          -- well, there is no other case today, but rather be safe...
          else '4Other Targeting'
        end
      ),
      -- Remove the first character that was only used for th priority in the "min"
 aggregate function:
      2
    ) as offer_target
  from
    offer_targets_with_uni_temporal_data as offer_target
  group by
    offer_id,
    offer_revision
),

offers_with_history_with_target_type as (
  select
    offer.offer_id,
    offer.offer_revision,
    -- even though today it is not possible to combine several types of targeting in a
 single offer, let's ensure the query is still predictable if this gets possible in the
 future
    max(
      case
        when off_tgt.offer_target is null then 'Public'
        else off_tgt.offer_target
      end
    ) as offer_target,
    min(offer.name) as name,
    min(offer.opportunity_name) as opportunity_name,
    min(offer.opportunity_description) as opportunity_description,
    offer.valid_from,
    offer.valid_from_adjusted,
    offer.valid_to,
    offer.opportunity_id
  from
```

```
    offers_with_history as offer
  left join offer_target_type as off_tgt on
    offer.offer_id = off_tgt.offer_id
    and offer.offer_revision = off_tgt.offer_revision
  group by
    offer.offer_id,
    offer.offer_revision,
    offer.valid_from,
    offer.valid_from_adjusted,
    offer.valid_to,
    offer.opportunity_id
),

-- provided for reference only if you are interested into get "current" offer targets
-- (ie. not used afterwards)
offers_with_latest_revision_with_target_type as (
  select
    offer.offer_id,
    offer.offer_revision,
    -- even though today it is not possible to combine several types of targeting in a
 single offer, let's ensure the query is still predictable if this gets possible in the
 future
    max(
      distinct
      case
        when off_tgt.target_type is null then 'Public'
        when off_tgt.target_type='BuyerAccounts' then 'Private'
        when off_tgt.target_type='ParticipatingPrograms' then 'Program:'||
cast(off_tgt.value as varchar)
        when off_tgt.target_type='CountryCodes' then 'GeoTargeted'
        -- well, there is no other case today, but rather be safe...
        else 'Other Targeting'
      end
    ) as offer_target,
    min(offer.name) as name,
    min(offer.opportunity_name) as opportunity_name,
    min(offer.opportunity_description) as opportunity_description,
    offer.valid_from,
    offer.valid_to
  from
    offers_with_latest_revision offer
    -- left joining because public offers don't have targets
    left join offer_targets_with_uni_temporal_data off_tgt on
      offer.offer_id=off_tgt.offer_id and offer.offer_revision=off_tgt.offer_revision
```

```
  group by
    offer.offer_id,
    offer.offer_revision,
    -- redundant with offer_revision, as each revision has a dedicated valid_from (but
 cleaner in the group by)
    offer.valid_from,
    offer.valid_to
),

-- A product_id has several valid_from dates (each representing a product revision),
-- but because of bi-temporality, each product_id + valid_from tuple can appear
 multiple times with a different update_date.
-- We are only interested in the most recent tuple (ie, uni-temporal model)
products_with_uni_temporal_data as (
  select
    from_iso8601_timestamp(valid_from) as valid_from,
    from_iso8601_timestamp(update_date) as update_date,
    from_iso8601_timestamp(delete_date) as delete_date,
    product_id,
    manufacturer_account_id,
    product_code,
    title
  from
  (
    select
      valid_from,
      update_date,
      delete_date,
      product_id,
      manufacturer_account_id,
      product_code,
      title,
      row_number() over (partition by product_id, valid_from order by
 from_iso8601_timestamp(update_date) desc) as row_num
    from
      productfeed_v1
  )
  where
    -- keep latest ...
    row_num = 1
    -- ... and remove the soft-deleted one.
    and (delete_date is null or delete_date = '')
),
```

```
products_with_history as (
  select
    product_id,
    title,
    valid_from,
    -- Offerv2 can have upto 50 years and Offerv3 is upto 5 years of past date
    case
      when lag(valid_from) over (partition by product_id order by valid_from asc) is
 null and valid_from<cast('2021-04-01' as timestamp)
        then date_add('Day', -3857, valid_from)
      -- 3827 is the longest delay between acceptance_date of an agreement and the
 product
      -- we are keeping 3857 as a consistency between the offers and products
      when lag(valid_from) over (partition by product_id order by valid_from asc) is
 null and valid_from >= cast('2021-04-01' as timestamp)
        then date_add('Day', -2190, valid_from)
      --after 2021 for the two offers we need to adjust for 2 more years
      else valid_from
    end as valid_from_adjusted,
    coalesce(
      lead(valid_from) over (partition by product_id order by valid_from asc),
      cast('2999-01-01 00:00:00' as timestamp)
    ) as valid_to,
    product_code,
    manufacturer_account_id
  from
    products_with_uni_temporal_data
),

legacy_products as (
  select
    legacy_id,
    new_id
  from
    legacyidmappingfeed_v1
  where
    mapping_type='PRODUCT'
  group by
    legacy_id,
    new_id
),

-- A given billing_event_id represents an accounting event and thus has only one
 valid_from date,
```

```
-- but because of bi-temporality, a billing_event_id (+ its valid_from) can appear
 multiple times with a different update_date.
-- We are only interested in the most recent tuple (ie, uni-temporal model)
billing_events_with_uni_temporal_data as (
  select
    billing_event_id,
    valid_from,
    update_date,
    delete_date,
    invoice_date,
    transaction_type,
    transaction_reference_id,
    parent_billing_event_id,
    bank_trace_id,
    broker_id,
    product_id,
    disbursement_billing_event_id,
    action,
    from_account_id,
    to_account_id,
    end_user_account_id,
    billing_address_id,
    amount,
    currency,
    balance_impacting,
    --empty value in Athena shows as '', change all '' value to null
    case when agreement_id = '' then null else agreement_id end as agreement_id,
    invoice_id,
    payment_due_date,
    usage_period_start_date,
    usage_period_end_date,
    buyer_transaction_reference_id,
    row_num
  from
  (
    select
      billing_event_id,
      from_iso8601_timestamp(valid_from) as valid_from,
      from_iso8601_timestamp(update_date) as update_date,
      delete_date,
      from_iso8601_timestamp(invoice_date) as invoice_date,
      transaction_type,
      transaction_reference_id,
      parent_billing_event_id,
```

```
      -- casting in case data was imported as number
      cast(bank_trace_id as varchar) as bank_trace_id,
      broker_id,
      product_id,
      disbursement_billing_event_id,
      action,
      from_account_id,
      to_account_id,
      end_user_account_id,
      billing_address_id,
      -- casting in case data was imported as varchar
      cast(amount as decimal(38,6)) as amount,
      currency,
      balance_impacting,
      agreement_id,
      invoice_id,
      case when payment_due_date is null or payment_due_date = '' then null else
 from_iso8601_timestamp(payment_due_date) end as payment_due_date,
      from_iso8601_timestamp(usage_period_start_date) as usage_period_start_date,
      from_iso8601_timestamp(usage_period_end_date) as usage_period_end_date,
      buyer_transaction_reference_id,
      row_number() over (partition by billing_event_id, valid_from order by
 from_iso8601_timestamp(update_date) desc) as row_num
    from
      billingeventfeed_v1
  )
  where
    -- keep latest ...
    row_num = 1
    -- ... and remove the soft-deleted one.
    and (delete_date is null or delete_date = '')
),

-- Here we select the account_id of the current seller (We identify this by looking for
 the to_account_id related to revenue transactions).
-- We will use it later to distinguish own agreements from agreements generated by
 channel partners.
seller_account as (
  select
    from_account_id as seller_account_id
  from
    billing_events_with_uni_temporal_data bill
  where
```

```
    -- Assumption here is only seller will pay listing fee. As of 12/21/2021, there are
 cases that Channel partner have 0 listing fee for CPPO, so the amount could be 0.
    bill.transaction_type like 'AWS_REV_SHARE' and amount <= 0 and action = 'INVOICED'
  group by
    -- from_account_id is always the same for all those "listing fee" transactions ==
 the seller of record himself.
    -- If this view returns more than 1 record, the overall query will fail (on
 purpose). Please contact AWS Marketplace if this happens.
    from_account_id
),

billing_event_with_business_flags as (
  select
    bl.billing_event_id,
    bl.end_user_account_id,
    bl.agreement_id,
    aggrement.proposer_account_id,
    aggrement.offer_id,
    aggrement.acceptor_account_id,
    case
      -- For AWS and BALANCE_ADJUSTMENT, the billing event feed will show the "AWS
 Marketplace" account as the
      -- receiver of the funds and the seller as the payer. We are not interested in
 this information here.
      -- Null values will be ignored by the `max` aggregation function.
      when bl.transaction_type like 'AWS%' then null
      -- For BALANCE_ADJUSTMENT, payer is seller themselves
      when bl.invoice_id is null then bl.to_account_id
      -- We get the payer of the invoice from *any* transaction type that is not AWS
 and not BALANCE_ADJUSTMENT (because they are the same for a given end user + agreement
 + product).
      else bl.from_account_id
    end as payer_account_id,
    bl.product_id,
    bl.action,
    bl.transaction_type,
    bl.parent_billing_event_id,
    bl.disbursement_billing_event_id,
    bl.amount,
    bl.currency,
    bl.balance_impacting,
    bl.invoice_date,
    bl.payment_due_date,
    bl.usage_period_start_date,
```

```
    bl.usage_period_end_date,
    bl.invoice_id,
    bl.billing_address_id,
    bl.transaction_reference_id,
    bl.buyer_transaction_reference_id,
    case when disbursement.bank_trace_id = 'EMEA_MP_TEST_TRACE_ID' then null else
 disbursement.bank_trace_id end as bank_trace_id,
    case when disbursement.bank_trace_id = 'EMEA_MP_TEST_TRACE_ID' then null else
 disbursement.invoice_date end as disbursement_date,
    disbursement.billing_event_id as disbursement_id,
    -- We will use disbursement_id_or_invoiced as part of the PK, so it cannot be null:
    coalesce(
      --empty value in Athena shows as '', change all '' value to null
      case when disbursement.billing_event_id = '' then null else
 disbursement.billing_event_id end,
      '<invoiced>') as disbursement_id_or_invoiced,
    bl.broker_id,
    case
      when bl.invoice_id is null /* transaction_type = 'BALANCE_ADJUSTMENT' */
        then (select seller_account_id from seller_account) ||':'||
 cast(bl.invoice_date as varchar)
      else bl.buyer_transaction_reference_id
        ||'-'|| case when bl.agreement_id is null or bl.agreement_id = '' then ' ' else
 bl.agreement_id end
        ||'-'|| case when bl.end_user_account_id is null or bl.end_user_account_id = ''
 then ' ' else bl.end_user_account_id end
        ||'-'|| coalesce(cast(bl.usage_period_start_date as varchar),' ')
        ||'-'|| coalesce(cast(bl.usage_period_end_date as varchar),' ')
    end as internal_buyer_line_item_id,
    bl.buyer_transaction_reference_id <> bl.transaction_reference_id as
 is_seller_invoice,
    case when bl.transaction_type = 'SELLER_REV_SHARE' and (select seller_account_id
 from seller_account) <> bl.to_account_id then true else false end as is_cog,
    case when bl.transaction_type in('SELLER_REV_SHARE_CREDIT',
 'SELLER_REV_SHARE_REFUND') and (select seller_account_id from seller_account) <>
 bl.to_account_id then true else false end as is_cog_refund,
    --TODO: replace below logic once we can create a logic the identify reseller/
manufacturer without depending on agreement feed
    case when aggrement.proposer_account_id <> (select seller_account_id from
 seller_account) then true else false end as is_manufacturer_view_of_reseller
  from
    billing_events_with_uni_temporal_data as bl
    left join billing_events_with_uni_temporal_data as disbursement on
      disbursement.transaction_type like 'DISBURSEMENT%'
```

```
        and disbursement.action = 'DISBURSED'
        and disbursement.transaction_type IN ('DISBURSEMENT', 'DISBURSEMENT_FAILURE')
        and bl.disbursement_billing_event_id = disbursement.billing_event_id
    left join agreements_with_history as aggrement on
      bl.agreement_id = aggrement.agreement_id
        and bl.invoice_date >= aggrement.valid_from_adjusted
        and bl.invoice_date<aggrement.valid_to
    left join accounts_with_history awh on
      bl.to_account_id = awh.account_id
        and bl.invoice_date >= awh.valid_from
        and bl.invoice_date<awh.valid_to
  where
    bl.transaction_type not like 'DISBURSEMENT%' and
      (bl.agreement_id is null or bl.agreement_id = ''
      or aggrement.agreement_id is not null)
),

-- listagg function in athena does not support partitioning, grouping here and then
 joining to the main query
seller_invoice_list as (
  select
    internal_buyer_line_item_id,
    listagg(case when not is_seller_invoice then null else invoice_id end,',') within
 group (order by case when not is_seller_invoice then null else cast(invoice_date as
 varchar) end) as seller_invoice_id_or_null,
    listagg(case when not is_seller_invoice then null else cast(invoice_date as
 varchar) end,',') within group (order by case when not is_seller_invoice then null
 else cast(invoice_date as varchar) end) as seller_invoice_date_or_null
  from
    (
    -- listagg function in athena does not support ordering by another field when
 distinct is used,
    -- here we first select distinct invoices and then do the listagg order by
 invoice_date
    select distinct internal_buyer_line_item_id, is_seller_invoice, invoice_id,
 invoice_date
    from billing_event_with_business_flags) distinct_invoices
  group by internal_buyer_line_item_id
  order by internal_buyer_line_item_id
),

billing_event_with_categorized_transaction as (
-- Use the flags that were created in the previous transformation in more calculated
 columns:
```

```
-- NOTE: This transformation has no joins and no window functions
  select
    billing_event_id,
    end_user_account_id,
    agreement_id,
    proposer_account_id,
    offer_id,
    acceptor_account_id,
    case when is_cog or is_cog_refund then null else payer_account_id end as
 payer_account_id,
    product_id,
    action,
    transaction_type,
    parent_billing_event_id,
    disbursement_billing_event_id,
    amount,
    currency,
    balance_impacting,
    invoice_date,
    payment_due_date,
    usage_period_start_date,
    usage_period_end_date,
    invoice_id,
    billing_address_id,
    transaction_reference_id,
    buyer_transaction_reference_id,
    bank_trace_id,
    disbursement_date,
    disbursement_id,
    disbursement_id_or_invoiced,
    broker_id,
    bl.internal_buyer_line_item_id,
    is_seller_invoice,
    is_cog,
    is_cog_refund,
    is_manufacturer_view_of_reseller,

    -- Buyer/seller columns:
    case when is_seller_invoice then null else invoice_id end as
 buyer_invoice_id_or_null,
    seller_invoices.seller_invoice_id_or_null,
    case when is_seller_invoice then null else invoice_date end as
 buyer_invoice_date_or_null,
    seller_invoices.seller_invoice_date_or_null,
```

```
    -- Categorized amounts by transaction type:
    case when transaction_type =   'SELLER_REV_SHARE' and not is_cog then amount else 0
 end as gross_revenue,
    case when transaction_type in ('SELLER_REV_SHARE_REFUND','SELLER_REV_SHARE_CREDIT')
 and not is_cog_refund then amount else 0 end as gross_refund,
    case when transaction_type =   'SELLER_REV_SHARE' and     is_cog then amount else 0
 end as cogs,
    case when transaction_type in ('SELLER_REV_SHARE_REFUND','SELLER_REV_SHARE_CREDIT')
 and     is_cog_refund then amount else 0 end as cogs_refund,
    case when transaction_type =   'AWS_REV_SHARE' then amount else 0 end as
 aws_rev_share,
    case when transaction_type in ('AWS_REV_SHARE_REFUND','AWS_REV_SHARE_CREDIT') then
 amount else 0 end as aws_refund_share,
    case when transaction_type =   'AWS_TAX_SHARE' and not is_seller_invoice then
 amount else 0 end as aws_tax_share,             -- AWS tax share from _buyer_  invoice
    case when transaction_type =   'AWS_TAX_SHARE' and     is_seller_invoice then
 amount else 0 end as aws_tax_share_listing_fee, -- AWS tax share from _seller_ invoice
    case when transaction_type =   'AWS_TAX_SHARE_REFUND' and not is_seller_invoice
 then amount else 0 end as aws_tax_share_refund,
    case when transaction_type =   'AWS_TAX_SHARE_REFUND' and     is_seller_invoice
 then amount else 0 end as aws_tax_share_refund_listing_fee,
    case when transaction_type =   'SELLER_TAX_SHARE' then amount else 0 end as
 seller_tax_share,
    case when transaction_type =   'SELLER_TAX_SHARE_REFUND' then amount else 0 end as
 seller_tax_share_refund,
    case when transaction_type =   'BALANCE_ADJUSTMENT' then amount else 0 end as
 balance_adjustment,
    case when transaction_type =   'SELLER_REV_SHARE_CREDIT' then amount else 0 end as
 seller_rev_credit,
    case when transaction_type =   'AWS_REV_SHARE_CREDIT' then amount else 0 end as
 aws_ref_fee_credit
  from
    billing_event_with_business_flags as bl
    left join seller_invoice_list as seller_invoices
      on bl.internal_buyer_line_item_id = seller_invoices.internal_buyer_line_item_id
    ),

line_items_aggregated as (
-- This transformation has the only "group by" in all of these transformations.
-- NOTE: This transformation has no joins and no window functions
  select
    internal_buyer_line_item_id,
    disbursement_id,
```

```
    disbursement_id_or_invoiced,
    product_id,
    broker_id,
    currency,
    agreement_id,
    proposer_account_id,
    acceptor_account_id,
    max(payer_account_id) as payer_account_id,
    offer_id,
    end_user_account_id,
    usage_period_start_date,
    usage_period_end_date,
    max(payment_due_date) payment_due_date,
    buyer_transaction_reference_id,
    bank_trace_id,
    disbursement_date,
    max(billing_address_id) as billing_address_id,

    -- Buyer/seller columns:
    max(buyer_invoice_id_or_null) as buyer_invoice_id,
    max(seller_invoice_id_or_null) as seller_invoice_id,
    max(buyer_invoice_date_or_null) as buyer_invoice_date,
    max(seller_invoice_date_or_null) as seller_invoice_date,

    -- Categorized amounts by transaction type:
    -- When disbursement_id_or_invoiced = '<invoiced>',    these are invoiced amounts
    -- When disbursement_id_or_invoiced <> '<invoiced>' these are disbursed amounts for
_this_ specific disbursement_id
    sum(gross_revenue) as gross_revenue_this_disbursement_id_or_invoiced,
    sum(gross_refund) as gross_refund_this_disbursement_id_or_invoiced,
    sum(cogs) as cogs_this_disbursement_id_or_invoiced,
    sum(cogs_refund) as cogs_refund_this_disbursement_id_or_invoiced,
    sum(aws_rev_share) as aws_rev_share_this_disbursement_id_or_invoiced,
    sum(aws_refund_share) as aws_refund_share_this_disbursement_id_or_invoiced,
    sum(aws_tax_share) as aws_tax_share_this_disbursement_id_or_invoiced,
    sum(aws_tax_share_listing_fee) as
aws_tax_share_listing_fee_this_disbursement_id_or_invoiced,
    sum(aws_tax_share_refund) as aws_tax_share_refund_this_disbursement_id_or_invoiced,
    sum(aws_tax_share_refund_listing_fee) as
aws_tax_share_refund_listing_fee_this_disbursement_id_or_invoiced,
    sum(seller_tax_share) as seller_tax_share_this_disbursement_id_or_invoiced,
    sum(seller_tax_share_refund) as
seller_tax_share_refund_this_disbursement_id_or_invoiced,
    sum(balance_adjustment) as balance_adjustment_this_disbursement_id_or_invoiced,
```

```
    sum(seller_rev_credit) as seller_rev_credit_this_disbursement_id_or_invoiced,
    sum(aws_ref_fee_credit) as aws_ref_fee_credit_this_disbursement_id_or_invoiced
  from
    billing_event_with_categorized_transaction as billing_categorized
  group by
    internal_buyer_line_item_id,
    disbursement_id,
    disbursement_id_or_invoiced,
    broker_id,
    -- The following columns are included the in group by but they are intentionally
 omitted from the PK.
    -- These columns should have the _same_ values for each record in the PK.
    product_id,
    currency,
    agreement_id,
    proposer_account_id,
    acceptor_account_id,
    offer_id,
    end_user_account_id,
    usage_period_start_date,
    usage_period_end_date,
    buyer_transaction_reference_id,
    bank_trace_id,
    disbursement_date
),

-- listagg function in athena does not support partitioning, grouping here and then
 joining to the main query
disbursement_list as (
  select
    internal_buyer_line_item_id,
    listagg(cast(disbursement_date as varchar),',') within group (order by
 cast(disbursement_date as varchar)) as disbursement_date_list,
    listagg(bank_trace_id,',') within group (order by cast(disbursement_date as
 varchar)) as disburse_bank_trace_id_list
    from (
    -- listagg function in athena does not support ordering by another field when
 distinct is used,
    -- here we first select distinct bank_trace_ids and then do the listagg order by
 disbursement_date
    select distinct internal_buyer_line_item_id, disbursement_date, bank_trace_id
  from billing_event_with_business_flags) distinct_disbursements
  group by internal_buyer_line_item_id
  order by internal_buyer_line_item_id
```

```
),

line_items_with_window_functions as (
--add flag next step compare gross_revenue and gross_revenue_disbursed or gross_refund
 and gross_refund_disbursed
  select
    line_item.internal_buyer_line_item_id,
    disbursement_id,
    disbursement_id_or_invoiced,
    product_id,
    broker_id,
    currency,
    agreement_id,
    proposer_account_id,
    acceptor_account_id,
    -- when there's aws_rev_Share adjustment/refund to a seller_rev_share invoice, it
 can happen that for the same aws_rev_share invoice_id, there are multiple disbursement
 events,
    -- using windows function to map payer_account_id of seller_rev_share to all
 corresponding aws_rev_Share
    max(payer_account_id) over (partition by line_item.internal_buyer_line_item_id) as
 payer_account_id,
    offer_id,
    end_user_account_id,
    usage_period_start_date,
    usage_period_end_date,
    payment_due_date,
    bank_trace_id,
    disbursement_date,
    billing_address_id,

    -- Buyer/seller columns:
    max(buyer_invoice_id) over (partition by line_item.internal_buyer_line_item_id) as
 buyer_invoice_id,
    seller_invoice_id,
    max(buyer_invoice_date) over (partition by line_item.internal_buyer_line_item_id)
 as buyer_invoice_date,
    seller_invoice_date,

    -- When disbursement_id_or_invoiced = '<invoiced>', these are actually invoiced
 amounts
    -- When disbursement_id_or_invoiced <> '<invoiced>' these are disbursed amounts for
 _this_ specific disbursement_id
    gross_revenue_this_disbursement_id_or_invoiced,
```

```
    gross_refund_this_disbursement_id_or_invoiced,
    cogs_this_disbursement_id_or_invoiced,
    cogs_refund_this_disbursement_id_or_invoiced,
    aws_rev_share_this_disbursement_id_or_invoiced,
    aws_refund_share_this_disbursement_id_or_invoiced,
    aws_tax_share_this_disbursement_id_or_invoiced,
    aws_tax_share_listing_fee_this_disbursement_id_or_invoiced,
    aws_tax_share_refund_this_disbursement_id_or_invoiced,
    aws_tax_share_refund_listing_fee_this_disbursement_id_or_invoiced,
    seller_tax_share_this_disbursement_id_or_invoiced,
    seller_tax_share_refund_this_disbursement_id_or_invoiced,
    balance_adjustment_this_disbursement_id_or_invoiced,
    seller_rev_credit_this_disbursement_id_or_invoiced,
    aws_ref_fee_credit_this_disbursement_id_or_invoiced,
    -- IMPORTANT: All window functions partitioned by internal_buyer_line_item_id:

    -- Invoiced amounts, categorized by transaction type:
    sum(case when disbursement_id_or_invoiced = '<invoiced>' then
gross_revenue_this_disbursement_id_or_invoiced else cast(0 as decimal(38,6)) end)over
(partition by line_item.internal_buyer_line_item_id) as gross_revenue_invoiced,
    sum(case when disbursement_id_or_invoiced = '<invoiced>' then
gross_refund_this_disbursement_id_or_invoiced else cast(0 as decimal(38,6)) end) over
(partition by line_item.internal_buyer_line_item_id) as gross_refund_invoiced,
    sum(case when disbursement_id_or_invoiced = '<invoiced>' then
cogs_this_disbursement_id_or_invoiced else cast(0 as decimal(38,6)) end) over
(partition by line_item.internal_buyer_line_item_id) as cogs_invoiced,
    sum(case when disbursement_id_or_invoiced = '<invoiced>' then
cogs_refund_this_disbursement_id_or_invoiced else cast(0 as decimal(38,6)) end) over
(partition by line_item.internal_buyer_line_item_id) as cogs_refund_invoiced,
    sum(case when disbursement_id_or_invoiced = '<invoiced>' then
aws_rev_share_this_disbursement_id_or_invoiced else cast(0 as decimal(38,6)) end) over
(partition by line_item.internal_buyer_line_item_id) as aws_rev_share_invoiced,
    sum(case when disbursement_id_or_invoiced = '<invoiced>' then
aws_refund_share_this_disbursement_id_or_invoiced else cast(0 as decimal(38,6))
end) over (partition by line_item.internal_buyer_line_item_id) as
aws_refund_share_invoiced,
    sum(case when disbursement_id_or_invoiced = '<invoiced>' then
aws_tax_share_this_disbursement_id_or_invoiced else cast(0 as decimal(38,6)) end) over
(partition by line_item.internal_buyer_line_item_id) as aws_tax_share_invoiced,
    sum(case when disbursement_id_or_invoiced = '<invoiced>' then
aws_tax_share_listing_fee_this_disbursement_id_or_invoiced else cast(0 as
decimal(38,6)) end) over (partition by line_item.internal_buyer_line_item_id) as
aws_tax_share_listing_fee_invoiced,
```

```
   sum(case when disbursement_id_or_invoiced = '<invoiced>' then
aws_tax_share_refund_this_disbursement_id_or_invoiced else cast(0 as
decimal(38,6)) end) over (partition by line_item.internal_buyer_line_item_id) as
aws_tax_share_refund_invoiced,
   sum(case when disbursement_id_or_invoiced = '<invoiced>' then
aws_tax_share_refund_listing_fee_this_disbursement_id_or_invoiced else cast(0 as
decimal(38,6)) end) over (partition by line_item.internal_buyer_line_item_id) as
aws_tax_share_refund_listing_fee_invoiced,
   sum(case when disbursement_id_or_invoiced = '<invoiced>' then
seller_tax_share_this_disbursement_id_or_invoiced else cast(0 as decimal(38,6))
end) over (partition by line_item.internal_buyer_line_item_id) as
seller_tax_share_invoiced,
   sum(case when disbursement_id_or_invoiced = '<invoiced>' then
seller_tax_share_refund_this_disbursement_id_or_invoiced else cast(0 as
decimal(38,6)) end) over (partition by line_item.internal_buyer_line_item_id) as
seller_tax_share_refund_invoiced,
   sum(case when disbursement_id_or_invoiced = '<invoiced>' then
balance_adjustment_this_disbursement_id_or_invoiced else cast(0 as
decimal(38,6)) end) over (partition by line_item.internal_buyer_line_item_id) as
balance_adjustment_invoiced,
   sum(case when disbursement_id_or_invoiced = '<invoiced>' then
seller_rev_credit_this_disbursement_id_or_invoiced else cast(0 as
decimal(38,6)) end) over (partition by line_item.internal_buyer_line_item_id) as
seller_rev_credit_invoiced,
   sum(case when disbursement_id_or_invoiced = '<invoiced>' then
aws_ref_fee_credit_this_disbursement_id_or_invoiced else cast(0 as
decimal(38,6)) end) over (partition by line_item.internal_buyer_line_item_id) as
aws_ref_fee_credit_invoiced,

   -- Total disbursed amounts (for all disbursement_id values), categorized by
transaction type:
   sum(case when disbursement_id_or_invoiced <> '<invoiced>' then
gross_revenue_this_disbursement_id_or_invoiced else cast(0 as decimal(38,6)) end) over
(partition by line_item.internal_buyer_line_item_id) as gross_revenue_disbursed,
   sum(case when disbursement_id_or_invoiced <> '<invoiced>' then
gross_refund_this_disbursement_id_or_invoiced else cast(0 as decimal(38,6)) end) over
(partition by line_item.internal_buyer_line_item_id) as gross_refund_disbursed,
   sum(case when disbursement_id_or_invoiced <> '<invoiced>' then
cogs_this_disbursement_id_or_invoiced else cast(0 as decimal(38,6)) end) over
(partition by line_item.internal_buyer_line_item_id) as cogs_disbursed,
   sum(case when disbursement_id_or_invoiced <> '<invoiced>' then
cogs_refund_this_disbursement_id_or_invoiced else cast(0 as decimal(38,6)) end) over
(partition by line_item.internal_buyer_line_item_id) as cogs_refund_disbursed,
```

```
   sum(case when disbursement_id_or_invoiced <> '<invoiced>' then
aws_rev_share_this_disbursement_id_or_invoiced else cast(0 as decimal(38,6)) end) over
(partition by line_item.internal_buyer_line_item_id) as aws_rev_share_disbursed,
   sum(case when disbursement_id_or_invoiced <> '<invoiced>' then
aws_refund_share_this_disbursement_id_or_invoiced else cast(0 as decimal(38,6))
end) over (partition by line_item.internal_buyer_line_item_id) as
aws_refund_share_disbursed,
   sum(case when disbursement_id_or_invoiced <> '<invoiced>' then
aws_tax_share_this_disbursement_id_or_invoiced else cast(0 as decimal(38,6)) end) over
(partition by line_item.internal_buyer_line_item_id) as aws_tax_share_disbursed,
   sum(case when disbursement_id_or_invoiced <> '<invoiced>' then
aws_tax_share_listing_fee_this_disbursement_id_or_invoiced else cast(0 as
decimal(38,6)) end) over (partition by line_item.internal_buyer_line_item_id) as
aws_tax_share_listing_fee_disbursed,
   sum(case when disbursement_id_or_invoiced <> '<invoiced>' then
aws_tax_share_refund_this_disbursement_id_or_invoiced else cast(0 as
decimal(38,6)) end) over (partition by line_item.internal_buyer_line_item_id) as
aws_tax_share_refund_disbursed,
   sum(case when disbursement_id_or_invoiced <> '<invoiced>' then
aws_tax_share_refund_listing_fee_this_disbursement_id_or_invoiced else cast(0 as
decimal(38,6)) end) over (partition by line_item.internal_buyer_line_item_id) as
aws_tax_share_refund_listing_fee_disbursed,
   sum(case when disbursement_id_or_invoiced <> '<invoiced>' then
seller_tax_share_this_disbursement_id_or_invoiced else cast(0 as decimal(38,6))
end) over (partition by line_item.internal_buyer_line_item_id) as
seller_tax_share_disbursed,
   sum(case when disbursement_id_or_invoiced <> '<invoiced>' then
seller_tax_share_refund_this_disbursement_id_or_invoiced else cast(0 as
decimal(38,6)) end) over (partition by line_item.internal_buyer_line_item_id) as
seller_tax_share_refund_disbursed,
   sum(case when disbursement_id_or_invoiced <> '<invoiced>' then
balance_adjustment_this_disbursement_id_or_invoiced else cast(0 as
decimal(38,6)) end) over (partition by line_item.internal_buyer_line_item_id) as
balance_adjustment_disbursed,
   sum(case when disbursement_id_or_invoiced <> '<invoiced>' then
seller_rev_credit_this_disbursement_id_or_invoiced else cast(0 as
decimal(38,6)) end) over (partition by line_item.internal_buyer_line_item_id) as
seller_rev_credit_disbursed,
   sum(case when disbursement_id_or_invoiced <> '<invoiced>' then
aws_ref_fee_credit_this_disbursement_id_or_invoiced else cast(0 as
decimal(38,6)) end) over (partition by line_item.internal_buyer_line_item_id) as
aws_ref_fee_credit_disbursed,

   -- aggregate multiple disbursement
```

```
    max(disbursement_date) over (partition by line_item.internal_buyer_line_item_id) as
 last_disbursement_date,
    first_value(case when disbursement_id_or_invoiced =
 '<invoiced>' then null else disbursement_id_or_invoiced end)
 over(partition by line_item.internal_buyer_line_item_id order by
 coalesce(disbursement_date,cast('1900-01-01' as timestamp)) desc rows between
 unbounded preceding and unbounded following) as last_disbursement_id,
    first_value(bank_trace_id) over (partition by line_item.internal_buyer_line_item_id
 order by coalesce(disbursement_date,cast('1900-01-01' as timestamp)) desc rows between
 unbounded preceding and unbounded following) as last_disburse_bank_trace_id,
    disb_list.disbursement_date_list,
    disb_list.disburse_bank_trace_id_list
  from
    line_items_aggregated as line_item
    left join disbursement_list disb_list
      on line_item.internal_buyer_line_item_id = disb_list.internal_buyer_line_item_id
),

cppo_offer_id as (
  select
    -- Channel partner offers do not exist in offertargetfeed_v1 table (as per legal
 requirement), causing cppo offer be defined as 'Public' in previous step, we will
 convert them back to 'Private' in next step
    offer_id
  from
    offers_with_uni_temporal_data
  where
    -- seller_account_id is null means the ISV owns the offer
    seller_account_id is not null
    and seller_account_id <>  (select seller_account_id from seller_account)
  group by
    offer_id
),

line_items_with_window_functions_enrich_offer_product_address as (
  select
    internal_buyer_line_item_id,
    disbursement_id,
    disbursement_id_or_invoiced,
    line.product_id,
    legacy_product.legacy_id as legacy_product_id,
    products.title as product_title,
    line.broker_id,
    line.currency,
```

```
   line.end_user_account_id,
   acc_enduser.encrypted_account_id as end_user_encrypted_account_id,
   acc_enduser.aws_account_id as end_user_aws_account_id,
   acc_payer.aws_account_id as payer_aws_account_id,
   acc_payer.encrypted_account_id payer_encrypted_account_id,
   line.agreement_id,
   agreement.agreement_revision,
   line.proposer_account_id,
   case when offer.offer_id like 'aiqoffer-%' then null else agreement.start_date end
as Agreement_Start_Date,
   case when offer.offer_id like 'aiqoffer-%' then null else agreement.end_date end as
Agreement_End_Date,
   case when offer.offer_id like 'aiqoffer-%' then null else agreement.acceptance_date
end as Agreement_Acceptance_Date,
   case when offer.offer_id like 'aiqoffer-%' then null else agreement.valid_from end
as agreement_updated_date,
   case when offer.offer_id like 'aiqoffer-%' then null else
line.usage_period_start_date end as Usage_Period_Start_Date,
   case when offer.offer_id like 'aiqoffer-%' then null else
line.usage_period_end_date end as Usage_Period_End_Date,

   line.acceptor_account_id,
   acc_subscriber.aws_account_id as subscriber_aws_account_id,
   acc_subscriber.encrypted_account_id as subscriber_encrypted_account_id,
   offer.offer_id,
   case
     when offer.offer_id in (
       select distinct offer_id
       from cppo_offer_id)
       then 'Private'
     else offer.offer_target
   end as offer_target,
   offer.name offer_name,
   offer.opportunity_name offer_opportunity_name,
   offer.opportunity_description offer_opportunity_description,
   offer.opportunity_id,
   payment_due_date,
   line.bank_trace_id,
   disbursement_date,
   billing_address_id,
   buyer_invoice_id,
   seller_invoice_id,
   buyer_invoice_date,
   seller_invoice_date,
```

```
    gross_revenue_this_disbursement_id_or_invoiced,
    gross_refund_this_disbursement_id_or_invoiced,
    cogs_this_disbursement_id_or_invoiced,
    cogs_refund_this_disbursement_id_or_invoiced,
    aws_rev_share_this_disbursement_id_or_invoiced,
    aws_refund_share_this_disbursement_id_or_invoiced,
    aws_tax_share_this_disbursement_id_or_invoiced,
    aws_tax_share_listing_fee_this_disbursement_id_or_invoiced,
    aws_tax_share_refund_this_disbursement_id_or_invoiced,
    aws_tax_share_refund_listing_fee_this_disbursement_id_or_invoiced,
    seller_tax_share_this_disbursement_id_or_invoiced,
    seller_tax_share_refund_this_disbursement_id_or_invoiced,
    balance_adjustment_this_disbursement_id_or_invoiced,
    seller_rev_credit_this_disbursement_id_or_invoiced,
    aws_ref_fee_credit_this_disbursement_id_or_invoiced,
    gross_revenue_invoiced,
    gross_refund_invoiced,
    cogs_invoiced,
    cogs_refund_invoiced,
    aws_rev_share_invoiced,
    aws_refund_share_invoiced,
    aws_tax_share_invoiced,
    aws_tax_share_listing_fee_invoiced,
    aws_tax_share_refund_invoiced,
    aws_tax_share_refund_listing_fee_invoiced,
    seller_tax_share_invoiced,
    seller_tax_share_refund_invoiced,
    balance_adjustment_invoiced,
    seller_rev_credit_invoiced,
    aws_ref_fee_credit_invoiced,
    gross_revenue_disbursed,
    gross_refund_disbursed,
    cogs_disbursed,
    cogs_refund_disbursed,
    aws_rev_share_disbursed,
    aws_refund_share_disbursed,
    aws_tax_share_disbursed,
    aws_tax_share_listing_fee_disbursed,
    aws_tax_share_refund_disbursed,
    aws_tax_share_refund_listing_fee_disbursed,
    seller_tax_share_disbursed,
    seller_tax_share_refund_disbursed,
    balance_adjustment_disbursed,
    seller_rev_credit_disbursed,
```

```
    aws_ref_fee_credit_disbursed,
    last_disbursement_date,
    last_disbursement_id,
    last_disburse_bank_trace_id,
    disbursement_date_list,
    disburse_bank_trace_id_list,
    products.product_code,
    acc_products.aws_account_id as manufacturer_aws_account_id,
    products.manufacturer_account_id,
    --add subscriber and payer addressID, payer address preference order: tax address >
billing address > mailing address,  subscriber address preference order: tax address >
 mailing address
    coalesce (
      --empty value in Athena shows as '', change all '' value to null in order to
follow the preference order logic above
      case when acc_subscriber.tax_address_id ='' then null else
acc_subscriber.tax_address_id end,
      case when acc_subscriber.mailing_address_id = '' then null else
acc_subscriber.mailing_address_id end) as subscriber_address_id,
    coalesce (
      case when acc_payer.tax_address_id = '' then null else acc_payer.tax_address_id
end,
      case when line.billing_address_id = '' then null else line.billing_address_id
end,
      case when acc_payer.mailing_address_id = '' then null else
acc_payer.mailing_address_id end) as payer_address_id,
    coalesce (
      case when acc_enduser.tax_address_id = '' then null else
acc_enduser.tax_address_id end,
      case when line.billing_address_id = '' then null else line.billing_address_id
end,
      case when acc_enduser.mailing_address_id = '' then null else
acc_enduser.mailing_address_id end) as end_user_address_id
 from
    line_items_with_window_functions as line
 left join agreements_with_history as agreement on
      line.agreement_id = agreement.agreement_id and line.buyer_invoice_date >=
agreement.valid_from_adjusted and line.buyer_invoice_date<agreement.valid_to
 left join offers_with_history_with_target_type as offer on
        line.offer_id = offer.offer_id and line.buyer_invoice_date >= offer.valid_from
and line.buyer_invoice_date<offer.valid_to
 left join products_with_history as products on
        line.product_id = products.product_id and line.buyer_invoice_date >=
products.valid_from_adjusted and line.buyer_invoice_date<products.valid_to
```

```
  left join legacy_products as legacy_product on
        line.product_id = legacy_product.new_id
  left join accounts_with_history_with_company_name as acc_payer on
        line.payer_account_id = acc_payer.account_id and line.buyer_invoice_date >=
 acc_payer.valid_from and line.buyer_invoice_date<acc_payer.valid_to
  left join accounts_with_history_with_company_name as acc_enduser on
        line.end_user_account_id = acc_enduser.account_id and line.buyer_invoice_date
 >= acc_enduser.valid_from and line.buyer_invoice_date<acc_enduser.valid_to
  left join accounts_with_history_with_company_name as acc_subscriber on
        line.acceptor_account_id = acc_subscriber.account_id
 and line.buyer_invoice_date >= acc_subscriber.valid_from and
 line.buyer_invoice_date<acc_subscriber.valid_to
  left join accounts_with_history_with_company_name as acc_products on
        products.manufacturer_account_id = acc_products.account_id
 and line.buyer_invoice_date >= acc_products.valid_from and
 line.buyer_invoice_date<acc_products.valid_to

),

line_items_with_window_functions_enrich_offer_product_address_name as (
  select
    line.internal_buyer_line_item_id,
    disbursement_id,
    disbursement_id_or_invoiced,
    product_id,
    legacy_product_id,
    product_title,
    broker_id,
    currency,
    end_user_address_id,
    end_user_account_id,
    end_user_encrypted_account_id,
    end_user_aws_account_id,
    add_enduser.company_name end_user_company_name,
    add_enduser.email_domain end_user_email_domain,
    add_enduser.city end_user_city,
    add_enduser.state_or_region end_user_state,
    add_enduser.country_code end_user_country,
    add_enduser.postal_code end_user_postal_code,
    payer_aws_account_id,
    payer_encrypted_account_id,
    payer_address_id,
    add_payer.company_name payer_company_name,
    add_payer.email_domain payer_email_domain,
```

```
    add_payer.city payer_city,
    add_payer.state_or_region payer_state,
    add_payer.country_code payer_country,
    add_payer.postal_code payer_postal_code,
    agreement_id,
    agreement_revision,
    agreement_start_date,
    agreement_end_date,
    agreement_acceptance_date,
    agreement_updated_date,
    case when proposer_account_id = (select seller_account_id from seller_account) then
null else acc_proposer.aws_account_id end as reseller_aws_account_id,
    case when proposer_account_id = (select seller_account_id from seller_account) then
null else acc_proposer.mailing_company_name end as reseller_company_name,
    usage_period_start_date,
    usage_period_end_date,
    proposer_account_id,
    acc_proposer.aws_account_id as proposer_aws_account_id,
    acceptor_account_id,
    subscriber_aws_account_id,
    subscriber_encrypted_account_id,
    subscriber_address_id,
    add_subscriber.company_name subscriber_company_name,
    add_subscriber.email_domain subscriber_email_domain,
    add_subscriber.city subscriber_city,
    add_subscriber.state_or_region subscriber_state,
    add_subscriber.country_code subscriber_country,
    add_subscriber.postal_code subscriber_postal_code,
    offer_id,
    offer_target,
    offer_name,
    offer_opportunity_name,
    offer_opportunity_description,
    opportunity_id,
    payment_due_date,
    bank_trace_id,
    disbursement_date,
    billing_address_id,
    max(buyer_invoice_id)as buyer_invoice_id,
    max(seller_invoice_id)as seller_invoice_id,
    max(buyer_invoice_date)as buyer_invoice_date,
    max(seller_invoice_date)as seller_invoice_date,
    gross_revenue_this_disbursement_id_or_invoiced,
    gross_refund_this_disbursement_id_or_invoiced,
```

```
    cogs_this_disbursement_id_or_invoiced,
    cogs_refund_this_disbursement_id_or_invoiced,
    aws_rev_share_this_disbursement_id_or_invoiced,
    aws_refund_share_this_disbursement_id_or_invoiced,
    aws_tax_share_this_disbursement_id_or_invoiced,
    aws_tax_share_listing_fee_this_disbursement_id_or_invoiced,
    aws_tax_share_refund_this_disbursement_id_or_invoiced,
    aws_tax_share_refund_listing_fee_this_disbursement_id_or_invoiced,
    seller_tax_share_this_disbursement_id_or_invoiced,
    seller_tax_share_refund_this_disbursement_id_or_invoiced,
    balance_adjustment_this_disbursement_id_or_invoiced,
    seller_rev_credit_this_disbursement_id_or_invoiced,
    aws_ref_fee_credit_this_disbursement_id_or_invoiced,
    (gross_revenue_this_disbursement_id_or_invoiced +
gross_refund_this_disbursement_id_or_invoiced +
aws_rev_share_this_disbursement_id_or_invoiced +
aws_refund_share_this_disbursement_id_or_invoiced +
seller_tax_share_this_disbursement_id_or_invoiced +
seller_tax_share_refund_this_disbursement_id_or_invoiced
     + cogs_this_disbursement_id_or_invoiced +
cogs_refund_this_disbursement_id_or_invoiced +
aws_tax_share_listing_fee_this_disbursement_id_or_invoiced +
aws_tax_share_refund_listing_fee_this_disbursement_id_or_invoiced) as
seller_net_revenue_this_disbursement_id_or_invoiced,
    gross_revenue_invoiced,
    gross_refund_invoiced,
    cogs_invoiced,
    cogs_refund_invoiced,
    aws_rev_share_invoiced,
    aws_refund_share_invoiced,
    aws_tax_share_invoiced,
    aws_tax_share_listing_fee_invoiced,
    aws_tax_share_refund_invoiced,
    aws_tax_share_refund_listing_fee_invoiced,
    seller_tax_share_invoiced,
    seller_tax_share_refund_invoiced,
    balance_adjustment_invoiced,
    seller_rev_credit_invoiced,
    aws_ref_fee_credit_invoiced,
    gross_revenue_disbursed,
    gross_refund_disbursed,
    cogs_disbursed,
    cogs_refund_disbursed,
    aws_rev_share_disbursed,
```

```
    aws_refund_share_disbursed,
    aws_tax_share_disbursed,
    aws_tax_share_listing_fee_disbursed,
    aws_tax_share_refund_disbursed,
    aws_tax_share_refund_listing_fee_disbursed,
    seller_tax_share_disbursed,
    seller_tax_share_refund_disbursed,
    balance_adjustment_disbursed,
    seller_rev_credit_disbursed,
    aws_ref_fee_credit_disbursed,
    (gross_revenue_invoiced + gross_revenue_disbursed) as uncollected_gross_revenue,
    -- net revenue = gross revenue - listing fee - tax - cogs
    (gross_revenue_invoiced + gross_refund_invoiced + aws_rev_share_invoiced
+ aws_refund_share_invoiced + seller_tax_share_invoiced +
seller_tax_share_refund_invoiced + cogs_invoiced + cogs_refund_invoiced +
aws_tax_share_listing_fee_invoiced + aws_tax_share_refund_listing_fee_invoiced) as
seller_net_revenue,
    (gross_revenue_invoiced + gross_refund_invoiced + aws_rev_share_invoiced
+ aws_refund_share_invoiced + seller_tax_share_invoiced +
seller_tax_share_refund_invoiced + cogs_invoiced + cogs_refund_invoiced +
aws_tax_share_listing_fee_invoiced + aws_tax_share_refund_listing_fee_invoiced
     + gross_revenue_disbursed + gross_refund_disbursed + aws_rev_share_disbursed
+ aws_refund_share_disbursed + seller_tax_share_disbursed +
seller_tax_share_refund_disbursed + cogs_disbursed + cogs_refund_disbursed +
aws_tax_share_listing_fee_disbursed + aws_tax_share_refund_listing_fee_disbursed) as
uncollected_seller_net_revenue,
    last_disbursement_date,
    last_disbursement_id,
    last_disburse_bank_trace_id,
    disbursement_date_list,
    disburse_bank_trace_id_list,
    product_code,
    manufacturer_aws_account_id,
    manufacturer_account_id,
    acc_manu.mailing_company_name as manufacturer_company_name,
    cast(null as varchar) as AR_Period,
    case
      when (
        (gross_revenue_invoiced <>0 and gross_revenue_invoiced = -1 *
gross_revenue_disbursed)
        or (gross_refund_invoiced <> 0 and gross_refund_invoiced = -1 *
gross_refund_disbursed)
        or (balance_adjustment_invoiced <> 0 and balance_adjustment_invoiced = -1 *
balance_adjustment_disbursed)
```

```
       or (seller_tax_share_refund_invoiced <> 0 and seller_tax_share_refund_invoiced
= -1 * seller_tax_share_refund_disbursed)
       or (gross_revenue_invoiced = 0 and gross_refund_invoiced = 0 and
balance_adjustment_invoiced = 0 and seller_tax_share_refund_invoiced = 0 and
last_disbursement_id is not null)) then 'Yes'
     when gross_revenue_disbursed = 0 and gross_refund_disbursed = 0 and
balance_adjustment_disbursed = 0 and seller_tax_share_disbursed = 0 and
seller_tax_share_refund_disbursed = 0 then 'No'
     else 'Partial'
   end as Disbursement_Flag
 from line_items_with_window_functions_enrich_offer_product_address as line
 left join accounts_with_history_with_company_name as acc_manu on
   line.manufacturer_account_id = acc_manu.account_id and line.buyer_invoice_date >=
acc_manu.valid_from_adjusted and line.buyer_invoice_date <= acc_manu.valid_to
 left join accounts_with_history_with_company_name as acc_proposer on
   line.proposer_account_id = acc_proposer.account_id and line.buyer_invoice_date >=
acc_proposer.valid_from and line.buyer_invoice_date<acc_proposer.valid_to
 left join address_with_latest_revision as add_payer on
   line.payer_address_id = add_payer.address_id
 left join address_with_latest_revision as add_subscriber on
   line.subscriber_address_id = add_subscriber.address_id
 left join address_with_latest_revision as add_enduser on
   line.end_user_address_id = add_enduser.address_id
 group by
   line.internal_buyer_line_item_id,
   disbursement_id,
   disbursement_id_or_invoiced,
   product_id,
   legacy_product_id,
   product_title,
   broker_id,
   currency,
   end_user_address_id,
   end_user_account_id,
   end_user_encrypted_account_id,
   end_user_aws_account_id,
   add_enduser.company_name,
   add_enduser.email_domain,
   add_enduser.city,
   add_enduser.state_or_region,
   add_enduser.country_code,
   add_enduser.postal_code,
   payer_aws_account_id,
   payer_encrypted_account_id,
```

```
    payer_address_id,
    add_payer.company_name,
    add_payer.email_domain,
    add_payer.city,
    add_payer.state_or_region,
    add_payer.country_code,
    add_payer.postal_code,
    agreement_id,
    agreement_revision,
    case when proposer_account_id = (select seller_account_id from seller_account) then
null else acc_proposer.aws_account_id end,
    case when proposer_account_id = (select seller_account_id from seller_account) then
null else acc_proposer.mailing_company_name end,
    agreement_start_date,
    agreement_end_date,
    agreement_acceptance_date,
    agreement_updated_date,
    usage_period_start_date,
    usage_period_end_date,
    acceptor_account_id,
    subscriber_aws_account_id,
    subscriber_encrypted_account_id,
    subscriber_address_id,
    add_subscriber.company_name,
    add_subscriber.email_domain,
    add_subscriber.city,
    add_subscriber.state_or_region,
    add_subscriber.country_code,
    add_subscriber.postal_code,
    offer_id,
    offer_target,
    offer_name,
    offer_opportunity_name,
    offer_opportunity_description,
    opportunity_id,
    payment_due_date,
    bank_trace_id,
    disbursement_date,
    billing_address_id,
    gross_revenue_this_disbursement_id_or_invoiced,
    gross_refund_this_disbursement_id_or_invoiced,
    cogs_this_disbursement_id_or_invoiced,
    cogs_refund_this_disbursement_id_or_invoiced,
    aws_rev_share_this_disbursement_id_or_invoiced,
```

```
    aws_refund_share_this_disbursement_id_or_invoiced,
    aws_tax_share_this_disbursement_id_or_invoiced,
    aws_tax_share_listing_fee_this_disbursement_id_or_invoiced,
    aws_tax_share_refund_this_disbursement_id_or_invoiced,
    aws_tax_share_refund_listing_fee_this_disbursement_id_or_invoiced,
    seller_tax_share_this_disbursement_id_or_invoiced,
    seller_tax_share_refund_this_disbursement_id_or_invoiced,
    balance_adjustment_this_disbursement_id_or_invoiced,
    seller_rev_credit_this_disbursement_id_or_invoiced,
    aws_ref_fee_credit_this_disbursement_id_or_invoiced,
    gross_revenue_invoiced,
    gross_refund_invoiced,
    cogs_invoiced,
    cogs_refund_invoiced,
    aws_rev_share_invoiced,
    aws_refund_share_invoiced,
    aws_tax_share_invoiced,
    aws_tax_share_listing_fee_invoiced,
    aws_tax_share_refund_invoiced,
    aws_tax_share_refund_listing_fee_invoiced,
    seller_tax_share_invoiced,
    seller_tax_share_refund_invoiced,
    balance_adjustment_invoiced,
    seller_rev_credit_invoiced,
    aws_ref_fee_credit_invoiced,
    gross_revenue_disbursed,
    gross_refund_disbursed,
    cogs_disbursed,
    cogs_refund_disbursed,
    aws_rev_share_disbursed,
    aws_refund_share_disbursed,
    aws_tax_share_disbursed,
    aws_tax_share_listing_fee_disbursed,
    aws_tax_share_refund_disbursed,
    aws_tax_share_refund_listing_fee_disbursed,
    seller_tax_share_disbursed,
    seller_tax_share_refund_disbursed,
    balance_adjustment_disbursed,
    seller_rev_credit_disbursed,
    aws_ref_fee_credit_disbursed,
    last_disbursement_date,
    last_disbursement_id,
    last_disburse_bank_trace_id,
    disbursement_date_list,
```

```
    disburse_bank_trace_id_list,
    product_code,
    manufacturer_aws_account_id,
    manufacturer_account_id,
    acc_manu.mailing_company_name,
    proposer_account_id,
    acc_proposer.aws_account_id
),

billed_revenue as (
  select
    ------------------
    -- Invoice Info --
    ------------------
    buyer_invoice_date as Invoice_Date,
    Payment_Due_Date as Payment_Due_Date,
    concat(
      'Net ',
      case
        when abs(date_diff('Day', Payment_due_date, buyer_invoice_date))>180 then
 '180+'
        else cast(abs(date_diff('Day', Payment_due_date, buyer_invoice_date)) as
 varchar)
        end,
      ' days'
    ) as payment_terms,
    buyer_invoice_id as Invoice_ID,
    coalesce(
      --empty value in Athena shows as '', change all '' value to null
      case when seller_invoice_id = '' then null else seller_invoice_id end,
      'Not applicable') as Listing_Fee_Invoice_ID,

    ---------------------------
    --End user Information --
    ---------------------------
    coalesce(
      --empty value in Athena shows as '', change all '' value to null
      case when End_User_Company_Name = '' then null else End_User_Company_Name end,
      'Not available') as End_User_Company_Name,
    End_User_AWS_Account_ID,
    End_User_Encrypted_Account_ID,
    End_User_Email_Domain,
    End_User_City,
    End_User_State as End_User_State_or_Region,
```

```
    End_User_Country,
    End_User_Postal_Code,
    End_User_Address_ID,

    ---------------------------
    --Subscriber Information --
    ---------------------------
    case
      when Agreement_Id is null or Agreement_ID = '' then 'Not available'
      when Subscriber_Company_Name is null or Subscriber_Company_Name = '' then 'Not
provided'
      else Subscriber_Company_Name
      end as Subscriber_Company_Name,
    case
      when Agreement_Id is null or Agreement_ID = '' then 'Not available'
      else Subscriber_AWS_Account_ID
      end as Subscriber_AWS_Account_ID,
    case
      when Agreement_Id is null or Agreement_ID = '' then 'Not available'
      else Subscriber_Encrypted_Account_ID
      end as Subscriber_Encrypted_Account_ID,
    case
      when Agreement_Id is null or Agreement_ID = '' then 'Not available'
      when Subscriber_Email_Domain is null or Subscriber_Email_Domain = '' then 'Not
provided'
      else Subscriber_Email_Domain
      end as Subscriber_Email_Domain,
    case
      when Agreement_id is null or Agreement_ID = '' then 'Not available'
      when Subscriber_City is null or Subscriber_City = '' then 'Not provided'
      else Subscriber_City
      end as Subscriber_City,
    case
      when Agreement_Id is null or Agreement_ID = '' then 'Not available'
      when Subscriber_State is null or Subscriber_State = '' then 'Not provided'
      else Subscriber_State
      end as Subscriber_State_or_Region,
    case
      when Agreement_Id is null or Agreement_ID = '' then 'Not available'
      when Subscriber_Country is null or Subscriber_Country = '' then 'Not provided'
      else Subscriber_Country
      end as Subscriber_Country,
    case
      when Agreement_Id is null or Agreement_ID = '' then 'Not available'
```

```
      when Subscriber_Postal_Code is null or Subscriber_Postal_Code = '' then 'Not
provided'
      else Subscriber_Postal_Code
      end as Subscriber_Postal_Code,
    case
      when Agreement_ID is null or Agreement_ID = '' then 'Not available'
      when Subscriber_Address_ID is null or Subscriber_Address_ID = '' then 'Not
provided'
      else Subscriber_Address_ID
      end as Subscriber_Address_ID,

    ----------------------
    -- Procurement Info --
    ----------------------
     -- product title at time of invoice. It is possible that the title changes over
time and therefore there may be multiple product titles mapped to a single product id.
    coalesce(
      --empty value in Athena shows as '', change all '' value to null
      case when Product_Title = '' then null else Product_Title end,
      'Not provided') as Product_Title,
    -- offer name at time of invoice. It is possible that the name changes over time
therefore there may be multiple offer names mapped to a single offer id.
    case
      when Agreement_Id is null or Agreement_ID = '' then 'Not available'
      when (Offer_Name is null or Offer_Name = '') and Offer_Target = 'Public' then
'Not applicable'
      else Offer_Name
      end as Offer_Name,
    case
      when Agreement_Id is null or Agreement_ID = ''
      then 'Not available'
      else Offer_ID
      end as Offer_ID,
    -- offer target at time of invoice.,
    case
      when Agreement_Id is null or Agreement_ID = '' then 'Not available'
      else Offer_Target
      end as Offer_Visibility,
    coalesce(
      --empty value in Athena shows as '', change all '' value to null
      case when Agreement_ID = '' then null else Agreement_ID end,
      'Not available') as Agreement_ID,
    Agreement_Start_Date,
    Agreement_Acceptance_Date,
```

```
    Agreement_End_Date,
    Usage_Period_Start_Date,
    Usage_Period_End_Date,

    ----------------------
    -- Disbursement Info --
    ----------------------
    case
      when Disbursement_Flag = 'Yes' then 'Disbursed'
      when Disbursement_Flag = 'No' then 'Not Disbursed'
      else 'Other'
      end as Disbursement_Status,
    last_disbursement_date as disbursement_date,
    case
      when Disbursement_Flag = 'No' then 'Not applicable'
      when disburse_bank_trace_id_list is null or disburse_bank_trace_id_list = '' then
 'Not available'
      else disburse_bank_trace_id_list
    end as disburse_bank_trace_id,

    --------------
    -- Revenues --
    --------------
    -- We are rounding the sums using 2 decimal precision
    -- Note that the rounding method might differ between SQL implementations.
    -- The monthly revenue report is using RoundingMode.HALF_UP. This might create tiny
 discrepancies between this SQL output
    -- and the legacy report
    round(gross_revenue_invoiced,2) as Gross_Revenue,
    round(gross_refund_invoiced,2) as Gross_Refund,
    round(aws_rev_share_invoiced,2) as Listing_Fee,
    round(aws_refund_share_invoiced,2) as Listing_Fee_Refund,
    truncate(
      case
        when gross_revenue_invoiced != 0 then abs(aws_rev_share_invoiced/
gross_revenue_invoiced)
        when gross_refund_invoiced != 0 then abs(aws_refund_share_invoiced/
gross_refund_invoiced)
        else 0
      end
      ,4) as Listing_Fee_Percentage,
    round(seller_tax_share_invoiced,2) as Seller_Tax_Share,
    round(seller_tax_share_refund_invoiced,2) as Seller_Tax_Share_Refund,
    round(aws_tax_share_invoiced,2) as AWS_Tax_Share,
```

```
   round(aws_tax_share_refund_invoiced,2) as AWS_Tax_Share_Refund,
   round(aws_tax_share_listing_fee_invoiced,2) as AWS_Tax_Share_Listing_Fee,
   round(aws_tax_share_refund_listing_fee_invoiced,2) as
AWS_Tax_Share_Refund_Listing_Fee,
   round(cogs_invoiced,2) as Wholesale_cost,
   round(cogs_refund_invoiced,2) as Wholesale_cost_Refund,
   round(seller_net_revenue,2) as Seller_Net_Revenue,
   currency as Currency,

   substring(internal_buyer_line_item_id,1,strpos(internal_buyer_line_item_id,'-')-1)
as Transaction_Reference_ID,
   broker_id as AWS_seller_of_record,

   -----------------
   -- Resale info --
   -----------------
   case
     when Opportunity_Id is null or Opportunity_Id = '' then
       case
         when Offer_Target = 'Public' then 'Not applicable'
         when (Offer_Target is null or Offer_Target = '') and (Agreement_Id is not
null and Agreement_Id != '') then 'Not applicable'
         else null
       end
     else Opportunity_Id
   end as Resale_authorization_ID,
   case
     when Offer_Opportunity_Name is null or Offer_Opportunity_Name = '' then
       case
         when Offer_Target = 'Public' then 'Not applicable'
         when (Offer_Target is null or Offer_Target = '') and (Agreement_Id is not
null and Agreement_Id != '') then 'Not applicable'
         else null
       end
     else Offer_Opportunity_Name
   end as Resale_authorization_name,
   case
     when Offer_Opportunity_Description is null or Offer_Opportunity_Description = ''
then
       case
        when Offer_Target = 'Public' then 'Not applicable'
        when (Offer_Target is null or Offer_Target = '') and (Agreement_Id is not null
and Agreement_Id != '') then 'Not applicable'
        else null
```

```
        end
      else Offer_Opportunity_Name
    end as Resale_authorization_description,
    case
      when (Reseller_AWS_Account_ID is not null and Reseller_AWS_Account_ID != '')
        and (Reseller_Company_Name is null or Reseller_Company_Name = '') then 'Not
available'
      when (Reseller_AWS_Account_ID is null or Reseller_AWS_Account_ID = '')
        and (opportunity_id is null or opportunity_id = '') then 'Not applicable'
      when (select seller_account_id from seller_account) <>
manufacturer_aws_account_id
        and (Reseller_AWS_Account_ID is null or Reseller_AWS_Account_ID = '') then 'Not
applicable'
      else Reseller_Company_Name
    end as Reseller_Company_Name,
    case
      when (Reseller_AWS_Account_ID is null or Reseller_AWS_Account_ID = '')
        and (Opportunity_Id is null or Opportunity_Id = '') then 'Not applicable'
      when (select seller_account_id from seller_account) <>
manufacturer_aws_account_id
        and (Reseller_AWS_Account_ID is null or Reseller_AWS_Account_ID = '') then 'Not
applicable'
      else Reseller_AWS_Account_ID
    end as Reseller_AWS_Account_ID,

    -----------------------
    -- Payer Information --
    -----------------------
    coalesce(
      --empty value in Athena shows as '', change all '' value to null
      case when Payer_Company_Name = '' then null else Payer_Company_Name end,
      'Not available') as Payer_Company_Name,
    Payer_AWS_Account_ID,
    Payer_Encrypted_Account_ID,
    Payer_Email_Domain,
    Payer_City,
    Payer_State as Payer_State_or_Region,
    Payer_Country,
    Payer_Postal_Code,
    Payer_Address_ID,

    ---------------------
    -- ISV Information --
    ---------------------
```

```
    manufacturer_aws_account_id as ISV_Account_ID,
    coalesce(
      --empty value in Athena shows as '', change all '' value to null
      case when Manufacturer_Company_Name = '' then null else Manufacturer_Company_Name
 end,
      'Not available') as ISV_Company_Name,

    ---------------------
    -- Products info --
    ---------------------
    Legacy_Product_ID,
    coalesce(
      --empty value in Athena shows as '', change all '' value to null
      case when Product_ID = '' then null else Product_ID end,
      'Not provided') as Product_ID,
    Product_Code
  from
    line_items_with_window_functions_enrich_offer_product_address_name as line
  where disbursement_id_or_invoiced = '<invoiced>'

)

select *
from billed_revenue
where invoice_date >= date_add('DAY', -90, current_date)
--where invoice_date between cast('2023-01-01' as timestamp) and cast('2024-03-01' as
 timestamp)
```

Uncollected or disbursed invoices

To find your uncollected or disbursed invoices, you can run a set of queries like the following example. The queries build on each other to create the **Collections and disbursements** report. You can use the example as shown, or customize it for your data and use cases.

Comments in the queries explain what the queries do, and how to modify them.

```
-- Collections and disbursements report

-- General note: When running this query, we assume that the data ingested in the
 database uses
-- two time axes (the valid_from column and the update_date column).
```

```
-- See documentation for more details: https://docs.aws.amazon.com/marketplace/latest/
userguide/data-feed.html#data-feed-details

-- An account_id has several valid_from dates (each representing a separate revision of
 the data)
-- but because of bi-temporality, an account_id + valid_from tuple can appear multiple
 times with a different update_date.
-- We are only interested in the most recent tuple (ie, uni-temporal model)
with accounts_with_uni_temporal_data as (
  select
    account_id,
    aws_account_id,
    encrypted_account_id,
    mailing_address_id,
    tax_address_id,
    tax_legal_name,
    from_iso8601_timestamp(valid_from) as valid_from,
    tax_registration_number
  from
    (
      select
        account_id,
        aws_account_id,
        encrypted_account_id,
        mailing_address_id,
        tax_address_id,
        tax_legal_name,
        valid_from,
        delete_date,
        tax_registration_number,
        row_number() over (partition by account_id, valid_from order by
 from_iso8601_timestamp(update_date) desc) as row_num
      from
        accountfeed_v1
    )
    where
      -- keep latest ...
      row_num = 1
      -- ... and remove the soft-deleted one.
      and (delete_date is null or delete_date = '')
  ),

accounts_with_history as (
  with accounts_with_history_with_extended_valid_from as (
```

```
    select
      account_id,
      -- sometimes, this columns gets imported as a "bigint" and loses heading 0s ->
 casting to a char and re-adding heading 0s (if need be)
      substring('000000000000'||cast(aws_account_id as varchar),-12) as aws_account_id,
      encrypted_account_id,
      mailing_address_id,
      tax_address_id,
      tax_legal_name,
      -- The start time of account valid_from is extended to '1970-01-01 00:00:00',
 because:
      -- ... in tax report transformations, some tax line items with invoice_date
 cannot
      -- ... fall into the default valid time range of the associated account
      case
        when lag(valid_from) over (partition by account_id order by valid_from asc) is
 null
          then cast('1970-01-01 00:00:00' as timestamp)
        else valid_from
      end as valid_from
    from accounts_with_uni_temporal_data
    )
  select
    account_id,
    aws_account_id,
    encrypted_account_id,
    mailing_address_id,
    tax_address_id,
    tax_legal_name,
    valid_from,
    coalesce(
      lead(valid_from) over (partition by account_id order by valid_from asc),
      cast('2999-01-01 00:00:00' as timestamp)
    ) as valid_to
  from
    accounts_with_history_with_extended_valid_from
),

-- An address_id has several valid_from dates (each representing a separate revision of
 the data)
-- but because of bi-temporality, an account_id + valid_from tuple can appear multiple
 times with a different update_date.
-- We are only interested in the most recent tuple (ie, uni-temporal model)
address_with_uni_temporal_data as (
```

```
  select
    from_iso8601_timestamp(valid_from) as valid_from,
    address_id,
    company_name,
    email_domain,
    country_code,
    state_or_region,
    city,
    postal_code,
    row_num
  from
  (
    select
      valid_from,
      update_date,
      delete_date,
      address_id,
      company_name,
      email_domain,
      country_code,
      state_or_region,
      city,
      postal_code,
      row_number() over (partition by address_id, valid_from order by
 from_iso8601_timestamp(update_date) desc) as row_num
    from
      addressfeed_v1
  )
  where
    -- keep latest ...
    row_num = 1
    -- ... and remove the soft-deleted one.
    and (delete_date is null or delete_date = '')
),

-- We are only interested in the most recent tuple (BTW: a given address is not
 supposed to change over time but when bugs ;-) so this query mainly does nothing)
address_with_latest_revision as (
  select
    valid_from,
    address_id,
    company_name,
    email_domain,
    country_code,
```

```
    state_or_region,
    city,
    postal_code,
    row_num_latest_revision
  from
  (
    select
      valid_from,
      address_id,
      company_name,
      email_domain,
      country_code,
      state_or_region,
      city,
      postal_code,
      row_number() over (partition by address_id order by valid_from desc) as
 row_num_latest_revision
    from
      address_with_uni_temporal_data
  )
  where
    row_num_latest_revision = 1
),

accounts_with_history_with_company_name as (
  select
    awh.account_id,
    awh.aws_account_id,
    awh.encrypted_account_id,
    awh.mailing_address_id,
    awh.tax_address_id,
    coalesce(
      --empty value in Athena shows as '', change all '' value to null
      case when address.company_name = '' then null else address.company_name end,
      awh.tax_legal_name) as mailing_company_name,
    address.email_domain,
    awh.valid_from,
    -- For BYOL, the agreement might be accepted (using some external non-AWS system or
 manual process) days before
    -- that BYOL agreement is entered into AWS Marketplace by the buyer. Therefore, the
 buyer is permitted to manually
    -- enter a backdated acceptance date, which might predate the point in time when
 the account was created.
    -- To work around this, we need to adjust the valid_from of the account to be
```

```
    -- earlier than the earliest possible backdated BYOL agreement acceptance date.
    case
      when lag(awh.valid_from) over (partition by aws_account_id order by
 awh.valid_from asc) is null
      then date_add('Day', -212, awh.valid_from)
      -- 212 is the longest delay between acceptance_date of the agreement and the
 account start_Date
      else awh.valid_from
    end as valid_from_adjusted,
    awh.valid_to
  from accounts_with_history as awh
  left join address_with_latest_revision as address on
    awh.mailing_address_id = address.address_id and awh.mailing_address_id is not null
),

-- An agreement_id has several valid_from dates (each representing an agreement
 revision)
-- but because of bi-temporality, an agreement_id + valid_from tuple can appear
 multiple times with a different update_date.
-- We are only interested in the most recent tuple (ie, uni-temporal model)
agreements_with_uni_temporal_data as (
  select
    agreement_id,
    origin_offer_id,
    proposer_account_id,
    acceptor_account_id,
    agreement_revision,
    from_iso8601_timestamp(valid_from) as valid_from,
    from_iso8601_timestamp(start_date) as start_date,
    from_iso8601_timestamp(end_date) as end_date,
    from_iso8601_timestamp(acceptance_date) as acceptance_date,
    agreement_type,
    previous_agreement_id,
    agreement_intent
  from
  (
    select
      --empty value in Athena shows as '', change all '' value to null
      case when agreement_id = '' then null else agreement_id end as agreement_id,
      origin_offer_id,
      proposer_account_id,
      acceptor_account_id,
      agreement_revision,
      valid_from,
```

```
      delete_date,
      start_date,
      end_date,
      acceptance_date,
      agreement_type,
      previous_agreement_id,
      agreement_intent,
      row_number() over (partition by agreement_id, valid_from order by
 from_iso8601_timestamp(update_date) desc) as row_num
    from
      -- TODO change to agreementfeed_v1 when Agreement Feed is GA'ed
      agreementfeed
  )
  where
    -- keep latest ...
    row_num = 1
    -- ... and remove the soft-deleted one.
    and (delete_date is null or delete_date = '')
),

agreements_with_history as (
  with agreements_with_window_functions as (
    select
      agreement_id,
      origin_offer_id as offer_id,
      proposer_account_id,
      acceptor_account_id,
      agreement_revision,
      start_date,
      end_date,
      acceptance_date,
      -- The start time of agreement valid_from is extended to '1970-01-01 00:00:00',
 because:
      -- ... in usage report transformations, some usage line items with usage_date
 cannot
      -- ... fall into the default valid time range of the associated agreement
      case
          when lag(valid_from) over (PARTITION BY agreement_id order by valid_from asc)
 is null
          then timestamp '1970-01-01 00:00:00'
          else valid_from
      end as valid_from,
      coalesce(
          lead(valid_from) over (partition by agreement_id order by valid_from asc),
```

```
          timestamp '2999-01-01 00:00:00'
      ) as valid_to,
      rank() over (partition by agreement_id order by valid_from asc) version,
      agreement_type,
      previous_agreement_id,
      agreement_intent
    from
      agreements_with_uni_temporal_data
  )
  select
    agreement_id,
    offer_id,
    proposer_account_id,
    acceptor_account_id,
    agreement_revision,
    start_date,
    end_date,
    acceptance_date,
    valid_from,
    case
        when version=1 and valid_from < timestamp '2023-03-03 06:16:08.743' then
 timestamp '1970-01-01'
        -- The following 60 minute adjustment is to handle special case where When
 Renewal happens for a contract
        when version=1 then date_add('minute',-60,valid_from)
        else valid_from
    end as valid_from_adjusted,
    valid_to,
    agreement_type,
    previous_agreement_id,
    agreement_intent
  from
    agreements_with_window_functions
),

-- An offer_id has several valid_from dates (each representing an offer revision)
-- but because of bi-temporality, an offer_id + valid_from tuple can appear multiple
 times with a different update_date.
-- We are only interested in the most recent tuple (ie, uni-temporal model)
offers_with_uni_temporal_data as (
  select
    from_iso8601_timestamp(valid_from) as valid_from,
    from_iso8601_timestamp(update_date) as update_date,
    from_iso8601_timestamp(delete_date) as delete_date,
```

```
    offer_id,
    offer_revision,
    name,
    expiration_date,
    opportunity_id,
    opportunity_name,
    opportunity_description,
    seller_account_id
  from
  (
    select
      valid_from,
      update_date,
      delete_date,
      offer_id,
      offer_revision,
      name,
      expiration_date,
      opportunity_id,
      opportunity_name,
      opportunity_description,
      seller_account_id,
      row_number() over (partition by offer_id, valid_from order by
 from_iso8601_timestamp(update_date) desc) as row_num
    from
      offerfeed_v1
  )
  where
    -- keep latest ...
    row_num = 1
    -- ... and remove the soft-deleted one.
    and (delete_date is null or delete_date = '')
),

-- Here, we build the validity time range (adding valid_to on top of valid_from) of
 each offer revision.
-- We will use it to get Offer name at invoice time.
-- NB: If you'd rather get "current" offer name, un-comment
 "offers_with_latest_revision"
offers_with_history as (
  select
    offer_id,
    offer_revision,
    name,
```

```
    opportunity_id,
    opportunity_name,
    opportunity_description,
    valid_from,
    -- When we try to look up an offer revision as at the acceptance date of a BYOL
 agreement, we run into a problem.
    -- For BYOL, the agreement might be accepted (using some external non-AWS system or
 manual process) days before
    -- that BYOL agreement is entered into AWS Marketplace by the buyer. Therefore, the
 buyer is permitted to manually
    -- enter a backdated acceptance date, which might predate the point in time when
 the first revision of the offer
    -- was created. To work around this, we need to adjust the valid_from on the first
 revision of the offer to be
    -- earlier than the earliest possible backdated BYOL agreement acceptance date.
    case
      when lag(valid_from) over (partition by offer_id order by valid_from asc) is null
 and valid_from < cast('2021-04-01' as timestamp)
      then date_add('Day', -3857, valid_from)
      -- 3857 is the longest delay between acceptance_date of an agreement and the
 first revision of the offer
      when lag(valid_from) over (partition by offer_id order by valid_from asc) is null
 and valid_from >= cast('2021-04-01' as timestamp)
      then date_add('Day', -1460, valid_from)
      --after 2021 for the two offers we need to adjust for 2 more years
      else valid_from
    end as valid_from_adjusted,
    coalesce(
      lead(valid_from) over (partition by offer_id order by valid_from asc),
      cast('2999-01-01 00:00:00' as timestamp))
    as valid_to
  from offers_with_uni_temporal_data
),
-- provided for reference only if you are interested into get "current" offer name
-- (ie. not used afterwards)
offers_with_latest_revision as (
  select
    offer_id,
    offer_revision,
    name,
    opportunity_name,
    opportunity_description,
    valid_from,
    null valid_to
```

```
  from
  (
    select
      offer_id,
      offer_revision,
      name,
      opportunity_name,
      opportunity_description,
      valid_from,
      null valid_to,
      row_number() over (partition by offer_id order by valid_from desc) as
 row_num_latest_revision
    from
      offers_with_uni_temporal_data
  )
  where
    row_num_latest_revision = 1
),

-- An offer_target_id has several valid_from dates (each representing an offer
 revision)
-- but because of bi-temporality, an offer_target_id + valid_from tuple can appear
 multiple times with a different update_date.
-- We are only interested in the most recent tuple (ie, uni-temporal model)
offer_targets_with_uni_temporal_data as (
  select
    from_iso8601_timestamp(valid_from) as valid_from,
    from_iso8601_timestamp(update_date) as update_date,
    from_iso8601_timestamp(delete_date) as delete_date,
    offer_target_id,
    offer_id,
    offer_revision,
    target_type,
    polarity,
    value
  from
  (
    select
      valid_from,
      update_date,
      delete_date,
      offer_target_id,
      offer_id,
      offer_revision,
```

```
      target_type,
      polarity,
      value,
      row_number() over (partition by offer_target_id, valid_from order by
 from_iso8601_timestamp(update_date) desc) as row_num
    from
      offertargetfeed_v1
  )
  where
    -- keep latest ...
    row_num = 1
    -- ... and remove the soft-deleted one.
    and (delete_date is null or delete_date = '')
),

offer_target_type as (
  select
    offer_id,
    offer_revision,
    substring(
      -- The first character indicates the priority (lower value means higher
 precedence):
      min(
        case
          when offer_target.target_type='BuyerAccounts' then '1Private'
          when offer_target.target_type='ParticipatingPrograms' then '2Program:'||
cast(offer_target.value as varchar)
          when offer_target.target_type='CountryCodes' then '3GeoTargeted'
          -- well, there is no other case today, but rather be safe...
          else '4Other Targeting'
        end
      ),
      -- Remove the first character that was only used for th priority in the "min"
 aggregate function:
      2
    ) as offer_target
  from
    offer_targets_with_uni_temporal_data as offer_target
  group by
    offer_id,
    offer_revision
),

offers_with_history_with_target_type as (
```

```
  select
    offer.offer_id,
    offer.offer_revision,
    -- even though today it is not possible to combine several types of targeting in a
 single offer, let's ensure the query is still predictable if this gets possible in the
 future
    max(
      case
        when off_tgt.offer_target is null then 'Public'
        else off_tgt.offer_target
      end
    ) as offer_target,
    min(offer.name) as name,
    min(offer.opportunity_name) as opportunity_name,
    min(offer.opportunity_description) as opportunity_description,
    offer.valid_from,
    offer.valid_from_adjusted,
    offer.valid_to,
    offer.opportunity_id
  from
    offers_with_history as offer
  left join offer_target_type as off_tgt on
    offer.offer_id = off_tgt.offer_id
    and offer.offer_revision = off_tgt.offer_revision
  group by
    offer.offer_id,
    offer.offer_revision,
    offer.valid_from,
    offer.valid_from_adjusted,
    offer.valid_to,
    offer.opportunity_id
),

-- provided for reference only if you are interested into get "current" offer targets
-- (ie. not used afterwards)
offers_with_latest_revision_with_target_type as (
  select
    offer.offer_id,
    offer.offer_revision,
    -- even though today it is not possible to combine several types of targeting in a
 single offer, let's ensure the query is still predictable if this gets possible in the
 future
    max(
      distinct
```

```
      case
        when off_tgt.target_type is null then 'Public'
        when off_tgt.target_type='BuyerAccounts' then 'Private'
        when off_tgt.target_type='ParticipatingPrograms' then 'Program:'||
cast(off_tgt.value as varchar)
        when off_tgt.target_type='CountryCodes' then 'GeoTargeted'
        -- well, there is no other case today, but rather be safe...
        else 'Other Targeting'
      end
    ) as offer_target,
    min(offer.name) as name,
    min(offer.opportunity_name) as opportunity_name,
    min(offer.opportunity_description) as opportunity_description,
    offer.valid_from,
    offer.valid_to
  from
    offers_with_latest_revision offer
    -- left joining because public offers don't have targets
    left join offer_targets_with_uni_temporal_data off_tgt on
      offer.offer_id=off_tgt.offer_id and offer.offer_revision=off_tgt.offer_revision
  group by
    offer.offer_id,
    offer.offer_revision,
    -- redundant with offer_revision, as each revision has a dedicated valid_from (but
 cleaner in the group by)
    offer.valid_from,
    offer.valid_to
),

-- A product_id has several valid_from dates (each representing a product revision),
-- but because of bi-temporality, each product_id + valid_from tuple can appear
 multiple times with a different update_date.
-- We are only interested in the most recent tuple (ie, uni-temporal model)
products_with_uni_temporal_data as (
  select
    from_iso8601_timestamp(valid_from) as valid_from,
    from_iso8601_timestamp(update_date) as update_date,
    from_iso8601_timestamp(delete_date) as delete_date,
    product_id,
    manufacturer_account_id,
    product_code,
    title
  from
  (
```

```
    select
      valid_from,
      update_date,
      delete_date,
      product_id,
      manufacturer_account_id,
      product_code,
      title,
      row_number() over (partition by product_id, valid_from order by
 from_iso8601_timestamp(update_date) desc) as row_num
    from
      productfeed_v1
  )
  where
    -- keep latest ...
    row_num = 1
    -- ... and remove the soft-deleted one.
    and (delete_date is null or delete_date = '')
),

products_with_history as (
  select
    product_id,
    title,
    valid_from,
    -- Offerv2 can have upto 50 years and Offerv3 is upto 5 years of past date
    case
      when lag(valid_from) over (partition by product_id order by valid_from asc) is
 null and valid_from < cast('2021-04-01' as timestamp)
        then date_add('Day', -3857, valid_from)
      -- 3827 is the longest delay between acceptance_date of an agreement and the
 product
      -- we are keeping 3857 as a consistency between the offers and products
      when lag(valid_from) over (partition by product_id order by valid_from asc) is
 null and valid_from >= cast('2021-04-01' as timestamp)
        then date_add('Day', -2190, valid_from)
      --after 2021 for the two offers we need to adjust for 2 more years
      else valid_from
    end as valid_from_adjusted,
    coalesce(
      lead(valid_from) over (partition by product_id order by valid_from asc),
      cast('2999-01-01 00:00:00' as timestamp)
    ) as valid_to,
    product_code,
```

```
    manufacturer_account_id
  from
    products_with_uni_temporal_data
),

legacy_products as (
  select
    legacy_id,
    new_id
  from
    legacyidmappingfeed_v1
  where
    mapping_type='PRODUCT'
  group by
    legacy_id,
    new_id
),

-- A given billing_event_id represents an accounting event and thus has only one
 valid_from date,
-- but because of bi-temporality, a billing_event_id (+ its valid_from) can appear
 multiple times with a different update_date.
-- We are only interested in the most recent tuple (ie, uni-temporal model)
billing_events_with_uni_temporal_data as (
  select
    billing_event_id,
    valid_from,
    update_date,
    delete_date,
    invoice_date,
    transaction_type,
    transaction_reference_id,
    parent_billing_event_id,
    bank_trace_id,
    broker_id,
    product_id,
    disbursement_billing_event_id,
    action,
    from_account_id,
    to_account_id,
    end_user_account_id,
    billing_address_id,
    amount,
    currency,
```

```
    balance_impacting,
    --empty value in Athena shows as '', change all '' value to null
    case when agreement_id = '' then null else agreement_id end as agreement_id,
    invoice_id,
    payment_due_date,
    usage_period_start_date,
    usage_period_end_date,
    buyer_transaction_reference_id,
    row_num
  from
  (
    select
      billing_event_id,
      from_iso8601_timestamp(valid_from) as valid_from,
      from_iso8601_timestamp(update_date) as update_date,
      delete_date,
      from_iso8601_timestamp(invoice_date) as invoice_date,
      transaction_type,
      transaction_reference_id,
      parent_billing_event_id,
      -- casting in case data was imported as number
      cast(bank_trace_id as varchar) as bank_trace_id,
      broker_id,
      product_id,
      disbursement_billing_event_id,
      action,
      from_account_id,
      to_account_id,
      end_user_account_id,
      billing_address_id,
      -- casting in case data was imported as varchar
      cast(amount as decimal(38,6)) as amount,
      currency,
      balance_impacting,
      agreement_id,
      invoice_id,
      case when payment_due_date is null or payment_due_date = '' then null else
from_iso8601_timestamp(payment_due_date) end as payment_due_date,
      from_iso8601_timestamp(usage_period_start_date) as usage_period_start_date,
      from_iso8601_timestamp(usage_period_end_date) as usage_period_end_date,
      buyer_transaction_reference_id,
      row_number() over (partition by billing_event_id, valid_from order by
from_iso8601_timestamp(update_date) desc) as row_num
    from
```

```
      billingeventfeed_v1
  )
  where
    -- keep latest ...
    row_num = 1
    -- ... and remove the soft-deleted one.
    and (delete_date is null or delete_date = '')
),

-- Here we select the account_id of the current seller (We identify this by looking for
 the to_account_id related to revenue transactions).
-- We will use it later to distinguish own agreements from agreements generated by
 channel partners.
seller_account as (
  select
    from_account_id as seller_account_id
  from
    billing_events_with_uni_temporal_data bill
  where
    -- Assumption here is only seller will pay listing fee. As of 12/21/2021, there are
 cases that Channel partner have 0 listing fee for CPPO, so the amount could be 0.
    bill.transaction_type like 'AWS_REV_SHARE' and amount <= 0 and action = 'INVOICED'
  group by
    -- from_account_id is always the same for all those "listing fee" transactions ==
 the seller of record himself.
    -- If this view returns more than 1 record, the overall query will fail (on
 purpose). Please contact AWS Marketplace if this happens.
    from_account_id
),

billing_event_with_business_flags as (
  select
    bl.billing_event_id,
    bl.end_user_account_id,
    bl.agreement_id,
    aggrement.proposer_account_id,
    aggrement.offer_id,
    aggrement.acceptor_account_id,
    case
      -- For AWS and BALANCE_ADJUSTMENT, the billing event feed will show the "AWS
 Marketplace" account as the
      -- receiver of the funds and the seller as the payer. We are not interested in
 this information here.
      -- Null values will be ignored by the `max` aggregation function.
```

```
      when bl.transaction_type like 'AWS%' then null
      -- For BALANCE_ADJUSTMENT, payer is seller themselves
      when bl.invoice_id is null then bl.to_account_id
      -- We get the payer of the invoice from *any* transaction type that is not AWS
and not BALANCE_ADJUSTMENT (because they are the same for a given end user + agreement
+ product).
      else bl.from_account_id
    end as payer_account_id,
    bl.product_id,
    bl.action,
    bl.transaction_type,
    bl.parent_billing_event_id,
    bl.disbursement_billing_event_id,
    bl.amount,
    bl.currency,
    bl.balance_impacting,
    bl.invoice_date,
    bl.payment_due_date,
    bl.usage_period_start_date,
    bl.usage_period_end_date,
    bl.invoice_id,
    bl.billing_address_id,
    bl.transaction_reference_id,
    bl.buyer_transaction_reference_id,
    case when disbursement.bank_trace_id = 'EMEA_MP_TEST_TRACE_ID' then null else
disbursement.bank_trace_id end as bank_trace_id,
    case when disbursement.bank_trace_id = 'EMEA_MP_TEST_TRACE_ID' then null else
disbursement.invoice_date end as disbursement_date,
    disbursement.billing_event_id as disbursement_id,
    -- We will use disbursement_id_or_invoiced as part of the PK, so it cannot be null:
    coalesce(
      --empty value in Athena shows as '', change all '' value to null
      case when disbursement.billing_event_id = '' then null else
disbursement.billing_event_id end,
      '<invoiced>') as disbursement_id_or_invoiced,
    bl.broker_id,
    case
      when bl.invoice_id is null /* transaction_type = 'BALANCE_ADJUSTMENT' */
        then (select seller_account_id from seller_account) ||':'||
cast(bl.invoice_date as varchar)
      else bl.buyer_transaction_reference_id
        ||'-'|| case when bl.agreement_id is null or bl.agreement_id = '' then ' ' else
bl.agreement_id end
```

```
        ||'-'|| case when bl.end_user_account_id is null or bl.end_user_account_id = ''
 then ' ' else bl.end_user_account_id end
        ||'-'|| coalesce(cast(bl.usage_period_start_date as varchar),' ')
        ||'-'|| coalesce(cast(bl.usage_period_end_date as varchar),' ')
    end as internal_buyer_line_item_id,
    bl.buyer_transaction_reference_id <> bl.transaction_reference_id as
 is_seller_invoice,
    case when bl.transaction_type = 'SELLER_REV_SHARE' and (select seller_account_id
 from seller_account) <> bl.to_account_id then true else false end as is_cog,
    case when bl.transaction_type in('SELLER_REV_SHARE_CREDIT',
 'SELLER_REV_SHARE_REFUND') and (select seller_account_id from seller_account) <>
 bl.to_account_id then true else false end as is_cog_refund,
    --TODO: replace below logic once we can create a logic the identify reseller/
manufacturer without depending on agreement feed
    case when aggrement.proposer_account_id <> (select seller_account_id from
 seller_account) then true else false end as is_manufacturer_view_of_reseller
  from
    billing_events_with_uni_temporal_data as bl
    left join billing_events_with_uni_temporal_data as disbursement on
      disbursement.transaction_type like 'DISBURSEMENT%'
        and disbursement.action = 'DISBURSED'
        and disbursement.transaction_type IN ('DISBURSEMENT', 'DISBURSEMENT_FAILURE')
        and bl.disbursement_billing_event_id = disbursement.billing_event_id
    left join agreements_with_history as aggrement on
      bl.agreement_id = aggrement.agreement_id
        and bl.invoice_date >= aggrement.valid_from_adjusted
        and bl.invoice_date < aggrement.valid_to
    left join accounts_with_history awh on
      bl.to_account_id = awh.account_id
        and bl.invoice_date >= awh.valid_from
        and bl.invoice_date < awh.valid_to
  where
    bl.transaction_type not like 'DISBURSEMENT%' and
      (bl.agreement_id is null or bl.agreement_id = ''
      or aggrement.agreement_id is not null)
),

-- listagg function in athena does not support partitioning, grouping here and then
 joining to the main query
seller_invoice_list as (
  select
    internal_buyer_line_item_id,
```

```
    listagg(case when not is_seller_invoice then null else invoice_id end,',') within
 group (order by case when not is_seller_invoice then null else cast(invoice_date as
 varchar) end) as seller_invoice_id_or_null,
    listagg(case when not is_seller_invoice then null else cast(invoice_date as
 varchar) end,',') within group (order by case when not is_seller_invoice then null
 else cast(invoice_date as varchar) end) as seller_invoice_date_or_null
  from
    (
    -- listagg function in athena does not support ordering by another field when
 distinct is used,
    -- here we first select distinct invoices and then do the listagg order by
 invoice_date
    select distinct internal_buyer_line_item_id, is_seller_invoice, invoice_id,
 invoice_date
    from billing_event_with_business_flags) distinct_invoices
  group by internal_buyer_line_item_id
  order by internal_buyer_line_item_id
),

billing_event_with_categorized_transaction as (
-- Use the flags that were created in the previous transformation in more calculated
 columns:
-- NOTE: This transformation has no joins and no window functions
  select
    billing_event_id,
    end_user_account_id,
    agreement_id,
    proposer_account_id,
    offer_id,
    acceptor_account_id,
    case when is_cog or is_cog_refund then null else payer_account_id end as
 payer_account_id,
    product_id,
    action,
    transaction_type,
    parent_billing_event_id,
    disbursement_billing_event_id,
    amount,
    currency,
    balance_impacting,
    invoice_date,
    payment_due_date,
    usage_period_start_date,
    usage_period_end_date,
```

```
    invoice_id,
    billing_address_id,
    transaction_reference_id,
    buyer_transaction_reference_id,
    bank_trace_id,
    disbursement_date,
    disbursement_id,
    disbursement_id_or_invoiced,
    broker_id,
    bl.internal_buyer_line_item_id,
    is_seller_invoice,
    is_cog,
    is_cog_refund,
    is_manufacturer_view_of_reseller,

    -- Buyer/seller columns:
    case when is_seller_invoice then null else invoice_id end as
buyer_invoice_id_or_null,
    seller_invoices.seller_invoice_id_or_null,
    case when is_seller_invoice then null else invoice_date end as
buyer_invoice_date_or_null,
    seller_invoices.seller_invoice_date_or_null,

    -- Categorized amounts by transaction type:
    case when transaction_type =   'SELLER_REV_SHARE' and not is_cog then amount else 0
end as gross_revenue,
    case when transaction_type in ('SELLER_REV_SHARE_REFUND','SELLER_REV_SHARE_CREDIT')
and not is_cog_refund then amount else 0 end as gross_refund,
    case when transaction_type =   'SELLER_REV_SHARE' and     is_cog then amount else 0
end as cogs,
    case when transaction_type in ('SELLER_REV_SHARE_REFUND','SELLER_REV_SHARE_CREDIT')
and     is_cog_refund then amount else 0 end as cogs_refund,
    case when transaction_type =   'AWS_REV_SHARE' then amount else 0 end as
aws_rev_share,
    case when transaction_type in ('AWS_REV_SHARE_REFUND','AWS_REV_SHARE_CREDIT') then
amount else 0 end as aws_refund_share,
    case when transaction_type =   'AWS_TAX_SHARE' and not is_seller_invoice then
amount else 0 end as aws_tax_share,             -- AWS tax share from _buyer_  invoice
    case when transaction_type =   'AWS_TAX_SHARE' and     is_seller_invoice then
amount else 0 end as aws_tax_share_listing_fee, -- AWS tax share from _seller_ invoice
    case when transaction_type =   'AWS_TAX_SHARE_REFUND' and not is_seller_invoice
then amount else 0 end as aws_tax_share_refund,
    case when transaction_type =   'AWS_TAX_SHARE_REFUND' and     is_seller_invoice
then amount else 0 end as aws_tax_share_refund_listing_fee,
```

```
    case when transaction_type =   'SELLER_TAX_SHARE' then amount else 0 end as
 seller_tax_share,
    case when transaction_type =   'SELLER_TAX_SHARE_REFUND' then amount else 0 end as
 seller_tax_share_refund,
    case when transaction_type =   'BALANCE_ADJUSTMENT' then amount else 0 end as
 balance_adjustment,
    case when transaction_type =   'SELLER_REV_SHARE_CREDIT' then amount else 0 end as
 seller_rev_credit,
    case when transaction_type =   'AWS_REV_SHARE_CREDIT' then amount else 0 end as
 aws_ref_fee_credit
  from
    billing_event_with_business_flags as bl
    left join seller_invoice_list as seller_invoices
      on bl.internal_buyer_line_item_id = seller_invoices.internal_buyer_line_item_id
    ),

line_items_aggregated as (
-- This transformation has the only "group by" in all of these transformations.
-- NOTE: This transformation has no joins and no window functions
  select
    internal_buyer_line_item_id,
    disbursement_id,
    disbursement_id_or_invoiced,
    product_id,
    broker_id,
    currency,
    agreement_id,
    proposer_account_id,
    acceptor_account_id,
    max(payer_account_id) as payer_account_id,
    offer_id,
    end_user_account_id,
    usage_period_start_date,
    usage_period_end_date,
    max(payment_due_date) payment_due_date,
    buyer_transaction_reference_id,
    bank_trace_id,
    disbursement_date,
    max(billing_address_id) as billing_address_id,

    -- Buyer/seller columns:
    max(buyer_invoice_id_or_null) as buyer_invoice_id,
    max(seller_invoice_id_or_null) as seller_invoice_id,
    max(buyer_invoice_date_or_null) as buyer_invoice_date,
```

```
    max(seller_invoice_date_or_null) as seller_invoice_date,

    -- Categorized amounts by transaction type:
    -- When disbursement_id_or_invoiced = '<invoiced>',    these are invoiced amounts
    -- When disbursement_id_or_invoiced <> ''<invoiced>' these are disbursed amounts
for _this_ specific disbursement_id
    sum(gross_revenue) as gross_revenue_this_disbursement_id_or_invoiced,
    sum(gross_refund) as gross_refund_this_disbursement_id_or_invoiced,
    sum(cogs) as cogs_this_disbursement_id_or_invoiced,
    sum(cogs_refund) as cogs_refund_this_disbursement_id_or_invoiced,
    sum(aws_rev_share) as aws_rev_share_this_disbursement_id_or_invoiced,
    sum(aws_refund_share) as aws_refund_share_this_disbursement_id_or_invoiced,
    sum(aws_tax_share) as aws_tax_share_this_disbursement_id_or_invoiced,
    sum(aws_tax_share_listing_fee) as
aws_tax_share_listing_fee_this_disbursement_id_or_invoiced,
    sum(aws_tax_share_refund) as aws_tax_share_refund_this_disbursement_id_or_invoiced,
    sum(aws_tax_share_refund_listing_fee) as
aws_tax_share_refund_listing_fee_this_disbursement_id_or_invoiced,
    sum(seller_tax_share) as seller_tax_share_this_disbursement_id_or_invoiced,
    sum(seller_tax_share_refund) as
seller_tax_share_refund_this_disbursement_id_or_invoiced,
    sum(balance_adjustment) as balance_adjustment_this_disbursement_id_or_invoiced,
    sum(seller_rev_credit) as seller_rev_credit_this_disbursement_id_or_invoiced,
    sum(aws_ref_fee_credit) as aws_ref_fee_credit_this_disbursement_id_or_invoiced
 from
    billing_event_with_categorized_transaction as billing_categorized
 group by
    internal_buyer_line_item_id,
    disbursement_id,
    disbursement_id_or_invoiced,
    broker_id,
    -- The following columns are included the in group by but they are intentionally
omitted from the PK.
    -- These columns should have the _same_ values for each record in the PK.
    product_id,
    currency,
    agreement_id,
    proposer_account_id,
    acceptor_account_id,
    offer_id,
    end_user_account_id,
    usage_period_start_date,
    usage_period_end_date,
    buyer_transaction_reference_id,
```

```
    bank_trace_id,
    disbursement_date
),

-- listagg function in athena does not support partitioning, grouping here and then
 joining to the main query
disbursement_list as (
  select
    internal_buyer_line_item_id,
    listagg(cast(disbursement_date as varchar),',') within group (order by
 cast(disbursement_date as varchar)) as disbursement_date_list,
    listagg(bank_trace_id,',') within group (order by cast(disbursement_date as
 varchar)) as disburse_bank_trace_id_list
    from (
    -- listagg function in athena does not support ordering by another field when
 distinct is used,
    -- here we first select distinct bank_trace_ids and then do the listagg order by
 disbursement_date
    select distinct internal_buyer_line_item_id, disbursement_date, bank_trace_id
  from billing_event_with_business_flags) distinct_disbursements
  group by internal_buyer_line_item_id
  order by internal_buyer_line_item_id
),

line_items_with_window_functions as (
--add flag next step compare gross_revenue and gross_revenue_disbursed or gross_refund
 and gross_refund_disbursed
  select
    line_item.internal_buyer_line_item_id,
    disbursement_id,
    disbursement_id_or_invoiced,
    product_id,
    broker_id,
    currency,
    agreement_id,
    proposer_account_id,
    acceptor_account_id,
    -- when there's aws_rev_Share adjustment/refund to a seller_rev_share invoice, it
 can happen that for the same aws_rev_share invoice_id, there are multiple disbursement
 events,
    -- using windows function to map payer_account_id of seller_rev_share to all
 corresponding aws_rev_Share
    max(payer_account_id) over (partition by line_item.internal_buyer_line_item_id) as
 payer_account_id,
```

```
    offer_id,
    end_user_account_id,
    usage_period_start_date,
    usage_period_end_date,
    payment_due_date,
    bank_trace_id,
    disbursement_date,
    billing_address_id,

    -- Buyer/seller columns:
    max(buyer_invoice_id) over (partition by line_item.internal_buyer_line_item_id) as
buyer_invoice_id,
    seller_invoice_id,
    max(buyer_invoice_date) over (partition by line_item.internal_buyer_line_item_id)
as buyer_invoice_date,
    seller_invoice_date,

    -- When disbursement_id_or_invoiced = ''<invoiced>', these are actually invoiced
amounts
    -- When disbursement_id_or_invoiced <> ''<invoiced>' these are disbursed amounts
for _this_ specific disbursement_id
    gross_revenue_this_disbursement_id_or_invoiced,
    gross_refund_this_disbursement_id_or_invoiced,
    cogs_this_disbursement_id_or_invoiced,
    cogs_refund_this_disbursement_id_or_invoiced,
    aws_rev_share_this_disbursement_id_or_invoiced,
    aws_refund_share_this_disbursement_id_or_invoiced,
    aws_tax_share_this_disbursement_id_or_invoiced,
    aws_tax_share_listing_fee_this_disbursement_id_or_invoiced,
    aws_tax_share_refund_this_disbursement_id_or_invoiced,
    aws_tax_share_refund_listing_fee_this_disbursement_id_or_invoiced,
    seller_tax_share_this_disbursement_id_or_invoiced,
    seller_tax_share_refund_this_disbursement_id_or_invoiced,
    balance_adjustment_this_disbursement_id_or_invoiced,
    seller_rev_credit_this_disbursement_id_or_invoiced,
    aws_ref_fee_credit_this_disbursement_id_or_invoiced,
    -- IMPORTANT: All window functions partitioned by internal_buyer_line_item_id:

    -- Invoiced amounts, categorized by transaction type:
    sum(case when disbursement_id_or_invoiced = ''<invoiced>' then
gross_revenue_this_disbursement_id_or_invoiced else cast(0 as decimal(38,6)) end)over
(partition by line_item.internal_buyer_line_item_id) as gross_revenue_invoiced,
```

```
   sum(case when disbursement_id_or_invoiced = ''<invoiced>' then
gross_refund_this_disbursement_id_or_invoiced else cast(0 as decimal(38,6)) end) over
(partition by line_item.internal_buyer_line_item_id) as gross_refund_invoiced,
   sum(case when disbursement_id_or_invoiced = ''<invoiced>' then
cogs_this_disbursement_id_or_invoiced else cast(0 as decimal(38,6)) end) over
(partition by line_item.internal_buyer_line_item_id) as cogs_invoiced,
   sum(case when disbursement_id_or_invoiced = ''<invoiced>' then
cogs_refund_this_disbursement_id_or_invoiced else cast(0 as decimal(38,6)) end) over
(partition by line_item.internal_buyer_line_item_id) as cogs_refund_invoiced,
   sum(case when disbursement_id_or_invoiced = ''<invoiced>' then
aws_rev_share_this_disbursement_id_or_invoiced else cast(0 as decimal(38,6)) end) over
(partition by line_item.internal_buyer_line_item_id) as aws_rev_share_invoiced,
   sum(case when disbursement_id_or_invoiced = ''<invoiced>' then
aws_refund_share_this_disbursement_id_or_invoiced else cast(0 as decimal(38,6))
end) over (partition by line_item.internal_buyer_line_item_id) as
aws_refund_share_invoiced,
   sum(case when disbursement_id_or_invoiced = ''<invoiced>' then
aws_tax_share_this_disbursement_id_or_invoiced else cast(0 as decimal(38,6)) end) over
(partition by line_item.internal_buyer_line_item_id) as aws_tax_share_invoiced,
   sum(case when disbursement_id_or_invoiced = ''<invoiced>' then
aws_tax_share_listing_fee_this_disbursement_id_or_invoiced else cast(0 as
decimal(38,6)) end) over (partition by line_item.internal_buyer_line_item_id) as
aws_tax_share_listing_fee_invoiced,
   sum(case when disbursement_id_or_invoiced = ''<invoiced>' then
aws_tax_share_refund_this_disbursement_id_or_invoiced else cast(0 as
decimal(38,6)) end) over (partition by line_item.internal_buyer_line_item_id) as
aws_tax_share_refund_invoiced,
   sum(case when disbursement_id_or_invoiced = ''<invoiced>' then
aws_tax_share_refund_listing_fee_this_disbursement_id_or_invoiced else cast(0 as
decimal(38,6)) end) over (partition by line_item.internal_buyer_line_item_id) as
aws_tax_share_refund_listing_fee_invoiced,
   sum(case when disbursement_id_or_invoiced = ''<invoiced>' then
seller_tax_share_this_disbursement_id_or_invoiced else cast(0 as decimal(38,6))
end) over (partition by line_item.internal_buyer_line_item_id) as
seller_tax_share_invoiced,
   sum(case when disbursement_id_or_invoiced = ''<invoiced>' then
seller_tax_share_refund_this_disbursement_id_or_invoiced else cast(0 as
decimal(38,6)) end) over (partition by line_item.internal_buyer_line_item_id) as
seller_tax_share_refund_invoiced,
   sum(case when disbursement_id_or_invoiced = ''<invoiced>' then
balance_adjustment_this_disbursement_id_or_invoiced else cast(0 as
decimal(38,6)) end) over (partition by line_item.internal_buyer_line_item_id) as
balance_adjustment_invoiced,
```

```
   sum(case when disbursement_id_or_invoiced = ''<invoiced>' then
seller_rev_credit_this_disbursement_id_or_invoiced else cast(0 as
decimal(38,6)) end) over (partition by line_item.internal_buyer_line_item_id) as
seller_rev_credit_invoiced,
   sum(case when disbursement_id_or_invoiced = ''<invoiced>' then
aws_ref_fee_credit_this_disbursement_id_or_invoiced else cast(0 as
decimal(38,6)) end) over (partition by line_item.internal_buyer_line_item_id) as
aws_ref_fee_credit_invoiced,

   -- Total disbursed amounts (for all disbursement_id values), categorized by
transaction type:
   sum(case when disbursement_id_or_invoiced '<> ''<invoiced>' then
gross_revenue_this_disbursement_id_or_invoiced else cast(0 as decimal(38,6)) end) over
(partition by line_item.internal_buyer_line_item_id) as gross_revenue_disbursed,
   sum(case when disbursement_id_or_invoiced '<> ''<invoiced>' then
gross_refund_this_disbursement_id_or_invoiced else cast(0 as decimal(38,6)) end) over
(partition by line_item.internal_buyer_line_item_id) as gross_refund_disbursed,
   sum(case when disbursement_id_or_invoiced '<> ''<invoiced>' then
cogs_this_disbursement_id_or_invoiced else cast(0 as decimal(38,6)) end) over
(partition by line_item.internal_buyer_line_item_id) as cogs_disbursed,
   sum(case when disbursement_id_or_invoiced '<> ''<invoiced>' then
cogs_refund_this_disbursement_id_or_invoiced else cast(0 as decimal(38,6)) end) over
(partition by line_item.internal_buyer_line_item_id) as cogs_refund_disbursed,
   sum(case when disbursement_id_or_invoiced '<> ''<invoiced>' then
aws_rev_share_this_disbursement_id_or_invoiced else cast(0 as decimal(38,6)) end) over
(partition by line_item.internal_buyer_line_item_id) as aws_rev_share_disbursed,
   sum(case when disbursement_id_or_invoiced '<> ''<invoiced>' then
aws_refund_share_this_disbursement_id_or_invoiced else cast(0 as decimal(38,6))
end) over (partition by line_item.internal_buyer_line_item_id) as
aws_refund_share_disbursed,
   sum(case when disbursement_id_or_invoiced '<> ''<invoiced>' then
aws_tax_share_this_disbursement_id_or_invoiced else cast(0 as decimal(38,6)) end) over
(partition by line_item.internal_buyer_line_item_id) as aws_tax_share_disbursed,
   sum(case when disbursement_id_or_invoiced '<> ''<invoiced>' then
aws_tax_share_listing_fee_this_disbursement_id_or_invoiced else cast(0 as
decimal(38,6)) end) over (partition by line_item.internal_buyer_line_item_id) as
aws_tax_share_listing_fee_disbursed,
   sum(case when disbursement_id_or_invoiced '<> ''<invoiced>' then
aws_tax_share_refund_this_disbursement_id_or_invoiced else cast(0 as
decimal(38,6)) end) over (partition by line_item.internal_buyer_line_item_id) as
aws_tax_share_refund_disbursed,
   sum(case when disbursement_id_or_invoiced '<> ''<invoiced>' then
aws_tax_share_refund_listing_fee_this_disbursement_id_or_invoiced else cast(0 as
```

```
 decimal(38,6)) end) over (partition by line_item.internal_buyer_line_item_id) as
 aws_tax_share_refund_listing_fee_disbursed,
    sum(case when disbursement_id_or_invoiced '<> ''<invoiced>' then
 seller_tax_share_this_disbursement_id_or_invoiced else cast(0 as decimal(38,6))
 end) over (partition by line_item.internal_buyer_line_item_id) as
 seller_tax_share_disbursed,
    sum(case when disbursement_id_or_invoiced '<> ''<invoiced>' then
 seller_tax_share_refund_this_disbursement_id_or_invoiced else cast(0 as
 decimal(38,6)) end) over (partition by line_item.internal_buyer_line_item_id) as
 seller_tax_share_refund_disbursed,
    sum(case when disbursement_id_or_invoiced '<> ''<invoiced>' then
 balance_adjustment_this_disbursement_id_or_invoiced else cast(0 as
 decimal(38,6)) end) over (partition by line_item.internal_buyer_line_item_id) as
 balance_adjustment_disbursed,
    sum(case when disbursement_id_or_invoiced '<> ''<invoiced>' then
 seller_rev_credit_this_disbursement_id_or_invoiced else cast(0 as
 decimal(38,6)) end) over (partition by line_item.internal_buyer_line_item_id) as
 seller_rev_credit_disbursed,
    sum(case when disbursement_id_or_invoiced '<> ''<invoiced>' then
 aws_ref_fee_credit_this_disbursement_id_or_invoiced else cast(0 as
 decimal(38,6)) end) over (partition by line_item.internal_buyer_line_item_id) as
 aws_ref_fee_credit_disbursed,

    -- aggregate multiple disbursement
    max(disbursement_date) over (partition by line_item.internal_buyer_line_item_id) as
 last_disbursement_date,
    first_value(case when disbursement_id_or_invoiced =
 ''<invoiced>' then null else disbursement_id_or_invoiced end)
 over(partition by line_item.internal_buyer_line_item_id order by
 coalesce(disbursement_date,cast('1900-01-01' as timestamp)) desc rows between
 unbounded preceding and unbounded following) as last_disbursement_id,
    first_value(bank_trace_id) over (partition by line_item.internal_buyer_line_item_id
 order by coalesce(disbursement_date,cast('1900-01-01' as timestamp)) desc rows between
 unbounded preceding and unbounded following) as last_disburse_bank_trace_id,
    disb_list.disbursement_date_list,
    disb_list.disburse_bank_trace_id_list
  from
    line_items_aggregated as line_item
    left join disbursement_list disb_list
      on line_item.internal_buyer_line_item_id = disb_list.internal_buyer_line_item_id
),

cppo_offer_id as (
  select
```

```
    -- Channel partner offers do not exist in offertargetfeed_v1 table (as per legal
 requirement), causing cppo offer be defined as 'Public' in previous step, we will
 convert them back to 'Private' in next step
    offer_id
  from
    offers_with_uni_temporal_data
  where
    -- seller_account_id is null means the ISV owns the offer
    seller_account_id is not null
    and seller_account_id '<>  (select seller_account_id from seller_account)
  group by
    offer_id
),

line_items_with_window_functions_enrich_offer_product_address as (
  select
    internal_buyer_line_item_id,
    disbursement_id,
    disbursement_id_or_invoiced,
    line.product_id,
    legacy_product.legacy_id as legacy_product_id,
    products.title as product_title,
    line.broker_id,
    line.currency,
    line.end_user_account_id,
    acc_enduser.encrypted_account_id as end_user_encrypted_account_id,
    acc_enduser.aws_account_id as end_user_aws_account_id,
    acc_payer.aws_account_id as payer_aws_account_id,
    acc_payer.encrypted_account_id payer_encrypted_account_id,
    line.agreement_id,
    agreement.agreement_revision,
    line.proposer_account_id,
    case when offer.offer_id like 'aiqoffer-%' then null else agreement.start_date end
 as Agreement_Start_Date,
    case when offer.offer_id like 'aiqoffer-%' then null else agreement.end_date end as
 Agreement_End_Date,
    case when offer.offer_id like 'aiqoffer-%' then null else agreement.acceptance_date
 end as Agreement_Acceptance_Date,
    case when offer.offer_id like 'aiqoffer-%' then null else agreement.valid_from end
 as agreement_updated_date,
    case when offer.offer_id like 'aiqoffer-%' then null else
 line.usage_period_start_date end as Usage_Period_Start_Date,
    case when offer.offer_id like 'aiqoffer-%' then null else
 line.usage_period_end_date end as Usage_Period_End_Date,
```

```
    line.acceptor_account_id,
    acc_subscriber.aws_account_id as subscriber_aws_account_id,
    acc_subscriber.encrypted_account_id as subscriber_encrypted_account_id,
    offer.offer_id,
    case
      when offer.offer_id in (
        select distinct offer_id
        from cppo_offer_id)
        then 'Private'
      else offer.offer_target
    end as offer_target,
    offer.name offer_name,
    offer.opportunity_name offer_opportunity_name,
    offer.opportunity_description offer_opportunity_description,
    offer.opportunity_id,
    payment_due_date,
    line.bank_trace_id,
    disbursement_date,
    billing_address_id,
    buyer_invoice_id,
    seller_invoice_id,
    buyer_invoice_date,
    seller_invoice_date,
    gross_revenue_this_disbursement_id_or_invoiced,
    gross_refund_this_disbursement_id_or_invoiced,
    cogs_this_disbursement_id_or_invoiced,
    cogs_refund_this_disbursement_id_or_invoiced,
    aws_rev_share_this_disbursement_id_or_invoiced,
    aws_refund_share_this_disbursement_id_or_invoiced,
    aws_tax_share_this_disbursement_id_or_invoiced,
    aws_tax_share_listing_fee_this_disbursement_id_or_invoiced,
    aws_tax_share_refund_this_disbursement_id_or_invoiced,
    aws_tax_share_refund_listing_fee_this_disbursement_id_or_invoiced,
    seller_tax_share_this_disbursement_id_or_invoiced,
    seller_tax_share_refund_this_disbursement_id_or_invoiced,
    balance_adjustment_this_disbursement_id_or_invoiced,
    seller_rev_credit_this_disbursement_id_or_invoiced,
    aws_ref_fee_credit_this_disbursement_id_or_invoiced,
    gross_revenue_invoiced,
    gross_refund_invoiced,
    cogs_invoiced,
    cogs_refund_invoiced,
    aws_rev_share_invoiced,
```

```
    aws_refund_share_invoiced,
    aws_tax_share_invoiced,
    aws_tax_share_listing_fee_invoiced,
    aws_tax_share_refund_invoiced,
    aws_tax_share_refund_listing_fee_invoiced,
    seller_tax_share_invoiced,
    seller_tax_share_refund_invoiced,
    balance_adjustment_invoiced,
    seller_rev_credit_invoiced,
    aws_ref_fee_credit_invoiced,
    gross_revenue_disbursed,
    gross_refund_disbursed,
    cogs_disbursed,
    cogs_refund_disbursed,
    aws_rev_share_disbursed,
    aws_refund_share_disbursed,
    aws_tax_share_disbursed,
    aws_tax_share_listing_fee_disbursed,
    aws_tax_share_refund_disbursed,
    aws_tax_share_refund_listing_fee_disbursed,
    seller_tax_share_disbursed,
    seller_tax_share_refund_disbursed,
    balance_adjustment_disbursed,
    seller_rev_credit_disbursed,
    aws_ref_fee_credit_disbursed,
    last_disbursement_date,
    last_disbursement_id,
    last_disburse_bank_trace_id,
    disbursement_date_list,
    disburse_bank_trace_id_list,
    products.product_code,
    acc_products.aws_account_id as manufacturer_aws_account_id,
    products.manufacturer_account_id,
    --add subscriber and payer addressID, payer address preference order: tax
address>billing address>mailing address,  subscriber address preference order: tax
address> mailing address
    coalesce (
      --empty value in Athena shows as '', change all '' value to null in order to
follow the preference order logic above
      case when acc_subscriber.tax_address_id ='' then null else
acc_subscriber.tax_address_id end,
      case when acc_subscriber.mailing_address_id = '' then null else
acc_subscriber.mailing_address_id end) as subscriber_address_id,
    coalesce (
```

```
      case when acc_payer.tax_address_id = '' then null else acc_payer.tax_address_id
 end,
      case when line.billing_address_id = '' then null else line.billing_address_id
 end,
      case when acc_payer.mailing_address_id = '' then null else
 acc_payer.mailing_address_id end) as payer_address_id,
    coalesce (
      case when acc_enduser.tax_address_id = '' then null else
 acc_enduser.tax_address_id end,
      case when line.billing_address_id = '' then null else line.billing_address_id
 end,
      case when acc_enduser.mailing_address_id = '' then null else
 acc_enduser.mailing_address_id end) as end_user_address_id
  from
    line_items_with_window_functions as line
  left join agreements_with_history as agreement on
      line.agreement_id = agreement.agreement_id and line.buyer_invoice_date >=
 agreement.valid_from_adjusted and line.buyer_invoice_date < agreement.valid_to
  left join offers_with_history_with_target_type as offer on
        line.offer_id = offer.offer_id and line.buyer_invoice_date >= offer.valid_from
 and line.buyer_invoice_date < offer.valid_to
  left join products_with_history as products on
        line.product_id = products.product_id and line.buyer_invoice_date >=
 products.valid_from_adjusted and line.buyer_invoice_date < products.valid_to
  left join legacy_products as legacy_product on
        line.product_id = legacy_product.new_id
  left join accounts_with_history_with_company_name as acc_payer on
        line.payer_account_id = acc_payer.account_id and line.buyer_invoice_date >=
 acc_payer.valid_from and line.buyer_invoice_date < acc_payer.valid_to
  left join accounts_with_history_with_company_name as acc_enduser on
        line.end_user_account_id = acc_enduser.account_id and line.buyer_invoice_date
 >= acc_enduser.valid_from and line.buyer_invoice_date < acc_enduser.valid_to
  left join accounts_with_history_with_company_name as acc_subscriber on
        line.acceptor_account_id = acc_subscriber.account_id and
 line.buyer_invoice_date >= acc_subscriber.valid_from and line.buyer_invoice_date <
 acc_subscriber.valid_to
  left join accounts_with_history_with_company_name as acc_products on
        products.manufacturer_account_id = acc_products.account_id and
 line.buyer_invoice_date >= acc_products.valid_from and line.buyer_invoice_date <
 acc_products.valid_to

),

line_items_with_window_functions_enrich_offer_product_address_name as (
```

```
 select
   line.internal_buyer_line_item_id,
   disbursement_id,
   disbursement_id_or_invoiced,
   product_id,
   legacy_product_id,
   product_title,
   broker_id,
   currency,
   end_user_address_id,
   end_user_account_id,
   end_user_encrypted_account_id,
   end_user_aws_account_id,
   add_enduser.company_name end_user_company_name,
   add_enduser.email_domain end_user_email_domain,
   add_enduser.city end_user_city,
   add_enduser.state_or_region end_user_state,
   add_enduser.country_code end_user_country,
   add_enduser.postal_code end_user_postal_code,
   payer_aws_account_id,
   payer_encrypted_account_id,
   payer_address_id,
   add_payer.company_name payer_company_name,
   add_payer.email_domain payer_email_domain,
   add_payer.city payer_city,
   add_payer.state_or_region payer_state,
   add_payer.country_code payer_country,
   add_payer.postal_code payer_postal_code,
   agreement_id,
   agreement_revision,
   agreement_start_date,
   agreement_end_date,
   agreement_acceptance_date,
   agreement_updated_date,
   case when proposer_account_id = (select seller_account_id from seller_account) then
null else acc_proposer.aws_account_id end as reseller_aws_account_id,
   case when proposer_account_id = (select seller_account_id from seller_account) then
null else acc_proposer.mailing_company_name end as reseller_company_name,
   usage_period_start_date,
   usage_period_end_date,
   proposer_account_id,
   acc_proposer.aws_account_id as proposer_aws_account_id,
   acceptor_account_id,
   subscriber_aws_account_id,
```

```
    subscriber_encrypted_account_id,
    subscriber_address_id,
    add_subscriber.company_name subscriber_company_name,
    add_subscriber.email_domain subscriber_email_domain,
    add_subscriber.city subscriber_city,
    add_subscriber.state_or_region subscriber_state,
    add_subscriber.country_code subscriber_country,
    add_subscriber.postal_code subscriber_postal_code,
    offer_id,
    offer_target,
    offer_name,
    offer_opportunity_name,
    offer_opportunity_description,
    opportunity_id,
    payment_due_date,
    bank_trace_id,
    disbursement_date,
    billing_address_id,
    max(buyer_invoice_id)as buyer_invoice_id,
    max(seller_invoice_id)as seller_invoice_id,
    max(buyer_invoice_date)as buyer_invoice_date,
    max(seller_invoice_date)as seller_invoice_date,
    gross_revenue_this_disbursement_id_or_invoiced,
    gross_refund_this_disbursement_id_or_invoiced,
    cogs_this_disbursement_id_or_invoiced,
    cogs_refund_this_disbursement_id_or_invoiced,
    aws_rev_share_this_disbursement_id_or_invoiced,
    aws_refund_share_this_disbursement_id_or_invoiced,
    aws_tax_share_this_disbursement_id_or_invoiced,
    aws_tax_share_listing_fee_this_disbursement_id_or_invoiced,
    aws_tax_share_refund_this_disbursement_id_or_invoiced,
    aws_tax_share_refund_listing_fee_this_disbursement_id_or_invoiced,
    seller_tax_share_this_disbursement_id_or_invoiced,
    seller_tax_share_refund_this_disbursement_id_or_invoiced,
    balance_adjustment_this_disbursement_id_or_invoiced,
    seller_rev_credit_this_disbursement_id_or_invoiced,
    aws_ref_fee_credit_this_disbursement_id_or_invoiced,
    (gross_revenue_this_disbursement_id_or_invoiced +
gross_refund_this_disbursement_id_or_invoiced +
aws_rev_share_this_disbursement_id_or_invoiced +
aws_refund_share_this_disbursement_id_or_invoiced +
seller_tax_share_this_disbursement_id_or_invoiced +
seller_tax_share_refund_this_disbursement_id_or_invoiced
```

```
     + cogs_this_disbursement_id_or_invoiced +
cogs_refund_this_disbursement_id_or_invoiced +
aws_tax_share_listing_fee_this_disbursement_id_or_invoiced +
aws_tax_share_refund_listing_fee_this_disbursement_id_or_invoiced) as
seller_net_revenue_this_disbursement_id_or_invoiced,
   gross_revenue_invoiced,
   gross_refund_invoiced,
   cogs_invoiced,
   cogs_refund_invoiced,
   aws_rev_share_invoiced,
   aws_refund_share_invoiced,
   aws_tax_share_invoiced,
   aws_tax_share_listing_fee_invoiced,
   aws_tax_share_refund_invoiced,
   aws_tax_share_refund_listing_fee_invoiced,
   seller_tax_share_invoiced,
   seller_tax_share_refund_invoiced,
   balance_adjustment_invoiced,
   seller_rev_credit_invoiced,
   aws_ref_fee_credit_invoiced,
   gross_revenue_disbursed,
   gross_refund_disbursed,
   cogs_disbursed,
   cogs_refund_disbursed,
   aws_rev_share_disbursed,
   aws_refund_share_disbursed,
   aws_tax_share_disbursed,
   aws_tax_share_listing_fee_disbursed,
   aws_tax_share_refund_disbursed,
   aws_tax_share_refund_listing_fee_disbursed,
   seller_tax_share_disbursed,
   seller_tax_share_refund_disbursed,
   balance_adjustment_disbursed,
   seller_rev_credit_disbursed,
   aws_ref_fee_credit_disbursed,
   (gross_revenue_invoiced + gross_revenue_disbursed) as uncollected_gross_revenue,
   -- net revenue = gross revenue - listing fee - tax - cogs
   (gross_revenue_invoiced + gross_refund_invoiced + aws_rev_share_invoiced
+ aws_refund_share_invoiced + seller_tax_share_invoiced +
seller_tax_share_refund_invoiced + cogs_invoiced + cogs_refund_invoiced +
aws_tax_share_listing_fee_invoiced + aws_tax_share_refund_listing_fee_invoiced) as
seller_net_revenue,
   (gross_revenue_invoiced + gross_refund_invoiced + aws_rev_share_invoiced
+ aws_refund_share_invoiced + seller_tax_share_invoiced +
```

```
seller_tax_share_refund_invoiced + cogs_invoiced + cogs_refund_invoiced +
aws_tax_share_listing_fee_invoiced + aws_tax_share_refund_listing_fee_invoiced
     + gross_revenue_disbursed + gross_refund_disbursed + aws_rev_share_disbursed
+ aws_refund_share_disbursed + seller_tax_share_disbursed +
seller_tax_share_refund_disbursed + cogs_disbursed + cogs_refund_disbursed +
aws_tax_share_listing_fee_disbursed + aws_tax_share_refund_listing_fee_disbursed) as
uncollected_seller_net_revenue,
   last_disbursement_date,
   last_disbursement_id,
   last_disburse_bank_trace_id,
   disbursement_date_list,
   disburse_bank_trace_id_list,
   product_code,
   manufacturer_aws_account_id,
   manufacturer_account_id,
   acc_manu.mailing_company_name as manufacturer_company_name,
   cast(null as varchar) as AR_Period,
   case
     when (
       (gross_revenue_invoiced '<>0 and gross_revenue_invoiced = -1 *
gross_revenue_disbursed)
       or (gross_refund_invoiced '<> 0 and gross_refund_invoiced = -1 *
gross_refund_disbursed)
       or (balance_adjustment_invoiced '<> 0 and balance_adjustment_invoiced = -1 *
balance_adjustment_disbursed)
       or (seller_tax_share_refund_invoiced '<> 0 and seller_tax_share_refund_invoiced
= -1 * seller_tax_share_refund_disbursed)
       or (gross_revenue_invoiced = 0 and gross_refund_invoiced = 0 and
balance_adjustment_invoiced = 0 and seller_tax_share_refund_invoiced = 0 and
last_disbursement_id is not null)) then 'Yes'
     when gross_revenue_disbursed = 0 and gross_refund_disbursed = 0 and
balance_adjustment_disbursed = 0 and seller_tax_share_disbursed = 0 and
seller_tax_share_refund_disbursed = 0 then 'No'
     else 'Partial'
   end as Disbursement_Flag
 from line_items_with_window_functions_enrich_offer_product_address as line
 left join accounts_with_history_with_company_name as acc_manu on
   line.manufacturer_account_id = acc_manu.account_id and line.buyer_invoice_date >=
acc_manu.valid_from_adjusted and line.buyer_invoice_date <= acc_manu.valid_to
 left join accounts_with_history_with_company_name as acc_proposer on
   line.proposer_account_id = acc_proposer.account_id and line.buyer_invoice_date >=
acc_proposer.valid_from and line.buyer_invoice_date < acc_proposer.valid_to
 left join address_with_latest_revision as add_payer on
   line.payer_address_id = add_payer.address_id
```

```
 left join address_with_latest_revision as add_subscriber on
   line.subscriber_address_id = add_subscriber.address_id
 left join address_with_latest_revision as add_enduser on
   line.end_user_address_id = add_enduser.address_id
 group by
   line.internal_buyer_line_item_id,
   disbursement_id,
   disbursement_id_or_invoiced,
   product_id,
   legacy_product_id,
   product_title,
   broker_id,
   currency,
   end_user_address_id,
   end_user_account_id,
   end_user_encrypted_account_id,
   end_user_aws_account_id,
   add_enduser.company_name,
   add_enduser.email_domain,
   add_enduser.city,
   add_enduser.state_or_region,
   add_enduser.country_code,
   add_enduser.postal_code,
   payer_aws_account_id,
   payer_encrypted_account_id,
   payer_address_id,
   add_payer.company_name,
   add_payer.email_domain,
   add_payer.city,
   add_payer.state_or_region,
   add_payer.country_code,
   add_payer.postal_code,
   agreement_id,
   agreement_revision,
   case when proposer_account_id = (select seller_account_id from seller_account) then
null else acc_proposer.aws_account_id end,
   case when proposer_account_id = (select seller_account_id from seller_account) then
null else acc_proposer.mailing_company_name end,
   agreement_start_date,
   agreement_end_date,
   agreement_acceptance_date,
   agreement_updated_date,
   usage_period_start_date,
   usage_period_end_date,
```

```
    acceptor_account_id,
    subscriber_aws_account_id,
    subscriber_encrypted_account_id,
    subscriber_address_id,
    add_subscriber.company_name,
    add_subscriber.email_domain,
    add_subscriber.city,
    add_subscriber.state_or_region,
    add_subscriber.country_code,
    add_subscriber.postal_code,
    offer_id,
    offer_target,
    offer_name,
    offer_opportunity_name,
    offer_opportunity_description,
    opportunity_id,
    payment_due_date,
    bank_trace_id,
    disbursement_date,
    billing_address_id,
    gross_revenue_this_disbursement_id_or_invoiced,
    gross_refund_this_disbursement_id_or_invoiced,
    cogs_this_disbursement_id_or_invoiced,
    cogs_refund_this_disbursement_id_or_invoiced,
    aws_rev_share_this_disbursement_id_or_invoiced,
    aws_refund_share_this_disbursement_id_or_invoiced,
    aws_tax_share_this_disbursement_id_or_invoiced,
    aws_tax_share_listing_fee_this_disbursement_id_or_invoiced,
    aws_tax_share_refund_this_disbursement_id_or_invoiced,
    aws_tax_share_refund_listing_fee_this_disbursement_id_or_invoiced,
    seller_tax_share_this_disbursement_id_or_invoiced,
    seller_tax_share_refund_this_disbursement_id_or_invoiced,
    balance_adjustment_this_disbursement_id_or_invoiced,
    seller_rev_credit_this_disbursement_id_or_invoiced,
    aws_ref_fee_credit_this_disbursement_id_or_invoiced,
    gross_revenue_invoiced,
    gross_refund_invoiced,
    cogs_invoiced,
    cogs_refund_invoiced,
    aws_rev_share_invoiced,
    aws_refund_share_invoiced,
    aws_tax_share_invoiced,
    aws_tax_share_listing_fee_invoiced,
    aws_tax_share_refund_invoiced,
```

```
    aws_tax_share_refund_listing_fee_invoiced,
    seller_tax_share_invoiced,
    seller_tax_share_refund_invoiced,
    balance_adjustment_invoiced,
    seller_rev_credit_invoiced,
    aws_ref_fee_credit_invoiced,
    gross_revenue_disbursed,
    gross_refund_disbursed,
    cogs_disbursed,
    cogs_refund_disbursed,
    aws_rev_share_disbursed,
    aws_refund_share_disbursed,
    aws_tax_share_disbursed,
    aws_tax_share_listing_fee_disbursed,
    aws_tax_share_refund_disbursed,
    aws_tax_share_refund_listing_fee_disbursed,
    seller_tax_share_disbursed,
    seller_tax_share_refund_disbursed,
    balance_adjustment_disbursed,
    seller_rev_credit_disbursed,
    aws_ref_fee_credit_disbursed,
    last_disbursement_date,
    last_disbursement_id,
    last_disburse_bank_trace_id,
    disbursement_date_list,
    disburse_bank_trace_id_list,
    product_code,
    manufacturer_aws_account_id,
    manufacturer_account_id,
    acc_manu.mailing_company_name,
    proposer_account_id,
    acc_proposer.aws_account_id
),
invoiced_not_disbursed as(
  select
    --we will filter on rownum =1 in next step,
    -- means internal_buyer_line_item_id, there's only '<invoiced> record, no
 disbursement_id linked
    *,
    max(case when disbursement_id_or_invoiced = ''<invoiced>' then 1 else 2 end)
      over (partition by internal_buyer_line_item_id) rownum
  from line_items_with_window_functions_enrich_offer_product_address_name as line_items

),
```

```
collections_and_disbursements as (
  select
    ------------------
    -- Invoice Info --
    ------------------
    buyer_invoice_date as Invoice_Date,
    Payment_Due_Date as Payment_Due_Date,
    concat(
      'Net ',
      case
        when abs(date_diff('Day', Payment_due_date, buyer_invoice_date))>180 then
 '180+'
        else cast(abs(date_diff('Day', Payment_due_date, buyer_invoice_date)) as
 varchar)
        end,
      ' days'
    ) as payment_terms,
    buyer_invoice_id as Invoice_ID,
    coalesce(
      --empty value in Athena shows as '', change all '' value to null
      case when seller_invoice_id = '' then null else seller_invoice_id end,
      'Not applicable') as Listing_Fee_Invoice_ID,

    ---------------------------
    --End user Information --
    ---------------------------
    coalesce(
      --empty value in Athena shows as '', change all '' value to null
      case when End_User_Company_Name = '' then null else End_User_Company_Name end,
      'Not available') as End_User_Company_Name,
    End_User_AWS_Account_ID,
    End_User_Encrypted_Account_ID,
    End_User_Email_Domain,
    End_User_City,
    End_User_State as End_User_State_or_Region,
    End_User_Country,
    End_User_Postal_Code,
    End_User_Address_ID,

    ---------------------------
    --Subscriber Information --
    ---------------------------
    case
      when Agreement_Id is null or Agreement_ID = '' then 'Not available'
```

```
      when Subscriber_Company_Name is null or Subscriber_Company_Name = '' then 'Not
 provided'
      else Subscriber_Company_Name
    end as Subscriber_Company_Name,
    case
      when Agreement_Id is null or Agreement_ID = '' then 'Not available'
      else Subscriber_AWS_Account_ID
    end as Subscriber_AWS_Account_ID,
    case
      when Agreement_Id is null or Agreement_ID = '' then 'Not available'
      else Subscriber_Encrypted_Account_ID
    end as Subscriber_Encrypted_Account_ID,
    case
      when Agreement_Id is null or Agreement_ID = '' then 'Not available'
      when Subscriber_Email_Domain is null or Subscriber_Email_Domain = '' then 'Not
 provided'
      else Subscriber_Email_Domain
    end as Subscriber_Email_Domain,
    case
      when Agreement_id is null or Agreement_ID = '' then 'Not available'
      when Subscriber_City is null or Subscriber_City = '' then 'Not provided'
      else Subscriber_City
    end as Subscriber_City,
    case
      when Agreement_Id is null or Agreement_ID = '' then 'Not available'
      when Subscriber_State is null or Subscriber_State = '' then 'Not provided'
      else Subscriber_State
    end as Subscriber_State_or_Region,
    case
      when Agreement_Id is null or Agreement_ID = '' then 'Not available'
      when Subscriber_Country is null or Subscriber_Country = '' then 'Not provided'
      else Subscriber_Country
    end as Subscriber_Country,
    case
      when Agreement_Id is null or Agreement_ID = '' then 'Not available'
      when Subscriber_Postal_Code is null or Subscriber_Postal_Code = '' then 'Not
 provided'
      else Subscriber_Postal_Code
    end as Subscriber_Postal_Code,
    case
      when Agreement_ID is null or Agreement_ID = '' then 'Not available'
      when Subscriber_Address_ID is null or Subscriber_Address_ID = '' then 'Not
 provided'
      else Subscriber_Address_ID
```

```
    end as Subscriber_Address_ID,

    ----------------------
    -- Procurement Info --
    ----------------------
    -- product title at time of invoice. It is possible that the title changes over
time and therefore there may be multiple product titles mapped to a single product id.
    coalesce(
      --empty value in Athena shows as '', change all '' value to null
      case when Product_Title = '' then null else Product_Title end,
      'Not provided') as Product_Title,
    -- offer name at time of invoice. It is possible that the name changes over time
therefore there may be multiple offer names mapped to a single offer id.
    case
      when Agreement_Id is null or Agreement_ID = '' then 'Not available'
      when (Offer_Name is null or Offer_Name = '') and Offer_Target = 'Public' then
'Not applicable'
      else Offer_Name
    end as Offer_Name,
    case
      when Agreement_Id is null or Agreement_ID = ''
      then 'Not available'
      else Offer_ID
    end as Offer_ID,
    -- offer visibility at time of invoice.,
    case
      when Agreement_Id is null or Agreement_ID = '' then 'Not available'
      else Offer_Target
    end as Offer_Visibility,
    coalesce(
      --empty value in Athena shows as '', change all '' value to null
      case when Agreement_ID = '' then null else Agreement_ID end,
      'Not available') as Agreement_ID,
    Agreement_Start_Date,
    Agreement_Acceptance_Date,
    Agreement_End_Date,

    Usage_Period_Start_Date,
    Usage_Period_End_Date,

    ------------------------
    -- Disbursement Info --
    ------------------------
    case
```

```
      when Disbursement_Flag = 'Yes' then 'Disbursed'
      when Disbursement_Flag = 'No' then 'Not Disbursed'
      else 'Other'
    end as Disbursement_Status,
    last_disbursement_date as disbursement_date,
    case
      when Disbursement_Flag = 'Yes' then date_diff('DAY',
 date_trunc('DAY',payment_due_date), date_trunc('DAY',last_disbursement_date))
      else null
    end as Disbursement_Time,
    case
      when Disbursement_Flag = 'No' then 'Not applicable'
      when bank_trace_id is null or bank_trace_id = '' then 'Not available'
      else bank_trace_id
    end as disburse_bank_trace_id,

    --------------
    -- Revenues --
    --------------
    -- We are rounding the sums using 2 decimal precision
    -- Note that the rounding method might differ between SQL implementations.
    -- The monthly revenue report is using RoundingMode.HALF_UP. This might create tiny
 discrepancies between this SQL output
    -- and the legacy report
    round(-1 * gross_revenue_this_disbursement_id_or_invoiced,2) as Gross_Revenue,
    round(-1 * gross_refund_this_disbursement_id_or_invoiced,2) as Gross_Refund,
    round(-1 * aws_rev_share_this_disbursement_id_or_invoiced,2) as Listing_Fee,
    round(-1 * aws_refund_share_this_disbursement_id_or_invoiced,2) as
 Listing_Fee_Refund,
    truncate(
      case
        when gross_revenue_this_disbursement_id_or_invoiced !
= 0 then abs(aws_rev_share_this_disbursement_id_or_invoiced/
gross_revenue_this_disbursement_id_or_invoiced)
        when gross_refund_this_disbursement_id_or_invoiced !=
 0 then abs(aws_refund_share_this_disbursement_id_or_invoiced/
gross_refund_this_disbursement_id_or_invoiced)
        else 0
      end
      ,4) as Listing_Fee_Percentage,
    round(-1 * seller_tax_share_this_disbursement_id_or_invoiced,2) as
 Seller_Tax_Share,
    round(-1 * seller_tax_share_refund_this_disbursement_id_or_invoiced,2) as
 Seller_Tax_Share_Refund,
```

```
   round(-1 * aws_tax_share_listing_fee_this_disbursement_id_or_invoiced,2) as
AWS_Tax_Share_Listing_Fee,
   round(-1 * aws_tax_share_refund_listing_fee_this_disbursement_id_or_invoiced,2) as
AWS_Tax_Share_Refund_Listing_Fee,
   round(-1 * cogs_this_disbursement_id_or_invoiced,2) as Wholesale_cost,
   round(-1 * cogs_refund_this_disbursement_id_or_invoiced,2) as
Wholesale_cost_Refund,
   round(-1 * seller_net_revenue_this_disbursement_id_or_invoiced,2) as
Seller_Net_Revenue,
   currency as Currency,

   substring(internal_buyer_line_item_id,1,strpos(internal_buyer_line_item_id,'-')-1)
as Transaction_Reference_ID,
   broker_id as AWS_seller_of_record,

   -----------------
   -- Resale info --
   -----------------
   case
     when Opportunity_Id is null or Opportunity_Id = '' then
       case
         when Offer_Target = 'Public' then 'Not applicable'
         when (Offer_Target is null or Offer_Target = '') and (Agreement_Id is not
null and Agreement_Id != '') then 'Not applicable'
         else null
       end
     else Opportunity_Id
   end as Resale_authorization_ID,
   case
     when Offer_Opportunity_Name is null or Offer_Opportunity_Name = '' then
       case
         when Offer_Target = 'Public' then 'Not applicable'
         when (Offer_Target is null or Offer_Target = '') and (Agreement_Id is not
null and Agreement_Id != '') then 'Not applicable'
         else null
       end
     else Offer_Opportunity_Name
   end as Resale_authorization_name,
   case
     when Offer_Opportunity_Description is null or Offer_Opportunity_Description = ''
then
       case
         when Offer_Target = 'Public' then 'Not applicable'
```

```
         when (Offer_Target is null or Offer_Target = '') and (Agreement_Id is not
null and Agreement_Id != '') then 'Not applicable'
         else null
       end
     else Offer_Opportunity_Description
   end as Resale_authorization_description,
   case
     when (Reseller_AWS_Account_ID is not null and Reseller_AWS_Account_ID != '')
       and (Reseller_Company_Name is null or Reseller_Company_Name = '') then 'Not
available'
     when (Reseller_AWS_Account_ID is null or Reseller_AWS_Account_ID = '')
       and (opportunity_id is null or opportunity_id = '') then 'Not applicable'
     when (select seller_account_id from seller_account) '<>
manufacturer_aws_account_id
       and (Reseller_AWS_Account_ID is null or Reseller_AWS_Account_ID = '') then 'Not
applicable'
     else Reseller_Company_Name
   end as Reseller_Company_Name,
   case
     when (Reseller_AWS_Account_ID is null or Reseller_AWS_Account_ID = '')
       and (Opportunity_Id is null or Opportunity_Id = '') then 'Not applicable'
     when (select seller_account_id from seller_account) '<>
manufacturer_aws_account_id
       and (Reseller_AWS_Account_ID is null or Reseller_AWS_Account_ID = '') then 'Not
applicable'
     else Reseller_AWS_Account_ID
   end as Reseller_AWS_Account_ID,

   -----------------------
   -- Payer Information --
   -----------------------
   coalesce(
     --empty value in Athena shows as '', change all '' value to null
     case when Payer_Company_Name = '' then null else Payer_Company_Name end,
     'Not available') as Payer_Company_Name,
   Payer_AWS_Account_ID, -- "Customer AWS Account Number" in legacy report
   Payer_Encrypted_Account_ID,
   Payer_Email_Domain,
   Payer_City,
   Payer_State as Payer_State_or_Region,
   Payer_Country,
   Payer_Postal_Code,
   Payer_Address_ID,
```

```
    ---------------------
    -- ISV Information --
    ---------------------
    manufacturer_aws_account_id as ISV_Account_ID,
    coalesce(
      --empty value in Athena shows as '', change all '' value to null
      case when Manufacturer_Company_Name = '' then null else Manufacturer_Company_Name
 end,
      'Not available') as ISV_Company_Name,

    ---------------------
    -- Products info --
    ---------------------
    Legacy_Product_ID,
    coalesce(
      --empty value in Athena shows as '', change all '' value to null
      case when Product_ID = '' then null else Product_ID end,
      'Not provided') as Product_ID,
    -- this is to get the legacy product id https://sim.amazon.com/issues/MP-
INSIGHTS-2561
    Product_Code,

    case when Disbursement_Flag = 'Yes' then round(-1 *
 seller_net_revenue_this_disbursement_id_or_invoiced,2) else 0 end as
 Disbursed_Net_Revenue,
    case when Disbursement_Flag = 'No' then round(-1 *
 seller_net_revenue_this_disbursement_id_or_invoiced,2) else 0 end as
 Undisbursed_Net_Revenue,
    case
      when case when Disbursement_Flag = 'Yes' then date_diff('DAY',
 date_trunc('DAY',payment_due_date), date_trunc('DAY',last_disbursement_date)) else
 null end <= 0 then 'Not due'
      when case when Disbursement_Flag = 'Yes' then date_diff('DAY',
 date_trunc('DAY',payment_due_date), date_trunc('DAY',last_disbursement_date)) else
 null end <=30 then '1-30 days late'
      when case when Disbursement_Flag = 'Yes' then date_diff('DAY',
 date_trunc('DAY',payment_due_date), date_trunc('DAY',last_disbursement_date)) else
 null end <=60 then '31-60 days late'
      when case when Disbursement_Flag = 'Yes' then date_diff('DAY',
 date_trunc('DAY',payment_due_date), date_trunc('DAY',last_disbursement_date)) else
 null end <=90 then '61-90 days late'
      when case when Disbursement_Flag = 'Yes' then date_diff('DAY',
 date_trunc('DAY',payment_due_date), date_trunc('DAY',last_disbursement_date)) else
 null end <=120 then '91-120 days late'
```

```
      when case when Disbursement_Flag = 'Yes' then date_diff('DAY',
date_trunc('DAY',payment_due_date), date_trunc('DAY',last_disbursement_date)) else
null end >=121 then '121+ days late'
      else null
    end as Disbursement_Period
 from
    line_items_with_window_functions_enrich_offer_product_address_name as line
 where disbursement_id_or_invoiced != ''<invoiced>'

 union

 select
    ------------------
    -- Invoice Info --
    ------------------
    buyer_invoice_date as Invoice_Date,
    Payment_Due_Date as Payment_Due_Date,
    concat(
      'Net ',
      case
        when abs(date_diff('Day', Payment_due_date, buyer_invoice_date)) >180 then
'180+'
        else cast(abs(date_diff('Day', Payment_due_date, buyer_invoice_date)) as
varchar)
      end,
      ' days'
    ) as payment_terms,
    buyer_invoice_id as Invoice_ID,
    coalesce(
      --empty value in Athena shows as '', change all '' value to null
      case when seller_invoice_id = '' then null else seller_invoice_id end,
      'Not applicable') as Listing_Fee_Invoice_ID,

    ---------------------------
    --End user Information --
    ---------------------------
    coalesce(
      --empty value in Athena shows as '', change all '' value to null
      case when End_User_Company_Name = '' then null else End_User_Company_Name end,
      'Not available') as End_User_Company_Name,
    End_User_AWS_Account_ID,
    End_User_Encrypted_Account_ID,
    End_User_Email_Domain,
    End_User_City,
```

```
    End_User_State as End_User_State_or_Region,
    End_User_Country,
    End_User_Postal_Code,
    End_User_Address_ID,

    ---------------------------
    --Subscriber Information --
    ---------------------------
    case
      when Agreement_Id is null or Agreement_ID = '' then 'Not available'
      when Subscriber_Company_Name is null or Subscriber_Company_Name = '' then 'Not
provided'
      else Subscriber_Company_Name
    end as Subscriber_Company_Name,
    case
      when Agreement_Id is null or Agreement_ID = '' then 'Not available'
      else Subscriber_AWS_Account_ID
    end as Subscriber_AWS_Account_ID,
    case
      when Agreement_Id is null or Agreement_ID = '' then 'Not available'
      else Subscriber_Encrypted_Account_ID
    end as Subscriber_Encrypted_Account_ID,
    case
      when Agreement_Id is null or Agreement_ID = '' then 'Not available'
      when Subscriber_Email_Domain is null or Subscriber_Email_Domain = '' then 'Not
provided'
      else Subscriber_Email_Domain
    end as Subscriber_Email_Domain,
    case
      when Agreement_id is null or Agreement_ID = '' then 'Not available'
      when Subscriber_City is null or Subscriber_City = '' then 'Not provided'
      else Subscriber_City
    end as Subscriber_City,
    case
      when Agreement_Id is null or Agreement_ID = '' then 'Not available'
      when Subscriber_State is null or Subscriber_State = '' then 'Not provided'
      else Subscriber_State
    end as Subscriber_State_or_Region,
    case
      when Agreement_Id is null or Agreement_ID = '' then 'Not available'
      when Subscriber_Country is null or Subscriber_Country = '' then 'Not provided'
      else Subscriber_Country
    end as Subscriber_Country,
    case
```

```
      when Agreement_Id is null or Agreement_ID = '' then 'Not available'
      when Subscriber_Postal_Code is null or Subscriber_Postal_Code = '' then 'Not
provided'
      else Subscriber_Postal_Code
    end as Subscriber_Postal_Code,
    case
      when Agreement_ID is null or Agreement_ID = '' then 'Not available'
      when Subscriber_Address_ID is null or Subscriber_Address_ID = '' then 'Not
provided'
      else Subscriber_Address_ID
    end as Subscriber_Address_ID,

    ----------------------
    -- Procurement Info --
    ----------------------
    coalesce(
      --empty value in Athena shows as '', change all '' value to null
      case when Product_Title = '' then null else Product_Title end,
      'Not provided') as Product_Title,
    -- offer name at time of invoice. It is possible that the name changes over time
therefore there may be multiple offer names mapped to a single offer id.
    case
      when Agreement_Id is null or Agreement_ID = '' then 'Not available'
      when (Offer_Name is null or Offer_Name = '') and Offer_Target = 'Public' then
'Not applicable'
      else Offer_Name
    end as Offer_Name,
    case
      when Agreement_Id is null or Agreement_ID = ''
      then 'Not available'
      else Offer_ID
    end as Offer_ID,
    -- offer visibility at time of invoice.,
    case
      when Agreement_Id is null or Agreement_ID = '' then 'Not available'
      else Offer_Target
    end as Offer_Visibility,
    coalesce(
      --empty value in Athena shows as '', change all '' value to null
      case when Agreement_ID = '' then null else Agreement_ID end,
      'Not available') as Agreement_ID,
    --case when Agreement_Id is null or Agreement_Id = '' then cast(null as timestamp)
else Agreement_Start_Date end as Agreement_Start_Date,
```

```
   --case when Agreement_Id is null or Agreement_Id = '' then cast(null as timestamp)
else Agreement_End_Date end as Agreement_End_Date,
   --case when Agreement_Id is null or Agreement_Id = '' then cast(null as timestamp)
else Agreement_Acceptance_Date end as Agreement_Acceptance_Date,
   Agreement_Start_Date,
   Agreement_Acceptance_Date,
   Agreement_End_Date,

   Usage_Period_Start_Date,
   Usage_Period_End_Date,

   -----------------------
   -- Disbursement Info --
   -----------------------
   case
     when Disbursement_Flag = 'Yes' then 'Disbursed'
     when Disbursement_Flag = 'No' then 'Not Disbursed'
     else 'Other'
   end as Disbursement_Status,
   last_disbursement_date as disbursement_date,
   case
     when Disbursement_Flag = 'Yes' then date_diff('DAY',
date_trunc('DAY',payment_due_date), date_trunc('DAY',last_disbursement_date))
     else null
   end as Disbursement_Time,
   case
     when Disbursement_Flag = 'No' then 'Not applicable'
     when bank_trace_id is null or bank_trace_id = '' then 'Not available'
     else bank_trace_id
   end as disburse_bank_trace_id,

   --------------
   -- Revenues --
   --------------
   -- We are rounding the sums using 2 decimal precision
   -- Note that the rounding method might differ between SQL implementations.
   -- The monthly revenue report is using RoundingMode.HALF_UP. This might create tiny
discrepancies between this SQL output
   -- and the legacy report
   round(gross_revenue_this_disbursement_id_or_invoiced,2) as Gross_Revenue,
   round(gross_refund_this_disbursement_id_or_invoiced,2) as Gross_Refund,
   round(aws_rev_share_this_disbursement_id_or_invoiced,2) as Listing_Fee,
   round(aws_refund_share_this_disbursement_id_or_invoiced,2) as Listing_Fee_Refund,
   truncate(
```

```
      case
        when gross_revenue_this_disbursement_id_or_invoiced !
= 0 then abs(aws_rev_share_this_disbursement_id_or_invoiced/
gross_revenue_this_disbursement_id_or_invoiced)
        when gross_refund_this_disbursement_id_or_invoiced !=
 0 then abs(aws_refund_share_this_disbursement_id_or_invoiced/
gross_refund_this_disbursement_id_or_invoiced)
        else 0
      end
      ,4) as Listing_Fee_Percentage,
    round(seller_tax_share_this_disbursement_id_or_invoiced,2) as Seller_Tax_Share,
    round(seller_tax_share_refund_this_disbursement_id_or_invoiced,2) as
 Seller_Tax_Share_Refund,
    round(aws_tax_share_listing_fee_this_disbursement_id_or_invoiced,2) as
 AWS_Tax_Share_Listing_Fee,
    round(aws_tax_share_refund_listing_fee_this_disbursement_id_or_invoiced,2) as
 AWS_Tax_Share_Refund_Listing_Fee,
    round(cogs_this_disbursement_id_or_invoiced,2) as Wholesale_cost,
    round(cogs_refund_this_disbursement_id_or_invoiced,2) as Wholesale_cost_Refund,
    round(seller_net_revenue_this_disbursement_id_or_invoiced,2) as Seller_Net_Revenue,
    currency as Currency,

    substring(internal_buyer_line_item_id,1,strpos(internal_buyer_line_item_id,'-')-1)
 as Transaction_Reference_ID,
    broker_id as AWS_seller_of_record,

    -----------------
    -- Resale info --
    -----------------
    case
      when Opportunity_Id is null or Opportunity_Id = '' then
        case
          when Offer_Target = 'Public' then 'Not applicable'
          when (Offer_Target is null or Offer_Target = '') and (Agreement_Id is not
 null and Agreement_Id != '') then 'Not applicable'
          else null
        end
      else Opportunity_Id
    end as Resale_authorization_ID,
    case
      when Offer_Opportunity_Name is null or Offer_Opportunity_Name = '' then
        case
          when Offer_Target = 'Public' then 'Not applicable'
```

```
         when (Offer_Target is null or Offer_Target = '') and (Agreement_Id is not
null and Agreement_Id != '') then 'Not applicable'
         else null
       end
     else Offer_Opportunity_Name
   end as Resale_authorization_name,
   case
     when Offer_Opportunity_Description is null or Offer_Opportunity_Description = ''
then
       case
         when Offer_Target = 'Public' then 'Not applicable'
         when (Offer_Target is null or Offer_Target = '') and (Agreement_Id is not
null and Agreement_Id != '') then 'Not applicable'
         else null
       end
     else Offer_Opportunity_Description
   end as Resale_authorization_description,
   case
     when (Reseller_AWS_Account_ID is not null and Reseller_AWS_Account_ID != '')
       and (Reseller_Company_Name is null or Reseller_Company_Name = '') then 'Not
available'
     when (Reseller_AWS_Account_ID is null or Reseller_AWS_Account_ID = '')
       and (opportunity_id is null or opportunity_id = '') then 'Not applicable'
     when (select seller_account_id from seller_account) '<>
manufacturer_aws_account_id
       and (Reseller_AWS_Account_ID is null or Reseller_AWS_Account_ID = '') then 'Not
applicable'
     else Reseller_Company_Name
   end as Reseller_Company_Name,
   case
     when (Reseller_AWS_Account_ID is null or Reseller_AWS_Account_ID = '')
       and (Opportunity_Id is null or Opportunity_Id = '') then 'Not applicable'
     when (select seller_account_id from seller_account) '<>
manufacturer_aws_account_id
       and (Reseller_AWS_Account_ID is null or Reseller_AWS_Account_ID = '') then 'Not
applicable'
     else Reseller_AWS_Account_ID
   end as Reseller_AWS_Account_ID,

   -----------------------
   -- Payer Information --
   -----------------------
   coalesce(
     --empty value in Athena shows as '', change all '' value to null
```

```
      case when Payer_Company_Name = '' then null else Payer_Company_Name end,
      'Not available') as Payer_Company_Name,
    Payer_AWS_Account_ID, -- "Customer AWS Account Number" in legacy report
    Payer_Encrypted_Account_ID,
    Payer_Email_Domain,
    Payer_City,
    Payer_State as Payer_State_or_Region,
    Payer_Country,
    Payer_Postal_Code,
    Payer_Address_ID,

    ---------------------
    -- ISV Information --
    ---------------------
    manufacturer_aws_account_id as ISV_Account_ID,
    coalesce(
      --empty value in Athena shows as '', change all '' value to null
      case when Manufacturer_Company_Name = '' then null else Manufacturer_Company_Name
 end,
      'Not available') as ISV_Company_Name,

    ---------------------
    -- Products info --
    ---------------------
    -- product title at time of invoice. It is possible that the title changes over
 time and therefore there may be multiple product titles mapped to a single product id.
    Legacy_Product_ID,
    coalesce(
      --empty value in Athena shows as '', change all '' value to null
      case when Product_ID = '' then null else Product_ID end,
      'Not provided') as Product_ID,
    -- this is to get the legacy product id https://sim.amazon.com/issues/MP-
INSIGHTS-2561
    Product_Code,

    case when Disbursement_Flag = 'Yes' then
 round(seller_net_revenue_this_disbursement_id_or_invoiced,2) else 0 end as
 Disbursed_Net_Revenue,
    case when Disbursement_Flag = 'No' then
 round(seller_net_revenue_this_disbursement_id_or_invoiced,2) else 0 end as
 Undisbursed_Net_Revenue,
    case
```

```
      when case when Disbursement_Flag = 'Yes' then date_diff('DAY',
 date_trunc('DAY',payment_due_date), date_trunc('DAY',last_disbursement_date)) else
 null end <= 0 then 'Not due'
      when case when Disbursement_Flag = 'Yes' then date_diff('DAY',
 date_trunc('DAY',payment_due_date), date_trunc('DAY',last_disbursement_date)) else
 null end <=30 then '1-30 days late'
      when case when Disbursement_Flag = 'Yes' then date_diff('DAY',
 date_trunc('DAY',payment_due_date), date_trunc('DAY',last_disbursement_date)) else
 null end <=60 then '31-60 days late'
      when case when Disbursement_Flag = 'Yes' then date_diff('DAY',
 date_trunc('DAY',payment_due_date), date_trunc('DAY',last_disbursement_date)) else
 null end <=90 then '61-90 days late'
      when case when Disbursement_Flag = 'Yes' then date_diff('DAY',
 date_trunc('DAY',payment_due_date), date_trunc('DAY',last_disbursement_date)) else
 null end <=120 then '91-120 days late'
      when case when Disbursement_Flag = 'Yes' then date_diff('DAY',
 date_trunc('DAY',payment_due_date), date_trunc('DAY',last_disbursement_date)) else
 null end >=121 then '121+ days late'
      else null
    end as Disbursement_Period
  from
    invoiced_not_disbursed
  where rownum = 1

)

select *
from collections_and_disbursements
where payment_due_date >= date_add('DAY', -90, current_date)
--where payment_due_date between cast('2023-01-01' as timestamp) and cast('2024-12-31'
 as timestamp)

--where disbursement_date >= date_add('DAY', -90, current_date)
--where disbursement_date between cast('2023-01-01' as timestamp) and cast('2024-12-31'
 as timestamp)
```

Taxed invoices

To find your taxed invoices, you can run a set of queries like the following example. The queries build on each other to create the **Taxation** report. You can use the example as shown, or customize it for your data and use cases.

The comments in the queries explain what the queries do, and how to modify them.

```
-- Taxation report

-- General note: When executing this query we are assuming that the data ingested in
 the database is using
-- two time axes (the valid_from column and the update_date column).
-- See documentation for more details: https://docs.aws.amazon.com/marketplace/latest/
userguide/data-feed.html#data-feed-details

-- An account_id has several valid_from dates (each representing a separate revision of
 the data)
-- but because of bi-temporality, an account_id + valid_from tuple can appear multiple
 times with a different update_date.
-- We are only interested in the most recent tuple (ie, uni-temporal model)
with accounts_with_uni_temporal_data as (
  select
    account_id,
    aws_account_id,
    encrypted_account_id,
    mailing_address_id,
    tax_address_id,
    tax_legal_name,
    from_iso8601_timestamp(valid_from) as valid_from,
    tax_registration_number
  from
    (
      select
        account_id,
        aws_account_id,
        encrypted_account_id,
        mailing_address_id,
        tax_address_id,
        tax_legal_name,
        valid_from,
        delete_date,
        tax_registration_number,
        row_number() over (partition by account_id, valid_from order by
 from_iso8601_timestamp(update_date) desc) as row_num
      from
        accountfeed_v1
    )
  where
    -- keep latest ...
```

```
    row_num = 1
    -- ... and remove the soft-deleted one.
    and (delete_date is null or delete_date = '')
),

accounts_with_history as (
  with accounts_with_history_with_extended_valid_from as (
    select
      account_id,
      -- sometimes, this columns gets imported as a "bigint" and loses heading 0s ->
 casting to a char and re-adding heading 0s (if need be)
      substring('000000000000'||cast(aws_account_id as varchar),-12) as aws_account_id,
      encrypted_account_id,
      mailing_address_id,
      tax_address_id,
      tax_legal_name tax_legal_name,
      -- The start time of account valid_from is extended to '1970-01-01 00:00:00',
 because:
      -- ... in tax report transformations, some tax line items with invoice_date
 cannot
      -- ... fall into the default valid time range of the associated account
      CASE
        WHEN LAG(valid_from) OVER (PARTITION BY account_id ORDER BY valid_from ASC) IS
 NULL
            THEN CAST('1970-01-01 00:00:00' as timestamp)
        ELSE valid_from
      END AS valid_from
    from
      (select * from accounts_with_uni_temporal_data ) as account
  )
  select
    account_id,
    aws_account_id,
    encrypted_account_id,
    mailing_address_id,
    tax_address_id,
    tax_legal_name,
    valid_from,
    coalesce(
      lead(valid_from) over (partition by account_id order by valid_from asc),
      cast('2999-01-01 00:00:00' as timestamp)
    ) as valid_to
  from
    accounts_with_history_with_extended_valid_from
```

```
),

-- A product_id has several valid_from dates (each representing a product revision),
-- but because of bi-temporality, each product_id + valid_from tuple can appear
 multiple times with a different update_date.
-- We are only interested in the most recent tuple (ie, uni-temporal model)
products_with_uni_temporal_data as (
  select
    from_iso8601_timestamp(valid_from) as valid_from,
    from_iso8601_timestamp(update_date) as update_date,
    from_iso8601_timestamp(delete_date) as delete_date,
    product_id,
    manufacturer_account_id,
    product_code,
    title
  from
    (
      select
        valid_from,
        update_date,
        delete_date,
        product_id,
        manufacturer_account_id,
        product_code,
        title,
        row_number() over (partition by product_id, valid_from order by
 from_iso8601_timestamp(update_date) desc) as row_num
      from
       productfeed_v1
      )
  where
    -- keep latest ...
    row_num = 1
    -- ... and remove the soft-deleted one.
    and (delete_date is null or delete_date = '')
),

products_with_history as (
  select
    product_id,
    title,
    valid_from,
    case
```

```
      when lag(valid_from) over (partition by product_id order by valid_from asc) is
 null and valid_from < cast('2021-04-01' as timestamp)
        then date_add('Day', -3857, valid_from)
      -- 3827 is the longest delay between acceptance_date of an agreement and the
 product
      -- we are keeping 3857 as a consistency between the offers and products
      when lag(valid_from) over (partition by product_id order by valid_from asc) is
 null and valid_from >= cast('2021-04-01' as timestamp)
        then date_add('Day', -2190, valid_from)
      --after 2021 for the two offers we need to adjust for 2 more years
      else valid_from end as valid_from_adjusted,
    coalesce(
      lead(valid_from) over (partition by product_id order by valid_from asc),
      cast('2999-01-01 00:00:00' as timestamp)
    ) as valid_to,
    product_code,
    manufacturer_account_id
  from
    products_with_uni_temporal_data
),

-- A tax_item_id has several valid_from dates (each representing a product revision),
-- but because of bi-temporality, each tax_item_id + valid_from tuple can appear
 multiple times with a different update_date.
-- We are only interested in the most recent tuple (ie, uni-temporal model)
tax_items_with_uni_temporal_data as (
  select
    from_iso8601_timestamp(valid_from) as valid_from,
    from_iso8601_timestamp(update_date) as update_date,
    delete_date,
    cast(tax_item_id as varchar) as tax_item_id,
    cast(invoice_id as varchar) as invoice_id,
    cast(line_item_id as varchar) as line_item_id,
    cast(customer_bill_id as varchar) as customer_bill_id,
    tax_liable_party,
    transaction_type_code,
    product_id,
    product_tax_code,
    from_iso8601_timestamp(invoice_date) as invoice_date,
    taxed_customer_account_id,
    taxed_customer_country,
    taxed_customer_state_or_region,
    taxed_customer_city,
    taxed_customer_postal_code,
```

```
    tax_location_code_taxed_jurisdiction,
    tax_type_code,
    jurisdiction_level,
    taxed_jurisdiction,
    display_price_taxability_type,
    tax_jurisdiction_rate,
    tax_amount,
    tax_currency,
    tax_calculation_reason_code,
    date_used_for_tax_calculation,
    customer_exemption_certificate_id,
    customer_exemption_certificate_id_domain,
    customer_exemption_certificate_level,
    customer_exemption_code,
    customer_exemption_domain,
    transaction_reference_id
  from
    (
      select
        valid_from,
        update_date,
        delete_date,
        tax_item_id,
        invoice_id,
        line_item_id,
        customer_bill_id,
        tax_liable_party,
        transaction_type_code,
        product_id,
        product_tax_code,
        invoice_date,
        taxed_customer_account_id,
        taxed_customer_country,
        taxed_customer_state_or_region,
        taxed_customer_city,
        taxed_customer_postal_code,
        tax_location_code_taxed_jurisdiction,
        tax_type_code,
        jurisdiction_level,
        taxed_jurisdiction,
        display_price_taxability_type,
        tax_jurisdiction_rate,
        tax_amount,
        tax_currency,
```

```
        tax_calculation_reason_code,
        date_used_for_tax_calculation,
        customer_exemption_certificate_id,
        customer_exemption_certificate_id_domain,
        customer_exemption_certificate_level,
        customer_exemption_code,
        customer_exemption_domain,
        transaction_reference_id,
        row_number() over (partition by tax_item_id, valid_from order by
 from_iso8601_timestamp(update_date) desc) as row_num
      from
        taxitemfeed_v1
    )
  where
    -- keep latest ...
    row_num = 1
    -- ... and remove the soft-deleted one.
    and (delete_date is null or delete_date = '')
),

taxation as (
  select
    tax_items.invoice_id,
    tax_items.line_item_id,
    tax_items.customer_bill_id,
    tax_items.tax_liable_party,
    tax_items.transaction_type_code,
    tax_items.product_id,
    product_tax_item.title as product_title,
    tax_items.product_tax_code,
    tax_items.invoice_date,
    accounts_with_history.aws_account_id as taxed_customer_account_id,
    tax_items.taxed_customer_country,
    tax_items.taxed_customer_state_or_region,
    tax_items.taxed_customer_city,
    tax_items.taxed_customer_postal_code,
    tax_items.tax_type_code as tax_type,
    tax_items.jurisdiction_level,
    tax_items.taxed_jurisdiction,
    tax_items.display_price_taxability_type,
    tax_items.tax_jurisdiction_rate,
    tax_items.tax_amount,
    tax_items.tax_currency,
    tax_items.tax_calculation_reason_code,
```

```
    tax_items.date_used_for_tax_calculation,
    coalesce(
      --empty value in Athena shows as '', change all '' value to null
      case when tax_items.customer_exemption_certificate_id = '' then null else
 tax_items.customer_exemption_certificate_id end,
      'Not exempt') customer_exemption_certificate_id,
    coalesce(--empty value in Athena shows as '', change all '' value to null
      case when tax_items.customer_exemption_certificate_id_domain = '' then null else
 tax_items.customer_exemption_certificate_id_domain end,
      'Not exempt') customer_exemption_certificate_id_domain,
    coalesce(--empty value in Athena shows as '', change all '' value to null
      case when tax_items.customer_exemption_certificate_level = '' then null else
 tax_items.customer_exemption_certificate_level end,
      'Not exempt') customer_exemption_certificate_level,
    coalesce(--empty value in Athena shows as '', change all '' value to null
      case when tax_items.customer_exemption_code = '' then null else
 tax_items.customer_exemption_code end,
      'Not exempt') customer_exemption_code,
    tax_items.transaction_reference_id
  from
    tax_items_with_uni_temporal_data as tax_items
    left join products_with_history as product_tax_item on
      tax_items.product_id = product_tax_item.product_id and tax_items.invoice_date
 >= product_tax_item.valid_from_adjusted and tax_items.invoice_date <
 product_tax_item.valid_to
    left join accounts_with_history as accounts_with_history on
      tax_items.taxed_customer_account_id = accounts_with_history.account_id and
 tax_items.invoice_date >= accounts_with_history.valid_from and tax_items.invoice_date
 < accounts_with_history.valid_to

)

select *
from taxation
where invoice_date >= date_add('DAY', -90, current_date)
--where invoice_date between cast('2023-01-01' as timestamp) and cast('2024-12-31' as
 timestamp)
```

Disbursements by product

To find the amounts disbursed by product, you can run a set of queries like the following. This example is comparable to the Disbursement report seller report.

These example queries build upon each other to create the final list of product details with disbursements. It also shows how to get the product information at a specific point in time. You can use this sample as shown, or customize it for your data and use cases.

Comments in the queries explain what the queries do, and how to modify them.

> **Note**
>
> When running this query, we assume that the data is ingested using two time axes, the `valid_from` and `update` columns. For more information about the axes, see Storage and structure of AWS Marketplace data feeds.

```
-- Get all the products and keep the latest product_id, valid_from tuple
with products_with_uni_temporal_data as (
  select
   *
  from
  (
    select
     *,
     ROW_NUMBER() OVER (PARTITION BY product_id, valid_from
         ORDER BY from_iso8601_timestamp(update_date) desc)
         as row_num
    from
     productfeed_v1
  )
  where
    -- A product_id can appear multiple times with the same
    -- valid_from date but with a different update_date column,
    -- making it effectively bi-temporal. By only taking the most
    -- recent tuple, we are converting to a uni-temporal model.
    row_num = 1
),

-- Gets the latest revision of a product
-- A product can have multiple revisions where some of the
```

```
    -- columns, like the title, can change.
    -- For the purpose of the disbursement report, we want
    -- to get the latest revision of a product
    products_with_latest_version as (
     select
      *
     from
     (
      select
       *,
       ROW_NUMBER() OVER (PARTITION BY product_id
           ORDER BY from_iso8601_timestamp(valid_from) desc)
           as row_num_latest_version
      from
       products_with_uni_temporal_data
     )
     where
      row_num_latest_version = 1
   ),

    -- Get all the accounts and keep the latest account_id, valid_from tuple
    accounts_with_uni_temporal_data as (
      select
       *
      from
      (
        select
         *,
         ROW_NUMBER() OVER (PARTITION BY account_id, valid_from ORDER BY
from_iso8601_timestamp(update_date) desc) as row_num
        from
         accountfeed_v1
      )
      where
        -- An account_id can appear multiple times with the same
        -- valid_from date but with a different update_date column,
        -- making it effectively bi-temporal. By only taking the most
        -- recent tuple, we are converting to a uni-temporal model.
        row_num = 1
    ),

    -- Gets the latest revision of an account
    -- An account can have multiple revisions where some of the
    -- columns, like the mailing_address_id, can change.
```

```
    -- For the purpose of the disbursement report, we want
    -- to get the latest revision of a product
    accounts_with_latest_version as (
     select
      *
     from
     (
      select
       *,
       ROW_NUMBER() OVER (PARTITION BY account_id
           ORDER BY from_iso8601_timestamp(valid_from) desc)
           as row_num_latest_version
      from
       accounts_with_uni_temporal_data
     )
     where
      row_num_latest_version = 1
   ),

    -- Get all the billing events and keep the
    -- latest billing_event_id, valid_from tuple:
    billing_events_with_uni_temporal_data as (
      select
       *
      from (
        select
          billing_event_id,
          from_iso8601_timestamp(valid_from) as valid_from,
          from_iso8601_timestamp(update_date) as update_date,
          from_iso8601_timestamp(invoice_date) as invoice_date,
          transaction_type,
          transaction_reference_id,
          product_id,
          disbursement_billing_event_id,
          action,
          from_account_id,
          to_account_id,
          end_user_account_id,
          CAST(amount as decimal(20, 10)) invoice_amount,
          bank_trace_id,
          ROW_NUMBER() OVER (PARTITION BY billing_event_id, valid_from
              ORDER BY from_iso8601_timestamp(update_date) desc)
              as row_num
        from
```

```
        billingeventfeed_v1
      )
    where row_num = 1
  ),

  -- Get all the disbursements
  -- The billing events data is immutable.
  -- It is not required to use time windows based on the
  -- valid_from column to get the most recent billing event
  disbursement_events as (
    select
      billing_events_raw.billing_event_id as disbursement_id,
      billing_events_raw.invoice_date as disbursement_date,
      billing_events_raw.bank_trace_id
    from
      billing_events_with_uni_temporal_data billing_events_raw
    where
      -- Only interested in disbursements, so filter out
      -- non-disbursements by selecting transaction type
      -- to be DISBURSEMENT:
      billing_events_raw.transaction_type = 'DISBURSEMENT'
      -- Select a time period, you can adjust the dates
      -- below if need be. For billing events use the
      -- invoice date as the point in time of the
      -- disbursement being initiated:
      and billing_events_raw.invoice_date >=
          from_iso8601_timestamp('2020-10-01T00:00:00Z')
      and billing_events_raw.invoice_date <
          from_iso8601_timestamp('2020-11-01T00:00:00Z')
  ),

  -- Get the invoices along with the line items that
  -- are part of the above filtered disbursements
  disbursed_line_items as (
    select
      line_items.transaction_reference_id,
      line_items.product_id,
      line_items.transaction_type,
      (case
         -- Get the payer of the invoice from any
         -- transaction type that is not AWS and
         -- not BALANCE_ADJUSTMENT.
         -- For AWS and BALANCE_ADJUSTMENT, the billing
         -- event feed will show the "AWS Marketplace"
```

```
          -- account as the receiver of the funds and the
          -- seller as the payer. Filter those out.
          when line_items.transaction_type
              not like '%AWS%' and transaction_type
              not like 'BALANCE_ADJUSTMENT'
              then line_items.from_account_id
      end) as payer_account_id,
      line_items.end_user_account_id,
      invoice_amount,
      disbursements.disbursement_date,
      disbursements.disbursement_id,
      disbursements.bank_trace_id
    from
      billing_events_with_uni_temporal_data line_items
      -- Each disbursed line item is linked to the parent
      -- disbursement via the disbursement_billing_event_id
      join disbursement_events disbursements
        on disbursements.disbursement_id
        = line_items.disbursement_billing_event_id
    where
      -- we are interested only in the invoice line
      -- items that are DISBURSED
      line_items.action = 'DISBURSED'
  ),

-- An invoice can contain multiple line items
-- Create a pivot table to calculate the different
-- amounts that are part of an invoice.
-- The new row is aggregated at
-- transaction_reference_id - end_user_account_id level
invoice_amounts_aggregated as (
  select
    transaction_reference_id,
    product_id,
    -- a given disbursement id should have the
    -- same disbursement_date
    max(disbursement_date) as disbursement_date,
    -- Build a pivot table in order to provide all the
    -- data related to a transaction in a single row.
    -- Note that the amounts are negated. This is because
    -- when an invoice is generated, we give you the
    -- positive amounts and the disbursement event
    -- negates the amounts
    sum(case when transaction_type = 'SELLER_REV_SHARE'
```

```
          then -invoice_amount else 0 end) as seller_rev_share,
      sum(case when transaction_type = 'AWS_REV_SHARE'
          then -invoice_amount else 0 end) as aws_rev_share,
      sum(case when transaction_type = 'SELLER_REV_SHARE_REFUND'
          then -invoice_amount else 0 end) as seller_rev_refund,
      sum(case when transaction_type = 'AWS_REV_SHARE_REFUND'
          then -invoice_amount else 0 end) as aws_rev_refund,
      sum(case when transaction_type = 'SELLER_REV_SHARE_CREDIT'
          then -invoice_amount else 0 end) as seller_rev_credit,
      sum(case when transaction_type = 'AWS_REV_SHARE_CREDIT'
          then -invoice_amount else 0 end) as aws_rev_credit,
      sum(case when transaction_type = 'SELLER_TAX_SHARE'
          then -invoice_amount else 0 end) as seller_tax_share,
      sum(case when transaction_type = 'SELLER_TAX_SHARE_REFUND'
          then -invoice_amount else 0 end) as seller_tax_refund,
      -- This is the account that pays the invoice:
      max(payer_account_id) as payer_account_id,
      -- This is the account that subscribed to the product:
      end_user_account_id as customer_account_id,
      bank_trace_id
    from
      disbursed_line_items
    group by
      transaction_reference_id,
      product_id,
      disbursement_id,
      -- There might be a different end-user for the same
      -- transaction reference id. Distributed licenses
      -- is an example
      end_user_account_id,
      bank_trace_id
),

disbursed_amount_by_product as (
  select
    products.title as ProductTitle,
    products.product_code as ProductCode,
    -- We are rounding the sums using 2 decimal precision
    -- Note that the rounding method might differ
    -- between SQL implementations.
    -- The disbursement seller report is using
    -- RoundingMode.HALF_UP. This might create
    -- discrepancies between this SQL output
    -- and the disbursement seller report
```

```
    round(invoice_amounts.seller_rev_share, 2) as SellerRev,
    round(invoice_amounts.aws_rev_share, 2) as AWSRefFee,
    round(invoice_amounts.seller_rev_refund, 2) as SellerRevRefund,
    round(invoice_amounts.aws_rev_refund, 2) as AWSRefFeeRefund,
    round(invoice_amounts.seller_rev_credit, 2) as SellerRevCredit,
    round(invoice_amounts.aws_rev_credit, 2) as AWSRefFeeCredit,
    (
        round(invoice_amounts.seller_rev_share, 2) +
        round(invoice_amounts.aws_rev_share, 2) +
        round(invoice_amounts.seller_rev_refund, 2) +
        round(invoice_amounts.aws_rev_refund, 2) +
        round(invoice_amounts.seller_rev_credit, 2) +
        round(invoice_amounts.aws_rev_credit, 2)
    ) as NetAmount,
    invoice_amounts.transaction_reference_id
          as TransactionReferenceID,
    round(invoice_amounts.seller_tax_share, 2)
          as SellerSalesTax,
    round(invoice_amounts.seller_tax_refund, 2)
          as SellerSalesTaxRefund,
    payer_info.aws_account_id
          as PayerAwsAccountId,
    customer_info.aws_account_id
          as EndCustomerAwsAccountId,
    invoice_amounts.disbursement_date
          as DisbursementDate,
    invoice_amounts.bank_trace_id
          as BankTraceId
  from
    invoice_amounts_aggregated invoice_amounts
    join products_with_latest_version products
      on products.product_id = invoice_amounts.product_id
    left join accounts_with_latest_version payer_info
      on payer_info.account_id = invoice_amounts.payer_account_id
    left join accounts_with_latest_version customer_info
      on customer_info.account_id = invoice_amounts.customer_account_id
)

select * from disbursed_amount_by_product;
```

Sales compensation report

To find the billed revenue by customer, you can run a set of queries like the following. This example is comparable to the Sales compensation report seller report. These example queries build on each other to create the final list of customer details with the total amount billed to each customer for usage of your software. You can use the queries as shown, or customize them for your data and use cases.

Comments in the queries explain what the queries do, and how to modify them.

> **Note**
>
> When running this query, we are assuming that the data ingested is using two time axes (the `valid_from` and `update` columns). For more information, see Storage and structure of AWS Marketplace data feeds.

```
-- Gets all the products and keeps the latest product_id,
-- valid_from tuple.
with products_with_uni_temporal_data as (
  select
   *
  from
  (
    select
     *,
     ROW_NUMBER() OVER (PARTITION BY product_id, valid_from
              ORDER BY from_iso8601_timestamp(update_date) desc)
              as row_num
    from
     productfeed_v1
  )
  where
    -- A product_id can appear multiple times with the same
    -- valid_from date but with a different update_date column,
    -- making it effectively bi-temporal. By only taking the most
    -- recent tuple, we are converting to a uni-temporal model.
    row_num = 1
),

-- Gets the latest revision of a product
-- A product can have multiple revisions where some of the
```

```
    -- columns, like the title, can change.
    -- For the purpose of the sales compensation report, we want
    -- to get the latest revision of a product
    products_with_latest_revision as (
     select
      *
     from
     (
      select
       *,
       ROW_NUMBER() OVER (PARTITION BY product_id ORDER BY
from_iso8601_timestamp(valid_from) desc) as row_num_latest_revision
      from
       products_with_uni_temporal_data
     )
     where
      row_num_latest_revision = 1
   ),

     -- Gets all the addresses and keeps the latest address_id,
     -- aws_account_id, and valid_from combination.
     -- We're transitioning from a bi-temporal data model to an
     -- uni-temporal data_model
     piifeed_with_uni_temporal_data as (
       select
        *
       from
       (
         select
          *,
          ROW_NUMBER() OVER (
             PARTITION BY address_id, aws_account_id, valid_from
             ORDER BY from_iso8601_timestamp(update_date) desc)
             as row_num
         from
          piifeed
       )
       where
         -- An address_id can appear multiple times with the same
         -- valid_from date but with a different update_date column.
         -- We are only interested in the most recent.
         row_num = 1
     ),
```

```
-- Gets the latest revision of an address.
-- An address_id can have multiple revisions where some of
-- the columns can change.
-- For the purpose of the sales compensation report, we want to
-- get the latest revision of an address + account_id pair.
pii_with_latest_revision as (
  select
   *
  from
  (
   select
    *,
    ROW_NUMBER() OVER (PARTITION BY address_id, aws_account_id
          ORDER BY from_iso8601_timestamp(valid_from) desc)
          as row_num_latest_revision
   from
    piifeed_with_uni_temporal_data
  )
  where
   row_num_latest_revision = 1
),

-- Gets all the accounts and keeps the latest
-- account_id, valid_from tuple.
-- We're transitioning from a bi-temporal data
-- model to an uni-temporal data_model.
accounts_with_uni_temporal_data as (
  select
   *
  from
  (
    select
     *,
     ROW_NUMBER() OVER (PARTITION BY account_id, valid_from
         ORDER BY from_iso8601_timestamp(update_date) desc)
         as row_num
    from
     accountfeed_v1
  )
  where
    -- An account_id can appear multiple times with the same
    -- valid_from date but with a different update_date column.
    -- We are only interested in the most recent tuple.
    row_num = 1
```

```
 ),

 -- Gets all the historical dates for an account
 -- An account can have multiple revisions where some of the
 -- columns like the mailing_address_id can change.
 accounts_with_history as (
  select
   *,
   -- This interval's begin_date
   case
     when
     -- First record for a given account_id
       lag(valid_from, 1) over (partition by account_id
          order by from_iso8601_timestamp(valid_from) asc) is null
     then
       -- 'force' begin_date a bit earlier because of different
       -- data propagation times. We'll subtract one day as one
       -- hour is not sufficient
       from_iso8601_timestamp(valid_from) - INTERVAL '1' DAY
     else
       -- not the first line -> return the real date
       from_iso8601_timestamp(valid_from)
   end as begin_date,
   -- This interval's end date.
   COALESCE(
        LEAD(from_iso8601_timestamp(valid_from), 1)
             OVER (partition by account_id
             ORDER BY from_iso8601_timestamp(valid_from)),
        from_iso8601_timestamp('9999-01-01T00:00:00Z')
   ) as end_date
  from
    accounts_with_uni_temporal_data
),

 -- Gets all the billing events and keeps the latest
 -- billing_event_id, valid_from tuple.
 -- We're transitioning from a bi-temporal data
 -- model to an uni-temporal data_model.
 billing_events_with_uni_temporal_data as (
   select
    *
   from (
     select
       billing_event_id,
```

```
        from_iso8601_timestamp(valid_from) as valid_from,
        from_iso8601_timestamp(update_date) as update_date,
        from_iso8601_timestamp(invoice_date) as invoice_date,
        transaction_type,
        transaction_reference_id,
        product_id,
        disbursement_billing_event_id,
        action,
        currency,
        from_account_id,
        to_account_id,
        end_user_account_id,
        -- convert an empty billing address to null. This will
        -- later be used in a COALESCE call
        case
         when billing_address_id <> '' then billing_address_id else null
        end as billing_address_id,
        CAST(amount as decimal(20, 10)) invoice_amount,
        ROW_NUMBER() OVER (PARTITION BY billing_event_id, valid_from
            ORDER BY from_iso8601_timestamp(update_date) desc)
            as row_num
      from
        billingeventfeed_v1
      where
        -- The Sales Compensation Report does not contain BALANCE
        -- ADJUSTMENTS, so we filter them out here
        transaction_type <> 'BALANCE_ADJUSTMENT'
        -- Keep only the transactions that will affect any
        -- future disbursed amounts.
        and balance_impacting = '1'
      )
    where row_num = 1
  ),

  -- Gets the billing address for all DISBURSED invoices. This
  -- will be the address of the payer when the invoice was paid.
  -- NOTE: For legal reasons, for CPPO transactions, the
  -- manufacturer will not see the payer's billing address id
  billing_addresses_for_disbursed_invoices as (
    select
      billing_events_raw.transaction_reference_id,
      billing_events_raw.billing_address_id,
      billing_events_raw.from_account_id
    from
```

```
        billing_events_with_uni_temporal_data billing_events_raw
      where
        -- the disbursed items will contain the billing address id
        billing_events_raw.action = 'DISBURSED'
        -- we only want to get the billing address id for the
        -- transaction line items where the seller is the receiver
        -- of the amount
        and billing_events_raw.transaction_type like 'SELLER_%'
      group by
        billing_events_raw.transaction_reference_id,
        billing_events_raw.billing_address_id,
        billing_events_raw.from_account_id
    ),

  -- An invoice can contain multiple line items.
  -- We create a pivot table to calculate the different amounts
  -- that are part of an invoice.
  -- The new row is aggregated at
  -- transaction_reference_id - end_user_account_id level
  invoiced_and_forgiven_transactions as (
    select
      transaction_reference_id,
      product_id,
      -- A transaction will have the same invoice date for all
      -- of its line items (transaction types)
      max(invoice_date) as invoice_date,
      -- A transaction will have the same billing_address_id
      -- for all of its line items. Remember that the billing event
      -- is uni temporal and we retrieved only the latest valid_from item
      max(billing_address_id) as billing_address_id,
      --  A transaction will have the same currency for all
      -- of its line items
      max(currency) as currency,
      -- We're building a pivot table in order to provide all the
      -- data related to a transaction in a single row
      sum(case when transaction_type = 'SELLER_REV_SHARE'
            then invoice_amount else 0 end) as seller_rev_share,
      sum(case when transaction_type = 'AWS_REV_SHARE'
            then invoice_amount else 0 end) as aws_rev_share,
      sum(case when transaction_type = 'SELLER_REV_SHARE_REFUND'
            then invoice_amount else 0 end) as seller_rev_refund,
      sum(case when transaction_type = 'AWS_REV_SHARE_REFUND'
            then invoice_amount else 0 end) as aws_rev_refund,
      sum(case when transaction_type = 'SELLER_REV_SHARE_CREDIT'
```

```
            then invoice_amount else 0 end) as seller_rev_credit,
      sum(case when transaction_type = 'AWS_REV_SHARE_CREDIT'
            then invoice_amount else 0 end) as aws_rev_credit,
      sum(case when transaction_type = 'SELLER_TAX_SHARE'
            then invoice_amount else 0 end) as seller_tax_share,
      sum(case when transaction_type = 'SELLER_TAX_SHARE_REFUND'
            then invoice_amount else 0 end) as seller_tax_refund,
      -- this is the account that pays the invoice.
      max(case
        -- Get the payer of the invoice from any transaction type
        -- that is not AWS and not BALANCE_ADJUSTMENT.
        -- For AWS and BALANCE_ADJUSTMENT, the billing event feed
        -- will show the "AWS Marketplace" account as the
        -- receiver of the funds and the seller as the payer. We
        -- are not interested in this information here.
        when
         transaction_type not like '%AWS%'
           and transaction_type not like 'BALANCE_ADJUSTMENT'
         then from_account_id
       end) as payer_account_id,
      -- this is the account that subscribed to your product
      end_user_account_id as customer_account_id
    from
      billing_events_with_uni_temporal_data
    where
      -- Get invoiced or forgiven items. Disbursements are
      -- not part of the sales compensation report
      action in ('INVOICED', 'FORGIVEN')
    group by
      transaction_reference_id,
      product_id,
      -- There might be a different end-user for the same
      -- transaction reference id. Distributed licenses
      -- is an example.
      end_user_account_id
),

invoiced_items_with_product_and_billing_address as (
  select
    invoice_amounts.*,
    products.product_code,
    products.title,
    payer_info.aws_account_id as payer_aws_account_id,
    payer_info.account_id as payer_reference_id,
```

```
    customer_info.aws_account_id as end_user_aws_account_id,
    (
        invoice_amounts.seller_rev_share +
        invoice_amounts.aws_rev_share +
        invoice_amounts.seller_rev_refund +
        invoice_amounts.aws_rev_refund +
        invoice_amounts.seller_rev_credit +
        invoice_amounts.aws_rev_credit +
        invoice_amounts.seller_tax_share +
        invoice_amounts.seller_tax_refund
    ) as seller_net_revenue,
    -- Try to get the billing address from the DISBURSED event
    -- (if any). If there is no DISBURSEMENT, get the billing
    -- address from the INVOICED item. If still no billing address,
    -- then default to getting the mailing address of the payer.
    coalesce(billing_add.billing_address_id,
             invoice_amounts.billing_address_id,
             payer_info.mailing_address_id)
           as final_billing_address_id
  from
    invoiced_and_forgiven_transactions invoice_amounts
    join products_with_latest_revision products
        on products.product_id = invoice_amounts.product_id
    left join accounts_with_history payer_info
        on payer_info.account_id = invoice_amounts.payer_account_id
          -- Get the Payer Information at the time of invoice creation
          and payer_info.begin_date <= invoice_amounts.invoice_date
          and invoice_amounts.invoice_date < payer_info.end_date
    left join accounts_with_history customer_info
        on customer_info.account_id = invoice_amounts.customer_account_id
          -- Get the End User Information at the time of invoice creation
          and customer_info.begin_date <= invoice_amounts.invoice_date
          and invoice_amounts.invoice_date < customer_info.end_date
    left join billing_addresses_for_disbursed_invoices billing_add
        on billing_add.transaction_reference_id =
           invoice_amounts.transaction_reference_id
        and billing_add.from_account_id =
            invoice_amounts.payer_account_id
),

invoices_with_full_address as (
  select
    payer_aws_account_id as "Customer AWS Account Number",
    pii_data.country as "Country",
```

```
    pii_data.state_or_region as "State",
    pii_data.city as "City",
    pii_data.postal_code as "Zip Code",
    pii_data.email_domain as "Email Domain",
    product_code as "Product Code",
    title as "Product Title",
    seller_rev_share as "Gross Revenue",
    aws_rev_share as "AWS Revenue Share",
    seller_rev_refund as "Gross Refunds",
    aws_rev_refund as "AWS Refunds Share",
    seller_net_revenue as "Net Revenue",
    currency as "Currency",
    date_format(invoice_date, '%Y-%m')as "AR Period",
    transaction_reference_id as "Transaction Reference ID",
    payer_reference_id as "Payer Reference ID",
    end_user_aws_account_id as "End Customer AWS Account ID"
  from
    invoiced_items_with_product_and_billing_address invoice_amounts
    left join pii_with_latest_revision pii_data
        on pii_data.aws_account_id = invoice_amounts.payer_aws_account_id
        and pii_data.address_id = invoice_amounts.final_billing_address_id
    -- Filter out FORGIVEN and Field Demonstration Pricing transactions
    where seller_net_revenue <> 0
)

select * from invoices_with_full_address;
```

Data feeds

AWS Marketplace provides a number of data feeds to help sellers collect and analyze information about your product sales. Data feeds are available to all registered AWS Marketplace sellers. Since data feeds are generated within a day, they contain the most current data available.

The following sections describe each data feed.

Topics

- Account data feed
- Address data feed
- Agreements data feed
- Billing event data feed
- Legacy mapping data feed

- Offer data feed
- Offer product data feed
- Offer target data feed
- Product data feed
- Tax item data feed

Account data feed

This data feed provides information about all the accounts you interact with: your own, any channel partners you work with, buyers, payers, and all taxed accounts.

Account data is immutable, and it is not associated with a version number. Changes to fields are appended, so this data feed may have several rows with the same `account_id` and different `valid_from` values. For information about data history fields, see Historization of the data.

The account data feed is refreshed every 24 hours, so new data is available daily.

The following table explains the names and descriptions of the data feed's columns.

Column name	Description
account_id	The globally unique identifier (GUID) of the account. Can be used to join to fields in the `Product`, `Offer_Target` , `Billing_Event` , and `Tax_Item` data feeds. See those data feeds for information about the fields that can be used to join.
aws_account_id	The AWS account number of the seller's AWS account, which is unique by AWS partition.
encrypted_account_id	The unique, encrypted ID for an individua l buyer of your application. The value for `encrypted_account_id` is used by the AWS Marketplace Metering Service, for example, as the value for `CustomerI`

Column name	Description
	dentifier that is returned by the ResolveCustomer action.
mailing_address_id	The mailing address reference for this account.
tax_address_id	The tax address reference for this account.
tax_registration_number	For non-US accounts, the tax registration number for this account.
tax_legal_name	For non-US accounts, the legal company name. This is the name used on tax invoices.

Example of account data feed

The following shows an example of the account data feed. For readability, the data history columns aren't shown. For information about data history fields, see Historization of the data.

account_id	aws_account_id	encrypted_account_id	mailing_address_id	tax_address_id	tax_registration_number	tax_legal_name
xk0CSmiAm6PQ4QqEog9iiaochIzuPlkMfba7a1oDlZ	444456660000	Zf7oMzheGWpH	25o3k46eN6eViOfFiiqtxwX8e3kaOiPalUiofjyFa3			
7nyo5jwTRoPlyX81vx9ji04eEwTurO1Ff8biQi88W8	555567679999	373vuQUqmQ8v	5oJ6vTjSzMrrF2gvh2Vj9HfqiM800MuLEHmyFY5Lr42s8	5oJ6vTjSzMrrF2gvh2Vj9HfqiM800MuLEHmyFY5Lr42s8	SE823935083345	
VIeGa2t9j3MuxioH9wc8lsndXXC	737399988 88	8SPxAYmi8MwX	NLUc5UeiMlGFTrDWCoftDPhDUF1	V5NhBYBiYogwy0WMhrdGU4AfMgg	DE469558025	

account_id	aws_account_id	encrypted_account_id	mailing_address_id	tax_address_id	tax_registration_number	tax_legal_name
gGCGUreeXriocM5			oaSd8xgl5QM8Db7	muoTC2j7Pm8ZKKNNyT		

Address data feed

Important

AWS Marketplace will discontinue the PIIFeed, which is delivered using the seller delivery data feeds service, in December 2023. Use the AddressFeed_V1 data feed for your address data needs. If you have questions or require support, contact the AWS Marketplace Seller Operations team.

This data feed provides contact information for all the accounts you interact with: your own, any channel partners you work with, buyers, payers, and all taxed accounts. Each time a new transaction occurs, the customer address for the transaction is scanned, and if it's not in your data feed, a new entry is added to your data feed file.

Address data is immutable.

The address data feed is refreshed every 24 hours, so new data is available daily.

The following table explains the names and descriptions of the data feed's columns.

Column name	Description
address_id	The unique key of the address. Can be used to join from the `Billing_Event` data feed on the `billing_address_id` field, or from the `Account` data feed on the `mailing_address_id` or `tax_address_id` fields.

Column name	Description
email_domain	The domain for the email address on file for this account.
company_name	The company name on file for this account.
country_code	The ISO 3166 alpha-2 country code on file for this address.
state_or_region	The state or region on file for this address.
city	The city on file for this address.
postal_code	The postal code on file for this address.
address_line_1	The first line of the address on file for this address.
address_line_2	The second line of the address on file for this address.
address_line_3	The third line of the address on file for this address.

Example of address data feed

The following shows an example of the address data feed. In the data feed, this information is presented in a single table. For readability, the data is shown in two tables here, and the data history columns aren't shown. For information about data history fields, see Historization of the data.

address_id	email_domain	company_name	country_code	state_or_region	city	postal_code
V5NhBYBiYogwy0WMhrdGU4AfMggmuoTC2j7P	a.com	Mateo Jackson's Company	DE		Hamburg	67568

address_id	email_domain	company_name	country_code	state_or_region	city	postal_code
m8ZKKNNyT						
G68xdbkZQDVVHzfBGw6yf5yos0A6NiSVWHmH5ViLjf	b.com	Mary Major's Company	US	OH	Dayton	57684
NLUc5UeiMlGFTrDWCoftDPhDUF1oaSd8xgl5QM8Db7	c.com	Our Seller	US	NY	New York	89475

address_line_1	address_line_2	address_line_3
	19th Floor	

Agreements data feed

This data feed provides information about agreements, which is a contract signed between a proposer (seller of record) and an acceptor (AWS Buyer) to start using a product. This data feed provides information about the agreements for the product offers you have created as the seller of record.

The Agreement data feed is refreshed every 24 hours.

The following table lists and describes the items in the data feed.

Column	Description
valid_from	The first date that the value for the primary key is valid for in relation to values for other fields.
insert_date	The date a record was inserted into the data feed.
update_date	The date the record was last updated.
delete_date	This column is always blank.
Status	The current status of the agreement. Supported statuses include: • **Active** – Some or all of the terms of the agreement are in-force. • **Terminated** – The agreement ended before its pre-agreed end date due to an AWS-initiated termination event. Most commonly a payment failure. • **Cancelled** – The acceptor chooses to end the agreement prior to its end date. • **Expired** – The agreement ended on its pre-agreed end date. • **Replaced** – The agreement was replaced using a replacement offer. • **Renewed** – The agreement was renewed into a new agreement using functionality such as auto-renewal. • **Archived** – The agreement has ended; The exact reason for its ending, **Terminated**, **Canceled**, or **Expired**, is not specified. • **Rolled back** – The agreement revision has been rolled back because of an error. An

Column	Description
	earlier revision is now active. Only applicable to inactive agreement revisions. • **Superceded** – The agreement revision is no longer active and another agreement revision is now active. Only applicable to inactive agreement revisions.
estimated_agreement_value	The total known amount the customer is likely to pay across the lifecycle of the agreement.
currency_code	The currency of the total known amount the customer is likely to pay in across the lifecycle of the agreement.
agreement_id	The unique identifier of the agreement.
proposer_account_id	The seller that proposed this PurchaseAgreement, represented by the globally unique identifier (GUID) of the seller's account. Can be used to join to the Account data feed.
acceptor_account_id	The buyer that accepted this PurchaseAgreement, represented by the globally unique identifier (GUID) of the buyer's account. Can be used to join to the Account data feed.
offer_revision_at_acceptance	The friendly ID of the offer that corresponds to this agreement. Can be used to join to the Offer and Offer target data feeds.
start_time	The date and time when the agreement starts.
end_time	The date and time when the agreement ends. The field is null for pay-as-you-go agreements, which don’t have end dates.

Column	Description
acceptance_time	The date and time the offer was accepted or the agreement was created. • Can be back-dated for bring-your-own-license agreements • Can be different from the start_date if the agreement was created with the Future-Dated Agreements feature
intent	The buyer's intent when the agreement was last modified.
preceding_agreement_id	The agreement ID of the previous agreement.
status_reason_code	The reason for the agreement status change.

Agreements data feed example

val m	agr _id	pro acc d	acc acc d	off	off isio acc e	sta e	enc	acc et_	int	pre _ag t_ic	sta	sta aso	esti _ag t_v	cur cod
202 1 20: 0	agr 44c 78a 5t	88a xxx xxx xxx x	88a xxx xxx xxx x	offe krx xxx x	1	202 1 20: 0	202 1 20: 0	202 1 20: 0	NE\		ACT		1,0	USD

Billing event data feed

This data feed provides information about billing events, including invoicing and disbursements.

For example, you can use this data feed to learn when and what a buyer is invoiced. You can also use the example SQL queries to analyze the data from this data feed.

This data feed contains information associated with billing events for which you are the seller of record. For agreements made through channel partners, this data feed contains information about billing events between the manufacturer and seller of record.

The billing event data feed is refreshed every 24 hours, so new data is available daily.

Billing event data is immutable.

The following table explains the names and descriptions of the data feed's columns.

Column name	Description
billing_event_id	An identifier for a billing event. This ID is unique in the seller's environment.
from_account_id	The account that initiated the billing event. If `transaction_type` is SELLER_RE V_SHARE , it is the buyer's payer account. This is a foreign key to the account data feed. Can be used to join to the `Account` data feed on the `account_id` field.
to_account_id	The account that receives the transaction amount for the product. This is a foreign key to the account data feed. Can be used to join to the `Account` data feed on the `account_id` field.
end_user_account_id	The account that uses the product. This account may be different from the buyer and payer accounts. Can be used to join to the `Account` data feed on the `account_id` field.
product_id	The identifier of the product. This is a foreign key to the product data feed.

Column name	Description
	Can be used to join to the `Product` data feed on the `product_id` field.
action	The type of action for this event. Possible values are as follows: • `INVOICED` – The buyer was invoiced for the amount. • `FORGIVEN` – The buyer was invoiced for the amount, and AWS reverted the charge. • `DISBURSED` – The seller was paid this amount. This can include a month of invoices, or be an on-demand disbursement.

Column name	Description
transaction_type	The type of transaction. For examples, see Taxing scenarios. Possible values are as follows: • SELLER_REV_SHARE – A positive amount; this is the price that the seller set in the agreement with the buyer. • SELLER_TAX_SHARE – A positive amount; this is the amount added to SELLER_REV_SHARE to cover taxes that the seller owes. • AWS_REV_SHARE – A negative amount; this is the listing fee. • AWS_TAX_SHARE – A positive amount; this is the amount of taxes AWS collected in addition to SELLER_REV_SHARE . This amount doesn't affect the seller's balance. This amount is not disbursed and is provided for the seller's awareness of taxes invoiced to the buyer and remitted to authorities on the seller's behalf. • *transaction_type* _REFUND – The amount of refund requested by the buyer. • *transaction_type* _CREDIT – The amount AWS credits the buyer. • BALANCE_ADJUSTMENT – An adjustment made by AWS to resolve invoicing issues. • DISBURSEMENT – If the value of action is DISBURSED and the value of balance_impacting is 1, this is the amount paid to the seller. If the value for action is INVOICED, this record negates the parent_billing_event_id record

Column name	Description
	either in full or in part. In this case, the related disbursement `disbursement_billing_event_id` is shown and the value of `balance_impacting` is `0`. • `DISBURSEMENT_FAILURE` – Negates the transaction.

Column name	Description
parent_billing_event_id	When the value of broker_id is AWS_INC, the value of action is DISBURSED or FORGIVEN, and the value of transacti on_type is DISBURSEMENT , the parent_billing_event_id refers to the original billing_event_id that initiated this billing event. If action has another value, this field is null. When the value of broker_id is AWS_EUROP E , the parent_billing_event_id refers to the original billing_event_id that initiated this billing event for the following scenarios: • The value of action is FORGIVEN or INVOICED and the value of transacti on_type is AWS_REV_SHARE , AWS_REV_SHARE_REFUND , or SELLER_REV_SHARE_REFUND . • The value of action is DISBURSED and the value of transaction_type is ANY (excluding DISBURSEMENT_FAILURE). • The value of transaction_type is AWS_TAX_SHARE , AWS_TAX_S HARE_REFUND , SELLER_TAX_SHARE , or SELLER_TAX_SHARE_REFUND . • The value of action is DISBURSED and the value of transaction_type is DISBURSEMENT_FAILURE . When the value of broker_id is AWS_EUROP E , the parent_billing_event_id refers to the original billing_event_id of

Column name	Description
	the previous successful disbursement billing event for the following scenario: • The value of `action` is `DISBURSED` and the value of `transaction_type` is `DISBURSEMENT_FAILURE` . When the value of `broker_id` is `AWS_EUROPE` , this field is null for all remaining scenarios.
disbursement_billing_event_id	The related disbursement when the value of `action` is `DISBURSED` and one of the following is true: • `transaction_type like ('SELLER%')` • `transaction_type like ('AWS%')` In all other scenarios, this value is null.
amount	The billing event amount.
currency	The ISO 639 currency code.
balance_impacting	Whether the amount is taken into account in calculating seller disbursements. A value of `0` indicates the amount is shown for informational purposes and has no effect on the balance. A value of `1` indicates that this amount takes into account in determining seller disbursements.
invoice_date	The date the invoice was created.
payment_due_date	When the value of `action` is `INVOICED`, the due date for the invoice.

Column name	Description
usage_period_start_date	The start date for the period in the record.
usage_period_end_date	The end date for the period in the record.
invoice_id	The AWS invoice ID.
billing_address_id	The payer's billing address reference in the address data feed. Can be used to join to the `Address` data feed on the `address_id` field.
transaction_reference_id	An identifier that allows you to cross-reference data from the following reports: • Disbursement report • Monthly billed revenue report • Sales compensation report
bank_trace_id	For disbursement transactions (`transaction_type` =is `DISBURSEMENT` and action is `DISBURSED`), the trace ID assigned by the bank. The trace ID can be used to correlate with bank-provided reports from the seller bank.

Column name	Description
broker_id	An identifier of the business entity which facilitated the transaction. Possible values are as follows: • `AWS_INC` – The identifier for AWS, Inc. (based in the United States). • `AWS_EUROPE` – The identifier for Amazon Web Services EMEA SARL (based in Luxembourg). • `AWS_JAPAN` • `AWS_AUSTRALIA` • `AWS_KOREA` • `NULL` – Previous transactions without an explicit `broker_id` were facilitated by `AWS_INC`.
buyer_transaction_reference_id	An identifier that groups all related records in the billing feed together using `GROUP BY` or the window functions construct in SQL. These related records can contain the buyer invoice, seller invoice, and value added taxes (VATs) on the listing fee.

Taxing scenarios

The taxation model that is in place for the country and state of the buyer and seller dictates how taxes are collected and remitted. Following are the possible scenarios:

- Taxes are collected and remitted by AWS. In these cases, the `transaction_type` is `AWS_TAX_SHARE`.

- Taxes are collected by AWS, disbursed to the seller, and remitted by the seller to the tax authorities. In these cases, the `transaction_type` is `SELLER_TAX_SHARE`.
- Taxes are not collected by AWS. The seller must calculate the taxes and remit them to the tax authorities. In these cases, AWS Marketplace doesn't perform tax calculations or receive tax information. The seller pays the taxes from the revenue share.

Examples of billing event data feed

This section shows examples of the billing event data period at the time of invoicing and one month later. Note the following for all tables in this section:

- In data feeds, `billing_event_id` values are 40-character alphanumeric strings. They're shown here as two-character strings for readability.
- In the data feed, this information is presented in a single table. For readability, the data is shown in multiple tables here, and all columns aren't shown.

For the examples in this section, assume the following:

- Arnav is the buyer.
  - His account ID is 737399998888.
  - He's located in France, which is subject to marketplace facilitator laws. For more information, see Amazon Web Service Tax Help.
  - He purchased `prod-o4grxfafcxxxx` and was invoiced $120.60 for his monthly usage of that product.
  - He paid the invoice within the month.
- Jane is the manufacturer.
  - Her account ID is 111122223333.
- Paulo is the seller of record.
  - His account ID is 777788889999.
  - He lives in Kansas, which is not subject to market facilitator laws.

Billing event data feed for seller of record

As the seller of record, Paulo invoices the buyer, Arnav.

The following tables show the relevant information in Paulo's data feed when he invoices Arnav.

billing_event_id	from_account_id	to_account_id	end_user_account_id	product_id	action	transaction_type
I0	737399998888	777788889999	737399998888	prod-o4grxfafcxxxx	INVOICED	SELLER_REV_SHARE
I1	737399998888	AWS	737399998888	prod-o4grxfafcxxxx	INVOICED	AWS_TAX_SHARE
I2	777788889999	111122223333	737399998888	prod-o4grxfafcxxxx	INVOICED	SELLER_REV_SHARE
I3	777788889999	AWS	737399998888	prod-o4grxfafcxxxx	INVOICED	AWS_REV_SHARE

parent_billing_event_id	disbursement_billing_event_id	amount	currency	invoice_date	invoice_id
		100	USD	2018-12-31T00:00:00Z	781216640
		20.6	USD	2018-12-31T00:00:00Z	781216640
		-80	USD	2018-12-31T00:04:07Z	788576665
		-0.2	USD	2018-12-31T00:04:07Z	788576665

The following tables show the relevant information in Paulo's data feed at the end of the month, after Arnav pays the invoice.

billing_event_id	from_account_id	to_account_id	end_user_account_id	product_id	action	transaction_type
I10	737399998888	777788889999	737399998888		DISBURSED	SELLER_REV_SHARE
I12	777788889999	111122223333	737399998888		DISBURSED	SELLER_REV_SHARE
I13	777788889999	AWS	737399998888	prod-o4grxfafcxxxx	DISBURSED	AWS_REV_SHARE
I14	AWS	777788889999			DISBURSED	DISBURSEMENT

parent_billing_event_id	disbursement_billing_event_id	amount	currency	invoice_date	invoice_id
I0	I14	-100	USD	2018-12-31T00:00:00Z	781216640
I2	I14	80	USD	2018-12-31T00:04:07Z	788576665
I3	I14	0.2	USD	2018-12-31T00:04:07Z	788576665
		19.8	USD		

Billing event data feed for manufacturer

The following tables show the relevant information in the Jane's data feed when Paulo invoices Arnav.

billing_event_id	from_account_id	to_account_id	end_user_account_id	product_id	action	transaction_type
I5	777788889999	111122223333		prod-o4grxfafcxxxx	INVOICED	SELLER_REV_SHARE
I6	777788889999	111122223333		prod-o4grxfafcxxxx	INVOICED	SELLER_TAX_SHARE
I7	111122223333	AWS		prod-o4grxfafcxxxx	INVOICED	AWS_REV_SHARE

parent_billing_event_id	disbursement_billing_event_id	amount	currency	invoice_date	invoice_id
		73.5		2018-12-31T00:04:07Z	788576665
		6.5		2018-12-31T00:04:07Z	788576665
		-7.35		2018-12-31T00:04:07Z	788576665

The following tables show the relevant information in Jane's data feed at the end of the month, after the invoice is paid.

billing_event_id	from_account_id	to_account_id	end_user_account_id	product_id	action	transaction_type
I30	777788889999	111122223333		prod-o4grxfafcxxxx	DISBURSED	SELLER_REV_SHARE

billing_event_id	from_account_id	to_account_id	end_user_account_id	product_id	action	transaction_type
I31	777788889999	111122223333		prod-o4grxfafcxxxx	DISBURSED	SELLER_TAX_SHARE
I32	111122223333	AWS		prod-o4grxfafcxxxx	DISBURSED	AWS_REV_SHARE
I33	AWS	111122223333			DISBURSED	DISBURSEMENT

parent_billing_event_id	disbursement_billing_event_id	amount	currency	invoice_date	invoice_id
I5	I33	-73.5	USD		
I6	I33	-6.5	USD		
I7	I33	7.35	USD		
		72.65	USD		

Example queries

As described in Collecting and analyzing data with data feeds, you can use Athena to run queries on the data that's collected and stored as data feeds in your managed Amazon S3 bucket. This section provides some examples of common ways you might do this. All examples assume that a single currency is used.

Example 1: Amount invoiced, including taxes

To find out how much buyers were invoiced, including taxes, you can run a query as shown in the following example.

```
SELECT sum(amount) FROM billing_event
```

```
WHERE
  action = 'INVOICED'
  AND
  (
    (transaction_type in ('SELLER_REV_SHARE', 'SELLER_TAX_SHARE')
      -- to discard SELLER_REV_SHARE from Manufacturer to Channel Partner, aka cost of
 goods
      AND to_account_id='seller-account-id'
    )
  OR transaction_type= 'AWS_TAX_SHARE'
  );
```

Example 2: Amount invoiced to buyers on seller's behalf

To find out how much buyers were invoiced on a seller's behalf, you can run a query as shown in the following example.

```
SELECT sum(amount) FROM billing_event
WHERE
  action = 'INVOICED'
  AND transaction_type in ('SELLER_REV_SHARE', 'SELLER_TAX_SHARE')
  AND to_account_id='seller-account-id'
;
```

Example 3: Amount AWS can collect on seller's behalf

To find out how much AWS can collect on a seller's behalf, minus any refunds, credits, and forgiven accounts, you can run a query as shown in the following example.

```
SELECT sum(amount) FROM billing_event
WHERE
  -- what is invoiced on behalf of SELLER, incl. refunds/ credits and cost of goods
  transaction_type like 'SELLER_%'
  -- FORGIVEN action records will "negate" related INVOICED
  and action in ('INVOICED','FORGIVEN')
;
```

Example 4: Amount seller can collect

To find out how much sellers can collect, you can run a query as shown in the following example. This example removes listing fees and taxes that AWS collects, and adds any exceptional balance adjustments.

```
SELECT sum(amount) FROM billing_event
WHERE
  (transaction_type like 'SELLER_%' -- what is invoiced on behalf of SELLER
  or transaction_type like 'AWS_REV_%' -- what is owed to AWS
  or transaction_type = 'BALANCE_ADJUSTMENT' -- exceptionnal case
  )
  and action in ('INVOICED','FORGIVEN')
;
```

You can also use the following query to collect the same information, as shown in the following example.

```
SELECT sum(amount) FROM billing_event
WHERE
  balance_impacting = 1
  and action in ('INVOICED','FORGIVEN')
;
```

The following example shows the same information, but is restricted to 2018 transactions and assumes all buyers paid their invoices.

```
SELECT sum(amount) FROM billing_event
WHERE
  invoice_date between '2018-01-01' and '2018-12-31'
  and balance_impacting = 1
  and action in ('INVOICED','FORGIVEN')
;
```

Example 5: Amount of disbursements

To find out the amount that's been disbursed, you can run a query as shown in the following example.

```
select sum(amount) FROM billing_event
WHERE
  action ='DISBURSED'
  and transaction_type like 'DISBURSEMENT%'
;
```

Example 6: Amount pending disbursement

To find out the amount that's pending disbursement, you can run a query as shown in the following example. This query removes amounts that have already been disbursed.

```
SELECT sum(amount) FROM billing_event targeted
WHERE
   (transaction_type like 'SELLER_%'  -- what is invoiced on behalf of SELLER
    or transaction_type like 'AWS_REV_%'  -- what is owed to AWS
    or transaction_type = 'BALANCE_ADJUSTMENT' -- exceptionnal case
   )
  -- DISBURSEMENT action records will "negate" 'INVOICED'
  -- but do not take into account failed disbursements
   AND
    (not exists
      (select 1
        from billing_event disbursement
          join billing_event failed_disbursement
           on disbursement.billing_event_id=failed_disbursement.parent_billing_event_id
        where
         disbursement.transaction_type='DISBURSEMENT'
         and failed_disbursement.transaction_type='DISBURSEMENT_FAILURE'
         and targeted.disbursement_billing_event_id=disbursement.billing_event_id
      )
    )
;
```

Another way to get the same information is to run a query to get the seller's balance, as shown in the following example.

```
SELECT sum(amount) FROM billing_event
WHERE
 balance_impacting = 1
;
```

The following query extends our example. It restricts the results to 2018 transactions and returns additional details about the transactions.

```
select sum(residual_amount_per_transaction)
from
 (SELECT
    max(billed_invoices.amount) invoiced_amount,
```

```
    sum(nvl(disbursed_invoices.amount,0)) disbursed_amount,
    -- Exercise left to the reader:
    -- use transaction_type to distinguish listing fee vs seller-owed money
    -- still pending collection
    max(transaction_type) transaction_type,
    max(billed_invoices.amount)
      + sum(nvl(disbursed_invoices.amount,0)) residual_amount_per_transaction
  FROM billing_event billed_invoices
    -- find related disbursements
    left join billing_event disbursed_invoices
      on disbursed_invoices.action='DISBURSED'
      and disbursed_invoices.parent_billing_event_id=billed_invoices.billing_event_id
  WHERE
    billed_invoices.invoice_date between '2018-01-01' and '2018-12-31'
    and billed_invoices.transaction_type like 'SELLER_%' -- invoiced on behalf of
 SELLER
    and billed_invoices.action in ('INVOICED','FORGIVEN')
    -- do not take into account failed disbursements
    AND not exists
      (select 1 from billing_event failed_disbursement
       where disbursed_invoices.disbursement_billing_event_id =
 failed_disbursement.parent_billing_event_id
      )
   GROUP BY billed_invoices.billing_event_id
);
```

Example 7: Balance of set of invoices

To learn the sum of a set of invoices, you can run a query as shown in the following example.

```
SELECT invoice_id, sum(amount) FROM billing_event targeted
WHERE
  -- invoice_id is only not null for invoiced records AND disbursed records
  -- linking them to related disbursement -> no need to filter more precisely
  invoice_id in ('XXX','YYY')
  -- filter out failed disbursements
  AND not exists
      (select 1
        from billing_event disbursement
          join billing_event failed_disbursement
           on disbursement.billing_event_id=failed_disbursement.parent_billing_event_id
        where
         disbursement.transaction_type='DISBURSEMENT'
         and failed_disbursement.transaction_type='DISBURSEMENT_FAILURE'
```

```
        and targeted.disbursement_billing_event_id=disbursement.billing_event_id
    )
group by invoice_id;
```

Legacy mapping data feed

This data feed lists how product IDs and offer IDs map to legacy globally unique identifiers (GUIDs). The legacy GUIDs were used in older reports, and the new IDs are used in data feeds and in AWS Marketplace APIs.

This data feed provides information about all products you've created as the seller of record and all products you're authorized to resell.

The legacy mapping data feed is refreshed every 24 hours, so new data is available daily.

The following table explains the names and descriptions of the data feed's columns.

Column name	Description
mapping_type	Whether this is a product ID or offer ID.
legacy_id	The legacy ID for this product or offer.
new_id	The friendly ID for this product or offer. This ID is used as the primary key and with all current API actions.

Example of legacy mapping data feed

The following shows an example of the legacy mapping data feed. For readability, the data history columns aren't shown. For information about data history fields, see Historization of the data.

mapping_type	legacy_id	new_id
OFFER	8a806c74-dbd6-403e-9362-bb08f417ff37	offer-dacpxznflfwin
PRODUCT	1368541d-890b-4b6c-9bb9-4a55306ab642	prod-o4grxfafcxxxy

mapping_type	legacy_id	new_id
OFFER	558d8382-6b3a-4c75-8345-a627b552f5f1	offer-gszhmle5npzip

Offer data feed

The offer data feed provides information about all offers that you've created as the seller of record. If a single offer has multiple revisions, all revisions are included in the data feed.

When you make an offer revision and the data in an exposed field changes, a new record is created in the data feed for the same primary key (`offer_id` plus `offer_revision`). However, the `valid_from` field has a different value. For more information about the data feed history columns, see Historization of the data.

The offer data feed is refreshed every 24 hours, so new data is available daily.

The following table provides the names and descriptions of the data feed's columns.

Column name	Description
`offer_id`	The friendly identifier for the offer. Can be used to join to the `offer_id` field of the `Offer_Product` data feed.
`offer_revision`	The offer revision. This field and the `offer_id` field combine to form the primary key. With `offer_id`, can be used to join to the `offer_id` and `offer_revision` fields of the `Target_Offer` data feed.
`name`	The seller-defined name of the offer.
`expiration_date`	The date and time that the offer expires.

Column name	Description
opportunity_name	Any opportunity data linked to this offer. If the offer is bound to an AWS opportunity, this field is populated.
opportunity_description	Any descriptive information linked to this offer. If the offer is bound to an AWS opportunity, this field is populated.
seller_account_id	The globally unique identifier (GUID) of the seller's account. Can be used to join with the account_id field in the account data feed.
opportunity_id	An identifier for the opportunity is only populated if a reseller is selling your product. All offers created by different channel partners (or sellers) have the same opportunity_id if the product is the same.

Example of offer data feed

The following shows an example of the offer data feed. For readability, the data history columns aren't shown. For information about data history fields, see Historization of the data.

offer_id	offer_revision	name	expiration_date	opportunity_name	opportunity_description	seller_account_id	opportunity_id
offer-dacpxznflfwin	1	Enterprise Contract Program Offer	9999-01-01T00:00:00Z				
offer-gszhmle5npzip	1	Private offer	2020-10-31T00:00:00Z				

offer_id	offer_revision	name	expiration_date	opportunity_name	opportunity_description	seller_account_id	opportunity_id
		created by seller					
offer-hmzhyle8nphlp	1	Enterprise Contract Program Offer	9999-01-01T00:00:00Z				

Offer product data feed

One offer can have several products, and one product can be included in different offers. This data feed lists information about the relationships between offers and products.

This data feed provides information about all product offers you've created as the seller of record.

When you add or remove a product from an offer, you create an offer revision.

The offer product data feed is refreshed every 24 hours, so new data is available daily.

The following table explains the names and descriptions of the data feed's columns. For information about the data feed history columns, see Historization of the data.

Column name	Description		
offer_id	The friendly identifier of this offer. Can be used to join to the `offer_id` field of the `Offer` data feed.		
offer_revision	Combines with `offer_id` field to		

Column name	Description		
	form the foreign key to the offer revision.		
product_id	The friendly identifie r of the product, this is the foreign key to the product that this offer exposes. Can be used to join to the `product_id` field of the `Product` data feed.		

Example of Offer product data feed

The following shows an example of the Offer product data feed.

offer_id	offer_revision	product_id
offer-dacpxznflfwin	10	prod-o4grxfafcxxxx
offer-gszhmle5npzip	24	prod-o4grxfafcxxxy

Offer target data feed

This data feed lists targets of an offer's revision for all offers you've created as the seller of record. If a single offer has multiple revisions, all revisions are included in the data feed.

When you make an offer revision and the data in an exposed field changes, a new record is created in the data feed for the same primary key (`offer_id` plus `offer_revision`), but with a different value for `valid_from` field.

The offer target data feed is refreshed every 24 hours, so new data is available daily.

The following table explains the names and descriptions of the data feed's columns.

Column name	Description
offer_target_id	The primary key of the feed.
offer_id+offer_revision	The identifier and revision of the offer. These two columns reference the offer that this target relates to. Can used to join to the `offer_id` and `offer_revision` fields of the `Target` data feed.
target_type	Indicates whether the offer recipient is `BuyerAccounts`, which indicates a private offer, or `ParticipatingPrograms`.
polarity	Indicates whether the offer is intended to be made to the `target_type`. Acceptable values are as follows: • `PositiveTargeting` – The offer applies for this `target_type`. • `NegativeTargeting` – The offer doesn't apply for this `target_type`.
value	A string that represents the target: either an AWS account ID or a program that can be used with an offer. For example, Standard Contract for AWS Marketplace (SCMP), or AWS Marketplace Field Demonstration Program (FDP).

Example of offer target data feed

The following shows an example of the offer target data feed. For readability, the data history columns aren't shown. For information about data history fields, see Historization of the data.

offer_target_id	offer_id	offer_revision	target_type	polarity	value
925ddc73f6a373b7d5544ea3210610803b600	offer-dacpxznflfwin	1	ParticipatingPrograms	PositiveTargeting	EnterpriseContract
471ff22ae3165278f1fb960d3e14517bcd601	offer-gszhmle5npzip	1	ParticipatingPrograms	PositiveTargeting	FieldDemonstration
511ff22adfj65278f1fb960d3e14517bcd6e602	offer-gszhmle5npzip	1	ParticipatingPrograms	PositiveTargeting	EnterpriseContract

Product data feed

This data feed provides information about all products you've created as the seller of record and all products you're authorized to resell.

Product data is mutable. This means that when you change the value for one of the following fields, a new record is created in the data feed with a different value for `valid_from` field. For more information about the data feed history columns, see Historization of the data.

The product data feed is refreshed every 24 hours, so new data is available daily.

The following table explains the names and descriptions of the data feed's columns.

Column name	Description
product_id	The friendly identifier of the product.

Column name	Description
	Can be used to join to the `product_id` fields of the `Account`, `Billing_Event` , and `Offer_Product` data feeds.
manufacturer_account_id	The identifier of the product owner. This is a foreign key to the Account data feed. Can used to join to the `account_id` field of the `Account` data feed.
product_code	The existing entitlement product code used to meter the product. This value is also used to join data with a report, or to reference what is provided in AWS Marketplace Metering Service.
title	The title of the product.

Example of product data feed

The following shows an example of the offer target data feed. For readability, the data history columns aren't shown. For information about data history fields, see Historization of the data.

product_id	manufacturer_account_id	product_code	title
prod-o4grxfafcxxxx	555568000000	product_code_1	Product1
prod-t3grxfafcxxxy	444457000000	product_code_2	Product2
prod-x8faxxfafcxxy	666678000000	product_code_3	Product3

Tax item data feed

This data feed provides information about tax calculations for a customer invoice.

There can be multiple line items (`line_item_id`) for a given product (`product_id`) of a given customer invoice (`invoice_id`), one or more for each tax jurisdiction. This happens, for example, with usage-based bills for customers who are using different AWS Region rules by different AWS entities (say, the US and Ireland). To learn more about where AWS collects sales tax, VAT, or GST on your sales and remits such taxes to the local tax authorities, in the name of AWS, Inc., see Amazon Web Service Tax Help.

The tax item data feed is refreshed every 24 hours, so new data is available daily.

Tax item data is immutable.

The following table explains the names and descriptions of the data feed's columns. For information about data history columns, see Historization of the data.

Column name	Description
tax_item_id	A unique identifier for a tax item record.
invoice_id	The AWS invoice ID. You can use this value with the value of `product_id` to find related tax billing events.
line_item_id	A unique identifier for a customer bill line item. Refund transactions have the same line item ID as their forward tax transactions.
customer_bill_id	The unique identifier of the customer bill. Buyers can share this identifier with the seller to help identify and resolve tax calculation questions.
tax_liable_party	Either `AWS` or `Seller`. If the seller is the tax liable party, taxes are collected. If AWS is the tax liable party, sales tax is collected and remitted by AWS. For more information, see AWS Marketplace Sellers & Tax Collection. If no taxes are collected, there is no value shown here. The seller needs to determine

Column name	Description
	whether some taxes were collected for each invoice, as the seller is liable for tax collection.
transaction_type_code	The type of transaction. Possible values are as follows: • AWS – A forward tax transaction • REFUND – A full or partial refund • TAXONLYREFUND – A tax-only refund Refund transactions share the line item ID with their original forward transactions.
product_id	A foreign key to the product. Can be used to join to the Product data feed on the product_id field.
product_tax_code	A standard code to identify the tax properties for a product. Sellers choose the properties when creating or modifying the product.
invoice_date	The date the invoice was created.
taxed_customer_account_id	A foreign key to the account entity who is taxed. Can be used to join to the Account data feed on the account_id field.
taxed_customer_country	The ISO 3166 alpha 2 country code of the address used for tax calculations.
taxed_customer_state_or_region	The state, region, or province used for tax calculations.
taxed_customer_city	The city used for tax calculations.

Column name	Description
taxed_customer_postal_code	The postal code used for tax calculations.
tax_location_code_taxed_jurisdiction	The vertex geocode that is associated with the taxed location.
tax_type_code	The type of tax that is applied to the transacti on. The possible values are `None`, `Sales`, and `SellerUse` .
jurisdiction_level	The jurisdiction level of the address that is used for tax location. The possible values are `State`, `County`, `City`, and `District`.
taxed_jurisdiction	The name of the tax jurisdiction.
display_price_taxability_type	Whether the price that buyers see is inclusive or exclusive of taxes. All AWS Marketplace offerings are exclusive of taxes.
taxable_amount	The amount of the transaction that is taxable, at this jurisdiction level.
nontaxable_amount	The amount of the transaction that is nontaxable, at this jurisdiction level.
tax_jurisdiction_rate	The tax rate that is applied, at this jurisdiction level.
tax_amount	The amount of tax that is charged, at this jurisdiction level.
tax_currency	The ISO 4217 alpha 3 currency code for above amounts.
tax_calculation_reason_code	Whether the transaction is taxable, not taxable, exempt, or zero-rated, organized by the jurisdiction level.

Column name	Description
date_used_for_tax_calculation	The date that is used for calculating tax on the transaction.
customer_exemption_certificate_id	The certificate ID of the exemption certificate.
customer_exemption_certificate_id_domain	The location where the certificate is stored on Amazon systems.
customer_exemption_certificate_level	The jurisdiction level that supplied the exemption.
customer_exemption_code	The code that specifies the exemption; for example, RESALE.
customer_exemption_domain	The Amazon system that is used to capture the customer exemption information, if available.
transaction_reference_id	An identifier that allows you to cross-reference data from the following reports: • Disbursement report • Monthly billed revenue report • Sales compensation report

Note

Beginning August 5, 2021, international Marketplace Facilitator taxes for AWS Marketplace sales will have entries in the tax item data feed. This means that, beginning August 5, 2021, every AWS_TAX_SHARE and SELLER_TAX_SHARE record in the billing event data feed is expected to have a corresponding record in the tax item data feed.

Example of tax item data feed

The following shows an example of the tax item data feed. In the data feed, this information is presented in a single table. For readability, the data is shown in multiple tables here, and all columns aren't shown.

tax_item_id	invoice_id	line_item_id	customer_bill_id
6p2ni6tu041xagvhbyanbgxl3xameha16txjoav_0001	781216640	710000000 00000000000	221000000 0000000000
6p2ni6tu041xagvhbyanbgxl3xameha16txjoav_0002	781216640	530000000 00000000000	221000000 0000000000
flr4jobxjzww8czdsrq4noue2uxd56j39wxw0k7_0001	250816266	764000000 00000000000	572000000 0000000000
gfkjjobxjzw56jgkrsrqgjtk52uxd56j39wgj567d_0002	280336288	764000000 00000000000	572439000 0000000000
wwk1qpvb8ran3geiw8e3mp6dgs2qj7wpkuwhgk1_0001	451431024	993000000 00000000000	123000000 0000000000
wwk1qpvb8ran3geiw8e3mp6dgs2qj7wpkuwhgk1_0002	451431024	993000000 00000000000	312000000 0000000000
fnohdid8kwgqq9lvii2k30spn3ftgwihbe8h75x_0001	229987654	921000000 00000000000	639000000 0000000000

tax_liable_party	transaction_type_code	product_id	product_tax_code	invoice_date
Seller	AWS	prod-o4grxfafcxxxx	AWSMP_SOFTWARE_RA	2018-12-31T00:00:00Z
Seller	AWS	prod-o4grxfafcxxxx	AWSMP_SOFTWARE_RA	2018-12-31T00:00:00Z
Seller	AWS	prod-t3grxfafcxxxy	AWS_REMOTE_ACCESS_SOFTWARE	2018-08-31T00:00:00Z
Seller	REFUND	prod-t3grxfafcxxxy	AWS_REMOTE_ACCESS_SOFTWARE	2018-08-31T00:00:00Z
Seller	AWS	prod-x8faxxfafcxxy	AWS_REMOTE_ACCESS_SOFTWARE	2018-08-31T00:00:00Z
Seller	TAXONLYREFUND	prod-x8faxxfafcxxy	AWS_REMOTE_ACCESS_SOFTWARE	2018-05-31T00:00:00Z
AWS	AWS	prod-wghj8xfafrhgj	AWS_REMOTE_ACCESS_SOFTWARE	2019-07-31T00:00:00Z

taxed_customer_account_id	taxed_customer_country	taxed_customer_state_or_region	taxed_customer_city	taxed_customer_postal_code
VIeGa2t9j3MuxioH9wc8lsndXXC	US	GA	MILTON	48573-4839

taxed_customer_account_id	taxed_customer_country	taxed_customer_state_or_region	taxed_customer_city	taxed_customer_postal_code
gGCGUreeXriocM5				
VIeGa2t9j3MuxioH9wc8lsndXXCgGCGUreeXriocM5	US	GA	MILTON	48573-4839
7nyo5jwTRoPlyX81vx9ji04eEwTurO1Ff8biQi88W8	US	NC	DURHAM	27517-4834
7nyo5jwTRoPlyX81vx9ji04eEwTurO1Ff8biQi88W8	US	NC	DURHAM	27517-4834
7nyo5jwTRoPlyX81vx9ji04eEwTurO1Ff8biQi88W8	US	TX	NOT APPLICABLE	75844-1235
7nyo5jwTRoPlyX81vx9ji04eEwTurO1Ff8biQi88W8	US	TX	HOUSTON	75844-1235

taxed_customer_account_id	taxed_customer_country	taxed_customer_state_or_region	taxed_customer_city	taxed_customer_postal_code
192a0421313e41f069b52962ed7babf716291b688	US	CT	NEW HAVEN	06002-2948

tax_location_code_taxed_jurisdiction	tax_type_code	jurisdiction_level	taxed_jurisdiction	display_price_taxability_type	taxable_amount	nontaxable_amount
460473664	Sales	State	GA	Exclusive	100	0
66301164	Sales	County	FULTON	Exclusive	0	100
692938178	SellerUse	State	NC	Exclusive	58.1	523.8
692938178	SellerUse	State	NC	Exclusive	-58.1	523.8
356794387	Sales	State	TX	Exclusive	1105.14	0
528887443	Sales	City	HOUSTON	Exclusive	-36	0
171248162	Sales	State	CT	Exclusive	0	114.55

tax_jurisdiction_rate	tax_amount	tax_currency	tax_calculation_reason_code	date_used_for_tax_calculation
0.206	20.6	USD	Taxable	2018-10-31T00:00:00Z

tax_jurisdiction_rate	tax_amount	tax_currency	tax_calculation_reason_code	date_used_for_tax_calculation
0	0	USD	NonTaxable	2018-10-31T00:00:00Z
0.1	5.8	USD	Taxable	2018-07-31T00:00:00Z
0.1	-5.8	USD	Taxable	2018-07-31T00:00:00Z
0.06	66.3	USD	Taxable	2018-07-31T00:00:00Z
0.01	-0.36	USD	NonTaxable	2018-07-31T00:00:00Z
0	0	USD	Exempt	2019-06-30T00:00:00Z

Seller reports in AWS Marketplace

Important

On August 30, 2024, AWS Marketplace will discontinue several reports and data sets:

- The Marketplace legacy comma separated (csv) Seller reports
- The Commerce Analytics Service (CAS) API
- Associated email notifications

Check the report pages for impacted reports, or check with you AWS administrator who was issued communication on 5/30/2024 if you have questions.

AWS Marketplace provides reports that include information about product usage, buyers, billing, and payment information. Reports are available to all registered AWS Marketplace sellers.

Here are some key points about report generation:

- Reports are generated daily, weekly, or monthly, depending on the report.
- Reports are generated at 00:00 UTC and cover through 24:00 UTC of the previous day.
- Reports are generated as .csv files.
- You can configure Amazon SNS to notify you when data is delivered to your encrypted Amazon S3 bucket. After you configure notifications, AWS sends notifications to the email address that is associated with the AWS account that you registered with on AWS Marketplace.

  For information on how to configure notifications, see Getting started with Amazon SNS in the *Amazon Simple Notification Service Developer Guide.*

  To cancel getting notification emails, contact the AWS Marketplace Seller Operations team.
- To learn about each report, you can download sample reports.

Accessing reports

AWS Marketplace provides two ways to configure your reports:

- Using an API interface. The Accessing product and customer data with the AWS Marketplace Commerce Analytics Service enables you to automatically access the data in your reports through an API interface. You can automate ingesting your information and download a portion of a report instead of the whole report. The service returns data asynchronously to a file in Amazon Simple Storage Service rather than directly as with a traditional API. The data is delivered in a machine-readable format so that you can import or incorporate the data into your systems.
- Using the reports dashboard in the AWS Marketplace Management Portal. This dashboard provides reports for previous reporting periods.

You can control access to reports by using AWS Identity and Access Management (IAM) permissions.

Available AWS Marketplace seller reports

The following reports are available in AWS Marketplace:

- Daily business report
- Daily customer subscriber report
- Disbursement report
- Monthly billed revenue report
- Sales compensation report

Daily business report

The daily business report provides data on:

- How AWS customers use your products on a daily basis
- The estimated revenue from that usage.

You only receive this report if relevant information is available.

If you don't receive this report and think that you should, contact the AWS Marketplace Seller Operations team. You can also contact that team when you want to cancel email notifications for the report.

You can access this report at the AWS Marketplace Management Portal. If you are registered for the the section called “AWS Marketplace Commerce Analytics Service”, you can also access your reports using the AWS SDK.

You can use a unique identifier for each customer to identify customers over time and across reports. The identifier enables you to track customer usage patterns so that you can estimate customer spend, gain insights into free trial usage, and annual usage trends.

Publication schedule

This report is published daily at 00:00 UTC and covers from 00:00 UTC through 23:59 UTC of the previous day. Any exceptions to the schedule are noted at the introduction of the daily business report section.

Topics

- Section 1: Usage by instance type
- Section 2: Fees
- Section 3: Free trial conversions

- Section 4: New instances
- Section 5: New product subscribers
- Section 6: Canceled product subscribers

Section 1: Usage by instance type

This section lists data with a row for each instance type that the customer uses. For instance, when the customer uses a product on one instance type and the same product on a different instance type, the report includes a row for each of the two instance types.

Column name	Description
Customer Reference ID	A unique identifier that isn't the account ID. It helps track usage, revenue, and subscriptions by customers. The customer reference ID is scheduled for deprecation on March 31, 2026. Use the customer AWS account ID instead.
Customer AWS Account Number	The AWS account ID where charges are billed.
User's State	The billing address state that is associated with the account that is subscribed to the product.
User's Country	The two-character country code that is associated with the account that is subscribe d to the product. This report uses ISO 3166-1 alpha-2 standard.
Product Title	The title of the product.
Product Code	The unique identifier for the product.
Instance Type	The instance type associated with the product usage: for example, t2.micro.

Column name	Description
Usage Units	The number of units of usage that the customer used during the reporting period.
Usage Unit Type	The unit of measurement that meters the customer's usage. For example, hours or days.
Offering Description	The description for the product offering. For example, the product is offered for hourly usage, free trial usage, or annual usage.
Estimated Revenue	The estimated revenue from the product usage. The billing is finalized at the end of the month.
Currency	The currency of the transaction. For example, if the transaction is in US dollars, the entry is USD.
Offer ID	The identifier for the offer that the buyer signed.
Offer Visibility	Whether the offer is a public, private, or enterprise contract offer.
Customer Country	The two-character country code that is associated with the account that the charges are billed to.
Solution Title	The name of the solution.
Solution ID	The unique identifier for the solution.
Payer Reference ID	A unique identifier that isn't the account ID. It's associated with the account that fees are billed to. It helps with tracking usage, revenue, and subscriptions by customers across all of the AWS Marketplace financial reports.

Column name	Description
Payer Address ID	A unique identifier that represents the customer's address.

Section 2: Fees

This section includes fee-based transactions that are associated with products: for example, annual, monthly, SaaS contracts product fees, and data product subscription fees. The data in this section covers the 24-hour period 72 hours before the time that the report is generated. For example, if the report is generated on May 24, the data covers the 24-hour period for May 21.

Column name	Description
Customer Reference ID	A unique identifier that isn't the account ID. It helps track usage, revenue, and subscriptions by customers. The customer reference ID is scheduled for deprecation on March 31, 2026. Use the customer AWS account ID instead.
Customer AWS Account Number	The AWS account ID where charges are billed.
User’s State	The billing address state that is associated with the account that is subscribed to the product.
User’s Country	The two-character country code that is associated with the account that is subscribe d to the product. This report uses ISO 3166-1 alpha-2 standard.
Product Title	The title of the product.
Product Code	The unique identifier for the product.

Column name	Description
Amount	The usage fee. If there is a refund, this value is negative. If this entry is for an AWS Marketplace SaaS contract, the amount represents the fee for the dimension, not the entire contract.
Currency	The currency of the transaction. For example, if the transaction is in US dollars, the entry is USD.
Fee Description	The reason for the fee: for example, monthly fee, annual fee, or refund.
Customer Country	The two-character country code that is associated with the account that the charges are billed to. This report uses ISO 3166-1 alpha-2 standard.
Customer State	The billing address state that is associated with the account that the charges are billed to.
Customer City	The billing address city that is associated with the account that charges are billed to.
Customer Zip Code	The billing address zip code that is associated with the account that the charges are billed to.
Customer Email Domain	The email domain that is associated with the account that the charges are billed to. For example, if the email address is `liu-jie@example.com` , the entry is `example.com` .
Start Date	The start date for an AWS Marketplace SaaS contract or data product subscription.
End Date	The end date for an AWS Marketplace SaaS contract or data product subscription.

Column name	Description
Quantity	The number of units for a dimension that the contract specifies.
Dimension	The dimension that the contract specifies.
Solution Title	The name of the solution.
Solution ID	The unique identifier for the solution.
Payer Reference ID	A unique identifier that isn't the account ID. It's associated with the account that fees are billed to. It helps with tracking usage, revenue, and subscriptions by customers across all of the AWS Marketplace financial reports.
Payer Address ID	A unique identifier that represents the customer's address.

Section 3: Free trial conversions

This section lists data for free trial starts, conversions and cancellations, and covers the previous 24-hour period.

Column name	Description
Product Title	The title of the product.
Product Code	The unique identifier representing the product.
New Free Trials	The number of new free trials that are initiated in the reporting period.
Total Current Free Trials	The total number of active free trial subscript ions.

Column name	Description
Converted Free Trials	The total number of subscriptions that moved from free trial to paid usage during the reporting period.
Non-Converted Free Trials	The total number of subscriptions that ended the free trial and didn't convert to paid usage.
Solution Title	The name of the solution.
Solution ID	The unique identifier for the solution.

Section 4: New instances

This section lists data for new EC2 instance and instances types, and covers the previous 24-hour period.

Column name	Description
Customer Reference ID	A unique identifier that isn't the account ID. It helps track usage, revenue, and subscriptions by customers. The customer reference ID is scheduled for deprecation on March 31, 2026. Use the customer AWS account ID instead.
Customer AWS Account Number	The AWS account ID where charges are billed.
User’s State	The billing address state that is associated with the account that is subscribed to the product.
User’s Country	The two-character country code that is associated with the account that is subscribe d to the product. This report uses ISO 3166-1 alpha-2 standard.

Column name	Description
Product Title	The title of the product.
Product Code	The unique identifier for the product.
Type	The Amazon EC2 instance type.
Count	The number of EC2 instances.
Customer Country	The two-character country code that is associated with the account that the charges are billed to. This report uses ISO 3166-1 alpha-2 standard.
Customer State	The billing address state that is associated with the account that the charges are billed to.
Customer City	The billing address city that is associated with the account that charges are billed to.
Customer Zip Code	The billing address zip code that is associated with the account that the charges are billed to.
Customer Email Domain	The email domain that is associated with the account that the charges are billed to. For example, if the email address is `liu-jie@example.com` , the entry is `example.com` .
Solution Title	The name of the solution.
Solution ID	The unique identifier for the solution.
Payer Reference ID	A unique identifier that isn't the account ID. It's associated with the account that fees are billed to. It helps with tracking usage, revenue, and subscriptions by customers across all of the AWS Marketplace financial reports.

Column name	Description
Payer Address ID	A unique identifier that represents the customer's address.

Section 5: New product subscribers

This section lists data for new buyers, and covers the previous 24-hour period.

Column name	Description
Customer Reference ID	A unique identifier that isn't the account ID. It helps track usage, revenue, and subscriptions by customers. The customer reference ID is scheduled for deprecation on March 31, 2026. Use the customer AWS account ID instead.
Customer AWS Account Number	The AWS account ID where charges are billed.
User’s State	The billing address state that is associated with the account that is subscribed to the product.
User’s Country	The two-character country code that is associated with the account subscribed to the product. This report uses ISO 3166-1 alpha-2 standard.
Product Title	The title of the product.
Product Code	The unique identifier for the product.
Offer ID	The identifier for the offer the buyer signed.
Offer Visibility	Whether the offer is a public, private, or enterprise contract offer.

Column name	Description
Customer Country	The two-character country code that is associated with the account that the charges are billed to. This report uses ISO 3166-1 alpha-2 standard.
Customer State	The billing address state that is associated with the account that the charges are billed to.
Customer City	The billing address city that is associated with the account that charges are billed to.
Customer Zip Code	The billing address zip code that is associated with the account that the charges are billed to.
Customer Email Domain	The email domain that is associated with the account that the charges are billed to. For example, if the email address is `liu-jie@example.com` , the entry is `example.com` .
Solution Title	The name of the solution.
Solution ID	The unique identifier for the solution.
Payer Reference ID	A unique identifier that isn't the account. It's associated with the account that fees are billed to. It helps with tracking usage, revenue, and subscriptions by customers across all of the AWS Marketplace financial reports.
Payer Address ID	A unique identifier that represents the customer's address.

Section 6: Canceled product subscribers

This section lists data for buyer cancellations, and covers the previous 24-hour period.

Column name	Description
Customer Reference ID	A unique identifier that isn't the account ID. It helps track usage, revenue, and subscriptions by customers. The customer reference ID is scheduled for deprecation on March 31, 2026. Use the customer AWS account ID instead.
Customer AWS Account Number	The AWS account ID where charges are billed.
User’s State	The billing address state that is associated with the account that is subscribed to the product.
User’s Country	The two-character country code that is associated with the account that is subscribe d to the product. This report uses ISO 3166-1 alpha-2 standard.
Product Title	The title of the product.
Product Code	The unique identifier for the product.
Subscribed Date	The date when the subscription started.
Offer ID	The identifier for the offer that the buyer signed.
Offer Visibility	Whether the offer is a public, private, or enterprise contract offer.
Customer Country	The two-character country code that is associated with the account that the charges are billed to. This report uses ISO 3166-1 alpha-2 standard.

Column name	Description
Customer State	The billing address state that is associated with the account that the charges are billed to.
Customer City	The billing address city that is associated with the account that charges are billed to.
Customer Zip Code	The billing address zip code that is associated with the account that the charges are billed to.
Customer Email Domain	The email domain that is associated with the account that the charges are billed to. For example, if the email address is `liu-jie@example.com` , the entry is `example.com` .
Solution Title	The name of the solution.
Solution ID	The unique identifier for the solution.
Payer Reference ID	A unique identifier that isn't the account ID. It's associated with the account that fees are billed to. It helps with tracking usage, revenue, and subscriptions by customers across all of the AWS Marketplace financial reports.
Payer Address ID	A unique identifier that represents the customer's address.

Daily customer subscriber report

This report lists data for customers who purchased your products. This report doesn't specify current or past usage, only that a customer is subscribed to your product. You only receive this report if relevant information is available. If you don't receive this report and think that you should, contact the AWS Marketplace Seller Operations team. You can also contact the AWS Marketplace Seller Operations team to cancel email notifications for this report.

You can access this report at the AWS Marketplace Management Portal. If you are registered for the the section called "AWS Marketplace Commerce Analytics Service", you can also access your reports using the AWS SDK.

The report has two sections: one for hourly and monthly subscriptions and one for annual subscriptions. The report includes the list of AWS account IDs for all customers who are subscribed to your products.

Publication schedule

This report is published daily at 00:00 UTC and covers from 00:00 UTC through 23:59 UTC of the previous day.

Topics

- Section 1: Hourly and monthly subscriptions
- Section 2: Variable length subscriptions

Section 1: Hourly and monthly subscriptions

This section lists data for all usage-based subscriptions as of the previous day at 23:59:59 UTC.

Column name	Description
Customer AWS Account Number	The AWS account ID where charges are billed.
Product Title	The title of the product.
Product Id	A unique identifier for the software product.
Product Code	The unique identifier for the software product.
Subscription Start Date	The start date for the subscription, formatted as `YYYY-MM-DD` .
Offer ID	The identifier for the offer that the buyer signed.
Offer Visibility	Whether the offer is a public, private, or enterprise contract offer.

Column name	Description
Solution Title	The name of the solution.
Solution ID	The unique identifier for the solution.
Payer Reference ID	A unique identifier that isn't the account ID. It's associated with the account that fees are billed to. It helps with tracking usage, revenue, and subscriptions by customers across all of the AWS Marketplace financial reports.
Reseller account ID	The unique identifier for the channel partner reseller.
Reseller account name	The name of the channel partner reseller.

Section 2: Variable length subscriptions

This section lists data for all fee-based subscriptions as of the previous day at 23:59:59 UTC.

Column name	Description
Customer AWS Account Number	The AWS account ID where charges are billed.
Product Title	The title of the product.
Product Id	The unique identifier for the software product.
Product Code	A unique identifier for the software product. This information is also available as part of the Amazon EC2 instance metadata.
Subscription Id	The ID for the subscription.
Subscription Quantity	The total number of licenses that the customer purchased.
Subscription Type	The type of subscription.

Column name	Description
Subscription Intent	Whether this offer is an upgrade or renewal of an earlier offer.
Offer ID	The identifier for the offer that the buyer signed.
Subscription Start Date	The date when the customer subscribed to the product, formatted as `YYYY-MM-DD` .
Previous Offer ID	The ID of the offer that preceded the upgrade or renewal offer, if one exists.
Offer Visibility	Whether the offer is a public, private, or enterprise contract offer.
Solution Title	The name of the solution.
Solution ID	The unique identifier for the solution.
Payer Reference ID	A unique identifier that isn't the account ID. It's associated with the account that fees are billed to. It helps with tracking usage, revenue, and subscriptions by customers across all of the AWS Marketplace financial reports.
Reseller account ID	The unique identifier for the channel partner reseller.
Reseller account name	The name of the channel partner reseller.

Disbursement report

Important

This report will become unavailable on August 30, 2024. You can use these alternatives:

- The Collections and disbursement dashboard

- The collections_and_disbursements_report SQL query on GitHub.

The disbursement report provides information about funds that we collected and disbursed to your bank accounts since the previous disbursement. Disbursements can include customer payments or refunds for a subscription to your product, and some taxes collected or refunded to the customer. You don't receive disbursement of funds until the funds are collected from the customer. Different customers have different payment terms with AWS, so some of the funds in each of the uncollected age categories might not be due from the customer.

Refunds appear as negative amounts because the money is returned to your customer after you authorize a refund.

This report is available on the AWS Marketplace Management Portal under the **Reports** tab. To create your own report similar to this one you can use the AWS Marketplace Seller delivery data feeds in AWS Marketplace, including the Disbursements by product as a base report to customize to meet your needs.

Note

To cancel the notification emails for this report, contact the AWS Marketplace Seller Operations team.

Publication schedule

This report is published 3-5 days after a disbursement has been initiated to transfer funds to your bank. In general, this is a report for sellers who receive disbursements on a monthly cadence. If there is no disbursement initiated, no disbursement report is generated.

Topics

- Section 1: Disbursed amount by product
- Section 2: Disbursed amount by customer geography
- Section 3: Disbursed amount by instance hours
- Section 4: Age of uncollected funds
- Section 5: Age of disbursed funds
- Section 6: Age of past due funds

- Section 7: Uncollected funds breakdown

Section 1: Disbursed amount by product

This section lists data for disbursements by product.

Column name	Description
Product	The title of the product.
Product Code	The unique identifier for the product.
SellerRev	The amount that is billed to the customer for the usage or fees of the product.
AWSRefFee	The amount of the AWS Marketplace fee.
SellerRevRefund	The amount of the subscription cost that is refunded to customers if any refunds were processed during the data coverage period.
AWSRefFeeRefund	The amount of the AWS Marketplace fee that is refunded if any refunds were processed during the data coverage period.
SellerRevCredit	The AWS credits that AWS Marketplace placed on the customer's account.
AWSRefFeeCredit	The AWS credits that AWS Marketplace placed on your account.
Net Amount	The total funds that we disbursed to you. This column is equal to the SellerRev column minus the AWSRefFee column. When a refund is given to a customer, this column is a negative number equal to the SellerRevRefund column minus the AWSRefFeeRefund column.

Column name	Description
Transaction Reference ID	A unique identifier for the transaction that helps you correlate transactions across AWS Marketplace reports.
SellerUSSalesTax	The total amount of US sales and use tax that is billed for this transaction.
SellerUSSalesTaxRefund	The total amount of US sales and use tax that is refunded for this transaction if a refund was processed.
Customer AWS Account Number	The ID of the account that the charges are billed to.
Customer Country	The two-character country code that is associated with the account that the charges are billed to. This report uses ISO 3166-1 alpha-2 standard.
Customer State	The billing address state that is associated with the account that the charges are billed to.
Customer City	The billing address city that is associated with the account that charges are billed to.
Customer Zip Code	The billing address postal code that is associated with the account that the charges are billed to.
Customer Email Domain	The email domain that is associated with the account that the charges are billed to. For example, if the email address is `liu-jie@example.com`, the entry is `example.com`.
Solution Title	The name of the solution.
Solution ID	The unique identifier for the solution.

Column name	Description
Payer Reference ID	A unique identifier that isn't the account ID. It's associated with the account that fees are billed to. It helps with tracking usage, revenue, and subscriptions by customers across all of the AWS Marketplace financial reports.
Payer Address ID	A unique identifier that represents the customer's address.

Section 2: Disbursed amount by customer geography

This section lists data for disbursements by the customer's geographic location.

Column name	Description
Settlement ID	The unique identifier of the disbursement.
Settlement Period Start Date	The starting date and time of the disbursem ent period.
Settlement Period End Date	The ending date and time of the disbursement period.
Deposit Date	The date and time when the disbursement occurred.
Disbursed Amount	The total amount of the disbursement.
Country Code	The two-character country code that is associated with the account that the charges are billed to. This report uses ISO 3166-1 alpha-2 standard.
State or Region	The billing address state that is associated with the account that the charges are billed to.

Column name	Description
City	The billing address city that is associated with the account that charges are billed to.
Postal Code	The billing address postal code that is associated with the account that the software charges are billed to.
Net Amount by Tax Location	The total funds that are disbursed to the seller by tax location, less AWS Marketplace fees, refunds, and US sales and use tax.
Gross Amount by Tax Location	The total funds that are disbursed to the seller by tax location.
Seller U.S. Sales Tax	The total amount of US sales and use tax that is billed for this transaction on behalf of the Seller. (That is, related records in US Sales and Tax reports show “tax liable party” == “SELLER”.)
Seller U.S. Sales Tax Refund	The total amount of US sales and use tax that is refunded for this transaction if a refund was processed, when such taxes were collected on behalf of the Seller. (That is, related records in US Sales and Tax reports show “tax liable party” == “SELLER”.)

Section 3: Disbursed amount by instance hours

This section lists data for disbursements by Amazon EC2 instance hours.

Column name	Description
Product	The title of the product.
Product Code	The unique identifier for the product.

Column name	Description
Usage Type Description	The description of the usage, including offer type, Region, and instance type.
Rate	The rate per hour for the offer type, Region, and instance type.
User Count	The number of unique customers using the offer type, Region, and instance type.
Instance Hours	The number of hours that the instance consumed for the offer type, Region, and instance type.
Solution Title	The name of the solution.
Solution ID	The unique identifier for the solution.

Section 4: Age of uncollected funds

This section lists data for uncollected funds, organized by the age. Uncollected funds might include amounts that aren't due yet.

Column name	Description
Uncollected (< 31 days pending)	The total of funds billed but not collected for less than 31 days.
Uncollected (31–60 days pending)	The total of funds billed but not collected for between 31–60 days.
Uncollected (61–90 days pending)	The total of funds billed but not collected for between 61–90 days.
Uncollected (91–120 days pending)	The total of funds billed but not collected for between 91–120 days.

Column name	Description
Uncollected (> 120 days pending)	The total of funds billed but not collected for more than 120 days.
Uncollected (overall)	The total of all funds billed but not collected.

Section 5: Age of disbursed funds

This section lists data for collected funds since the previous disbursement.

Column name	Description
Collected (< 31 days pending)	The total of funds collected that were billed in the 0–31 day range.
Collected (31–60 days pending)	The total of funds collected that were billed in the 31–60 day range.
Collected (61–90 days pending)	The total of funds collected that were billed in the 61–90 days range.
Collected (91–120 days pending)	The total of funds collected that were billed in the 91–120 days range.
Collected (> 120 days pending)	The total of funds collected that were billed in the greater than 120 days range.
Collected (overall)	The total of all collected funds.

Section 6: Age of past due funds

This section lists data for funds that have been accrued and are payable by the customer, but have not been paid in accordance with the customer's agreement with AWS.

Column name	Description
Past Due (< 31 days)	The total of funds that have accrued in the last 0–31 days and are due but that the customer hasn't paid.
Past Due (31–60 days)	The total of funds that have accrued in the last 31–60 days and are due but that the customer hasn't paid.
Past Due (61–90 days)	The total of funds that have accrued in the last 61–90 days that are due but that the customer hasn't paid.
Past Due (91–120 days)	The total of funds that have accrued in the last 91–120 days and are due but that the customer hasn't paid.
Past Due (> 120 days)	The total of funds that have accrued in the last 121 or more days and are due but that the customer hasn't paid.
Past Due (overall)	The total of funds that have accrued and are due but that the customer hasn't paid.

Section 7: Uncollected funds breakdown

This section lists all uncollected funds, sorted by the payment due date.

Column name	Description
Payer AWS Account Number	The account that the software charges are billed to.
Product Code	The unique identifier for the product.
Gross Revenue	The amount that is billed for using the product or the fees for using the product.

Column name	Description
AWS Revenue Share	The AWS fee amount that is deducted from the billed amount at settlement time.
Gross Refunds	The total amount of any refunds for the transaction.
AWS Refunds Share	The portion of the AWS fee that is refunded for the transaction.
Net Revenue	The net amount that is billed for this transacti on, minus AWS fees, refunds, and US sales and use tax.
Currency	The currency of the transaction. For example, if the transaction is in US dollars, the entry is USD.
AR Period	The month and year of the transaction, in the format of `YYYY-MM`.
Transaction Reference ID	A unique identifier that represents the transaction, which you can use to correlate transactions across AWS Marketplace reports.
Opportunity Name	The unique identifier for a registered opportunity.
Opportunity Description	Any metadata in the registered opportunity.
Solution Title	The name of the solution.
Solution ID	The unique identifier of the solution.

Column name	Description
Payer Reference ID	A unique identifier that isn't the account ID. It's associated with the account that fees are billed to. It helps with tracking usage, revenue, and subscriptions by customers across all of the AWS Marketplace financial reports.
Payer Address ID	A unique identifier that represents the customer's address.
Payment Due date	The payment due date in the format of `YYYY-MM-DD` .

Monthly billed revenue report

Important

Three sections of this report will become unavailable on August 30, 2024. You can use these alternatives for sections 1–3:

- The Billed revenue dashboard
- The billed_revenue_report SQL query on GitHub.

Section 4: Contracts with a flexible payment schedule will remain available after August 30, 2024.

The monthly billed revenue report provides you with authoritative information about billed revenue every month for accounting and other financial reporting purposes. This report shows the total amounts that AWS bills to customers for hourly, annual, or monthly usage of your products. The report has four sections: billed amounts for hourly usage and monthly fees, variable-length subscriptions, field demonstration usage, and flexible payments.

Important

The amounts in this report reflect only revenue that we billed to customers, not amounts that we collected.

This report is available on the AWS Marketplace Management Portal under the **Reports** tab. If you're enrolled in the AWS Marketplace commerce analytics service, you can use API calls to pull down sections of this report. For more information, see the section called "AWS Marketplace Commerce Analytics Service".

Note

To cancel the notification emails for this report, contact the AWS Marketplace Seller Operations team.

Publication schedule

This report is published monthly on the 15th day of each month at 00:00 UTC.

Billing and Revenue Data covers from 15th to 14th of next month.

Long-term subscriptions cover the first day of the month at 00:00 UTC through the last day of the month at 23:59 UTC of the previous month.

For example, the report that is published on May 15 covers from April 1 at 00:00 UTC through April 30 at 23:59 UTC.

Topics

- Section 1: Billing and revenue data
- Section 2: Variable length subscriptions
- Section 3: AWS field demonstration usage
- Section 4: Contracts with flexible payment schedule

Section 1: Billing and revenue data

This section lists data for usage billing, refunds, fees, and US sales and use tax that is collected.

Column name	Description
Customer Reference ID	A unique identifier that isn't the account ID. It helps track usage, revenue, and subscriptions by customers. The customer reference ID is scheduled for deprecation on December 31, 2025. Use the customer AWS account ID instead.
Customer AWS Account Number	The AWS account ID where charges are billed.
Country	The two-character country code that is associated with the account that the charges are billed to. This report uses ISO 3166-1 alpha-2 standard.
State	The billing address state that is associated with the account that the charges are billed to.
City	The billing address city that is associated with the account that charges are billed to.
Zip Code	The billing address postal code that is associated with the account that the charges are billed to.
Product Title	The title of the product.
Product Code	The unique identifier for the product.
Customer Billed Amount	The amount that is billed to the customer for the usage or monthly fees of the product.
AWS Listing Fee	The AWS Marketplace fee amount to be deducted from the billed amount.

Column name	Description
Refunds Amount	The total amount of the subscription cost refunded to customers if any refunds were processed during the data coverage period.
AWS Fee Refund	The portion of the AWS Marketplace fee refunded if any refunds were processed during the data coverage period.
Cost	The cost of goods to a reseller: for example, what a reseller pays you when they sell your product.
Partner Revenue Amount	The total amount billed for the transaction, net of AWS Marketplace fees, refunds, and US sales and use tax.
Currency	The currency of the transaction. For example, if the transaction is in US dollars, the entry is USD.
Transaction Reference ID	A unique identifier for the transaction that helps you correlate transactions across AWS Marketplace reports.
U.S. Sales Tax Customer Billed Amount	The total amount of US sales and use tax that is billed for this transaction on behalf of the Seller. (That is, related records in US Sales and Tax reports show “tax liable party” == “SELLER”.)
U.S. Sales Tax Refunds Amount	The total amount of US sales and use tax that is refunded for this transaction if a refund was processed, when such taxes were collected on behalf of the Seller. (That is, related records in US Sales and Tax reports show “tax liable party” == “SELLER”.)

Column name	Description
Offer ID	The identifier for the offer that the buyer signed.
Offer Visibility	Whether the offer is a public, private, or enterprise contract offer.
Customer Email Domain	The email domain that is associated with the account that the charges are billed to. For example, if the email address is *liu-jie@example.com* , the entry is `example.com` .
Opportunity Name	The unique identifier for a registered opportunity.
Opportunity Description	The metadata for the registered opportunity.
Solution Title	The name of the solution.
Solution ID	The unique identifier for the solution.
Payer Reference ID	A unique identifier that isn't the account ID. It's associated with the account that fees are billed to. It helps with tracking usage, revenue, and subscriptions by customers across all of the AWS Marketplace financial reports.
Payer Address ID	A unique identifier that represents the customer's address.

Section 2: Variable length subscriptions

This section lists data for fee-based charges.

Column name	Description
Customer Reference ID	A unique identifier that isn't the account ID. It helps track usage, revenue, and subscriptions by customers. The customer reference ID is scheduled for deprecation on December 31, 2025. Use the customer AWS account ID instead.
Customer AWS Account Number	The AWS account ID where charges are billed.
Country	The two-character country code that is associated with the account that the charges are billed to. This report uses ISO 3166-1 alpha-2 standard.
State	The billing address state that is associated with the account that the charges are billed to.
City	The billing address city that is associated with the account that charges are billed to.
Zip Code	The billing address zip code that is associated with the account that the charges are billed to.
Product Title	The title of the product.
Product Code	The unique identifier for the product.
Subscription Quantity	The number of total licenses that is specified as part of the variable-length subscription purchase.
Subscription Start Date	The start date of the variable-length subscript ion purchase.
Subscription End Date	The end date of the variable-length subscript ion purchase.

Column name	Description
Subscription Instance Type	The instance type that is associated with the variable-length subscription purchase.
Customer Billed Amount	The amount that is billed for the usage, monthly fees, or both.
AWS Listing Fee	The AWS Marketplace fee amount that is deducted from the billed amount.
Refunds Amount	The total amount refunded to customers if any refunds were processed during the data coverage period.
AWS Fee Refund	The portion of the AWS Marketplace fee refunded if any refunds were processed during the data coverage period.
Cost	The cost of goods to a reseller: for example, what a reseller pays you when they sell your product.
Partner Revenue Amount	The total amount that is billed for this transaction, net of AWS Marketplace fees, refunds, and US sales and use tax.
Currency	The currency of the transaction. For example, if the transaction is in US dollars, the entry is USD.
Transaction Reference ID	A unique identifier for the transaction that helps you correlate transactions across AWS Marketplace reports.

Column name	Description
U.S. Sales Tax Customer Billed Amount	The total amount of US sales and use tax that is billed for this transaction on behalf of the Seller. (That is, related records in US Sales and Tax reports show “tax liable party” == “SELLER”.)
U.S. Sales Tax Refunds Amount	The total amount of US sales and use tax that is refunded for this transaction if a refund was processed, when such taxes were collected on behalf of the Seller. (That is, related records in US Sales and Tax reports show “tax liable party” == “SELLER”.)
Customer Email Domain	The email domain that is associated with the account that the charges are billed to. For example, if the email address is `liu-jie@example.com`, the entry is `example.com`.
Offer ID	The identifier for the offer that the buyer signed.
Offer Visibility	Whether the offer is a public, private, or enterprise contract offer.
Contract Start Date	The start date for an AWS Marketplace SaaS contract.
Contract End Date	The end date for an AWS Marketplace SaaS contract.
Opportunity Name	The unique identifier for a registered opportunity.
Opportunity Description	The metadata for the registered opportunity.
Solution Title	The name of the solution.

Column name	Description
Solution ID	The unique identifier for the solution.
Payer Reference ID	A unique identifier that isn't the account ID. It's associated with the account that fees are billed to. It helps with tracking usage, revenue, and subscriptions by customers across all of the AWS Marketplace financial reports.
Payer Address ID	A unique identifier that represents the customer's address.

Section 3: AWS field demonstration usage

The section lists data for AWS field demonstration usage of your product. You can configure your product to allow us to demonstrate your product to potential customers. Any usage from the demonstrations is listed here.

Column name	Description
Product Title	The title of the product.
Product Code	The unique identifier for the product.
Instance Type	The Amazon EC2 instance type that is associated with the field demonstration.
Usage Units	The number of units of usage that is associate d with the product.
Usage Unit Types	The usage units that are associated with the usage unit count: for example, hours.

Section 4: Contracts with flexible payment schedule

This section lists data for all contracts that you created with a flexible payment schedule in the previous reporting period.

Column name	Description
Customer AWS Account Number	The AWS account ID where charges are billed.
Customer Country	The two-character country code that is associated with the payer account that the charges are billed to. This report uses ISO 3166-1 alpha-2 standard.
Customer State	The billing address state that is associated with the payer account that the charges are billed to.
Customer City	The billing address city that is associated with the payer account that charges are billed to.
Customer ZIP Code	The billing address zip code that is associate d with the payer account that the charges are billed to.
Customer Email Domain	The email domain that is associated with the payer account that the charges are billed to. For example, if the email address is *liu-jie@example.com* , the entry is `example.com` .
User Reference ID	The account of the payer account that the charges are billed to.
User AWS Account Number	The ID of the account that subscribed to the product.
Product ID	The unique identifier for the product.
Product Title	The title of the product.
Product Type	The type of product.

Column name	Description
AWS Marketplace Offer ID	The identifier for the offer that the buyer signed.
Contract Create Date	The contract creation date, which is the date that an account subscribes to the offer.
Contract Expiration Date	The date when the contract expires.
Total Contract Value (USD)	The total value of the contract in USD.
# of Payments	The number of payments that are scheduled for the contract.
Invoice Date	The date the invoice is created.
Invoice Amount (USD)	The amount that is billed on the invoice in USD.
Payer Reference ID	A unique identifier that isn't the account ID. It's associated with the account that fees are billed to. It helps with tracking usage, revenue, and subscriptions by customers across all of the AWS Marketplace financial reports.

Sales compensation report

Important

This report will become unavailable on August 30, 2024. You can use these alternatives:

- The Billed revenue dashboard
- The billed_revenue_report SQL query on GitHub.

The report lists monthly billed revenue with additional customer information that isn't in the standard the section called “Monthly billed revenue report”. The report lists the total amounts that AWS bills to customers for hourly, annual, or monthly usage of your product.

> **Important**
>
> The amounts in this report reflect only revenue that is billed to customers, not amounts that are collected from customers.

The sales compensation report and the information that is shared with you as part of this program constitute Amazon's Confidential Information under our nondisclosure agreement with you or, if no such agreement exists, the Terms and Conditions for AWS Marketplace sellers. You can use this information only for compensating your sales representatives by mapping AWS Marketplace revenue to the representatives by company name, geography, and AWS account ID. You can share this information with employees who need to know it to understand the source of commissions that is payable to them. Your use and sharing of such information must comply with the obligations in our nondisclosure agreement with you and the terms and conditions for AWS Marketplace sellers, including, without limitation, Section 3.8 of the Terms and Conditions for AWS Marketplace sellers.

To create your own report similar to this one you can use the AWS Marketplace Seller delivery data feeds in AWS Marketplace, including the Sales compensation report as a base report to customize to meet your needs.

Publication schedule

This report is published monthly, on the fifteenth day of each month at 00:00 UTC. The report covers the previous calendar month from 00:00 UTC through 23:59 UTC of the last calendar day of the month. For example, the report published on May 15 covers from April 1 at 00:00 UTC through April 30 at 23:59 UTC.

Billed revenue

The billed revenue section of this report includes usage and fee-based charges from the previous calendar month. The following are the column names and descriptions.

Note

In this report, *listing fee* is the percentage of transaction proceeds (except for those from resale by authorized resellers of authorized resale products) determined in accordance with the tiered listing fee.

Column name	Description
Customer AWS Account Number	The account that the charges are billed to.
Country	The two-character country code that is associated with the account that the charges are billed to. This report uses ISO 3166-1 alpha-2 standard.
State	The billing address state that is associated with the account that the charges are billed to.
City	The billing address city that is associated with the account that the charges are billed to.
Zip Code	The billing address zip code that is associated with the account that the charges are billed to.
Email Domain	The email domain that is associated with the account that the charges are billed to. For example, if the email address is `liu-jie@example.com`, the entry is `example.com`.
Product Code	The unique identifier for the product.
Product Title	The title of the product.
Gross Revenue	The amount that is billed for using the product or the monthly fees for using the product.

Column name	Description
AWS Revenue Share	The AWS fee amount that is deducted from the billed amount at settlement time. It appears in the the section called “Disbursement report”.
Gross Refunds	The total amount of any refunds for the transaction.
AWS Refunds Share	The portion of the AWS fee that is refunded for the transaction.
Net Revenue	The net amount that is billed for this transaction, minus AWS fees, refunds, and US sales and use tax.
Currency	The currency of the transaction. For example, if the transaction is in US dollars, the entry is USD.
AR Period	The month and year of the transaction, in the format of `YYYY-MM`.
Transaction Reference ID	A unique identifier that represents the transaction, which you can use to correlate transactions across AWS Marketplace reports.
Opportunity Name	The unique identifier for a registered opportunity.
Opportunity Description	Any metadata in the registered opportunity.
Solution Title	The name of the solution.
Solution ID	The unique identifier of the solution.

Column name	Description
Payer Reference ID	A unique identifier that isn't the account ID. It's associated with the account that fees are billed to. It helps with tracking usage, revenue, and subscriptions by customers across all of the AWS Marketplace financial reports.
Payer Address ID	A unique identifier that represents the customer's address.

Supplementary reports

AWS Marketplace delivers supplementary reports through the Seller delivery data feeds in AWS Marketplace to seller-owned Amazon S3 accounts that are connected to the AWS Marketplace Seller Account ID associated with the AWS Marketplace listings for sellers. For more information, refer to Create a destination Amazon Simple Storage Service bucket.

The supplementary reports are published daily at 16:00 UTC if there were new subscribers in the day prior. These reports cover the previous day from 13:59 UTC through 16:01 UTC of the following day.

Agreement details report

The agreement details report helps you support the customers that are on a software as a service (SaaS) contract free trial. The report includes agreement details such as the subscriber name, subscriber ID, offer ID, agreement start, and agreement end date.

You only receive this report if relevant information is available. If you don't receive this report on an occasion when you think that you should, contact the AWS Marketplace Seller Operations team.

You can access this report through Amazon S3 bucket associated with the AWS Marketplace Seller Account ID.

The following table lists the column names and descriptions for the agreement details report.

SaaS contract free trial report data

Name	Description
vendor_display_name	The name of the vendor that sold the product.
vendor_aws_account_id	The identification associated with the vendor that sold the product.
subscriber_aws_account_id	The identification associated with the AWS account that is subscribed to the product.
customer_id	The unique identifier for the software product.
product_title	The title of the product.
offer_id	The identifier for the offer that the buyer signed.
offer_visibility	Indication of whether the offer is a public, private, or enterprise contract offer.
reseller_name	The name of the channel partner reseller.
reseller_aws_account_id	The unique identifier for the channel partner reseller.
agreement_id	A unique agreement data feed reference for the agreement signed between a proposer and an accepter to start using a product.
agreement_acceptance_date	The date the agreement was accepted.
agreement_start_date	The start date of the agreement.
agreement_end_date	The end date of the agreement. For metered/pay as go/subscriptions, this is set to 1-JAN-9999.
is_free_trial_offer	A flag that indicates if the offer or agreement is a free trial offer.

Name	Description
`is_upgraded_after_free_trial`	A flag that indicates if the agreement was upgraded to a paid contract.
`total_contract_value`	The total value of the contract.

Seller dashboards

AWS Marketplace provides dashboards powered by Amazon QuickSight with charts, graphs, and insights that help you access and analyze financial, sales, and marketing data. The seller dashboards include:

the section called “Dashboards for finance operations”

- the section called “Billed revenue dashboard” – Provides information about billed revenue for accounting and other financial reporting purposes.
- the section called “Collections and disbursement dashboard” – Provides information about funds that AWS collected and disbursed to your bank accounts since the previous disbursement.
- the section called “Taxation dashboard” – Provides information about taxes for seller transactions.

Dashboards for sales operations

- the section called “Agreements and renewals dashboard” – Provides information about agreements and renewals within 24 hours of signing an agreement in AWS Marketplace.
- the section called “Usage dashboard” – Provides visualizations and fine-grained data for customers using SaaS and server usage-based products.
- Dashboards for marketing – Provides multiple dashboards to help you track your marketing data.

Dashboards for marketing

- Customer agreements dashboard – Provides data about the agreements and customers who subscribe to your products.
- Listing performance dashboard – Provides data about the traffic and user behavior in your AWS Marketplace listings.

- Search performance dashboard – Provides data about the keywords applied to AWS Marketplace listings.

Dashboards are available to AWS Marketplace sellers who have the appropriate permissions.

Accessing dashboards

By default, AWS Marketplace system administrators for seller accounts have access to all dashboards on the Insights tab in the AWS Marketplace Management Portal. System administrators can create an AWS Identity and Access Management (IAM) policy to provide access for specific dashboards to other users in the seller company.

> **Note**
>
> In September 2023, we will no longer support access to seller dashboards enabled by legacy IAM permissions. Update your IAM permissions using the new Amazon Resource Name (ARN) format in the code examples below.

For information about creating policies, see Creating IAM policies.

Dashboard policy

Use one of the following policies to provide access to some or all of the dashboards.

The following example provides access to current and future AWS Marketplace resources, including dashboards and reports. It uses all current and future data feeds:

JSON

```
{
    "Version": "2012-10-17",
    "Statement": [
        {
            "Effect": "Allow",
            "Action": [
                "aws-marketplace:GetSellerDashboard"
            ],
            "Resource": [
```

```
                "arn:aws:aws-marketplace::111122223333:AWSMarketplace/*"
            ]
        }
    ]
}
```

You can also provide access to one or more dashboards by including their ARNs. The following example shows how to provide access to all the dashboards:

JSON

```
{
    "Version": "2012-10-17",
    "Statement": [
        {
            "Effect": "Allow",
            "Action": [
                "aws-marketplace:GetSellerDashboard"
            ],
            "Resource": [
                "arn:aws:aws-marketplace::111122223333:AWSMarketplace/
ReportingData/BillingEvent_V1/Dashboard/BilledRevenue_V1",
                "arn:aws:aws-marketplace::111122223333:AWSMarketplace/
ReportingData/BillingEvent_V1/Dashboard/CollectionsAndDisbursements_V1",
                "arn:aws:aws-marketplace::111122223333:AWSMarketplace/
ReportingData/Agreement_V1/Dashboard/AgreementsAndRenewals_V1",
                "arn:aws:aws-marketplace::111122223333:AWSMarketplace/
ReportingData/Usage_V1/Dashboard/Usage_V1",
                "arn:aws:aws-marketplace::111122223333:AWSMarketplace/
ReportingData/TaxItem_V1/Dashboard/Tax_V1",
                "arn:aws:aws-marketplace::111122223333:AWSMarketplace/
ReportingData/Marketing_V1/Dashboard/CustomerAgreements_V1",
                "arn:aws:aws-marketplace::111122223333:AWSMarketplace/
ReportingData/Marketing_V1/Dashboard/ListingPerformance_V1",
                "arn:aws:aws-marketplace::111122223333:AWSMarketplace/
ReportingData/Marketing_V1/Dashboard/SearchPerformance_V1"
            ]
        }
    ]
}
```

To remove access to a dashboard, delete it from the `Resource` section of the policy.

> **Note**
>
> For information about creating AWS Identity and Access Management (IAM) policies, see Creating IAM policies in the *AWS Identity and Access Management User Guide*.

Dashboards for finance operations

AWS Marketplace provides multiple dashboards to help you track your financial data.

Topics

- Billed revenue dashboard
- Collections and disbursement dashboard
- Taxation dashboard

Billed revenue dashboard

The billed revenue dashboard provides information about all billed sales in AWS Marketplace. This report is expected to save time and is available approximately 45 days earlier than the legacy monthly billed revenue report. The legacy report delivers on the 15th day of each month, which delays visibility on billings of the prior month.

To open this dashboard, sign in to the AWS Marketplace Management Portal, choose **Insights**, **Finance operations**, and then choose the **Billed revenue** tab.

Topics

- Refresh frequency of the billed revenue dashboard
- Section 1: Controls
- Section 2: Filters
- Section 3: Key metrics
- Section 4: Trends
- Section 5: Breakdowns
- Section 6: Granular data

Refresh frequency of the billed revenue dashboard

Dashboards are updated daily at midnight UTC. If an invoice is created on May 10 *before* midnight UTC, the update on May 11 will display the invoice. If an invoice is created on May 10 *after* midnight UTC, then the update on May 12 will display the invoice. If the latest invoicing or disbursement data received from upstream systems is delayed, there might be a 1–2 day delay for the latest data to reflect on the dashboards.

If you don't see an expected customer invoice, use the following procedure before contacting your AWS Marketplace business development contact.

To troubleshoot missing customer invoices for the billed revenue dashboard

1. Confirm that the offer was accepted by the customer using one or more of the following tools:
   - Daily customer subscriber report
   - Notification for AWS Marketplace events
   - AWS Marketplace Management Portal agreements tab
2. (For private offers) After you confirm that the customer accepted the offer, review the offer invoice schedule and amounts:
   - For private offers, check the AWS Marketplace Management Portal **Offers** tab.
   - For channel partner private offers, check the AWS Marketplace Management Portal **Partners** tab to view a custom payment schedule within the partner opportunity.
3. Consider if the transaction uses a usage pricing model, where customers are billed on the second and third day of each month for the previous month of usage.

Section 1: Controls

This section of the dashboard provides filters to refine your billed revenue dashboard data. For example, you can select a filter on a field from the notifications for AWS Marketplace events to confirm billing for a specific customer account ID, subscriber company name, or offer ID. You can also add a filter to an analysis, such as the range of dates that you want to include in visuals. The filters selected within the controls update the data that is displayed in the metrics, trends, breakdowns, and granular data sections.

For more information about filtering, see Filtering data on QuickSight in the *QuickSight User Guide*.

Control descriptions

Control name	Description
Subscriber AWS account ID	The ID of the account that subscribed to the product.
Subscriber company name	The name of the account that subscribed to the product.
Product title	The title of the product.
Offer ID	The identifier for the offer that the buyer signed.
Offer visibility	Whether the offer is a public, private, or enterprise contract offer.
Agreement ID	A unique agreement data feed reference for the agreement signed between a proposer and an accepter to start using a product.
AWS seller of record	An identifier of the business entity which facilitated the transaction. Possible values include: • AWS_INC: The identifier for AWS, Inc. (based in the United States). • AWS_EUROPE: The identifier for AWS EMEA SARL (based in Luxembourg). • AWS_AUSTRALIA: The identifier for AWS Australia Pty Ltd • AWS_JAPAN: The identifier for AWS Japan G.K. • AWS_KOREA: The identifier for AWS Korea.
Payer AWS account ID	The ID of the account that the charges are billed to.

Control name	Description
Payer company name	The business name of the account that the charges are billed to.
Reseller company	The business name of the reseller account authorized to sell a software manufacturer's product.
Reseller AWS account ID	The ID of the account that purchased a product or service at wholesale from an ISV to resell to a customer.
Resale authorization ID	The unique identifier for a registered opportunity.
Resale authorization name	The unique name for a registered opportunity.
Subscriber country	The two-character country code associated with the account subscribed to the product.
Subscriber state or region	The billing address state or region associated with the account subscribed to the product.
Transaction reference ID	A unique identifier for the transaction that helps you correlate transactions across AWS Marketplace legacy reports.

Section 2: Filters

This section of the dashboard provides filters to refine records based on the currency of the offer and the invoice date range. You can use the invoice date range to select whether the billing date is before or after a specified date or within a date range. The selected filters update the data displayed in the metrics, trends, breakdowns, and granular data sections. The default invoice date range is set to pull data from the last six months.

Section 3: Key metrics

This section of the dashboard displays a key performance indicator (KPI) to visualize a comparison of key billed revenue figures using the selected filters. A KPI is displayed for gross revenue, gross refund, listing fee, wholesale cost (if applicable), and seller net revenue for the specified invoice date range and currency. You can update the filter criteria to see metrics for different currencies and dates.

Section 4: Trends

This section of the dashboard provides billed revenue trends for a specified date range. You can view the trends by a specified date aggregation—such as day, month-over-month, quarter-over-quarter, or year-over-year—to gain insight into billed revenue. Billed revenue trends information is available at an aggregate level or by offer visibility type:

- **Billing trends** – Provides a snapshot of gross revenue, seller net revenue, wholesale cost (if applicable), and refunds over time for the selected date range from the date aggregation filter.
- **Billing trend by offer visibility** – Provides a snapshot of offer count and gross revenue by offer visibility type over time across private offers, public offers (or self-service), and enterprise programs.

Section 5: Breakdowns

This section of the dashboard provides you with key metrics about your business across subscribers, seller of records, subscriber geography, and product title. You can filter by gross revenue, payer count, subscriber count, gross refund, listing fee, seller net revenue, and wholesale cost.

Section 6: Granular data

This section of the dashboard shows all billed sales, including the total amount that AWS bills to customers for hourly, annual, or monthly usage of your products. AWS bills customers using the following three frequencies:

- Date of subscription acceptance (upfront billing)
- Custom payment schedule (private offers built by flexible payment scheduler)
- Metered usage on the second and third day of the month for the prior month's usage

> **Note**
>
> Invoices created before April 1, 2021 might not have an associated agreement ID, offer ID, subscriber AWS account ID, or subscriber company name.

Customer charges display in this granular data section 24 hours after the customer has been billed. For example, if a customer was charged on November 3, then the dashboard reports this invoice on November 4. For more information about how to export and download data from a QuickSight table, see Exporting data from visuals in the *QuickSight User Guide*.

Granular data descriptions

Column	Description
Invoice date	The date the customer was billed for the product subscription.
Payment due date	The payment due date in the format of YYYY-MM-DD.
Payment terms	The customer's AWSinvoice payment terms.
Invoice ID	The AWS ID assigned to the AWS invoice where charges were billed.
Listing fee invoice ID	When an AWS Marketplace subscription is transacted through AWS EMEA SARL, Japan or Australia legal entities (seller of record), the operator for the sale is required to charge the seller a value-added tax (VAT) on the seller listing fee and given a tax compliant invoice. For applicable transactions, the invoice ID for the VAT assessed on the listing fee is different than the software or product subscription invoice ID. Transactions from AWS, Inc. have a value of "Missing_listing_f

Column	Description
	ee_invoice_id" because the listing fee invoice ID is not applicable.
Wholesale invoice ID	The AWS ID assigned to the non-payable invoice that represents sale between ISV and Channel Partner in a Channel Partner Private offer (CPPO). For public offers and Marketpla ce Private offers (MPOs) this field will be 'Not applicable'.
Subscriber company name	The name of the account that subscribed to the product.
Subscriber AWS account ID	The ID of the account that subscribed to the product.
Subscriber email domain	The email domain associated with the account that subscribed to the product. For example, if the email address is liu-jie@example.com, the entry is example.com.
Subscriber city	The billing address city associated with the account that subscribed to the product.
Subscriber state or region	The billing address state associated with the account subscribed to the product.
Subscriber country	The billing address country associated with the account that subscribed to the product.
Subscriber postal code	The billing address postal code associate d with the account that subscribed to the product.
Product title	The title of the product.
Offer name	The seller-defined name of the offer.

Column	Description
Offer ID	The identifier for the offer that the buyer signed.
Offer visibility	Whether the offer is a public, private, or enterprise contract offer.
Agreement ID	A unique agreement data feed reference for the agreement signed between a proposer and an accepter to start using a product.
Agreement start date	The date that the customer's product subscription starts, formatted as MM-DD-YYY Y. This date could be different than acceptance date if this is a future dated agreement.
Agreement acceptance date	The date when the customer subscribed to the product, formatted as MM-DD-YYYY.
Agreement end date	The date when the contract expires, formatted as MM-DD-YYYY. For metered/pay-as-you-go subscriptions, this date is set to JAN-1-9999.
Usage period end date	The end date of the product usage period.
Usage period start date	The start date of the product usage period.
Disbursement status	A status associated with an invoice to confirm that AWS has disbursed no funds, partial or all funds to your bank account. Possible statuses are: Disbursed, Partially disbursed, Failed, Not disbursed.
Disbursement date	The date AWS initiated disbursement to the seller’s bank.

Column	Description
Disburse bank trace ID	For disbursements, the trace ID is assigned by the bank. The disburse bank trace ID can be used to correlate seller bank-provided deposit notifications and reports to invoices in AWS Marketplace reports.
Gross revenue	The amount that is billed to the customer for the usage or monthly fees of the product.
Gross refund	The total amount of the subscription cost refunded to customers if any refunds were processed during the data coverage period.
Listing fee	The AWS Marketplace fee amount to be deducted from the billed amount.
Listing fee refund	The portion of the AWS Marketplace fee refunded if any refunds were processed during the data coverage period.
Listing fee percentage	The AWS Marketplace fee percentage to be deducted from the billed amount.
Seller tax share	The total amount of US sales and use tax billed for this transaction.
Seller tax share refund	The total amount of US sales and use tax refunded for this transaction if a refund was processed.
AWS tax share	The total amount of US sales and use tax billed for this transaction on behalf of the seller.

Column	Description
AWS tax share refund	The total amount of US sales and use tax refunded for this transaction if a refund was processed, when such taxes were collected on behalf of the seller.
Wholesale cost	For channel partner private offers only. The cost of goods to a reseller. For example, what a reseller pays a manufacturer when they sell a manufacturer's product. The wholesale cost is the list price multiplied by the discount percentage.
Wholesale cost refund	For channel partner private offers only. The refunded cost of goods from a reseller.
Wholesale seller tax sahre	The tax on the sale between ISV and Channel Partner in a Channel Partner Private offer (CPPO) where the seller is tax liable. For public offers and Marketplace Private offers (MPPOs) this field will be 'Not applicable'.
Wholesale seller tax share refund	The refund on tax on the sale between ISV and Channel Partner in a Channel Partner Private offer (CPPO) where the seller is liable. For public offers and Marketplace Private offers (MPPOs) this field will be 'Not applicable'.
Wholesale other seller tax share	The tax on the sale between ISV and Channel Partner in a Channel Partner Private offer (CPPO) where the seller is tax liable. This field is populated when the other seller involved in the transaction is liable. For public offers and Marketplace Private offers (MPPOs) this field will be 'Not applicable'.

Column	Description
Wholesale other seller tax share refund	The refund on tax on the sale between ISV and Channel Partner in a Channel Partner Private offer (CPPO) where the seller is liable. This field is populated when the other seller involved in the transaction is liable. For public offers and Marketplace Private offers (MPPOs) this field will be 'Not applicable'.
Wholesale AWS tax share	The tax on the sale between ISV and Channel Partner in a Channel Partner Private offer (CPPO) where AWS is tax liable. For public offers and Marketplace Private offers (MPPOs) this field will be 'Not applicable'.
Wholesale AWS tax share refund	The refund on tax on the sale between ISV and Channel Partner in a Channel Partner Private offer (CPPO) where AWS is tax liable. For public offers and Marketplace Private offers (MPPOs) this field will be 'Not applicable'.
Seller net revenue	The total amount billed for the transaction, net of AWS Marketplace fees, refunds, and US sales and use tax.
Currency	The currency of the transaction. For example, if the transaction is in US dollars, the entry is USD.
Transaction reference ID	A unique identifier that represents the transaction, which you can use to correlate transactions across AWS Marketplace reports.

Column	Description
AWS seller of record	An identifier of the business entity which facilitated the transaction. Possible values are as follows: • AWS_INC: The identifier for AWS, Inc. (based in the United States) • AWS_EUROPE: The identifier for AWS EMEA SARL (based in Luxembourg) • AWS AUSTRALIA: The identifier for AWS Australia Pty Ltd • AWS_JAPAN: The identifier for AWS Japan G.K. • AWS_KOREA: The identifier for AWS Korea
Resale authorization ID	The unique identifier for a registered opportunity.
Resale authorization name	The unique name for a registered opportunity.
Resale authorization description	The ISV-defined description for a registered opportunity.
Resale company name	The name of the account that purchased a product or service at wholesale cost from an ISV to resell to a customer.
Payer AWS account ID	The ID of the account that purchased a product or service at wholesale cost from an ISV to resell to a customer.
Payer email domain	The email domain that is associated with the account that the charges are billed to. For example, if the email address is liu-jie@example.com, the entry is example.com.

Column	Description
Payer city	The billing address city associated with the account that charges are billed to.
Payer state or region	The billing address state associated with the account that the charges are billed to.
Payer country	The two-character country code associated with the account that the charges are billed to.
Payer postal code	The billing address postal code associated with the account that the charges are billed to.
ISV account ID	The identifier of the product or service owner.
ISV company name	The business name of the product or service owner.
Product ID	The friendly unique identifier for the software product.
Disbursed net revenue	The total amount for the transaction disbursed to the seller. If the amount does not equal the "seller net revenue", then this is a partial payment.
Undisbursed net revenue	The total amount of the transaction not disbursed to the seller. If the amount is anything other than zero, a remaining balance is owed by the customer.

Collections and disbursement dashboard

The collections and disbursements dashboard provides data about funds disbursed to your bank accounts. It also provides a list of all invoices where a disbursement has been sent for a partial payment, full payment, or where a failed disbursement has occurred. The list does not include

invoices where a disbursement has not transpired. To review invoices not disbursed, use the **Billed revenue** dashboard.

Disbursements include customer payments, settled refunds for a subscription to your product, and some taxes collected or refunded to the customer. Refunds on the dashboard appear as negative amounts because the money is returned to your customer after you authorize a refund.

The collections and disbursements dashboard provides faster access to customer disbursements. Expect to save approximately four days compared to the legacy disbursement report, which is created five days after the disbursement is sent.

> **Note**
>
> Customers have different payment terms with AWS, so some funds in the uncollected age categories might not be due from the customer.

The collections and disbursements dashboard provides information for operational and financial processes. The dashboard refreshes daily. For more information, see the following topics.

To open the dashboard, sign in to the AWS Marketplace Management Portal, choose **Insights**, **Finance operations**, and then choose the **Collections and disbursements** tab.

Topics

- Refresh frequency of the collections and disbursements dashboard
- Section 1: Controls
- Section 2: Filters
- Section 3: Key metrics
- Section 4: Trends
- Section 5: Breakdowns
- Section 6: Granular data

Refresh frequency of the collections and disbursements dashboard

The collections and disbursements dashboard is updated on North American business days only. You can expect to see disbursed invoices within one day of receiving a deposit to your bank.

Section 1: Controls

This section of the dashboard provides filters to refine your dashboard data. For example, you can select a filter on a field from the notifications for AWS Marketplace events to confirm disbursement for a specific customer account ID, subscriber company name, or offer ID. You can also filter by disbursement status to understand all invoices paid to you or invoices open and unpaid. You can add a filter to an analysis, such as the range of dates that you want to include in visuals. The filters selected within the controls update the data displayed in the metrics, trends, breakdowns, and granular data sections.

For more information about filtering, see Filtering data on QuickSight in the *QuickSight User Guide*.

Control descriptions

Control name	Description
Subscriber AWS account ID	The ID of the account that subscribed to the product.
Subscriber company name	The name of the account that subscribed to the product.
Product title	The title of the product.
Offer ID	The identifier for the offer that the buyer signed.
Offer visibility	Whether the offer is a public, private, or enterprise contract offer.
Agreement ID	A unique agreement data feed reference for the agreement signed between a proposer and an accepter to start using a product.
AWS seller of record	An identifier of the business entity that facilitated the transaction. Possible values include: • AWS_INC: The identifier for AWS, Inc. (based in the United States)

Control name	Description
	• AWS_EUROPE: The identifier for AWS EMEA SARL (based in Luxembourg) • AWS_AUSTRALIA: The identifier for AWS Australia Pty Ltd (AWS Australia) • AWS_JAPAN: The identifier for AWS Japan G.K. • AWS_KOREA: The identifier for AWS Korea
Disbursement status	A status associated with an invoice to confirm that AWS has disbursed no funds, partial or all funds to your bank account. Possible statuses are: Disbursed, Partially disbursed, Failed, Not disbursed.
Payer AWS account ID	The ID of the account that the charges are billed to.
Payer company name	The business name of the account that the charges are billed to.
Reseller company	The business name of the reseller account authorized to sell a software manufacturer's product.
Reseller AWS account ID	The ID of the account that purchased a product or service at wholesale from an ISV to resell to a customer.
Resale authorization ID	The unique identifier for a registered opportunity.
Resale authorization name	The unique name for a registered opportunity.
Subscriber country	The two-character country code associated with the account subscribed to the product.

Control name	Description
Subscriber state or region	The billing address state or region associated with the account subscribed to the product.
Transaction reference ID	A unique identifier for the transaction that helps you correlate transactions across AWS Marketplace legacy reports.
Disburse bank trace ID	For disbursements, the trace ID is assigned by the bank. The bank trace ID can correlate seller bank-provided deposit notifications and reports to invoices in AWS Marketplace reports.

Section 2: Filters

This section of the dashboard provides filters to refine records based on the offer currency and two different date dimensions — whether the date field value is before or after a specified date or within a date range. The date dimensions are payment due date or last disbursement date. The disbursement date limits the results to invoices disbursed within the specified date range. The payment due date includes invoices with due dates within the specified range, regardless of disbursement date. The date category filter updates the data displayed in the metrics, trends, breakdowns, and granular data sections. The default date category is the last disbursement date and pulls data from the last six months.

Section 3: Key metrics

This section of the dashboard displays a key performance indicator (KPI) to visualize a comparison between disbursed and undisbursed revenue figures. A KPI is displayed for gross revenue, net revenue, wholesale cost (if applicable), amount disbursed, and amount undisbursed for the specified filter criteria.

Section 4: Trends

This section of the dashboard provides a view of disbursement and past due trends for the specified date range. You can view the trends by a specified date aggregation, such as by day, month, quarter, or year, to gain insight into your AWS Marketplace collection health. Trend views include the following:

- **Disbursement trends** – Provides a snapshot of the average number of days to disburse and associated net revenue. The trend measures the number of days between invoice date and disbursement date to report collection efficiency. You can select a date range from the date aggregation filter.
- **Age of disbursed payments** – Provides a snapshot of net revenue and a count of disbursed invoices that is categorized by standard aging receivable buckets (such as not due, 1–30 days, and 31 to 60 days). The trend measures the days between payment due date and disbursement date to report if the disbursement was within the customer's payment terms.
- **Age of undisbursed payments** – Provides a snapshot of net revenue and count of open and unpaid invoices, organized by past due buckets (such as not due, 1–30 days, and 31 to 60 days). Undisbursed funds might include amounts that aren't due yet. The trend measures the days between today's date and the payment due date to display incoming receivables.

Section 5: Breakdowns

This section of the dashboard provides you with a view of receivables by offer ID, product title, payer company name, subscriber company name, reseller name (if they participate in channel partner private offers), payer geography, and subscriber geography. Use the breakdowns to measure disbursed receivables against undisbursed receivables for each category.

Section 6: Granular data

This section of the dashboard shows all disbursements and uncollected funds by product, customer, and offer details.

> **Note**
>
> Invoices created before April 1, 2021 might not have an associated agreement ID, offer ID, subscriber AWS account ID, or subscriber company name.

For information about how to export and download data from a QuickSight table, see Exporting data from visuals in the *QuickSight User Guide*.

Granular data descriptions

Column	Description
Invoice date	The date the customer was billed for the product subscription.
Payment due date	The payment due date in the format of YYYY-MM-DD.
Payment terms	The customer's AWS invoice payment terms.
Invoice ID	The AWS ID assigned to the AWS invoice where charges were billed.
Listing fee invoice ID	When an AWS Marketplace subscription is transacted through AWS EMEA SARL, Japan, or Australia legal entities (seller of record), the marketplace operator for the sale (for example, AWS EMEA SARL) is required to charge the seller a VAT on the seller listing fee. For applicable transactions, the invoice ID for the VAT assessed on the listing fee is different than the software or product subscription invoice ID.
Wholesale invoice ID	The AWS ID assigned to the non-payable invoice that represents sale between ISV and Channel Partner in a Channel Partner Private offer (CPPO). For public offers and Marketpla ce Private offers (MPOs) this field will be 'Not applicable'.
Subscriber company name	The name of the account that subscribed to the product.
Subscriber AWS account ID	The ID of the account that subscribed to the product.

Column	Description
Subscriber email domain	The email domain associated with the account that subscribed to the product. For example, if the email address is liu-jie@example.com, the entry is example.com.
Subscriber city	The billing address city associated with the account that subscribed to the product.
Subscriber state or region	The billing address state associated with the account subscribed to the product.
Subscriber country	The billing address country associated with the account that subscribed to the product.
Subscriber postal code	The billing address postal code associate d with the account that subscribed to the product.
Product title	The title of the product.
Offer name	The seller-defined name of the offer.
Offer ID	The identifier for the offer that the buyer signed.
Offer visibility	Whether the offer is a public, private, or enterprise contract offer.
Agreement ID	A unique agreement data feed reference for the agreement signed between a proposer and an accepter to start using a product.
Agreement start date	The date the customer's product subscription starts, formatted as MM-DD-YYYY. This date could be different than the acceptance date if this is a future dated agreement.

Column	Description
Agreement end date	The date when the contract expires, formatted as MM-DD-YYYY. For metered/pay-as-you-go subscriptions, this date is set to JAN-1-9999.
Agreement acceptance date	The date when the customer subscribed to the product, formatted as MM-DD-YYYY.
Usage period end date	The end date of the product usage period.
Usage period start date	The start date of the product usage period.
Disbursement status	A status associated with an invoice to confirm that AWS has collected and disbursed funds to your bank accounts since the previous disbursement. Disbursed funds for the associated invoice have been collected and disbursed. Not Disbursed funds for the associated invoice have not been collected and disbursed.
Disbursement date	The date AWS initiated disbursement to the seller's bank.
Disburse bank trace ID	For disbursements, the trace ID is assigned by the bank. The bank trace ID can be used to correlate seller bank-provided deposit notifications and reports to invoices in AWS Marketplace reports.
Gross revenue	The amount billed to the customer for the usage or monthly fees of the product.
Gross refund	The total amount of the subscription cost refunded to customers if any refunds were processed during the data coverage period.

Column	Description
Listing fee	The AWS Marketplace fee amount to be deducted from the billed amount.
Listing fee refund	The portion of the AWS Marketplace fee refunded if any refunds were processed during the data coverage period.
Listing fee percentage	The AWS Marketplace fee percentage to be deducted from the billed amount.
Seller tax share	The total amount of US sales and use tax billed for this transaction.
Seller tax share refund	The total amount of US sales and use tax refunded for this transaction if a refund was processed.
AWS tax share listing fee	Where AWS as a marketplace operator is required to charge and collect VAT in its own name on sales made by sellers. This amount will correspond with the amount of VAT charged to your AWS Marketplace Seller account.
AWS tax share refund listing fee	Where AWS as a marketplace operator is required to refund VAT in its own name on sales made by sellers. This amount will correspond with the amount of VAT refunded to your AWS Marketplace Seller account.
Wholesale cost	For channel partner private offers only. The cost of goods to a reseller. For example, what a reseller pays a manufacturer when they sell a manufacturer's product. The wholesale cost is the list price multiplied by the discount percentage.

Column	Description
Wholesale cost refund	For channel partner private offers only. The refunded cost of goods from a reseller.
Wholesale seller tax share	The tax on the sale between ISV and Channel Partner in a Channel Partner Private offer (CPPO) where the seller is tax liable. For public offers and Marketplace Private offers (MPPOs) this field will be 'Not applicable'.
Wholesale seller tax share refund	The refund on tax on the sale between ISV and Channel Partner in a Channel Partner Private offer (CPPO) where the seller is liable. For public offers and Marketplace Private offers (MPPOs) this field will be 'Not applicable'.
Wholesale other seller tax share	The tax on the sale between ISV and Channel Partner in a Channel Partner Private offer (CPPO) where the seller is tax liable. This field is populated when the other seller involved in the transaction is liable. For public offers and Marketplace Private offers (MPPOs) this field will be 'Not applicable'.
Wholesale other seller tax share refund	The refund on tax on the sale between ISV and Channel Partner in a Channel Partner Private offer (CPPO) where the seller is liable. This field is populated when the other seller involved in the transaction is liable. For public offers and Marketplace Private offers (MPPOs) this field will be 'Not applicable'..
Wholesale AWS tax share	The tax on the sale between ISV and Channel Partner in a Channel Partner Private offer (CPPO) where AWS is tax liable. For public offers and Marketplace Private offers (MPPOs) this field will be 'Not applicable'.

Column	Description
Wholesale AWS tax share refund	The refund on tax on the sale between ISV and Channel Partner in a Channel Partner Private offer (CPPO) where AWS is tax liable. For public offers and Marketplace Private offers (MPPOs) this field will be 'Not applicable'.
Seller net revenue	The total amount billed for the transaction, net of AWS Marketplace fees, refunds, and US sales and use tax.
Currency	The currency of the transaction. For example, if the transaction is in US dollars, the entry is USD.
Transaction reference ID	A unique identifier that represents the transaction, which you can use to correlate transactions across AWS Marketplace reports.
AWS seller of record	An identifier of the business entity which facilitated the transaction. Possible values are as follows: • AWS_INC: The identifier for AWS, Inc. (based in the United States) • AWS_EUROPE: The identifier for AWS EMEA SARL (based in Luxembourg) • AWS Australia Pty Ltd (AWS Australia) • AWS Japan G.K. • AWS_KOREA
Resale authorization ID	The unique identifier for a registered opportunity.
Resale authorization name	The unique name for a registered opportunity.

Column	Description
Resale authorization description	The ISV-defined description for a registered opportunity.
Reseller company name	The name of the account that purchased a product or service at wholesale cost from an ISV to resell to a customer.
Reseller AWS account ID	The ID of the account that purchased a product or service at wholesale cost from an ISV to resell to a customer.
Payer company name	The name of the account that the charges are billed to.
Payer AWS account ID	The ID of the account that the charges are billed to.
Payer email domain	The email domain that is associated with the account that the charges are billed to. For example, if the email address is liu-jie@example.com, the entry is example.com.
Payer city	The billing address city associated with the account that charges are billed to.
Payer state or region	The billing address state associated with the account that the charges are billed to.
Payer country	The two-character country code associated with the account that the charges are billed to.
Payer postal code	The billing address postal code associated with the account that the charges are billed to.
ISV account ID	The identifier of the product or service owner.

Column	Description
ISV company name	The business name of the product or service owner.
Product ID	The friendly unique identifier for the software product.
Disbursement status	A status associated with an invoice to confirm that AWS has disbursed no funds, partial or all funds to your bank account. Possible statuses are: Disbursed, Partially disbursed, Failed, Not disbursed.
Disbursed net revenue	The total amount for the transaction disbursed to the seller. If the amount does not equal the "seller net revenue", then this is a partial payment.
Undisbursed net revenue	The total amount for the transaction not disbursed to the seller. If the amount is anything other than zero, a remaining balance is owed by the customer.
Disbursement period	The categories describing the receivables range in which the funds were collected (such as, not due, 1–30 days, and 31 to 60 days).

Taxation dashboard

The taxation dashboard provides visualization and fine-grained data on US and international tax for transactions in AWS Marketplace.

To open this dashboard, sign in to the AWS Marketplace Management Portal, choose **Insights**, **Marketing**, and then choose the **Listing performance** tab.

Topics

- Refresh frequency of the taxation dashboard

- Section 1: Controls
- Section 2: Filters date
- Section 3: Metrics
- Section 4: Tax trends
- Section 5: Breakdowns
- Section 6: Granular data
- US exemption codes
- EU exemption codes

Refresh frequency of the taxation dashboard

Dashboards are updated daily. If the latest transaction data received from upstream systems is delayed, there might be a 1–2 day delay for the latest data to reflect on the dashboards.

Section 1: Controls

This section of the dashboard provides filters to refine your taxation data. You can also add a filter to an analysis, such as the range of dates that you want to include in visuals. The filters selected within the controls update the data that is displayed in the metrics, trends, breakdowns, and granular data sections.

For more information about filtering, see Filtering data on QuickSight in the *QuickSight User Guide*.

Control descriptions

Control name	Description
Invoice ID	The AWS ID assigned to the charges billed to the customer.
Taxed customer AWS account ID	The AWS ID of the account that was taxed for the product subscription.
AWS seller of record	An identifier of the business entity that facilitated the transaction.
Taxed customer country	The two-character country code associated with the taxed customer

Control name	Description
Taxed customer state or region	The billing address state or region associated with the taxed customer.
Taxed customer city	The billing address city associated with the taxed customer
Taxable	Source transactions that are taxable, non-taxable, and tax refunds.
Tax liable party	Either `AWS` or `Seller`. If the seller is the tax liable party, taxes are collected. If AWS is the tax liable party, sales tax is collected and remitted by AWS. For more information, see AWS Marketplace Tax Help for Sellers. If no taxes are collected, there's no value shown. The seller must determine whether some taxes were collected for each invoice, as the seller is liable for tax collection.
Tax type	The type of tax that is applied to the transacti on. The possible values are `None`, `Sales`, and `SellerUse` , `Tax registration type` , `VAT` (Value-Added Tax), `CNPJ` , `IGST`, `CT`.

Section 2: Filters date

This section of the dashboard provides filters to refine records based on invoice dates for a specified date range. The filter selected within invoice date updates the data displayed in the metrics, trends, breakdowns, and granular data sections. For example, if you select the date filter `Past 30 days`, then all sections will reflect data associated to invoices taxed within the last 30 days.

Section 3: Metrics

This section of the dashboard displays key performance indicators (KPI) to visualize metrics related to tax, including taxable amount, non-taxable amount, tax amount, number of invoices taxed, and

total number of transactions. You can update the date range by updating the date filter in the **Filters** section.

Section 4: Tax trends

This section of the dashboard provides taxation trends for a specified date range. You can view the trends by a specified date aggregation—such as daily, month-over-month, quarter-over-quarter, or year-over-year—to gain insight into taxation. The following taxation trends information is available:

- **Tax trends - amounts** – Provides a snapshot of both the taxable and tax amounts for the selected period of time by invoice date.
- **Tax trends - number of invoices** – Provides a snapshot of the number of invoices for the selected period of time by invoice date.

Section 5: Breakdowns

This section of the dashboard provides you with tax metrics for your business by invoice ID, tax type, product title, and customer geography.

Section 6: Granular data

This section of the dashboard displays the granular tax data for your organization's transactions in AWS Marketplace.

Granular data descriptions

Column	Description
Invoice ID	The AWS ID assigned to the AWS invoice where charges were billed. This can be a buyer commerical invoice, seller wholesale invoice or seller listing fee invoice.
Listing fee invoice ID	The AWS ID assigned to the invoice where seller listing fees and VAT was billed to the seller. Applicable to ISVs only.

Column	Description
Line item ID	A unique identifier for a line item. Refund transactions have the same line item ID as their forward tax transactions.
Customer bill ID	Customer bill ID
Tax liable party	Either `AWS` or `Seller`. If the seller is the tax liable party, taxes are collected. If AWS is the tax liable party, sales tax is collected and remitted by AWS. For more information, see AWS Marketplace Tax Help for Sellers. If no taxes are collected, there's no value shown. The seller must determine whether some taxes were collected for each invoice, as the seller is liable for tax collection.
Transaction type code	The type code of the transaction. Values include: • `AWS` – A forward tax transaction. • `REFUND` – A full or partial refund. • `TAXONLYREFUND` – A tax-only refund. Refund transactions share the line item ID with their original forward transactions.
Product ID	The friendly unique identifier for the software product.
Product title	The name of the product purchased.
Product tax code	A standard code to identify the tax properties for a product. You choose the properties when you create or modify the product.

Column	Description
Invoice date	The date the customer was billed and taxed for the product subscription.
Taxed customer AWS account ID	The AWS account ID of the taxed customer.
Taxed customer country	The two-character country code associated with the taxed customer.
Taxed customer state or region	The billing address state or region associated with the taxed customer.
Taxed customer city	The billing address city associated with the taxed customer.
Taxed customer postal code	The postal code used for tax calculations.
Tax type	The type of tax that is applied to the transacti on. The possible values are `None`, `Sales`, and `SellerUse` , `Tax registration type` , `VAT`, `CNPJ`, `IGST`, `CT`.
Jurisdiction level	The jurisdiction level of the address that is used for tax location. The possible values are `State`, `County`, `City`, and `District`.
Taxed jurisdiction	The name of the taxed jurisdiction.
Display price taxability type	The taxability type for the price that appears to customers. All AWS Marketplace offerings are exclusive.
Tax jurisdiction rate	The tax rate that is applied at the jurisdiction level.
Tax amount	The tax that is charged at the jurisdiction level.

Column	Description
Currency	The currency of the charged taxed. For example, if the transaction is in US dollars, the entry is USD.
Legal tax amount	The amount of tax that is shown in the legal currency charged at the juridiction level.
Legal tax currency	The currency shown in the legal currency of the charged tax.
Tax calculation reason code	Whether the transaction is taxable, not taxable, exempt, or zero-rated, organized by the jurisdiction level.
Date used for tax calculation	The date that is used for calculating tax on the transaction.
Customer exemption certificate ID	The certificate ID of the exemption certificate.
Customer exemption certificate ID domain	Where the certificate is being stored in Amazon systems.
Customer exemption certificate level	The jurisdiction level that supplied the exemption.
Customer exemption code	The code that specifies the exemption. For example, RESALE.
Transaction reference ID	A unique identifier for the transaction that helps you correlate transactions across AWS Marketplace reports.
AWS seller of record	An identifier of the business entity that facilitated the transaction.

Column	Description
Buyer invoice ID	The AWS ID assigned to the AWS invoice where charged were billed to a buyer. Sellers can associate their wholesale invoice or listing fee invoice to the corresponding buyer charge.

> **Note**
>
> Total tax amounts and total buyer charges have moved to the **AWS tax share** and **Gross revenue** fields in the Billed revenue dashboard.

US exemption codes

Exemption code	Description
501C	501C Organization
AP	Agriculture Production
CO	Charitable Organization
DIRECT	Direct Pay Permit
DISTSBT	Distributor
DP	United Nations/Diplomat
DV	Disabled Veteran
EDI	Education Institution
FG	Federal Government
HCP	Health Care Provider
HO	Hospital (Nonprofit or State)

Exemption code	Description
INSUR	Insurance
IPM	IPM
LB	Library
MPU	Multiple Point of Use Exemption; Digital Products/Software Exemption
NA	Native American
NAI	Native American Individual
NP	Nonprofit Organization
NPR	Nonprofit Religious Organization
OT	Other
RESALE	Reseller
SBE	Small Business Exemption
SLG	State/Local Government

EU exemption codes

Exemption code	Description
SpecialOrg	Organizations that are exempt from being charged VAT.
SpecialZone	An area that's tax exempt.
SplitPayment	Buyer makes payment of any VAT stated on an invoice directly to the tax authority.

Dashboards for sales operations

AWS Marketplace provides multiple dashboards to help you track your sales data.

Topics

- Agreements and renewals dashboard
- Usage dashboard

Agreements and renewals dashboard

This dashboard provides information about agreements and renewals within 24 hours of signing an agreement in AWS Marketplace. This dashboard can help you track expiring subscriptions.

To open the dashboard, start the AWS Marketplace Management Portal, choose the **Insights** tab, and then choose **Sales operations**.

Topics

- Section 1: Controls
- Section 2: Select date category
- Section 3: Metrics
- Section 4: Subscription trends
- Section 5: Breakdowns
- Section 6: Granular data

Section 1: Controls

This section provides filters to refine your agreement and renewal data. You can select from the following filters.

> **Note**
>
> For more information about filtering, see Filtering data on QuickSight in the *QuickSight User Guide*.

Control descriptions

Control name	Description
Subscriber AWS account ID	The ID of the account that subscribed to the product.
Subscriber company name	The name of the account that subscribed to the product.
Offer ID	The identifier for the offer that the buyer signed.
Offer visibility	Whether the offer is a public, private, or an enterprise contract offer.
Agreement ID	A unique agreement data feed reference for the agreement signed between a proposer and an accepter to start using a product.
CPPO flag	A yes/no flag indicating whether an agreement was made using a channel partner private offer. If yes, the seller of record is the channel partner. If no, the seller of record is the software manufacturer (independent software vendor).
ISV AWS account ID	The account of the product or service owner.
ISV company name	The business name of the product or service owner.
Legacy product ID	The legacy unique identifier for the software product.
Product title	The title of the product.
Resale authorization ID	The ID of the resale authorization provided by the ISV to the channel partner.

Control name	Description
Resale authorization name	The name of the resale authorization provided by the ISV to the channel partner.
Reseller AWS account ID	The ID of the account that purchased a product or service at wholesale from an ISV to resell to a customer.
Reseller company name	The business name of the reseller account authorized to sell a software manufacturer's product.
Subscriber country	The two-character country code associated with the account subscribed to the product.
Subscriber state or region	The billing address state or region associated with the account subscribed to the product.
Subscriber city	The billing address city associated with the account subscribed to the product.

Section 2: Select date category

This section of the dashboard provides filters to refine records based on the agreement end date, agreement ending period, or agreement start date for a specified date range. The filter selected within the select date category updates the data displayed in the metrics, trends, breakdowns, and granular data sections.

For information about recently signed agreements, you can filter by agreement start date. If you're interested in learning about agreement renewals, you can filter using the agreement end date.

Section 3: Metrics

This section of the dashboard displays a key performance indicator (KPI) to visualize a comparison of key agreement data. A KPI is displayed for the number of active agreements and number of ended agreements. You can update the date range by updating the date criteria in the Select date category field.

Section 4: Subscription trends

This section of the dashboard provides subscription trends for a specified date range. You can view the trends by a specified date aggregation—such as daily, month-over-month, quarter-over-quarter, or year-over-year—to gain insight into agreements. The agreement and renewal trends information is available at an aggregate level.

- **Subscription trends** – Provides a snapshot of the number of active agreements and number of ended agreements based on the selected date aggregation filter and selected date category filter. To view subscription trends for agreement start dates, you can select **Agreement start date** in the **Select date category** filter. To view subscription trends for agreement end dates, select **Agreement end date** in the **Select date category** filter.
- **Renewal breakdowns** – Provides a snapshot of renewals that have either ended or are about to end in a specific number of days. You can view renewal breakdowns for several time periods, such as agreements that ended one to 30 days ago, 31 to 60 days ago, or more than 60 days ago. You can also filter on agreements that are about to end in zero to 30 days, 31 to 60 days, and so on.

Section 5: Breakdowns

This section of the dashboard provides you with metrics for your business across company names for active subscribers, ISVs, and resellers. You can view the number of agreements IDs, ended agreement IDs, offer IDs, renewed agreement IDs, and subscribers.

Section 6: Granular data

This section of the dashboard shows granular data for agreements, offers, products, proposers of the agreement, subscribers, resale authorizations, resellers, and ISVs.

> **Note**
>
> For more information about how to export and download data from a QuickSight table, see Exporting data from visuals in the *QuickSight User Guide*.

Granular data descriptions

Column	Description
Subscriber company name	The name of the subscriber's company.
Subscriber AWS account ID	The ID of the account that subscribed to the product.
Subscriber email domain	The email domain associated with the account that subscribed to the product. For example, if the email address is liu-jie@example.com, the entry is example.com.
Subscriber country	The billing address country associated with the account that subscribed to the product.
Subscriber state or region	The billing address state associated with the account subscribed to the product.
Subscriber city	The billing address city associated with the account that subscribed to the product.
Subscriber postal code	The billing address postal code associate d with the account that subscribed to the product.
Product title	The title of the product.
Product ID	The friendly unique identifier for the software product.
Legacy product ID	The legacy unique identifier for the software product.
Offer name	The seller-defined name of the offer.
Offer ID	The identifier for the offer that the buyer signed.

Column	Description
Offer visibility	Whether the offer is a public, private, or an enterprise contract offer.
Agreement ID	A unique agreement data feed reference for the agreement signed between a proposer and an accepter to start using a product.
Agreement start date	The date that the customer's product subscription starts, formatted as MM-DD-YYYY. This date could be different than acceptance date if this is a future dated agreement.
Agreement acceptance date	The date when the customer subscribed to the product, formatted as MM-DD-YYYY.
Agreement end date	The date when the contract expires, formatted as MM-DD-YYYY. For metered/pay-as-you-go subscriptions, this date is set to JAN-1-9999.

Column	Description
Status	The current status of the agreement. Supported statuses include: • **Active** – Some or all of the terms of the agreement are in force. • **Terminated** – The agreement ended before its pre-agreed end date due to an AWS-initiated termination event. Most commonly a payment failure. • **Canceled** – The acceptor chooses to end the agreement prior to its end date. • **Expired** – The agreement ended on its pre-agreed end date. • **Replaced** – The agreement was replaced using a replacement offer. • **Renewed** – The agreement was renewed into a new agreement using functionality such as auto-renewal. • **Archived** – The agreement has ended; The exact reason for its ending, Terminated, Canceled, or Expired, is not specified. • **Rolled back** – The agreement revision has been rolled back because of an error. An earlier revision is now active. Only applicable to inactive agreement revisions. • **Superceded** – The agreement revision is no longer active and another agreement revision is now active. Only applicable to inactive agreement revisions. • **Rolled back** – The agreement revision has been rolled back because of an error. An earlier revision is now active. Only applicable to inactive agreement revisions.

Column	Description
Estimated agreement value	The estimated cost of the agreement otherwise known as "Total contract value" OR "Purchase amount". This applies to the following Product types: SaaS, Professional Services, and Server, and Contract or Annual pricing types.
Currency code	The offer pricing currency associated with the estimated cost of the agreement.
Reseller company name	The name of the account that purchased a product or service at wholesale cost from an ISV to resell to a customer.
Reseller AWS account ID	The ID of the account that purchased a product or service at wholesale cost from an ISV to resell to a customer.
Resale authorization ID	The unique identifier for a registered opportunity.
Resale authorization name	The unique name for a registered opportunity.
Resale authorization description	The ISV-defined description for a registered opportunity.
CPPO flag	Calculated field in QuickSight.

Column	Description
Agreement intent	Populates if the current agreement was a renewal or upgrade of a previous agreement that's provided in the previous **agreement_id** column. Possible values include: • **Upgrade:** For private offers, upgrade is a broad term for any modification (upgrade, downgrade, amend, expand, renew). For public offers, an upgrade is a specific agreement to change terms (use a different offer) resulting in a new agreement, and the specific agreement is archived. • **Renew:** For public offers only. When a renewal agreement has start date as the specific agreement's end date and the offer ID hasn't changed but the agreement ID changed. For example, agreement A has become agreement B. • **Auto-renew:** For public offers only. When a new agreement is created when current agreement ends. The buyer has **auto-renew** turned on. • **New:** The buyer has accepted the terms (using the offer) and subscribed to a new agreement.
Previous agreement ID	Agreement reference if this agreement was renewed or upgraded.
Next agreement ID	Agreement ID of the next agreement if the current agreement was renewed or upgraded.
Previous offer ID	Offer ID associated with the previous agreements if current agreement was renewed or upgraded.

Column	Description
Next offer ID	Offer ID associated with the next agreement if current agreement was renewed or upgraded.
Next agreement ID acceptance date(s)	The date when the next agreement was accepted by the buyer.
Proposer AWS account ID	The identifier of the product or service owner.
Proposer company name	The business name of the product or service owner.
ISV AWS account ID	The AWS identifier of the seller.
ISV company name	The business name of the seller.
Agreement ends (in days)	Calculated field in Quicksight. The number of days left for agreement to end from today.
Agreement ending period	Calculated field in QuickSight. The time period within which the agreement will end.

Usage dashboard

The Usage dashboard provides visualizations and fine-grained data for customers using SaaS and server usage-based products. AWS Marketplace sellers can use this dashboard to track customer consumption across usage-based products to make decisions on product support, pricing, conversion from public to private offers, and product discontinuation. The dashboard provides data from the last 6 months, which is a rolling window.

To open the dashboard, sign in to the AWS Marketplace Management Portal, choose **Insights**, choose **Sales operations**, then choose the **Usage** tab.

> **Note**
>
> This dashboard displays usage for all the dimension keys specified at the time of the offer creation. For example, for Amazon Machine Image (AMI) products, dimension keys are instance types, and all instance types specified in the offer appear in this dashboard, even

when priced at $0. To see product usage for a dimension that wasn't specified at the time of offer creation, consider republishing the product to include the dimension you need.

Topics

- Refresh frequency of the usage dashboard
- Section 1: Controls
- Section 2: Filters
- Section 3: Metrics
- Section 4: Trends
- Section 5: Breakdowns
- Section 6: Granular data

Refresh frequency of the usage dashboard

Dashboards are updated daily at 4 PM PST (midnight UTC). Note that the usage data is received from upstream data sources and may encounter delays, you can refer to the usage date and the usage reported date for clarity on when the usage occurred compared to when it was reported on the dashboard.

Section 1: Controls

This section of the dashboard provides filters to refine your usage data. For example, you can select from the following filters.

Note

For more information about filtering, see Filtering data in QuickSight in the *QuickSight User Guide*.

Control descriptions

Control name	Description
End user company name	The name of the account that used the product.

Control name	Description
End user AWS account ID	The ID of the account that used the product.
End user country	The two-character country code associated with the account that used the product.
Product title	The title of the product.
Product code	The existing entitlement product code used to meter the product. This value is also used to join data with a report, or to reference what's provided in the AWS Marketplace Metering Service.
Offer ID	The identifier for the offer that the buyer signed.
Offer visibility	Whether the offer is a public, private, or enterprise contract offer.
Agreement ID	A unique agreement data feed reference for the agreement signed between a proposer and an accepter to start using a product.
Dimension key	The resource type associated with the product usage. Dimension keys apply to SaaS and server usage-based products.
Subscriber company name	The name of the account that subscribed to the product.
Subscriber AWS account ID	The ID of the account that subscribed to the product.
Subscriber country	The two-character country code associated with the account subscribed to the product.

Control name	Description
Reseller company name	The name of the reseller account authorized to sell a product manufacturer's product.
Reseller AWS account ID	The ID of the account that purchased a product or service at wholesale from an ISV to resell to a customer.
Resale authorization ID	The ID of the account that purchased a product or service at wholesale from an ISV to resell to a customer.
CPPO flag	A yes/no flag indicating whether an agreement was made using a channel partner private offer. If yes, the seller of record is the channel partner. If no, the seller of record is the product manufacturer (independent software vendor).

Section 2: Filters

This section of the dashboard provides filters to refine records based on the usage date. The values selected in these filters update the data displayed in the metrics, trends, breakdowns, and granular data sections. The default selection is to pull data for last 6 months usage.

Section 3: Metrics

This section of the dashboard displays a key performance indicator (KPI) to visualize metrics related to consumption: estimated usage units, customers with usage, and products with usage. You can update the date range by updating the usage date criteria in the filters section. Note that the key metrics display data for all unit types.

Section 4: Trends

This section of the dashboard provides usage trends for a specified date range. You can view the trends by a specified date aggregation, such as daily, month-over-month, quarter-over-quarter, or year-over-year to gain insight into usage. You can also select a usage unit type to view its usage trends graphically.

Section 5: Breakdowns

This section of the dashboard provides you with estimated usage metrics for your business across company names, product titles, dimension key and offer IDs for the unit type selected. You may also select the number of entries to view.

Section 6: Granular data

This section of the dashboard shows granular data for usage, offers, product, subscriber, payer, end user, resale authorizations, resellers, and independent software vendors (ISVs). Note that the granular data table displays data for all unit types.

Revenue should be considered estimated until billing is finalized at the end of the month. Usage-based invoices are presented to buyers on the second or third day of the following month for the previous month's usage (for example, customers metered for usage between 11/1 and 11/30 will be presented an invoice for the usage on 12/2 or 12/3). Metered usage may arrive to this dashboard several days after the actual usage date, so the usage date and usage reported dates may be different. This means you may need to visit the dashboard daily throughout the month for up-to-date tracking in the current month. For authoritative customer billing information, see the Billed revenue dashboard in the **Financial operations** tab.

> **Note**
>
> For more information about filtering, see Exporting data from visuals in the *QuickSight User Guide*.

Granular data descriptions

Column	Description
Usage date	The date of the customer's product consumption.
Usage reported date	The date the customer's product consumption is surfaced in the insights dashboard.
End user company name	The name of the account that used the product.

Column	Description
End user AWS account ID	The ID of the account that used the product.
End user email domain	The email domain associated with the account that used the product. For example, if the email address is abc@example.com, the entry is example.com.
End user city	The city associated with the account that used the product.
End user state or region	The state or region associated with the account that used the product.
End user country	The two-character country code associated with the account that used the product.
End user postal code	The billing address postal code associated with the account that used the product.
Product title	The title of the product.
Legacy product ID	The legacy unique identifier for the product.
Product ID	The friendly unique identifier for the product.
Product code	The existing entitlement product code used to meter the product. This value is also used to join data with a report, or to reference what's provided in AWS Marketplace Metering Service.
Offer ID	The identifier for the offer that the buyer signed.
Offer name	The seller-defined name of the offer.
Offer visibility	Whether the offer is a public, private, or an enterprise contract offer.

Column	Description
Agreement ID	A unique agreement data feed reference for the agreement signed between a proposer and an accepter to start using a product.
Agreement acceptance date	The date time stamp in UTC when the customer subscribed to the product.
Agreement start date	The date timestamps in UTC when the customer's product subscription starts. This date could be different than acceptance date if this is a future dated agreement.
Agreement end date	The date in UTC when the contract expires. For metered/pay-as-you-go subscriptions, this date is set to Jan 1, 9999 12:00 AM.
Dimension key	The resource type associated with the product usage. Dimension keys apply for SaaS and server usage-based products.
Region	The region where the buyer deployed Amazon EC2 instances.
Estimated usage	The quantity of the usage recorded for the product.
Usage unit types	The unit type for which the usage is recorded.
Estimated revenue	The revenue from the product usage. Revenue should be considered estimated until billing is finalized at the end of the month. Usage-based invoices are presented to buyers on the second or third of the following month for the previous month's usage.

Column	Description
Currency	The currency of the transaction. For example, if the transaction is in U.S. dollars, the entry is USD.
Subscriber company name	The name of the account that subscribed to the product.
Subscriber AWS account ID	The ID of the account that subscribed to the product.
Subscriber email domain	The email domain associated with the account that subscribed to the product. For example, if the email address is abc@example.com, the entry is example.com.
Subscriber city	The billing address city associated with the account that subscribed to the product.
Subscriber state or region	The billing address state associated with the account subscribed to the product.
Subscriber country	The billing address country associated with the account that subscribed to the product.
Subscriber postal code	The billing address postal code associate d with the account that subscribed to the product.
Payer company name	The name of the account that paid for the product.
Payer AWS account ID	The ID of the account that paid for the product.

Column	Description
Payer email domain	The email domain associated with the account that paid for the product. For example, if the email address is abc@example.com, the entry is example.com.
Payer city	The billing address city associated with the account that paid for the product.
Payer state or region	The billing address state associated with the account that paid for the product.
Payer country	The billing address country associated with the account that paid for the product.
Payer postal code	The billing address postal code associated with the account that paid for the product.
Reseller company name	The name of the account that purchased a product or service at wholesale cost from an ISV to resell to a customer.
Reseller AWS account ID	The ID of the account that purchased a product or service at wholesale cost from an ISV to resell to a customer.
Resale authorization ID	The unique identifier for a registered resale opportunity.
Resale authorization name	The unique name for a registered resale opportunity.
Resale authorization description	The description for a registered resale opportunity.

Column	Description
CPPO flag	A yes/no flag indicating whether an agreement was made using a channel partner private offer. If yes, the seller of record is the channel partner. If no, the seller of record is the product manufacturer (ISV).
ISV company name	The name of the product or service owner.
ISV AWS account ID	The identifier of the product or service owner.

Dashboards for marketing

AWS Marketplace provides multiple dashboards to help you track your marketing data.

Topics

- Customer agreements dashboard
- Listing performance dashboard
- Search performance dashboard
- Understanding Buy with AWS dashboards

Customer agreements dashboard

The Customer agreements dashboard provides an overview of the agreements and customers who subscribe to your products in AWS Marketplace. The dashboard provides data on your new and active agreements, plus customer trends and profiles.

> **Note**
>
> - To unlock this dashboard, you must enroll the AWS Marketplace Seller Prime program.
> - To open this dashboard, sign in to the AWS Marketplace Management Portal, choose **Insights**, **Marketing**, and then choose the **Customer agreements** tab.

For more information about using the AWS Marketplace dashboards, see Seller dashboards, earlier in this section.

Topics

- Section 1: Filters
- Section 2: Date filter deep dive
- Section 3: Public and private offer agreements
- Section 4: Customer metrics

Section 1: Filters

You can use the following filters to refine your agreements data.

Control name	Description
Product title	The title of the product.
Date filter	Includes data for the past 30, 60, and 90 days, the trailing 12 months (TTM), and year to date (YTD). Choose custom to define a specific start and end date.
Customer industry	The industry that AWS defines for a customer who subscribed a seller product.
Customer segment	The segment that AWS defines for a customer who subscribed a seller product.

For more information about filtering, see Filtering data on QuickSight in the *Amazon QuickSight User Guide*.

Section 2: Date filter deep dive

This date filter applies to all the metrics on the customer agreement dashboards.

For example, when you use the default year-to-date filter value, the follpwing metrics appear:

Metric	Description
Public offer agreement count	Number of agreements with public offer as offer visibility that have at least 1 active day within YTD.
Private offer agreement count	Number of agreements with private offer as offer visibility that have at least 1 active day within YTD.
New public offer agreement count	Number of agreements with public offer as offer visibility that have acceptance date within YTD.
New private offer agreement count	Number of agreements with private offer as offer visibility that have acceptance date within YTD.
Active customers	Number of unique customers, identified as subscriber AWS account ID, that have at least 1 active agreement within YTD. Active agreement is defined as an agreement with at least 1 active day during the time period.
New paying customers	Number of unique customers, identified as subscriber AWS account ID, who have their first billing month within YTD.

Section 3: Public and private offer agreements

This section of the dashboard displays an overview of your agreements. Key performance indicators (KPIs) include the number of public offer agreements, the number of private offer agreements, the number of new public offer agreements, and the number of new private offer agreements. You can see the year-over-year or period-over-period changes in volume and percentage. You can update the date range by updating the date filter in the filter section.

An *agreement* is a contract signed between a proposer (the product or service owner) and an accepter (the customer) to start using a product.

Note

New agreement metrics include active, expired, cancelled, and terminated agreements.

The following table lists and describes the agreement statuses.

Status	Description
Active	Some or all of the terms of the agreement are in-force.
Expired	The agreement ended on its pre-agreed end date.
Canceled	The acceptor chooses to end the agreement prior to its end date.
Terminated	The agreement ended before its pre-agreed end date due to an AWS-initiated termination event, such as a payment failure.
Renewed	The agreement was renewed into a new agreement using functionality such as auto-renewal.
Replaced	The agreement was replaced using a replacement offer.

Section 4: Customer metrics

This section of the dashboard provides customer trends for a specified date range. KPIs include the number of active customers and the number of new paying customers.

- **Monthly trend** – Provides the monthly view for the number of active customers and the number of new paying customers based on the filter within the chart.

- **Customer metrics** – Provides data on the number of active customers and the number of new paying customers, based on the chosen metric filter. You can select a customer segment or an industry to understand how each contributes to the total customer metric.

> **Note**
>
> Agreements have a given status. For information about the statuses, see the table in the previous section.

The following table lists and describes the metrics.

Metrics	Description
Public offer agreements	The number of agreements identified as agreement IDs with public offer visibility; the length of the agreement has at least one day of overlap with the selected date range; the length is identified between the agreement start date and agreement end date.
Private offer agreements	The number of agreements identified as agreement IDs with private offer visibility; the length of the agreement has at least one day of overlap with the selected date range; the length is identified between agreement start date and agreement end date.
New public offer agreements	The number of agreements identified as agreement ID with public offer visibility; the agreement acceptance date falls within the selected date range.
New private offer agreements	The number of agreements identified as agreement IDs with private offer visibility; the agreement acceptance date falls within the selected date range.

Metrics	Description
Active customers	The number of customers identified as subscriber AWS account IDs with at least 1 active agreement; the length of agreement has at least one day overlap with the selected date range
New paying customers	The number of customers identified as subscriber AWS account IDs that have their first billing month within the selected date range.

For more information about agreements and revenue, see Agreements and renewals dashboard and Billed revenue dashboard, both in this section.

Listing performance dashboard

The listing performance dashboard provides an overview of, and detailed data about, your AWS Marketplace listings. The dashboard provides data about traffic volumes and the steps that your customers take to subscribe to your products. The dashboard also provides a detailed breakdown of traffic by marketing channels.

> **Note**
>
> - To unlock this dashboard, you must enroll the AWS Marketplace Seller Prime program.
> - To open this dashboard, sign in to the AWS Marketplace Management Portal, choose **Insights**, **Marketing**, and then choose the **Listing performance** tab.

For more information about using the AWS Marketplace dashboards, see Seller dashboards, earlier in this section.

Topics

- Section 1: Filters
- Section 2: Date filter deep dive

- Section 3: Summary metrics
- Section 4: Monthly trend and funnel conversion
- Section 5: Traffic trend by channel
- Section 6: Monthly traffic and agreement metrics
- Section 7: Web traffic sources for unique visitors
- Section 8: Web traffic source breakdown

Section 1: Filters

You can use the following filters to refine your data.

Control name	Description
Product title	The title of the product.
Date	Includes the past 30, 60, and 90 days, the trailing 12 months (TTM), and year to date (YTD). You can choose custom to define a specific start and end date.

For more information about filtering, see Filtering data on QuickSight in the *QuickSight User Guide*.

Section 2: Date filter deep dive

This date filter applies to all the metrics on the listing performance dashboards.

For example, when you use the default year-to-date filter value, the following metrics appear:

Metric	Description
Unqiue visitors	Number of unique individuals who have visited AWS Marketplace listing pages in YTD.
New public offer agreements	Number of agreements with public offer as offer visibility that have at least 1 active day within YTD.

Metric	Description
New unique visitors	Number of unique individuals who have visited AWS Marketplace listing pages for the first time in YTD.
Return unique visitors	Number of unique individuals who have visited AWS Marketplace listing pages who had previously visited before the beginning of the selected year and visited again in YTD.

Section 3: Summary metrics

This section of the dashboard displays a summary visualization of your traffic and public offer agreements. Key peformance indicatrs (KPIs) include the number of unique visitors, the number of new public offer agreements, the number of new unique visitors, and the number of return unique visitors. You can see the year-over-year or period-over-period changes in volume and percentage. You can update the date range by updating the date criteria in the date field in the filter section.

Metrics	Description
Unique visitors	Number of unique individuals who have visited AWS Marketplace listing pages.
Agreement	A contract signed between a proposer (product or service owner) and an accepter (customer) to start using a product.
New public offer agreements	Number of agreements with public offer as offer visibility that have acceptance date within the selected date range. include status being active, expired, cancelled, and terminated.
Status	**Active** - Some or all of the terms of the agreement are in-force. **Expired** - The agreement ended on its pre-agreed end date. **Canceled** - The acceptor chooses to end the agreement prior to its end date. **Terminate d** - The agreement ended before its pre-agreed end date due to an AWS-initiated termination event, such as a payment failure. **Renewed** - The agreement was renewed into a new agreement using functionality

Metrics	Description
	such as auto-renewal. **Replaced** - The agreement was replaced using a replacement offer.

Section 4: Monthly trend and funnel conversion

This section of the dashboard provides traffic and agreement trends for a specified date range. Key performance indicators include the number of unique visitors and the number of new agreements, referring to the new public offer agreements. **Unique visitor by month -** provides the monthly view for the number of unique visitors. The total of monthly unique visitors can be more than the total unique visitors in the summary metric section as one unique visitor can visit multiple months. **New agreements by month -** provides the monthly view for the number of new public offer agreements. **Funnel conversion -** provides the step-by-step conversion view. It includes listing page, procurement page, configuration page and fulfillment page. You can select unique visitors, page views and unique accounts as what the bars show as. When you hover over each bar, you can see the conversion percentage defined as the current bar's value as a percentage of previous bar.

Metrics	Description
Unique visitors	Number of unique individuals who have visited AWS Marketplace listing pages.
Page views	Number of visits to a AWS Marketplace listing page.
Unique accounts	Number of unique AWS account ID associate d with a visitor. This metric is only applicable after a visitor authenticates.

Section 5: Traffic trend by channel

This section of the dashboard provides a deep dive into monthly traffic trend. You can select unique visitors and page views as what the bars show as. You can select a single channel or multiple ones in the channel filter to see the monthly trend for the selected channel(s).

Section 6: Monthly traffic and agreement metrics

This section of the dashboard provides a monthly view for unique visitors, new agreements, conversion rate and total agreements. Conversion rate is defined as new agreements divided by unique visitors for each month.

The data in the table represents an entire month, even if you select date range for a partial month. For example, if you filter the data to display the period from January 15, 2024 to March 15, 2024, the table will still include the complete monthly data for January 1, 2024 through March 31, 2024.

The data in the table is sorted by **Month**, with the most recent month displayed first. You can choose to sort the table by any of the available columns by clicking on the corresponding column header with the option to sort the data in either ascending or descending order.

Section 7: Web traffic sources for unique visitors

This section of the dashboard provides deep dives into unique visitors by marketing sources. The categories include seller organic discovery, seller-led marketing campaigns, AWS organic discovery, and AWS-led campaigns. Those categories are identified by the tracking codes associated with the visitor or visit.

Traffic source	Description
Seller organic discovery	Unique visitors who arrive at your listings through calls to action and points of discovery on your website or in-app notifications.
Seller-led marketing campaigns	Unique visitors who arrive at your listings through your paid advertising or promotional channels.
AWS organic discovery	Unique visitors who arrive at your listings through AWS channels, such as organic AWS website traffic, AWS console(s) search, and AWS Marketplace search.
AWS marketing campaigns	Unique visitors who arrive at your listings through AWS-led campaigns and paid promotions.

Section 8: Web traffic source breakdown

Web traffic source breakdown table provides the granular breakdown of marketing activities that drive the traffic.

- **Traffic source** - Includes AWS-led and seller-led as two main categories.
- **Traffic type** - Includes seller organic discovery, seller-led marketing campaigns, AWS organic discovery and AWS-led marketing campaigns.
- **Channel** - Includes the various marketing tactics, which are paid display, paid search, paid social media, email, organic, internal site traffic external links and other.
- **Publisher** - Refers to the entity where the campaign is published, including Facebook, Google, LinkedIn, AWS, Seller-led. and others.
- **Promotion** - Refers to the specific campaign for which a dedicated tracking code has been generated. An example can be `psm_linked_post_free-trial-global-ver-a`.

Metrics	Description
Attributed agreements	Total agreements contributed by the visits for each promotion.
Conversion rate	Attributed agreements divided by unique visitors for each promotion.

Search performance dashboard

The **Search performance** dashboard provides metrics on how your AWS Marketplace listings perform in the AWS Marketplace search experience. You use the dashboard to improve the discoverability and performance of your listings. The dashboard tracks the number of impressions, clicks, and click through rates. It also tracks the top keywords that you supply, and that customers use, and it offers keyword suggestions based on common customer searches.

The insights from the dashboard can help you refine your product listings to improve visibility, match your keywords with customer preferences, and drive more qualified traffic to your business on AWS Marketplace.

To open the dashboard, start the AWS Marketplace Management Portal and go to the **Insights** tab.

For more information about controlling access to the dashboard, see Seller dashboards, earlier in this section.

Section 1: Accessing the dashboard

To unlock this dashboard, you must be a member of the AWS Marketplace Seller Prime Program.

After you enroll in the Seller Prime program, system administrators for seller accounts can use the **Insights** tab in the AWS Marketplace Management Portal to start the **Search performance** dashboard.

System administrators can also create an AWS Identity and Access Management (IAM) policy to provide access for specific dashboards to other users in the seller company.

> **Note**
>
> As of September 2023, we no longer support access to seller dashboards enabled by legacy IAM permissions. Use the new Amazon Resource Name (ARN) format as shown in the following examples to update your IAM permissions.

For more information about creating policies, see Creating IAM policies, in the *AWS Identity and Access Management User Guide*.

Using policies to control access

Use one of the following policies to provide access to the listing performance dashboard.

The following example provides access to all current and future AWS Marketplace resources, including dashboards and reports, regardless of current or future data feeds.

JSON

```
{
    "Version": "2012-10-17",
    "Statement": [
    {
    "Effect": "Allow",
    "Action": [
    "aws-marketplace:GetSellerDashboard"
    ],
    "Resource": "arn:aws:aws-marketplace:us-east-1:111122223333:AWSMarketplace/*"
```

```
    }
    ]
    }
```

The following example provides access to the **Search performance** dashboard by including its ARN.

JSON

```
{
    "Version": "2012-10-17",
    "Statement": [
    {
    "Effect": "Allow",
    "Action": [
    "aws-marketplace:GetSellerDashboard"
    ],
    "Resource": "arn:aws:aws-marketplace:us-east-1:111122223333:AWSMarketplace/
ReportingData/Marketing_V1/Dashboard/SearchPerformance_V1"
    }
    ]
    }
```

Section 2: Filters

This section of the dashboard provides the following filters. Use them to refine your data.

Control name	Description
Product title	The title of the product. This filter affects the impressions, clicks, click-through rate, and search keyword recommend ations. It doesn't affect the **Top searched keywords by product category** table.
Date filter	You can filter on the past 30, 60, and 90 days, the trailing 12 months (TTM), and the year

Control name	Description
	to date (YTD). You can choose **Custom** to use specific start and end date. This filter affects the impressions, clicks, and click-through rate. it doesn't affect the **AWS Marketplace search keyword recommend ations** or **Top searched keywords by product category** tables.

For more information about filtering, see Filtering data on Amazon QuickSight, in the *Amazon QuickSight User Guide*.

Section 3: AWS Marketplace search performance

This section of the dashboard displays key performance indicators (KPIs) about the discoverability and performance of your AWS Marketplace listings. The dashboard provides KPIs for the number of impressions, the number of clicks, and the click-through rate.

You can see year-over-year or period-over-period changes in volume and percentage. You can also change date ranges.

Metric	Description
Impressions	The number of times your listings appear in the top 20 search results on AWS Marketplace.
Clicks	The number of times users click your listings from the AWS Marketplace search results.
Click-through rate (CTR)	The ratio between the number of clicks and the number of impressions. A measure of how effective your listings are at engaging customers from the search results.

Section 4: Monthly trend for impressions, clicks, and click-through rate

This section of the dashboard provides monthly trends for a given date range. It provides KPIs for the number of impressions, the number of clicks, and the click-through rate.

Section 5: AWS Marketplace search keyword recommendations

This section of the dashboard provides a table that lists your current keywords, plus recommended keywords for each of your listings.

Column names	Description
Product title	The title of the product. The link takes you to the product overview page in the AWS Marketplace Management Portal, where you can manage and edit your listings.
Current keywords	The keywords you provided in the **Update product information** section of the AWS Marketplace Management Portal.
Top performing keywords	The keywords that appear in the top five customer searches for your product.
AWS-recommended keywords	The keywords that customers use the most when searching for similar products.
Estimated traffic gain %	The potential traffic gain if you adopt the recommended keywords. Not affected by the date filter.

Note

While keywords are important, other factors can affect search results.

- Listing optimization
  - Optimize other parts of your listing, such as short and long descriptions.
  - Consider offering features such as free trials to enhance your listing's appeal.
- Matching keywords with listings and target customers
  - As much as possible, match your listings with frequently used keywords.

    - Use only the keywords relevant to your products and their features. Otherwise, your listings may appear in a larger number of searches, but fewer users will choose them.
- Understanding keyword variations
    - Remember that similar terms, such as "git" and "gitops" may be treated as the same search term.
    - Evaluate the relevance of any variations and adjust your keywords accordingly.
- Updating keywords

    1. In the AWS Marketplace Management Portal, open the **Products** menu and select a product category.
    2. Choose the link to your product, choose the **Product information** tab, and navigate to the **Provide product information** page.
    3. Scroll down to the **AWS Marketplace discoverability** section, find **Keywords for AWS Marketplace search results**, and adjust your keywords.

Section 6: Top searched keywords by product category

The top five customer search keywords in each product category for products similar to yours. Other product and date filters on this dashboard don't affect this data.

Understanding Buy with AWS dashboards

The **Buy with AWS** dashboard provides an overview of the web traffic, engagements, and agreements created by the customers who choose your **Buy with AWS** call-to-action buttons and visit your **Buy with AWS** procurement page on AWS Marketplace.

For information about accessing the dashboard, see Seller dashboards, earlier in this guide.

Topics

- Section 1: Filters
- Section 2: Summary metrics
- Section 3: Total clicks and trend data for page views and total agreements
- Section 4: AWS sign-in page drop-off rate
- Section 5: Engagement on the Buy with AWS procurement page
- Section 6: Trend data for engagement metrics on the Buy with AWS procurement page

Section 1: Filters

This section provides the following data filters.

Filter name	Description
Product title	The title of the product.
Product ID	The friendly unique identifiers for the software products.
Date filter	Filter by the past 30, 60, or 90 days, the trailing 12 months, or the year to date. Choose **Custom** to enter other start and end dates.

For more information about filtering, see Filtering data on QuickSight in the *QuickSight User Guide*.

Section 2: Summary metrics

This section displays information about the **Buy with AWS** call-to-action buttons and the **Buy with AWS** procurement page.

The following table lists and describes the metrics. To update the date range, change the date criteria in the **Filters** section.

Metric	Description
Total button clicks	The total number of clicks on the call-to-a ction buttons, such as **Buy with AWS**, on the seller website.
Number of Buy with AWS page views	The total number of visits to the **Buy with AWS** procurement page. This includes repeat visits.
Total agreements from Buy with AWS page	The total number of agreements created on the **Buy with AWS** procurement page.

Section 3: Total clicks and trend data for page views and total agreements

This section provides monthly or weekly trends for a specified date range. The following table lists and describes the KPIs:

Metric	Description
Total button clicks	The total clicks on the call-to-action buttons on the seller website.
Page views	The total page visits to the **Buy with AWS** procurement page. Use the **Display data by** list to choose between monthly and weekly views.
Total agreements	The total agreements created on the **Buy with AWS** procurement page. Use the **Display data by** list to choose between monthly and weekly views.

Section 4: AWS sign-in page drop-off rate

This section displays the drop-off rate for the AWS sign-in page. The rate is the ratio of users who signed in and created agreements to the number of users who only signed in. Use the **Display data by** list to filter by week or month.

Section 5: Engagement on the Buy with AWS procurement page

This section provides summary metrics and trend data for a specified date range. The following table lists and describes the metrics. Use the date field in the filter section to update the date range.

Metric	Description
Total number of unique visitors	The total number of unique procurement page users.

Metric	Description
Bounce rate	The ratio of users who sign in and leave after viewing one site page to those who visit more than one page.
Average user dwell time in minutes	The time between when the user signed in and when that user left the page.

Section 6: Trend data for engagement metrics on the Buy with AWS procurement page

The charts display monthly or weekly trends for the metrics in section 5. Use the **Display data by** list to choose between monthly and weekly views.

AWS Marketplace Vendor Insights

AWS Marketplace Vendor Insights is a feature that simplifies software risk assessments performed by organizations to safeguard procuring software they trust and meets their standards. With AWS Marketplace Vendor Insights, buyers can monitor the security profile of a product in near real-time from a single console. AWS Marketplace Vendor Insights can ease the procurement process for buyers and potentially increase sales for sellers. It reduces a buyer's assessment effort by providing a dashboard of the software product's security and compliance information.

All security and compliance information in the AWS Marketplace Vendor Insights dashboard is based on evidence gathered from the following sources:

- Seller's self-attestation, including the AWS Marketplace Vendor Insights security self-assessment and Consensus Assessment Initiative Questionnaire (CAIQ)
- Industry standard audit reports (for example, International Organization for Standardization ISO 27001)
- AWS Audit Manager, which automates evidence collection from the seller's production environment

AWS Marketplace Vendor Insights gathers compliance artifacts and security control information about the product and presents it in a dashboard. The dashboard takes data from the seller's self-assessment, evidence from audit reports, and live evidence from AWS accounts. This data feeds into the security controls and then to the dashboard for buyers to review. Live evidence is the method of consistently updating data from multiple sources to present the most current information. AWS Config is enabled in the seller's environment. Data about configurations, backups enabled, and other information is updated automatically. For example, assume that the **Access Control** for a product is **Compliant** and an Amazon Simple Storage Service (Amazon S3) bucket becomes public. The dashboard would display that the control's status changed from **Compliant** to **Undetermined**.

You must set up the baseline resources and infrastructure in your AWS accounts before using AWS Marketplace Vendor Insights. After setup is completed, AWS Marketplace Vendor Insights can gather information and generate security profiles for your software as a service (SaaS) products in AWS Marketplace.

Contents

- Understanding AWS Marketplace Vendor Insights
- Setting up AWS Marketplace Vendor Insights
- Viewing your AWS Marketplace Vendor Insights profile
- Managing snapshots in AWS Marketplace Vendor Insights
- Controlling access in AWS Marketplace Vendor Insights

Understanding AWS Marketplace Vendor Insights

AWS Marketplace Vendor Insights gathers compliance artifacts and security control information for your product and presents it in a dashboard. The dashboard takes data from the product owner's self-assessment, evidence from audit reports, and live evidence from AWS accounts. This data feeds into the security controls and then to the dashboard for buyers to review.

The dashboard presents the evidence-based information gathered by AWS Marketplace Vendor Insights from multiple security control categories. This provides insight with a near real-time view of the security profile and reduces discussions between the buyer and seller. Buyers can validate a seller's information completing assessments within a few hours. AWS Marketplace Vendor Insights provides a mechanism for sellers to keep security and compliance posture information up-to-date automatically. They can share it with buyers on-demand which eliminates the need to respond to questionnaires on a random basis.

AWS Marketplace Vendor Insights gathers the evidence-based information from three sources:

- **Your vendor self-assessment** – Supported self-assessments include the AWS Marketplace Vendor Insights security self-assessment and Consensus Assessment Initiative Questionnaire (CAIQ).
- **Your production accounts** – Of the multiple controls, 25 controls support live evidence gathering from your production accounts. Live evidence for each control is generated by evaluating the configuration settings of your AWS resources using one or more AWS Config rules. AWS Audit Manager captures the evidence and prepares it for AWS Marketplace Vendor Insights to consume. The onboarding AWS CloudFormation template automates the prerequisite steps required for enabling live evidence gathering. AWS Config is enabled in the seller's environment. Data about configurations, backups enabled, and other information is updated automatically. For example, assume that the **Access Control** for a product is **Compliant** and an Amazon S3 bucket becomes public. The dashboard would display that the control's status changed from **Compliant** to **Undetermined**.

- Turning on AWS Config and the AWS Audit Manager service.
- Creating AWS Config rules and the AWS Audit Manager automated assessment.
- Provisioning the AWS Identity and Access Management (IAM) role so that AWS Marketplace Vendor Insights can pull assessment results.

- **Your ISO 27001 and SOC2 Type II report** – The control categories are mapped to controls in the International Organization for Standardization (ISO) and System and Organization Controls (SOC2) reports. When you share these reports with AWS Marketplace Vendor Insights, it can extract relevant evidence from these reports and present it on the dashboard.

Setting up AWS Marketplace Vendor Insights

The following procedure describes the high-level steps for setting up AWS Marketplace Vendor Insights on your AWS Marketplace software as a service (SaaS) listing.

To set up AWS Marketplace Vendor Insights on your SaaS listing

1. the section called “Create a security profile”.
2. (Optional) the section called “Upload a certification”.
3. the section called “Upload a self-assessment”.
4. (Optional) the section called “Enable AWS Audit Manager automated assessments”.

Create a security profile

A security profile provide your buyers with detailed insight into the security posture of your software product. A security profile uses associated data sources, including self-assessments, certifications, and AWS Audit Manager automated assessments.

> **Note**
>
> You can create a limited number of security profiles. To create more security profiles, request a quota increase. For more information, see AWS service quotas in the *AWS General Reference*.

To create a security profile

1. Sign in using an IAM user or role with access to the AWS Marketplace seller account.
2. Choose **Products** and select **SaaS** to navigate to the **SaaS products** page.
3. Choose a **product**.
4. Choose the **Vendor Insights** tab, and then choose **Contact Support for adding security profile**.
5. Complete the form, and then choose **Submit**.

   The AWS Marketplace Seller Operations team will create the security profile. When the security profile is ready, they will send a notification email message to the recipients identified on the form.

Upload a certification

A certification is a data source that provides evidence of your product's security posture across multiple dimensions. AWS Marketplace Vendor Insights supports the following certifications:

- FedRAMP certification – Validates compliance with U.S. government cloud security standards
- GDPR compliance report – Demonstrates adherence to General Data Protection Regulation (GDPR) requirements, protecting personal data and individuals' rights to privacy
- HIPAA compliance report – Demonstrates adherence to Health Insurance Portability and Accountability Act (HIPAA) regulations, safeguarding protected health information
- ISO/IEC 27001 audit report – Confirms compliance with International Organization for Standardization (ISO)/International Electrotechnical Commission (IEC) 27001, emphasizing information security standards
- PCI DSS audit report – Demonstrates compliance with security standards set by the PCI Security Standards Council
- SOC 2 Type 2 audit report – Confirms compliance with Service Organizational Control (SOC) data privacy and security controls

To upload a certification

1. On the **Vendor Insights** tab, navigate to the **Data sources** section.
2. Under **Certifications**, choose **Upload certification**.

3. Under **Certification details**, provide the requested information and upload the certification.
4. (Optional) Under **Tags**, add new tags.

> **Note**
>
> For information about tags, see Tagging your AWS resources in the *Tagging AWS Resources User Guide*.

5. Choose **Upload certification**.

> **Note**
>
> The certification is automatically associated with the current security profile. You can also associate certifications that you've already uploaded. On the product detail page, choose **Associate certification** under **Certifications**, select a certification from the list, and choose **Associate certification**.
> After you upload the certification, you can download it using the **Download certification** button on the product detail page. You can also update the certification details using the **Update certification** button.

The certification status changes to **ValidationPending** until the certification details are validated. An alternate status appears during and after the data source is processed:

- **Available** – The data source was uploaded and system validations completed successfully.
- **AccessDenied** – The data source's external source reference is no longer accessible for AWS Marketplace Vendor Insights to read.
- **ResourceNotFound** – The data source's external source reference is no longer available for VendorInsights to read.
- **ResourceNotSupported** – The data source was uploaded but the provided source isn't supported, yet. For details about the validation error, refer to the status message.
- **ValidationPending** – The data source was uploaded but system validations are still running. There's no action item for you at this stage. The status is updated to Available, ResourceNotSupported, or ValidationFailed.
- **ValidationFailed** – The data source was uploaded, but the system validation failed for one or more reasons. For details about the validation error, refer to the status message.

Upload a self-assessment

A self-assessment is a type of data source that provides evidence of your product's security posture. AWS Marketplace Vendor Insights supports the following self-assessments:

- AWS Marketplace Vendor Insights self-assessment
- Consensus Assessment Initiative Questionnaire (CAIQ). For more information, see What is CAIQ, on the Cloud Security Alliance web site.

To upload a self-assessment

1. Open the AWS Marketplace console at https://console.aws.amazon.com/marketplace.
2. On the **Vendor Insights** tab, navigate to the **Data sources** section.
3. Under **Self-assessments**, choose **Upload self-assessment**.
4. Under **Self-assessment details**, complete the following information:
   a. **Name** – Enter a name for the self-assessment.
   b. **Type** – Choose an assessment type from the list.

> **Note**
>
> If you chose **Vendor Insights Security Self-Assessment**, then choose **Download template** to download the self-assessment. Choose **Yes**, **No**, or **N/A** for each answer in the spreadsheet.

5. To upload the completed assessment, choose **Upload self-assessment**.
6. (Optional) Under **Tags**, add new tags.

> **Note**
>
> For information about tags, see Tagging your AWS resources in the *Tagging AWS Resources User Guide*.

7. Choose **Upload self-assessment**.

> **Note**
>
> The self-assessment is automatically associated with the current security profile. You can also associate self-assessments that you've already uploaded. On the product detail page, choose **Associate self-assessment** under **Self-assessments**, select a self-assessment from the list, and choose **Associate self-assessment**.
> After you upload a self-assessment, you can download it using the **Download self-assessment** button on the product detail page. You can also update the self-assessment details using the **Update self-assessment** button.

The status is updated to one of the following:

- **Available** – The data source was uploaded and system validations completed successfully.
- **AccessDenied** – The data source's external source reference is no longer available for VendorInsights to read.
- **ResourceNotFound** – The data source's external source reference is no longer available for VendorInsights to read.
- **ResourceNotSupported** – The data source was uploaded but the provided source isn't supported, yet. For details about the validation error, refer to the status message.
- **ValidationPending** – The data source was uploaded, but system validations are still running. There's no action item for you at this stage. The status is updated to Available, ResourceNotSupported, or ValidationFailed.
- **ValidationFailed** – The data source was uploaded, but the system validation failed for one or more reasons. For details about the validation error, refer to the status message.

Enable AWS Audit Manager automated assessments

AWS Marketplace Vendor Insights uses multiple AWS services to automatically gather evidence for your security profile.

You need the following AWS services and resources for automated assessments:

- **AWS Audit Manager** – To simplify AWS Marketplace Vendor Insights setup, we use AWS CloudFormation Stacks and StackSets, which take care of provisioning and configuring the

necessary resources. The stack set creates an automated assessment containing controls that are automatically populated by AWS Config.

For more information about AWS Audit Manager, see the AWS Audit Manager User Guide.

- **AWS Config** – The stack set deploys an AWS Config conformance pack to set up the necessary AWS Config rules. These rules allow the Audit Manager automated assessment to gather live evidence for other AWS services deployed in that AWS account. For more information about AWS Config features, see the AWS Config Developer Guide.

  > **Note**
  >
  > You might notice increased activity in your account during your initial month of recording with AWS Config when compared to subsequent months. During the initial bootstrapping process, AWS Config reviews all the resources in your account that you have selected for AWS Config to record.
  > If you run ephemeral workloads, you might see increased activity from AWS Config as it records configuration changes associated with creating and deleting these temporary resources. An *ephemeral workload* is a temporary use of computing resources that are loaded and run when needed.
  > Examples of ephemeral workloads include Amazon Elastic Compute Cloud (Amazon EC2) spot instances, Amazon EMR jobs, AWS Auto Scaling, and AWS Lambda. To avoid the increased activity from running ephemeral workloads, you can run these types of workloads in a separate account with AWS Config turned off. This approach avoids increased configuration recording and rule evaluations.

- **Amazon S3** – The stack set creates the following two Amazon Simple Storage Service buckets:
  - **vendor-insights-stack-set-output-bucket-{account number}** – This bucket contains outputs from the stack set run. The AWS Marketplace Seller Operations team uses the outputs to complete your automated data source creation process.
  - **vendor-insights-assessment-reports-bucket-{account number}** – AWS Audit Manager publishes assessment reports to this Amazon S3 bucket. For more information about publishing assessment reports, see Assessment reports in the *AWS Audit Manager User Guide*.

    For more information about Amazon S3 features, see the Amazon S3 User Guide.
- **IAM** – The onboarding stack set provisions the following AWS Identity and Access Management (IAM) roles in your account:

- When the `VendorInsightsPrerequisiteCFT.yml` template is deployed, it creates the administrator role `AWSVendorInsightsOnboardingStackSetsAdmin` and the run role `AWSVendorInsightsOnboardingStackSetsExecution`. The stack set uses the administrator role to deploy the required stacks into multiple AWS Regions simultaneously. The administrator role assumes the execution role to deploy the necessary parent and nested stacks as part of the AWS Marketplace Vendor Insights setup process. For more information about self-managed permissions, see Grant self-managed permissions in the *AWS CloudFormation User Guide*.
- The `AWSVendorInsightsRole` role provides AWS Marketplace Vendor Insights with access to read the assessments in AWS Audit Manager resources. AWS Marketplace Vendor Insights displays the evidence found on the assessments on your AWS Marketplace Vendor Insights profile.
- The `AWSVendorInsightsOnboardingDelegationRole` provides AWS Marketplace Vendor Insights with access to list and read objects in the `vendor-insights-stack-set-output-bucket` bucket. This capability allows the AWS Marketplace Catalog Operations team to assist you with setting up an AWS Marketplace Vendor Insights profile.
- The `AWSAuditManagerAdministratorAccess` role provides administrative access to enable or disable AWS Audit Manager, update settings, and manage assessments, controls, and frameworks. You or your team can assume this role to take actions for automated assessments in AWS Audit Manager.

To enable AWS Audit Manager automated assessments, you must deploy the onboarding stacks.

Deploy the onboarding stacks

To simplify AWS Marketplace Vendor Insights setup, we use AWS CloudFormation Stacks and StackSets, which take care of provisioning and configuring the necessary resources. If you have a multiple account or multiple AWS Region SaaS solution, StackSets allow you to deploy the onboarding stacks from a central management account.

For more information about CloudFormation StackSets, see Working with AWS CloudFormation StackSets in the *AWS CloudFormation User Guide*.

AWS Marketplace Vendor Insights setup requires that you use the following CloudFormation templates:

- `VendorInsightsPrerequisiteCFT` – Sets up the necessary administrator role and permissions to run CloudFormation StackSets in your account. Create this stack in your seller account.
- `VendorInsightsOnboardingCFT` – Sets up the required AWS services and configures the appropriate IAM permissions. These permissions allow AWS Marketplace Vendor Insights to gather data for the SaaS product running in your AWS accounts and display the data on your AWS Marketplace Vendor Insights profile. Create this stack in both your seller account and production accounts that are hosting your SaaS solution through StackSets.

Create the VendorInsightsPrerequisiteCFT stack

By running the `VendorInsightsPrerequisiteCFT` CloudFormation stack, you set up IAM permissions to start onboarding stack sets.

To create the VendorInsightsPrerequisiteCFT stack

1. Review and download the latest `VendorInsightsPrerequisiteCFT.yml` file from the AWS Samples Repo for Vendor Insights templates folder on the GitHub website.
2. Sign in to the AWS Management Console using your AWS Marketplace seller account, and then open the AWS CloudFormation console at https://console.aws.amazon.com/cloudformation.
3. In the CloudFormation console navigation pane, choose **Stacks**, and then choose **Create stack** and **With new resources (standard)** from the dropdown. (If the navigation pane is not visible, in the upper left corner, select and expand the navigation pane.)
4. Under **Specify template**, choose **Upload a template file**. To upload the `VendorInsightsPrerequisiteCFT.yml` file that you downloaded, use **Choose file**. Then choose **Next**.
5. Enter a name for the stack, and then choose **Next**.
6. (Optional) Configure the stack options as you want.

   Choose **Next**.
7. On the **Review** page, review your choices. To make changes, choose **Edit** in the area in which you want to change. Before you can create the stack, you must select the acknowledgement check boxes in the **Capabilities** area.

   Choose **Submit**.

8. After the stack is created, choose the **Resources** tab and make note of the following roles that are created:

   - `AWSVendorInsightsOnboardingStackSetsAdmin`
   - `AWSVendorInsightsOnboardingStackSetsExecution`

Create the VendorInsightsOnboardingCFT stack set

By running the `VendorInsightsOnboardingCFT` CloudFormation stack set, you set up the required AWS services and configure the appropriate IAM permissions. This allows AWS Marketplace Vendor Insights to gather data for the SaaS product running in your AWS account and display it in your AWS Marketplace Vendor Insights profile.

If you have a multiple account solution or if you have separate seller and production accounts, you must deploy this stack across multiple accounts. StackSets allow you to do this from the management account that you created the prerequisites stack on.

The stack set is deployed using self-managed permissions. For more information, see Create a stack set with self-managed permissions in the *AWS CloudFormation User Guide*.

To create the VendorInsightsOnboardingCFT stack set

1. Review and download the latest `VendorInsightsOnboardingCFT.yml` file from the AWS Samples Repo for Vendor Insights templates folder on the GitHub website.
2. Sign in to the AWS Management Console using your AWS Marketplace seller account, and then open the AWS CloudFormation console at https://console.aws.amazon.com/cloudformation..
3. In the CloudFormation console navigation pane, choose **Create StackSet**. (If the navigation pane is not visible, in the upper left corner, select and expand the navigation pane.)
4. Under **Permissions**, for the administrator role choose **IAM role name**, and then choose **AWSVendorInsightsOnboardingStackSetsAdmin** for the role name from the dropdown.
5. Enter **`AWSVendorInsightsOnboardingStackSetsExecution`** as the **IAM execution role name**.
6. Under **Specify template**, choose **Upload a template file**. To upload the `VendorInsightsOnboardingCFT.yml` file that you downloaded, use **Choose file** and then choose **Next**.
7. Provide the following StackSet parameters, and then choose **Next**.

- `CreateVendorInsightsAutomatedAssessment` – This parameter sets up the AWS Audit Manager automated assessment in your AWS account. If you have separate management and production accounts, this option should only be selected for production accounts and *not* for the management account.
- `CreateVendorInsightsIAMRoles` – This parameter provisions an IAM role that allows AWS Marketplace Vendor Insights to read the assessment data in your AWS account.
- `PrimaryRegion` – This parameter sets the primary AWS Region for your SaaS deployment. This is the Region where the Amazon S3 bucket is created in your AWS account. If your SaaS product is deployed to only one Region, that Region is the primary Region.

8. Configure the StackSet options as you want. Keep the **Execution** configuration as **Inactive**, and then choose **Next**.
9. Configure the deployment options. If you have a multiple account solution, you can configure the stack set to deploy across multiple accounts and Regions as a single operation. Choose **Next**.

> **Note**
>
> If you have a multiple account solution, we do *not* recommend deploying to all accounts as a single stack set. Pay close attention to the parameters defined in step 7. You might want to enable or disable some parameters, depending on the type of accounts that you're deploying to. StackSets apply the same parameters to all specified accounts in a single deployment. You can reduce deployment time by grouping accounts in a stack set, but you still need to deploy multiple times for a multiple account solution.

> **Important**
>
> If you're deploying to multiple Regions, the first Region that you list must be the `PrimaryRegion`. Leave the **Region Concurrency** option as the default setting of **Sequential**.

10. On the **Review** page, review your choices. To make changes, choose **Edit** in the area in which you want to change. Before you can create the stack set, you must select the acknowledgement check box in the **Capabilities** area.

Choose **Submit**.

The stack set takes about 5 minutes per Region to complete.

Viewing your AWS Marketplace Vendor Insights profile

Your profile in AWS Marketplace Vendor Insights provides important information for buyers to use as they assess your product. For data protection purposes, we recommend that you protect your AWS account credentials and set up individual users with AWS Identity and Access Management (IAM). With that approach, each user is given only the permissions necessary to fulfill their job duties. For more information about creating users with IAM, see the section called “Creating or using groups”.

Buyers can assess your product by using the AWS Marketplace Vendor Insights dashboard. There, buyers can see a product overview that is defined by the data sources you add to your profile. The security profile is defined by multiple security controls in 10 categories.

The 10 security categories used to define data are as follows:

- Access management
- Application security
- Audit, compliance, and security policy
- Business resiliency
- Data security and privacy
- End user device and mobile security
- Human resources
- Infrastructure security
- Risk management and incident response
- Security and configuration policy

For more information see Understanding control categories, in the *AWS Marketplace Buyer Guide*.

By setting up and using AWS Marketplace Vendor Insights, you agree to comply with AWS service terms and data privacy rules to keep user information private and secure. For more information

about AWS data privacy terms, see Data Privacy FAQ. For more information about service terms, see AWS service terms.

View your security profile as a seller

After completing the self-assessment and adding other live evidence, it's important to view your profile as a seller. You will want to review the information added to your profile.

> **Note**
>
> This profile isn't visible to buyers until you request that the AWS Marketplace Vendor Insights support team update its visibility. After the support team completes the update, the security profile is accessible to buyers that signed your nondisclosure agreement (NDA). If you want to delete a subscriber's personally identifiable information (PII) data from your AWS Marketplace Vendor Insights profile, start a support case by contacting Support.

To view your security profile as buyers view it

1. Sign in to the AWS Management Console.
2. Go to the SaaS Product page in the portal.
3. Choose the product with an associated security profile.
4. Select the **Vendor Insights** tab, and then choose **View Latest Released Snapshot**.
5. On the **Overview** tab, all the certificate badges you uploaded are displayed.
6. Select the **Security and compliance** tab, where you can view data gathered from multiple controls. To view more details, choose each control set.

Managing snapshots in AWS Marketplace Vendor Insights

A *snapshot* is a point-in-time posture of a security profile. In AWS Marketplace Vendor Insights, you can use snapshots to assess a seller's product at any given time. As the seller, you can compare the security postures of your profile at different times or the latest snapshots of different security profiles to support your decision making. Snapshots provide necessary security information in addition to providing transparency about freshness and source of the data.

In the AWS Marketplace console, in the AWS Marketplace Vendor Insights **Snapshot summary** section, you can view the following snapshot details for the creation and release schedule:

- **Last created snapshot** – Snapshot last created for this profile.
- **Next scheduled creation** – Snapshot scheduled to be created next.
- **Creation frequency** – Length of time between snapshot creations or the frequency of creating snapshots.
- **Next scheduled release** – Snapshot scheduled to be released next.
- **Staging time** – Snapshot is staged for at least this length of time and then eligible to be released during a snapshot release event.
- **Release frequency** – Length of time between release events.

In the **Snapshot list** section, the snapshot statuses are as follows:

- **Released** – Snapshot is public and available to view for users with permission to this product.
- **Pending release** – Snapshot completed or is in the mandatory minimum staging period and scheduled for the next release.
- **Private** – Snapshot created before security profile activation or had validation errors and isn't visible to the public. Private snapshots remain only in seller visibility.

Topics

- Create a snapshot
- View a snapshot
- Export a snapshot
- View latest released snapshot
- Postpone a snapshot release
- Change preferences for the snapshot list

Create a snapshot

To create a snapshot for your profile, follow these steps. You can create a maximum of 20 snapshots per day.

1. Sign in to the AWS Management Console and open the AWS Marketplace console.
2. Choose **Vendor Insights**.
3. From **Vendor Insights**, choose a product.

4. On the product profile page, go to the **Snapshot list**, and choose **Create new snapshot**.
5. A message notifies you that the snapshot schedule will change. Choose **Create**.

> **Note**
>
> The snapshot schedule changes when a new snapshot is created. New snapshots are scheduled for the same time as your manually created snapshot. This message includes the new schedule.

The new snapshot is created within 30 minutes and added to the snapshot list. New snapshots are created with a **Pending release** status. No one can view new snapshots until the status changes to **Released**.

View a snapshot

To view a snapshot for your profile, follow these steps.

1. Sign in to the AWS Management Console and open the AWS Marketplace console.
2. Choose **Vendor Insights**.
3. From **Vendor Insights**, choose a product.
4. On the product profile page, go to the **Snapshot list**, and choose the **Snapshot ID** of the snapshot that you want to view.
5. When you're finished, choose **Back** to exit the snapshot view.

Export a snapshot

You can export to JSON or CSV formats. To export a snapshot, follow these steps.

1. Sign in to the AWS Management Console and open the AWS Marketplace console.
2. Choose **Vendor Insights**.
3. From **Vendor Insights**, choose a product.
4. On the product profile page, go to the **Snapshot list**, and choose the **Snapshot ID** of the snapshot that you want to export.
5. Choose **Export**.
6. From the dropdown list, choose **Download (JSON)** or **Download (CSV)**.

View latest released snapshot

The latest released snapshot is what users use to view and assess your product's health. It's important to know what is in your latest released snapshot to ensure that you're portraying your product with accurate information. To view the latest snapshot for your profile, follow these steps.

1. Sign in to the AWS Management Console and open the AWS Marketplace console.
2. Choose **Vendor Insights**.
3. From **Vendor Insights**, choose a product.
4. On the product profile page, go to the **Snapshot list**, and choose the **Snapshot ID** of the snapshot that you want to view.
5. Choose **View latest released snapshot**.
6. When you're finished, choose **Back** to exit the snapshot view.

Postpone a snapshot release

To delay the release of a snapshot to your profile, you can postpone a snapshot release for a specific **Snapshot ID**.

1. Sign in to the AWS Management Console and open the AWS Marketplace console.
2. Choose **Vendor Insights**.
3. From **Vendor Insights**, choose a product.
4. On the product profile page, go to the **Snapshot list**, and choose the **Snapshot ID** of the snapshot for which you want to postpone the release.
5. From the **Snapshot summary**, choose **Postpone snapshot release**.
6. A message notifes you that the snapshot schedule will change. Choose **Postpone**.

A success message appears, indicating that you have successfully postponed the snapshot release for this product.

Change preferences for the snapshot list

After creating a snapshot, you can change the preferences of how a snapshot is viewed in the **Snapshot list**.

1. Sign in to the AWS Management Console and open the AWS Marketplace console.
2. Choose **Vendor Insights**.
3. From **Vendor Insights**, choose a product.
4. On the product profile page, go to the **Snapshot list**, and choose the **Snapshot ID** of the snapshot that you want to change.
5. Choose the preferences icon. You can customize the following preferences for your snapshot:
   - **Page size** – Select how many snapshots you want listed on each page: **10 resources**, **20 resources**, or **50 resources** per page.
   - **Wrap lines** – Select an option to wrap lines to view the entire record.
   - **Time format** – Select whether you want **Absolute**, **Relative**, or **ISO**.
   - **Visible columns** – Select options that you want visible for the snapshot details: **Snapshot ID**, **Status**, and **Date created** .

Controlling access in AWS Marketplace Vendor Insights

AWS Identity and Access Management (IAM) is an AWS service that helps you control access to AWS resources. IAM is an AWS service that you can use with no additional charge. If you're an administrator, you control who can be *authenticated* (signed in) and *authorized* (have permissions) to use AWS Marketplace resources. AWS Marketplace Vendor Insights uses IAM to control access to seller data, assessments, seller self-attestation, and industry standard audit reports.

The recommended way to control who can do what in AWS Marketplace Management Portal is to use IAM to create users and groups. Then you add the users to the groups, and manage the groups. You can assign a policy or permissions to the group that provide read-only permissions. If you have other users that need read-only access, you can add them to the group you created rather than adding permissions for the user.

A *policy* is a document that defines the permissions that apply to a user, group, or role. The permissions determine what users can do in AWS. A policy typically allows access to specific actions, and can optionally grant that the actions are allowed for specific resources, like Amazon EC2 instances, Amazon S3 buckets, and so on. Policies can also explicitly deny access. A *permission* is a statement within a policy that allows or denies access to a particular resource.

Important

All of the users that you create authenticate by using their credentials. However, they use the same AWS account. Any change that a user makes can impact the whole account.

AWS Marketplace has permissions defined to control the actions that someone with those permissions can take in the AWS Marketplace Management Portal. There are also policies that AWS Marketplace created and manages that combine several permissions. The `AWSMarketplaceSellerProductsFullAccess` policy gives the user full access to products in the AWS Marketplace Management Portal.

For more information about the actions, resources, and condition keys that are available, see Actions, resources, and condition keys for AWS Marketplace Vendor Insights in the *Service Authorization Reference*.

Permissions for AWS Marketplace Vendor Insights sellers

You can use the following permissions in IAM policies for AWS Marketplace Vendor Insights. You can combine permissions into a single IAM policy to grant the permissions you want.

`CreateDataSource`

`CreateDataSource` allows the user to create a new data source resource. Supported data sources are:

- SOC2Type2AuditReport
- ISO27001AuditReport
- AWSAuditManagerSecurityAutomatedAssessment
- FedRAMPCertification
- GDPRComplianceReport
- HIPAAComplianceReport
- PCIDSSAuditReport
- SecuritySelfAssessment

Action groups: Read-write

Required resources: None

Creates resources: `DataSource`

`DeleteDataSource`

`DeleteDataSource` allows the user to delete a data source that they own. A data source must be disassociated from any profile to be deleted. For more information, see the section called "`AssociateDataSource`".

Action groups: Read-write

Required resources: `DataSource`

`GetDataSource`

`GetDataSource` allows the user to retrieve the details of a data source. Details of a data source include metadata information such as associated timestamps, original creation parameters, and processing information, if any.

Action groups: Read-only, read-write

Required resources: `DataSource`

`UpdateDataSource`

`UpdateDataSource` allows the user to update the details of a data source. Details include metadata information, such as the name and source information (for example, roles, source Amazon Resource Name (ARN), and source content).

Action groups: Read-only, read-write

Required resources: `DataSource`

`ListDataSources`

`ListDataSources` allows the user to list the data sources that they own.

Action groups: Read-only, read-write, list-only

Required resources: None

CreateSecurityProfile

`CreateSecurityProfile` allows the user to create a new security profile. A security profile is a resource to manage how and when a snapshot is generated. Users can also control how buyers can access snapshots by controlling the status and applicable terms of the profile.

Action groups: Read-only, read-write, list-only

Required resources: None

Creates resources: `SecurityProfile`

ListSecurityProfiles

`ListSecurityProfiles` allows the user to list the security profiles that they own.

Action groups: Read-only, read-write, list-only

Required resources: None

GetSecurityProfile

`CreateSecurityProfile` allows users to get the details of a security profile.

Action groups: Read-only and read-write

Required resources: `SecurityProfile`

AssociateDataSource

`AssociateDataSource` allows users to associate an existing `DataSource` with an AWS Marketplace Vendor Insights profile. Users can control the content of the snapshot by associating or disassociating a data source to a profile.

Action groups: Read-write

Required resources: `SecurityProfile` and `DataSource`

DisassociateDataSource

`DisassociateDataSource` allows users to disassociate an existing `DataSource` with an AWS Marketplace Vendor Insights profile. Users can control the content of the snapshot by associating or disassociating a data source to a profile.

Action groups: Read-write

Required resources: `SecurityProfile` and `DataSource`

UpdateSecurityProfile

`UpdateSecurityProfile` allows users to modify security profile attributes such as name and description.

Action groups: Read-write

Required resources: `SecurityProfile`

ActivateSecurityProfile

`ActivateSecurityProfile` allows users to set an `Active` status for a security profile. After a security profile is activated, new snapshots can be created in a `Staged` state which makes it possible to release them if other conditions are met. For more information, see the section called "`UpdateSecurityProfileSnapshotReleaseConfiguration`".

An `Active` security profile with at least one `Released` snapshot is eligible for AWS Marketplace Vendor Insights discovery for end users.

Action groups: Read-write

Required resources: `SecurityProfile`

DeactivateSecurityProfile

`DeactivateSecurityProfile` allows users to set an `Inactive` status for a security profile. This terminal state for a security profile is equivalent to taking down the profile from shared state. Users can only deactivate a security profile if there are no active subscribers to the profile.

Action groups: Read-write

Required resources: `SecurityProfile`

UpdateSecurityProfileSnapshotCreationConfiguration

`UpdateSecurityProfileSnapshotCreationConfiguration` allows users to define custom schedules for the snapshot creation configuration. The default creation configuration of weekly creation can be overridden with this action.

Users can use this action to change the schedule including to cancel a schedule, postpone the schedule to a future date, or initiate a new snapshot creation for an earlier time.

Action groups: Read-write

Required resources: `SecurityProfile`

UpdateSecurityProfileSnapshotReleaseConfiguration

`UpdateSecurityProfileSnapshotReleaseConfiguration` allows users to define custom schedules for the snapshot release configuration. The default creation configuration of weekly releases with a two-day staging period to review can be overridden with this action.

Users can use this action to change the schedule including to cancel a schedule or postpone the schedule to a future date.

Action groups: Read-write

Required resources: `SecurityProfile`

ListSecurityProfileSnapshots

`ListSecurityProfileSnapshots` allows users to list the snapshots for a security profile that they own.

Action groups: Read-only, list-only, and read-write

Required resources: `SecurityProfile`

GetSecurityProfileSnapshot

`GetSecurityProfileSnapshot` allows users to get the snapshots for a security profile that they own.

Action groups: Read-only and read-write

Required resources: `SecurityProfile`

TagResource

`TagResource` allows users to add new tags to a resource. Supported resources are `SecurityProfile` and `DataSource`.

Action groups: Tagging

Optional resources: `SecurityProfile` and `DataSource`

`UntagResource`

`UntagResource` allows users to remove tags from a resource. Supported resources are `SecurityProfile` and `DataSource`.

Action groups: Tagging

Optional resources: `SecurityProfile` and `DataSource`

`ListTagsForResource`

`ListTagsForResource` allows users to list resource tags for a resource. Supported resources are `SecurityProfile` and `DataSource`.

Action groups: Read-only

Optional resources: `SecurityProfile` and `DataSource`

Additional resources

The following resources in the *IAM User Guide* provide more information about getting started and using IAM:

- Security best practices in IAM
- Managing IAM policies
- Attach a policy to an IAM user group
- IAM Identities (users, user groups, and roles)
- Create an IAM user in your AWS account
- Create IAM user groups
- Controlling access to AWS resources using policies

AWS Marketplace security

Cloud security at AWS is the highest priority. As an AWS customer, you benefit from a data center and network architecture that is built to meet the requirements of the most security-sensitive organizations.

Security is a shared responsibility between AWS and you. The shared responsibility model describes this as security *of* the cloud and security *in* the cloud:

- **Security of the cloud** – AWS is responsible for protecting the infrastructure that runs AWS services in the AWS Cloud. AWS also provides you with services that you can use securely. The effectiveness of our security is regularly tested and verified by third-party auditors as part of the AWS compliance programs. To learn about the compliance programs that apply to AWS Marketplace, see AWS Services in Scope by Compliance Program.
- **Security in the cloud** – Your responsibility is determined by the AWS service that you use. You're also responsible for other factors including the sensitivity of your data, your organization's requirements, and applicable laws and regulations.

This documentation helps you understand how to apply the shared responsibility model when using AWS Marketplace. The following topics show you how to configure AWS Identity and Access Management to manage access to AWS Marketplace in order to meet your security and compliance objectives. You can also learn how to use other AWS services that can help you to monitor and secure your AWS Marketplace resources.

To learn more about security and other policies regarding the products that you offer in AWS Marketplace, see the following topics:

- AMI-based product requirements for AWS Marketplace
- Container-based product requirements for AWS Marketplace
- Requirements and best practices for creating machine learning products
- SaaS product guidelines for AWS Marketplace
- Requirements for professional services products on AWS Marketplace

Note

To learn about security on AWS Data Exchange for data products, see Security in the *AWS Data Exchange User Guide*.
To learn about security for buyers in AWS Marketplace, see Security on AWS Marketplace in the *AWS Marketplace Buyer Guide*.

Topics

- Controlling access to AWS Marketplace Management Portal
- Policies and permissions for AWS Marketplace sellers
- AWS managed policies for AWS Marketplace sellers
- AWS Marketplace Commerce Analytics Service account permissions
- Amazon SQS permissions
- AWS Marketplace metering and entitlement API permissions
- Using service-linked roles for Resale Authorization with AWS Marketplace
- Logging AWS Marketplace Metering API calls with AWS CloudTrail

Controlling access to AWS Marketplace Management Portal

AWS Identity and Access Management (IAM) is an AWS service that helps you control access to AWS resources. If you are an administrator, you control who can be *authenticated* (signed in) and *authorized* (have permissions) to use AWS Marketplace resources. IAM is an AWS service that you can use with no additional charge.

The recommended way to control who can do what in AWS Marketplace Management Portal is to use IAM to create users and groups. Then you add the users to the groups, and manage the groups. For example, if John should be allowed to view your products, create a user for him and add his user to a group you create for read-only access. You can assign a policy or permissions to the group that provide read-only permissions. If you have other users that need read-only access, you can add them to the group you created rather than adding permissions to the user. If John's role changes and he no longer needs read-only access, you can remove John from the group.

A *policy* is a document that defines the permissions that apply to a user, group, or role. In turn, the permissions determine what users can do in AWS. A policy typically allows access to specific

actions, and can optionally grant that the actions are allowed for specific resources, like Amazon EC2 instances, Amazon S3 buckets, and so on. Policies can also explicitly deny access. A *permission* is a statement within a policy that allows or denies access to a particular resource. You can state any permission like this: "A has permission to do B to C." For example, Jane (A) has permission to read messages (B) from John's Amazon Simple Queue Service queue (C). Whenever Jane sends a request to Amazon SQS to use John's queue, the service checks to see if she has permission. It further checks to see if the request satisfies the conditions John specified in the permission.

> **Important**
>
> All of the users that you create authenticate by using their credentials. However, they use the same AWS account. Any change that a user makes can impact the whole account.

AWS Marketplace has permissions defined to control the actions that someone with those permissions can take in AWS Marketplace Management Portal. There are also policies that AWS Marketplace created and manage that combine several permissions.

The following resources provide more information about getting started and using IAM.

- Create an administrative user
- Security best practices in IAM
- Managing IAM policies
- Attaching a policy to an IAM user group
- IAM Identities (users, groups, and roles)
- Controlling access to AWS resources using policies

The following topics provide some high-level guidance for creating users and groups, and signing in as an user.

Topics

- Creating users
- Creating or using groups
- Signing in as a user

Creating users

To allow people in your company to sign in to the AWS Marketplace Management Portal, create a user for each person who needs access.

To create users

1. Sign in to the AWS Management Console and open the IAM console at https://console.aws.amazon.com/iam/.
2. In the navigation pane, under **Access management**, choose **Users**, then choose **Create user**.
3. In the numbered text boxes, enter a name for each user that you want to create.
4. Clear the **Generate an access key for each user** check box and then choose **Create**.

To assign a password to each user that you just created

1. In the list of users, choose the name of a new user.
2. Choose the **Security Credentials** tab and then choose **Manage Password**.
3. Choose an option for either an auto-generated password or a custom password. Optionally, to require the user to choose a new password at the next sign-in, select the box for **Require user to create a new password at next sign-in**. Choose **Apply**.
4. Choose **Download Credentials** to save the sign-in credentials and account-specific sign-in URL to a comma-separated values (CSV) file on your computer. Then choose **Close**.

> **Note**
>
> To sign in with the sign-in credentials that you just created, users must navigate to your account-specific sign-in URL. This URL is in the credentials file that you just downloaded and is also available on the IAM console. For more information, see How IAM users sign in to your AWS account in the *IAM User Guide*.

> **Tip**
>
> Create sign-in credentials for yourself as well, even though you're the AWS account owner. It's a recommended best practice for everyone to work in AWS Marketplace as a user,

even the account owner. For instructions on how to create a user for yourself that has administrative permissions, see Create an administrative user in the *IAM User Guide*.

Creating or using groups

After you create users, create groups, create permissions to access the pages in the AWS Marketplace Management Portal, add those permissions to the groups, and then add users to the groups.

When you assign permissions to a group, you allow any member of that group to perform specific actions. When you add a new user to the group, that user automatically gains the permissions that are assigned to the group. A group can have permissions for more than one action. We recommend using an AWS Marketplace managed policy rather than creating your own policy.

To assign a managed policy for AWS Marketplace to a group

1. Open the IAM console at https://console.aws.amazon.com/iam/.
2. In the navigation pane, choose **Groups**, and then choose the group that you want to attach a policy to.
3. On the summary page for the group, under the **Permissions** tab, choose **Attach Policy**.
4. On the **Attach Policy** page, next to **Filter:** enter **awsmarketplace**.
5. Choose the policy or policies that you want to attach, and then choose **Attach Policy**.

To create a policy with AWS Marketplace Management Portal permissions

1. Open the IAM console at https://console.aws.amazon.com/iam/.
2. In the navigation pane, choose **Policies** and then choose **Create Policy**.
3. Next to **Policy Generator**, choose **Select**.
4. On the **Edit Permissions** page, do the following:
    a. For **Effect**, choose **Allow**.
    b. For **AWS Service**, choose **AWS Marketplace Management Portal**.
    c. For **Actions**, select the permission or permissions to allow.
    d. Choose **Add Statement**.
    e. Choose **Next Step**.

5. On the **Review Policy** page, do the following:

    a. For **Policy Name**, enter a name for this policy. Take note of the policy name because you need it for a later step.

    b. (Optional) For **Description**, enter a description for this policy.

    c. Choose **Create Policy**.

To create an IAM group with appropriate permissions and add users to the group

1. Open the IAM console at https://console.aws.amazon.com/iam/.
2. In the navigation pane, choose **Groups** and then choose **Create New Group**.
3. For **Group Name:**, type a name for the group. Then choose **Next Step**.
4. On the **Attach Policy** page, do the following:

    a. For **Filter:**, choose **Customer Managed Policies**.

    b. Select the check box next to the name of the policy that you want to attach to this group. This is typically the policy that you just created.

    c. Choose **Next Step**.
5. Choose **Create Group**.
6. Find your new group in the **Groups** list and then select the check box next to it. Choose **Group Actions** and then **Add Users to Group**.
7. Select the check box next to each user to add to the group and then choose **Add Users**.

Signing in as a user

After you have created users in IAM, users can sign in with their own sign-in credentials. To do so, they need to use the unique URL that is associated with your AWS account. You can get and distribute the sign-in URL to your users.

To get your account's unique sign-in URL

1. Open the IAM console at https://console.aws.amazon.com/iam/.
2. In the navigation pane, choose **Dashboard**.
3. Near the top of the content pane, find **IAM users sign-in link:** and take note of the sign-in link, which has a format like this:

```
https://AWS_account_ID.signin.aws.amazon.com/console/
```

> **Note**
>
> If you want the URL for your sign-in page to contain your company name (or other friendly identifier) instead of your AWS account ID, you can create an alias for your account by choosing **Customize**. For more information, see Your AWS Account ID and Its Alias in the *IAM User Guide*.

4. Distribute this URL to the people at your company who can work with AWS Marketplace, along with the sign-in credentials that you created for each. Instruct them to use your account's unique sign-in URL to sign in before they access AWS Marketplace.

Policies and permissions for AWS Marketplace sellers

AWS Marketplace provides a set of managed policies for use with the AWS Marketplace Management Portal. In addition, you can use individual permissions to create your own AWS Identity and Access Management (IAM) policy.

You can also provide fine-grained access to the AWS Marketplace Management Portal for the **Settings**, **Contact Us**, **File Upload**, and **Insights** tabs. Fine-grained access enables you to do the following:

- Grant other people permission to administer and use resources in your AWS account without sharing your password or access key.
- Grant granular permissions to multiple people for various resources. For example, you might allow some users access to view the **Settings** tab in the AWS Marketplace Management Portal. For other users, you might allow access to edit in the **Settings** and **Contact Us** tabs.

> **Note**
>
> For more information about policies and permissions in AWS Data Exchange for data products, see Identity and Access Management in AWS Data Exchange in the *AWS Data Exchange User Guide*.

For more information about policies and permissions for AWS Marketplace buyers, see Controlling access to AWS Marketplace subscriptions in the *AWS Marketplace Buyer Guide*.

Policies for AWS Marketplace sellers

You can use the following managed policies to provide users with controlled access to the AWS Marketplace Management Portal:

`AWSMarketplaceSellerFullAccess`

Allows full access to all of the pages in the AWS Marketplace Management Portal and other AWS services, such as Amazon Machine Image (AMI) management.

`AWSMarketplaceSellerProductsFullAccess`

Allows full access to the Products pages in the AWS Marketplace Management Portal.

`AWSMarketplaceSellerProductsReadOnly`

Allows read-only access to the Products pages in the AWS Marketplace Management Portal.

Important

AWS Marketplace buyers can use managed policies to manage the subscriptions they purchase. The names of the managed policies that you use with AWS Marketplace Management Portal start with `AWSMarketplaceSeller`. When you search for policies in IAM, make sure to search for policy names that start with `AWSMarketplaceSeller`. For more information about those policies, see the *AWS Managed Policy Reference*.

AWS Marketplace also provides specialized managed policies for specific scenarios. For a full list of AWS managed policies for AWS Marketplace sellers and descriptions of what permissions they provide, see AWS managed policies for AWS Marketplace sellers.

Permissions for AWS Marketplace sellers

You can use the following permissions in IAM policies for the AWS Marketplace Management Portal:

aws-marketplace-management:PutSellerVerificationDetails

Allows access to start the Know Your Customer (KYC) process.

aws-marketplace-management:GetSellerVerificationDetails

Allows access to view the KYC status in the AWS Marketplace Management Portal.

aws-marketplace-management:PutBankAccountVerificationDetails

Allows access to start the bank account verification process.

aws-marketplace-management:GetBankAccountVerificationDetails

Allows access to view the bank account verification status in the AWS Marketplace Management Portal.

aws-marketplace-management:PutSecondaryUserVerificationDetails

Allows access to add secondary users in the AWS Marketplace Management Portal.

aws-marketplace-management:GetSecondaryUserVerificationDetails

Allows access to view the secondary user status in the AWS Marketplace Management Portal.

aws-marketplace-management:GetAdditionalSellerNotificationRecipients

Allows access to view email contacts for AWS Marketplace notifications.

aws-marketplace-management:PutAdditionalSellerNotificationRecipients

Allows access to update email contacts for AWS Marketplace notifications.

tax:PutTaxInterview

Allows access to take the tax interview in the AWS Marketplace Management Portal.

tax:GetTaxInterview

Allows access to view the tax interview status in the AWS Marketplace Management Portal.

tax:GetTaxInfoReportingDocument

Allows AWS Marketplace sellers to view and download tax documents (for example, 1099-K forms) from the Tax dashboard

payments:CreatePaymentInstrument

Allows access to add a bank account to the AWS Marketplace Management Portal.

`payments:GetPaymentInstrument`

Allows access to view existing bank accounts in the AWS Marketplace Management Portal.

`support:CreateCase`

Allows access to create an AWS Marketplace case within the AWS Marketplace Management Portal.

`aws-marketplace-management:viewSupport`

Allows access to the Customer Support Eligibility page in the AWS Marketplace Management Portal.

`aws-marketplace-management:viewReports`

Allows access to the Reports page in the AWS Marketplace Management Portal.

`aws-marketplace:ListEntities`

Allows access to list objects in AWS Marketplace Management Portal. Required to access the File Upload, Offers and Partners pages in the AWS Marketplace Management Portal.

> **Note**
>
> To allow access to view the **Settings** tab, you can use this permission, the `ListEntity` permission, and the following Amazon Resource Name (ARN): `arn:{partition}:{aws-marketplace}:{region}:{account-id}:AWSMarketplace/Seller/{entity-id}`.

`aws-marketplace:DescribeEntity`

Allows access to view details of objects in AWS Marketplace Management Portal. Required to access the File Upload, Offers, Partners, and Agreements pages in the AWS Marketplace Management Portal.

> **Note**
>
> To allow access to view the **Settings** tab, you can use this permission, the `DescribeEntity` permission, and the following ARN: `arn:{partition}:{aws-marketplace}:{region}:{account-id}:AWSMarketplace/Seller/*`.

aws-marketplace:StartChangeSet

Allows access to create product changes in AWS Marketplace Management Portal. Required to make changes in the File Upload, Offers, Partners, and **Agreements** pages in the AWS Marketplace Management Portal.

> **Note**
>
> To allow access to register as a seller in AWS Marketplace, you can use this permission, the `catalog:ChangeType: "CreateSeller"` condition key, and the following ARN: `arn:{partition}:{aws-marketplace}:{region}:{account-id}:AWSMarketplace/Seller/{entity-id}`.
> To allow access to update the seller profile in AWS Marketplace, you can use this permission, the `catalog:ChangeType: "UpdateInformation"` condition key, and the following ARN: `arn:{partition}:{aws-marketplace}:{region}:{account-id}:AWSMarketplace/Seller/{entity-id}`.
> To allow access to update disbursement preferences for Amazon Web Services, you can use this permission, the `catalog:ChangeType: "UpdateDisbursementPreferences"` condition key, and the following ARN: `arn:{partition}:{aws-marketplace}:{region}:{account-id}:AWSMarketplace/Seller/{entity-id}`.

aws-marketplace:SearchAgreements

Allows viewing the high-level list of agreements on the **Agreements** page, and opportunities between ISVs and channel partners on the **Partners** page.

aws-marketplace:DescribeAgreement

Allows viewing of high-level agreement details on the **Agreements** page, and opportunities between ISVs and channel partners on the **Partners** page.

aws-marketplace:GetAgreementTerms

Allows viewing all agreement term details on the **Agreements** page, and opportunities between ISVs and channel partners on the **Partners** page.

aws-marketplace:GetSellerDashboard

Allows access to the dashboards on the **Insights** page in the AWS Marketplace Management Portal.

`aws-marketplace:ListAssessments`

Allows access to view a list of assessments pending seller action.

`aws-marketplace:DescribeAssessment`

Allows access to view the details of assessments pending seller action.

> **Note**
>
> To enable a user to access the Manage Products page, you must use either the `AWSMarketplaceSellerProductsFullAccess` or `AWSMarketplaceSellerProductsReadOnly` managed permissions.

You can combine the preceding permissions into a single IAM policy to grant the permissions that you want. See the following examples.

Example 1: Permissions to view the KYC status

To grant permissions to view KYC status in the AWS Marketplace Management Portal, use a policy similar to the following example.

To grant permissions to view the KYC status in the AWS Marketplace Management Portal, use a policy similar to the following example.

JSON

```
{"Version": "2012-10-17",
  "Statement": [{
    "Effect": "Allow",
    "Action": [
      "aws-marketplace-management:GetSellerVerificationDetails"
    ],
    "Resource": ["*"]
  }]
}
```

Example 2: Permissions to create upgrades and renewals for private offers

To grant permissions to view and use the **Agreements** page to create upgrades and renewals for private offers, use a policy similar to the following example.

JSON

```
{
    "Version": "2012-10-17",
    "Statement": [
        {
            "Action": [
                "aws-marketplace:SearchAgreements",
                "aws-marketplace:DescribeAgreement",
                "aws-marketplace:GetAgreementTerms",
                "aws-marketplace:DescribeEntity",
                "aws-marketplace:StartChangeSet"
            ],
            "Effect": "Allow",
            "Resource": "*",
            "Condition": {
                "StringEquals": {
                    "aws-marketplace:PartyType": "Proposer"
                },
                "ForAllValues:StringEquals": {
                    "aws-marketplace:AgreementType": [
                        "PurchaseAgreement"
                    ]
                }
            }
        }
    ]
}
```

Example 3: Permissions to access the Offers page and create new private offers

To grant permissions to view and use the **Offers** page to view existing private offers and create private offers, use a policy similar to the following example.

JSON

```
{
    "Version": "2012-10-17",
    "Statement": [
        {
            "Action": [
                "aws-marketplace:ListEntities",
                "aws-marketplace:DescribeEntity",
                "aws-marketplace:StartChangeSet"
            ],
            "Effect": "Allow",
            "Resource": "*"
        }
    ]
}
```

Example 4: Permissions to access the Settings page

To grant permissions to view and use the **Settings** page, use a policy similar to the following example.

JSON

```
{
    "Version": "2012-10-17",
    "Statement": [
        {
            "Action": [
                "aws-marketplace:ListEntities",
                "aws-marketplace:DescribeEntity",
                "aws-marketplace:StartChangeSet"
            ],
```

```
            "Effect": "Allow",
            "Resource": "arn:aws:aws-marketplace:us-
east-1:111122223333:AWSMarketplace/Seller/*"
        }
    ]
}
```

Example 5: Permissions to access the File Upload page

To grant permissions to view and use the **File Upload** page, use a policy similar to the following example.

JSON

```
{
    "Version": "2012-10-17",
    "Statement": [
        {
            "Action": [
                "aws-marketplace:ListEntities",
                "aws-marketplace:DescribeEntity",
                "aws-marketplace:StartChangeSet"
            ],
            "Effect": "Allow",
            "Resource": "*"
        }
    ]
}
```

Using IAM groups

Alternatively, you can create separate IAM groups for granting access to each individual page in the AWS Marketplace Management Portal. Users can belong to more than one group. So, if a user needs access to more than one page, you can add the user to all of the appropriate groups. For example, create one IAM group and grant that group permission to access the **Insights** page, create another group and grant that group permission to access the **File Upload** page, and so on. If a user needs permission to access both the **Insights** page and the **File Upload** page, add the user to both groups.

For more information about users and groups, see IAM Identities (users, groups, and roles) in the *IAM User Guide*.

AWS managed policies for AWS Marketplace sellers

An AWS managed policy is a standalone policy that is created and administered by AWS. AWS managed policies are designed to provide permissions for many common use cases so that you can start assigning permissions to users, groups, and roles.

Keep in mind that AWS managed policies might not grant least-privilege permissions for your specific use cases because they're available for all AWS customers to use. We recommend that you reduce permissions further by defining customer managed policies that are specific to your use cases.

You cannot change the permissions defined in AWS managed policies. If AWS updates the permissions defined in an AWS managed policy, the update affects all principal identities (users, groups, and roles) that the policy is attached to. AWS is most likely to update an AWS managed policy when a new AWS service is launched or new API operations become available for existing services.

For more information, see AWS managed policies in the *IAM User Guide*.

This section lists each of the policies used to manage seller access to AWS Marketplace. For information about buyer policies, see AWS managed policies for AWS Marketplace buyers in the *AWS Marketplace Buyer Guide*.

Topics

- AWS managed policy: AWSMarketplaceAmiIngestion
- AWS managed policy: AWSMarketplaceFullAccess
- AWS managed policy: AWSMarketplaceGetEntitlements
- AWS managed policy: AWSMarketplaceMeteringFullAccess
- AWS managed policy: AWSMarketplaceMeteringRegisterUsage
- AWS managed policy: AWSMarketplaceSellerFullAccess
- AWS managed policy: AWSMarketplaceSellerProductsFullAccess
- AWS managed policy: AWSMarketplaceSellerProductsReadOnly
- AWS managed policy: AWSMarketplaceSellerOfferManagement

- AWS managed policy: AWSMarketplaceResaleAuthorizationServiceRolePolicy
- AWS managed policy: AWSVendorInsightsVendorFullAccess
- AWS managed policy: AWSVendorInsightsVendorReadOnly
- AWS Marketplace updates to AWS managed policies

AWS managed policy: AWSMarketplaceAmiIngestion

You can create a service role with this policy that can then be used by AWS Marketplace to perform actions on your behalf. For more information about using `AWSMarketplaceAmiIngestion`, see Giving AWS Marketplace access to your AMI.

This policy grants contributor permissions that allow AWS Marketplace to copy your Amazon Machine Images (AMIs) in order to list them on AWS Marketplace.

To view the permissions for this policy, see AWSMarketplaceAmiIngestion in the *AWS Managed Policy Reference*.

AWS managed policy: AWSMarketplaceFullAccess

You can attach the `AWSMarketplaceFullAccess` policy to your IAM identities.

This policy grants administrative permissions that allow full access to AWS Marketplace and related services, both as a seller and a buyer. These permissions include the following abilities:

- Subscribe and unsubscribe to AWS Marketplace software.
- Manage AWS Marketplace software instances from AWS Marketplace.
- Create and manage a private marketplace in your account.
- Provide access to Amazon EC2, AWS CloudFormation, and Amazon EC2 Systems Manager.

To view the permissions for this policy, see AWSMarketplaceFullAccess in the *AWS Managed Policy Reference*.

AWS managed policy: AWSMarketplaceGetEntitlements

You can attach the `AWSMarketplaceGetEntitlements` policy to your IAM identities.

This policy grants read-only permissions that allow software as a service (SaaS) product sellers to check whether a customer has subscribed to their AWS Marketplace SaaS product.

To view the permissions for this policy, see AWSMarketplaceGetEntitlements in the *AWS Managed Policy Reference*.

AWS managed policy: AWSMarketplaceMeteringFullAccess

You can attach the `AWSMarketplaceMeteringFullAccess` policy to your IAM identities.

This policy grants contributor permissions that allow reporting metered usage that corresponds to AMI and container products with flexible consumption pricing on AWS Marketplace.

To view the permissions for this policy, see AWSMarketplaceMeteringFullAccess in the *AWS Managed Policy Reference*.

AWS managed policy: AWSMarketplaceMeteringRegisterUsage

You can attach the `AWSMarketplaceMeteringRegisterUsage` policy to your IAM identities.

This policy grants contributor permissions that allow reporting metered usage that corresponds to container products with hourly pricing on AWS Marketplace.

To view the permissions for this policy, see AWSMarketplaceMeteringRegisterUsage in the *AWS Managed Policy Reference*.

AWS managed policy: AWSMarketplaceSellerFullAccess

You can attach the `AWSMarketplaceSellerFullAccess` policy to your IAM identities.

This policy grants administrative permissions that allow full access to all seller operations on AWS Marketplace, including AWS Marketplace Management Portal, and managing the Amazon EC2 AMI used in AMI-based products.

JSON

```
{
    "Version": "2012-10-17",
    "Statement": [
        {
            "Sid": "MarketplaceManagement",
            "Effect": "Allow",
            "Action": [
                "aws-marketplace-management:uploadFiles",
                "aws-marketplace-management:viewReports",
```

```
                "aws-marketplace-management:viewSupport",
                "aws-marketplace:ListChangeSets",
                "aws-marketplace:DescribeChangeSet",
                "aws-marketplace:StartChangeSet",
                "aws-marketplace:CancelChangeSet",
                "aws-marketplace:ListEntities",
                "aws-marketplace:DescribeEntity",
                "aws-marketplace:GetSellerDashboard",
                "aws-marketplace:ListAssessments",
                "aws-marketplace:DescribeAssessment",
                "ec2:DescribeImages",
                "ec2:DescribeSnapshots",
                "ec2:ModifyImageAttribute",
                "ec2:ModifySnapshotAttribute"
            ],
            "Resource": "*"
        },
        {
            "Sid": "AgreementAccess",
            "Effect": "Allow",
            "Action": [
                "aws-marketplace:SearchAgreements",
                "aws-marketplace:DescribeAgreement",
                "aws-marketplace:GetAgreementTerms"
            ],
            "Resource": "*",
            "Condition": {
                "StringEquals": {
                    "aws-marketplace:PartyType": "Proposer"
                },
                "ForAllValues:StringEquals": {
                    "aws-marketplace:AgreementType": [
                        "PurchaseAgreement"
                    ]
                }
            }
        },
        {
            "Sid": "IAMGetRole",
            "Effect": "Allow",
            "Action": [
                "iam:GetRole"
            ],
            "Resource": "arn:aws:iam::*:role/*"
```

```
        },
        {
            "Sid": "AssetScanning",
            "Effect": "Allow",
            "Action": [
                "iam:PassRole"
            ],
            "Resource": "arn:aws:iam::*:role/*",
            "Condition": {
                "StringEquals": {
                    "iam:PassedToService": "assets.marketplace.amazonaws.com"
                }
            }
        },
        {
            "Sid": "VendorInsights",
            "Effect": "Allow",
            "Action": [
                "vendor-insights:GetDataSource",
                "vendor-insights:ListDataSources",
                "vendor-insights:ListSecurityProfiles",
                "vendor-insights:GetSecurityProfile",
                "vendor-insights:GetSecurityProfileSnapshot",
                "vendor-insights:ListSecurityProfileSnapshots"
            ],
            "Resource": "*"
        },
        {
            "Sid": "TagManagement",
            "Effect": "Allow",
            "Action": [
                "aws-marketplace:TagResource",
                "aws-marketplace:UntagResource",
                "aws-marketplace:ListTagsForResource"
            ],
            "Resource": "arn:aws:aws-marketplace:*:*:AWSMarketplace/*"
        },
        {
            "Sid": "SellerSettings",
            "Effect": "Allow",
            "Action": [
                "aws-marketplace-management:GetSellerVerificationDetails",
                "aws-marketplace-management:PutSellerVerificationDetails",
                "aws-marketplace-management:GetBankAccountVerificationDetails",
```

```
                "aws-marketplace-management:PutBankAccountVerificationDetails",
                "aws-marketplace-management:GetSecondaryUserVerificationDetails",
                "aws-marketplace-management:PutSecondaryUserVerificationDetails",
                "aws-marketplace-
management:GetAdditionalSellerNotificationRecipients",
                "aws-marketplace-
management:PutAdditionalSellerNotificationRecipients",
                "payments:GetPaymentInstrument",
                "payments:CreatePaymentInstrument",
                "tax:GetTaxInterview",
                "tax:PutTaxInterview",
                "tax:GetTaxInfoReportingDocument",
                "tax:ListSupplementalTaxRegistrations",
                "tax:PutSupplementalTaxRegistration",
                "tax:DeleteSupplementalTaxRegistration",
                "tax:GetTaxRegistration"
            ],
            "Resource": "*"
        },
        {
            "Sid": "Support",
            "Effect": "Allow",
            "Action": [
                "support:CreateCase"
            ],
            "Resource": "*"
        },
        {
            "Sid": "ResourcePolicyManagement",
            "Effect": "Allow",
            "Action": [
                "aws-marketplace:GetResourcePolicy",
                "aws-marketplace:PutResourcePolicy",
                "aws-marketplace:DeleteResourcePolicy"
            ],
            "Resource": "arn:aws:aws-marketplace:*:*:AWSMarketplace/*"
        },
        {
            "Sid": "CreateServiceLinkedRole",
            "Effect": "Allow",
            "Action": "iam:CreateServiceLinkedRole",
            "Resource": "*",
            "Condition": {
                "StringEquals": {
```

```
                    "iam:AWSServiceName": "resale-
authorization.marketplace.amazonaws.com"
                }
            }
        }
    ]
}
```

To view the permissions for this policy, see AWSMarketplaceSellerFullAccess in the *AWS Managed Policy Reference*.

AWS managed policy: AWSMarketplaceSellerProductsFullAccess

You can attach the `AWSMarketplaceSellerProductsFullAccess` policy to your IAM identities.

This policy grants contributor permissions that allow full access to manage products and to the AWS Marketplace Management Portal, and managing the Amazon EC2 AMI used in AMI-based products.

Permissions details

JSON

```
{
    "Version": "2012-10-17",
    "Statement": [
        {
            "Effect": "Allow",
            "Action": [
                "aws-marketplace:ListChangeSets",
                "aws-marketplace:DescribeChangeSet",
                "aws-marketplace:StartChangeSet",
                "aws-marketplace:CancelChangeSet",
                "aws-marketplace:ListEntities",
                "aws-marketplace:DescribeEntity",
                "aws-marketplace:ListAssessments",
                "aws-marketplace:DescribeAssessment",
                "ec2:DescribeImages",
                "ec2:DescribeSnapshots",
                "ec2:ModifyImageAttribute",
                "ec2:ModifySnapshotAttribute"
```

```
            ],
            "Resource": "*"
        },
        {
            "Effect": "Allow",
            "Action": [
                "iam:GetRole"
            ],
            "Resource": "arn:aws:iam::*:role/*"
        },
        {
            "Effect": "Allow",
            "Action": [
                "iam:PassRole"
            ],
            "Resource": "arn:aws:iam::*:role/*",
            "Condition": {
                "StringEquals": {
                    "iam:PassedToService": "assets.marketplace.amazonaws.com"
                }
            }
        },
        {
            "Effect": "Allow",
            "Action": [
                "vendor-insights:GetDataSource",
                "vendor-insights:ListDataSources",
                "vendor-insights:ListSecurityProfiles",
                "vendor-insights:GetSecurityProfile",
                "vendor-insights:GetSecurityProfileSnapshot",
                "vendor-insights:ListSecurityProfileSnapshots"
            ],
            "Resource": "*"
        },
        {
            "Effect": "Allow",
            "Action": [
                "aws-marketplace:TagResource",
                "aws-marketplace:UntagResource",
                "aws-marketplace:ListTagsForResource"
            ],
            "Resource": "arn:aws:aws-marketplace:*:*:AWSMarketplace/*"
        },
        {
```

```
            "Effect": "Allow",
            "Action": [
                "aws-marketplace:GetResourcePolicy",
                "aws-marketplace:PutResourcePolicy",
                "aws-marketplace:DeleteResourcePolicy"
            ],
            "Resource": "arn:aws:aws-marketplace:*:*:AWSMarketplace/*"
        }
    ]
}
```

To view the permissions for this policy, see AWSMarketplaceSellerProductsFullAccess in the *AWS Managed Policy Reference*.

AWS managed policy: AWSMarketplaceSellerProductsReadOnly

You can attach the `AWSMarketplaceSellerProductsReadOnly` policy to your IAM identities.

This policy grants read-only permissions that allow access to view products on the AWS Marketplace Management Portal, and view the Amazon EC2 AMI used in AMI-based products.

Permissions details

JSON

```
{
    "Version": "2012-10-17",
    "Statement": [
        {
            "Effect": "Allow",
            "Action": [
                "aws-marketplace:ListChangeSets",
                "aws-marketplace:DescribeChangeSet",
                "aws-marketplace:ListEntities",
                "aws-marketplace:DescribeEntity",
                "aws-marketplace:ListAssessments",
                "aws-marketplace:DescribeAssessment",
                "ec2:DescribeImages",
                "ec2:DescribeSnapshots"
            ],
```

```
            "Resource": "*"
        },
        {
            "Effect": "Allow",
            "Action": [
                "aws-marketplace:ListTagsForResource"
            ],
            "Resource": "arn:aws:aws-marketplace:*:*:AWSMarketplace/*"
        },
        {
            "Effect": "Allow",
            "Action": [
                "aws-marketplace:GetResourcePolicy"
            ],
            "Resource": "arn:aws:aws-marketplace:*:*:AWSMarketplace/*"
        }
    ]
}
```

To view the permissions for this policy, see AWSMarketplaceSellerProductsReadOnly in the *AWS Managed Policy Reference*.

AWS managed policy: AWSMarketplaceSellerOfferManagement

You can attach the `AWSMarketplaceSellerOfferManagement` policy to your IAM identities.

This policy grants sellers access to Offers and Agreements management activities.

To view the permissions for this policy, see AWSMarketplaceSellerOfferManagement in the *AWS Managed Policy Reference*.

AWS managed policy: AWSMarketplaceResaleAuthorizationServiceRolePolicy

This policy is attached to a service-linked role that allows AWS Marketplace to perform actions on your behalf for Resale Authorization. For more information about using this service-linked role, see Using service-linked roles for Resale Authorization with AWS Marketplace.

This policy grants permissions that allow AWS Marketplace to share ResaleAuthorization resources between manufacturers (ISVs) and channel partners using AWS Resource Access Manager (AWS RAM).

This policy includes permissions for AWS Marketplace operations and AWS Resource Access Manager (RAM) actions to facilitate the sharing and management of ResaleAuthorization resources across different AWS accounts and catalogs.

To view the permissions for this policy, see AWSMarketplaceResaleAuthorizationServiceRolePolicy in the *AWS Managed Policy Reference*.

AWS managed policy: AWSVendorInsightsVendorFullAccess

You can attach the `AWSVendorInsightsVendorFullAccess` policy to your IAM identities.

This policy grants full access to create and manage all resources on AWS Marketplace Vendor Insights. In AWS Marketplace Vendor Insights, an assessor is equal to a buyer, and a vendor is equal to a seller for the purposes of this guide.

To view the permissions for this policy, see AWSVendorInsightsVendorFullAccess in the *AWS Managed Policy Reference*.

AWS managed policy: AWSVendorInsightsVendorReadOnly

You can attach the `AWSVendorInsightsVendorReadOnly` policy to your IAM identities.

This policy grants read-only access for viewing AWS Marketplace Vendor Insights profiles and related resources. In AWS Marketplace Vendor Insights, an assessor is equal to a buyer, and a vendor is equal to a seller for the purposes of this guide.

To view the permissions for this policy, see AWSVendorInsightsVendorReadOnly in the *AWS Managed Policy Reference*.

AWS Marketplace updates to AWS managed policies

View details about updates to AWS managed policies for AWS Marketplace since this service began tracking these changes. For automatic alerts about changes to this page, subscribe to the RSS feed on the AWS Marketplace Document history page.

Change	Description	Date
AWSMarketplaceResaleAuthorizationServiceRolePolicy – Updated policy	AWS Marketplace updated the policy to support multi-catalog features and enable	July 24, 2025

Change	Description	Date
	proper lifecycle management of ResaleAuthorization entities. The updates include: • Updated resource ARN pattern from `arn:aws:aws-marketplace:*:*:AWSMarketplace/ResaleAuthorization/*` to `arn:aws:aws-marketplace:*:*:*/ResaleAuthorization/*`. • Added permissions `ram:DeleteResourceShare` and `aws-marketplace:DeleteResourcePolicy`.	
AWSMarketplaceSellerFullAccess – Updated policies	AWS Marketplace added four new `SellerSettings` permissions for the supplemental tax profile feature: `ListSupplementalTaxRegistrations`, `PutSupplementalTaxRegistration`, `DeleteSupplementalTaxRegistration`, `GetTaxRegistration`.	December 20, 2024

Change	Description	Date
AWSMarketplaceSellerFullAccess – Updated policies AWSMarketplaceSellerProductsFullAccess – Updated policies AWSMarketplaceSellerFullAccess – Updated policies AWSMarketplaceSellerProductsReadOnly – Updated policies	AWS Marketplace removed the `ListTasks` , `DescribeTask` , `UpdateTasks` , and `CompleteTasks` permissions.	December 10, 2024
AWSMarketplaceSellerOfferManagement – Added new policy	AWS Marketplace added new policy: `AWSMarketplaceSellerOfferManagement`	November 18, 2024
AWSMarketplaceSellerFullAccess – Updated policies	AWS Marketplace added the `UploadFiles` permission. The change enables sellers to use a deprecated page in the AWS Marketplace Management Portal.	November 6, 2024
AWSMarketplaceSellerFullAccess – Updated policies	AWS Marketplace added the `ListAssessments` and `DescribeAssessments` permissions. The changes enable SSLv2 users to access assessment data.	October 22, 2024

Change	Description	Date
AWSMarketplaceSellerProductsFullAccess – Updated policies	AWS Marketplace added the `ListAssessments` and `DescribeAssessments` permissions. The changes enable SSLv2 users to access assessment data.	October 22, 2024
AWSMarketplaceSellerProductsReadOnly – Updated policies	AWS Marketplace added the `ListAssessments` and `DescribeAssessments` permissions. The changes enable SSLv2 users to access assessment data.	October 22, 2024
AWSMarketplaceSellerFullAccess – Updated policy	Updated the `AWSMarketplaceSellerFullAccess` documentation to reflect the removal of the following actions: `aws-marketplace-management:viewMarketing` , `aws-marketplace-management:viewSettings` , and `aws-marketplace-management:uploadFiles` . This update also includes removing the *Using fine-grained permissions* section.	June 4, 2024
AWSMarketplaceGetEntitlements – Updated policy	AWS Marketplace updated `AWSMarketplaceGetEntitlements` to add `sid` for the policy statement.	March 22, 2024

Change	Description	Date
AWSMarketplaceSellerFullAccess – Updated policy	AWS Marketplace updated `AWSMarketplaceSellerFullAccess` to add permissions for creating service-linked roles.	March 15, 2024
AWSMarketplaceSellerFullAccess – Updated policy	AWS Marketplace updated `AWSMarketplaceSellerFullAccess` to add a permission for accessing tax information.	February 8, 2024
AWSVendorInsightsVendorFullAccess - Updated policy	AWS Marketplace updated `AWSVendorInsightsVendorFullAccess` to add permissions to update data sources.	October 18, 2023
AWSMarketplaceSellerFullAccess – Updated policy	AWS Marketplace updated `AWSMarketplaceSellerFullAccess` to add permissions for sharing entities.	June 1, 2023
AWSMarketplaceSellerFullAccess – Updated policy	AWS Marketplace updated `AWSMarketplaceSellerFullAccess` to add permissions related to account verifications, bank account verifications, case management, and seller notification details.	June 1, 2023

Change	Description	Date
AWSMarketplaceSellerFullAccess – Updated policy	AWS Marketplace updated `AWSMarketplaceSellerFullAccess` to add permissions to access seller dashboards.	December 23, 2022
AWSMarketplaceSellerFullAccess, AWSMarketplaceSellerProductsFullAccess, AWSMarketplaceSellerProductsReadOnly – Update to existing policy	AWS Marketplace updated policies for the new tag-based authorization feature.	December 9, 2022
AWS Marketplace updated AWSVendorInsightsVendorFullAccess	AWS Marketplace updated `AWSMarketplaceSellerProductsFullAccess` to add agreement search, updating profile snapshots, vendor tagging, and allows read-only access to AWS Artifact third-party reports (preview).	November 30, 2022
AWS Marketplace updated AWSVendorInsightsVendorReadOnly	AWS Marketplace updated `AWSVendorInsightsVendorReadOnly` to add permissions to list tags and allows read-only accesss to AWS Artifact third-party reports (preview).	November 30, 2022

Change	Description	Date
AWSVendorInsightsVendorFullAccess and AWSVendorInsightsVendorReadOnly – Added new policies	AWS Marketplace added policies for the new feature AWS Marketplace Vendor Insights: `AWSMarketplaceSellerProductsFullAccess` and `AWSVendorInsightsVendorReadOnly` .	July 26, 2022
AWSMarketplaceSellerProductsFullAccessand AWSMarketplaceSellerFullAccess– Updated policies	AWS Marketplace updated policies for the new feature AWS Marketplace Vendor Insights: `AWSMarketplaceSellerProductsFullAccess` and `AWSMarketplaceSellerFullAccess` .	July 26, 2022
AWSMarketplaceSellerFullAccess and AWSMarketplaceSellerProductsFullAccess – Update to existing policies	AWS Marketplace updated the policies so that the `iam:PassedToService` condition is only applied to `iam:PassRole` .	November 22, 2021
AWSMarketplaceFullAccess – Update to an existing policy	AWS Marketplace removed a duplicate `ec2:DescribeAccountAttributes` permission from `AWSMarketplaceFullAccess` policy.	July 20, 2021
AWS Marketplace started tracking changes	AWS Marketplace started tracking changes for its AWS managed policies.	April 20, 2021

AWS Marketplace Commerce Analytics Service account permissions

Use the following IAM permissions policy to enroll in the AWS Marketplace Commerce Analytics Service.

For instructions on how to enroll, follow the onboarding guide.

JSON

```
{
    "Version": "2012-10-17",
    "Statement": [
        {
            "Effect": "Allow",
            "Action": [
                "iam:ListRoles",
                "iam:CreateRole",
                "iam:CreatePolicy",
                "iam:AttachRolePolicy",
                "aws-marketplace-management:viewReports"
            ],
            "Resource": "*"
        }
    ]
}
```

Use the following IAM permissions policy to allow a user to make requests to the AWS Marketplace Commerce Analytics Service.

JSON

```
{
    "Version": "2012-10-17",
    "Statement": [
        {
            "Effect": "Allow",
            "Action": "marketplacecommerceanalytics:GenerateDataSet",
            "Resource": "*"
```

```
        }
    ]
}
```

For more information about this feature, see Accessing product and customer data with the AWS Marketplace Commerce Analytics Service.

Amazon SQS permissions

As part of the SaaS product publication process, AWS Marketplace provides you an Amazon SNS topic you can use to receive notifications if a customer's subscription or entitlement status changes. You can configure one or more Amazon SQS queues to the topic so that the queues can take action on the notification. For example, if a customer adds more storage to the subscription they have to your SaaS product, the Amazon SNS topic can send a message to an Amazon SQS queue that starts a process to automatically increase the storage capacity available to that customer.

When you subscribe the Amazon Simple Queue Service (Amazon SQS) queue to the provided Amazon SNS topic, permissions are automatically added to allow the topic to publish messages to the queue. However, you still need an IAM policy for granting the AWS Marketplace Metering and Entitlement Service API user access to the queue. This can be applied to the same user if the services run with the same credentials. Create a policy with the following contents and attach it to your user or role.

JSON

```
{
    "Version": "2012-10-17",
    "Statement": [
        {
            "Action": [
                "sqs:ReceiveMessage",
                "sqs:DeleteMessage",
                "sqs:GetQueueAttributes",
                "sqs:GetQueueUrl"
            ],
            "Effect": "Allow",
            "Resource": "arn:aws:sqs:us-east-1:111122223333:YourQueueName"
        }
    ]
```

```
}
```

> **Note**
>
> The `Resource` field is the Amazon Resource Name (ARN) of your Amazon SQS queue.

For more information on message notification and queuing for your SaaS products, see the section called "Subscribing an SQS queue to the SNS topic" and the section called "Accessing the AWS Marketplace Metering and Entitlement Service APIs".

AWS Marketplace metering and entitlement API permissions

Software as a service (SaaS) products, Amazon Machine Image (AMI) products, and container products can use the AWS Marketplace Metering Service and AWS Marketplace Entitlement Service APIs. Each type requires different AWS Identity and Access Management (IAM) permissions. For your product or products, you meter for all usage, and customers are billed by AWS based on the metering records that you provide. To enable the integration required to provide AWS Marketplace your metering records, the service account that the integration is using needs a constrained IAM policy to enable access. Attach the policy for the product type that you're sending metering information for to the user or role that you're using for the integration.

Topics

- IAM policy for SaaS products
- IAM policy for AMI products
- IAM policy for container products

IAM policy for SaaS products

In the following policy, the first permission, `aws-marketplace:ResolveCustomer`, is required for all SaaS integrations. The second permission, `aws-marketplace:BatchMeterUsage`, is needed for the AWS Marketplace Metering Service API. The third permission, `aws-marketplace:GetEntitlements`, is needed for the AWS Marketplace Entitlement Service API.

JSON

```
{
    "Version": "2012-10-17",
    "Statement": [
         {
         "Action": [
                "aws-marketplace:ResolveCustomer",
                "aws-marketplace:BatchMeterUsage",
                "aws-marketplace:GetEntitlements"
         ],
         "Effect": "Allow",
         "Resource": "*"
         }
    ]
}
```

For more information about SaaS products, see SaaS-based products in AWS Marketplace.

IAM policy for AMI products

Use the following IAM policy for AMI products.

JSON

```
{
    "Version": "2012-10-17",
    "Statement": [
        {
            "Action": [
                "aws-marketplace:MeterUsage"
            ],
            "Effect": "Allow",
            "Resource": "*"
        }
    ]
}
```

For more information about AMI products, see AMI-based products in AWS Marketplace.

IAM policy for container products

Use the following IAM policy for container products.

JSON

```
{
    "Version": "2012-10-17",
    "Statement": [
        {
            "Action": [
                "aws-marketplace:RegisterUsage"
                ],
                "Effect": "Allow",
                "Resource": "*"
        }
    ]
}
```

For more information about container products, see Container-based products on AWS Marketplace.

For more information about creating users, see Creating a user in your AWS account in the *IAM User Guide*. For more information about creating and assigning policies, see Changing permissions for an IAM user.

This policy grants access to the APIs for the IAM role or user that you attach the policy to. For more information about how to enable role assumption by another account for these API calls, see How to Best Architect Your AWS Marketplace SaaS Subscription Across Multiple AWS accounts at the AWS Partner Network (APN) Blog.

Using service-linked roles for Resale Authorization with AWS Marketplace

AWS Marketplace uses AWS Identity and Access Management (IAM) service-linked roles. A service-linked role is a unique type of IAM role that is linked directly to AWS Marketplace. Service-linked roles are predefined by AWS Marketplace and include all the permissions that the service requires to call other AWS services on your behalf.

A service-linked role makes setting up AWS Marketplace easier because you don't have to manually add the necessary permissions. AWS Marketplace defines the permissions of its service-linked roles, and unless defined otherwise, only AWS Marketplace can assume its roles. The defined permissions include the trust policy and the permissions policy, and that permissions policy cannot be attached to any other IAM entity.

You can delete a service-linked role only after first deleting their related resources. This protects your AWS Marketplace resources because you can't inadvertently remove permission to access the resources.

For information about other services that support service-linked roles, see AWS services that work with IAM and look for the services that have **Yes** in the **Service-linked roles** column. Choose a **Yes** with a link to view the service-linked role documentation for that service.

Topics

- Service-linked role permissions for AWS Marketplace
- Creating a service-linked role for AWS Marketplace
- Editing a service-linked role for AWS Marketplace
- Deleting a service-linked role for AWS Marketplace
- Supported Regions for AWS Marketplace service-linked roles

Service-linked role permissions for AWS Marketplace

AWS Marketplace uses the service-linked role named **AWSServiceRoleForMarketplaceResaleAuthorization**, which enables access to AWS services and resources used or managed by AWS Marketplace for Resale Authorizations.

The AWSServiceRoleForMarketplaceResaleAuthorization service-linked role trusts the following services to assume the role:

- `resale-authorization.marketplace.amazonaws.com`

The role permissions policy named **AWSMarketplaceResaleAuthorizationServiceRolePolicy** allows AWS Marketplace to share ResaleAuthorization resources between manufacturers (ISVs) and channel partners using AWS Resource Access Manager (AWS RAM).

For details about the permissions in this policy, see AWSMarketplaceResaleAuthorizationServiceRolePolicy in the *AWS Managed Policy Reference*.

For information about policy updates, see AWS managed policy updates in this guide.

You must configure permissions to allow your users, groups, or roles to create, edit, or delete a service-linked role. For more information, see Service-linked role permissions in the *IAM User Guide*.

Creating a service-linked role for AWS Marketplace

You don't need to manually create a service-linked role. When you choose a service-linked role in the AWS Marketplace Management Portal, AWS Marketplace creates the service-linked role for you.

To create a service-linked role

1. In the AWS Marketplace Management Portal, sign in to the management account and choose **Settings**.
2. In the **Settings** section, select the **Service-linked roles** tab.
3. On the **Service-linked roles** page, select **Service-linked role for Resale Authorizations** or **Resale Authorizations integration**, and then choose **Create service-linked role** or **Configure integration**.
4. On the **Service-linked role for Resale Authorizations** or **Create Resale Authorizations integrations** page, review the information and confirm by choosing **Create service-linked role** or **Create integration**.

   A message appears on the **Service-linked roles** page, indicating that the Resale Authorization service-linked role was successfully created.

If you delete a service-linked role, you can follow these steps to recreate it.

Editing a service-linked role for AWS Marketplace

AWS Marketplace does not allow you to edit the AWSServiceRoleForMarketplaceResaleAuthorization service-linked role. After you create a service-linked role, you cannot change the name of the role because various entities might reference the role. However, you can edit the description of the role using IAM. For more information, see Editing a service-linked role in the *IAM User Guide*.

Deleting a service-linked role for AWS Marketplace

If you no longer need a feature or service that requires a service-linked role, we recommend that you delete that role. That way you don't have an unused entity that is not actively monitored or maintained.

> **Note**
>
> If independent software vendors (ISVs) don't have the role, AWS Resource Access Manager won't automatically share new Resale Authorizations with the targeted channel partner. If channel partners don't have the role, AWS Resource Access Manager won't automatically accept the Resale Authorization targeted to them.

To manually delete the service-linked role using IAM

Use the IAM console, the AWS CLI, or the AWS API to delete the AWSServiceRoleForMarketplaceResaleAuthorization service-linked role. For more information, see Deleting a service-linked role in the *IAM User Guide*.

Supported Regions for AWS Marketplace service-linked roles

AWS Marketplace supports using service-linked roles in all of the Regions where the service is available. For more information, see AWS Regions and endpoints.

Logging AWS Marketplace Metering API calls with AWS CloudTrail

AWS Marketplace is integrated with AWS CloudTrail, a service that provides a record of actions taken by a user, role, or an AWS service in AWS Marketplace. CloudTrail captures API calls for AWS Marketplace as events. The calls captured include calls from the AWS Marketplace console and code calls to the AWS Marketplace API operations.

CloudTrail is enabled on your AWS account when you create the account. When supported event activity occurs in AWS Marketplace, that activity is recorded in a CloudTrail event along with other AWS service events in **Event history**. You can view, search, and download recent events in your account.

Every event or log entry contains information about who generated the request. The identity information helps you determine the following:

- Whether the request was made with root or AWS Identity and Access Management user credentials.
- Whether the request was made with temporary security credentials for a role or a federated user.
- Whether the request was made by another AWS service.

AWS Marketplace supports logging the `BatchMeterUsage` operation as events in CloudTrail log files.

AWS Marketplace Metering API log file entry examples

Example: `BatchMeterUsage`

The following example shows a CloudTrail log entry that demonstrates the `BatchMeterUsage` action from the AWS Marketplace Metering Service. When the seller sends metering records to report their customers' usage for a software as a service (SaaS) product listed in AWS Marketplace, this CloudTrail log entry is logged in the seller's AWS account.

```
{
            "eventVersion": "1.05",
            "userIdentity": {
                "type": "IAMUser",
                "principalId": "EX_PRINCIPAL_ID",
                "arn": "arn:aws:iam::123456789012:user/*****",
                "accountId": "123456789012",
                "accessKeyId": "EXAMPLE_KEY_ID",
                "userName": "*****"
            },
            "eventTime": "2018-04-19T16:32:51Z",
            "eventSource": "metering-marketplace.amazonaws.com",
            "eventName": "BatchMeterUsage",
            "awsRegion": "us-east-1",
            "sourceIPAddress": "************",
            "userAgent": "Coral/Netty14",
            "requestParameters": {
                "usageRecords": [
                    {
                        "dimension": "Dimension1",
                        "timestamp": "Apr 19, 2018 4:32:50 PM",
```

```
                    "customerIdentifier": "customer1",
                    "customerAWSAccountID": "987654321098",
                    "quantity": 1
                }
            ],
            "productCode": "EXAMPLE_proCode"
        },
        "responseElements": {
            "results": [
                {
                    "usageRecord": {
                        "dimension": "Dimension1",
                        "timestamp": "Apr 19, 2018 4:32:50 PM",
                        "customerIdentifier": "customer1",
                        "customerAWSAccountID": "987654321098",
                        "quantity": 1
                    },
                    "meteringRecordId": "bEXAMPLE-98f0-4e90-8bd2-bf0EXAMPLE1e",
                    "status": "Success"
                }
            ],
            "unprocessedRecords": [ ]
        },
        "requestID": "dEXAMPLE-251d-11e7-8d11-1f3EXAMPLE8b",
        "eventID": "cEXAMPLE-e6c2-465d-b47f-150EXAMPLE97",
        "readOnly": false,
        "eventType": "AwsApiCall",
        "recipientAccountId": "123456789012"
    }
  ]
}
```

Example: `RegisterUsage` for containers

The following example shows a CloudTrail log entry that demonstrates the `RegisterUsage` action from the AWS Marketplace Metering Service. When an hourly priced container product from AWS Marketplace is deployed in the buyer's AWS account, the software in the container calls `RegisterUsage` within the buyer's AWS account to initiate the hourly metering for that Amazon Elastic Container Service (Amazon ECS) task or Amazon Elastic Kubernetes Service (Amazon EKS) pod. This CloudTrail log entry is logged in the buyer's AWS account.

```
{
```

```
    "eventVersion": "1.05",
    "userIdentity": {
        "type": "AssumedRole",
        "principalId": "EX_PRINCIPAL_ID:botocore-session-1111111111",
        "arn": "arn:aws:sts::123456789012:assumed-role/Alice/botocore-
session-1111111111",
        "accountId": "123456789012",
        "accessKeyId": "EXAMPLE_KEY_ID",
        "sessionContext": {
            "sessionIssuer": {
                "type": "Role",
                "principalId": "EX_PRINCIPAL_ID",
                "arn": "arn:aws:iam::123456789012:role/Alice",
                "accountId": "123456789012",
                "userName": "Alice"
            },
            "webIdFederationData": {
                "federatedProvider": "arn:aws:iam::123456789012:oidc-provider/
oidc.eks.us-east-1.amazonaws.com/id/EXAMPLEFA1C58F08CDB049167EXAMPLE",
                "attributes": {}
            },
            "attributes": {
                "mfaAuthenticated": "false",
                "creationDate": "2020-07-23T02:19:34Z"
            }
        }
    },
    "eventTime": "2020-07-23T02:19:46Z",
    "eventSource": "metering-marketplace.amazonaws.com",
    "eventName": "RegisterUsage",
    "awsRegion": "us-east-1",
    "sourceIPAddress": "1.2.3.4",
    "userAgent": "aws-cli/1.18.103 Python/3.8.2 Linux/4.14.181-142.260.amzn2.x86_64
 botocore/1.17.26",
    "requestParameters": {
        "productCode": "EXAMPLE_proCode",
        "publicKeyVersion": 1
    },
    "responseElements": {
        "signature": "eyJhbGciOiJQUzI1Ni..."
    },
    "requestID": "dEXAMPLE-251d-11e7-8d11-1f3EXAMPLE8b",
    "eventID": "cEXAMPLE-e6c2-465d-b47f-150EXAMPLE97",
    "eventType": "AwsApiCall",
```

```
    "recipientAccountId": "123456789012"
}
```

Example: `MeterUsage` for containers on Amazon EKS

The following example shows a CloudTrail log entry that demonstrates the `MeterUsage` action from the AWS Marketplace Metering Service for containers on Amazon EKS. When a container product with custom metering from AWS Marketplace is deployed in the buyer's AWS account, the software in the container calls `MeterUsage` within the buyer's AWS account to report each hour. This CloudTrail log entry is logged in the buyer's AWS account.

```
{
    "eventVersion": "1.05",
    "userIdentity": {
        "type": "AssumedRole",
        "principalId": "EX_PRINCIPAL_ID:botocore-session-1111111111",
        "arn": "arn:aws:sts::123456789012:assumed-role/Alice/botocore-
session-1111111111",
        "accountId": "123456789012",
        "accessKeyId": "EXAMPLE_KEY_ID",
        "sessionContext": {
            "sessionIssuer": {
                "type": "Role",
                "principalId": "EX_PRINCIPAL_ID",
                "arn": "arn:aws:iam::123456789012:role/Alice",
                "accountId": "123456789012",
                "userName": "Alice"
            },
            "webIdFederationData": {
                "federatedProvider": "arn:aws:iam::123456789012:oidc-provider/
oidc.eks.us-east-1.amazonaws.com/id/EXAMPLEFA1C58F08CDB049167EXAMPLE",
                "attributes": {}
            },
            "attributes": {
                "mfaAuthenticated": "false",
                "creationDate": "2020-07-23T01:03:26Z"
            }
        }
    },
    "eventTime": "2020-07-23T01:38:13Z",
    "eventSource": "metering-marketplace.amazonaws.com",
    "eventName": "MeterUsage",
    "awsRegion": "us-east-1",
```

```
    "sourceIPAddress": "1.2.3.4",
    "userAgent": "aws-cli/1.18.103 Python/3.8.2 Linux/4.14.181-142.260.amzn2.x86_64
 botocore/1.17.26",
    "requestParameters": {
        "timestamp": "Jul 23, 2020 1:35:44 AM",
        "usageQuantity": 1,
        "usageDimension": "Dimension1",
        "productCode": "EXAMPLE_proCode"
    },
    "responseElements": {
        "meteringRecordId": "bEXAMPLE-98f0-4e90-8bd2-bf0EXAMPLE1e"
    },
    "requestID": "dEXAMPLE-251d-11e7-8d11-1f3EXAMPLE8b",
    "eventID": "cEXAMPLE-e6c2-465d-b47f-150EXAMPLE97",
    "eventType": "AwsApiCall",
    "recipientAccountId": "123456789012"
}
```

Example: `MeterUsage` on AMIs

The following example shows a CloudTrail log entry that demonstrates the `MeterUsage` action from the AWS Marketplace Metering Service for Amazon Machine Images (AMIs). When an AMI product with custom metering from AWS Marketplace is deployed in the buyer's AWS account, the software from the AMI calls `MeterUsage` within the buyer's AWS account to report usage each hour. This CloudTrail log entry is logged in the buyer's AWS account.

```
{
    "eventVersion": "1.05",
    "userIdentity": {
        "type": "AssumedRole",
        "principalId": "EX_PRINCIPAL_ID:i-exampled859aa775c",
        "arn": "arn:aws:sts::123456789012:assumed-role/Alice/i-exampled859aa775c",
        "accountId": "123456789012",
        "accessKeyId": "EXAMPLE_KEY_ID",
        "sessionContext": {
            "sessionIssuer": {
                "type": "Role",
                "principalId": "EX_PRINCIPAL_ID",
                "arn": "arn:aws:iam::123456789012:role/Alice",
                "accountId": "123456789012",
                "userName": "Alice"
            },
            "webIdFederationData": {},
```

```
            "attributes": {
                "mfaAuthenticated": "false",
                "creationDate": "2020-07-10T23:05:20Z"
            },
            "ec2RoleDelivery": "1.0"
        }
    },
    "eventTime": "2020-07-10T23:06:42Z",
    "eventSource": "metering-marketplace.amazonaws.com",
    "eventName": "MeterUsage",
    "awsRegion": "us-east-1",
    "sourceIPAddress": "1.2.3.4",
    "userAgent": "aws-cli/1.16.102 Python/2.7.16 Linux/4.14.133-113.112.amzn2.x86_64
 botocore/1.12.92",
    "requestParameters": {
        "productCode": "EXAMPLE_proCode",
        "timestamp": "Jul 10, 2020 11:06:41 PM",
        "usageDimension": "Dimension1",
        "usageQuantity": 1,
        "dryRun": false
    },
    "responseElements": {
        "meteringRecordId": "bEXAMPLE-98f0-4e90-8bd2-bf0EXAMPLE1e"
    },
    "requestID": "dEXAMPLE-251d-11e7-8d11-1f3EXAMPLE8b",
    "eventID": "cEXAMPLE-e6c2-465d-b47f-150EXAMPLE97",
    "eventType": "AwsApiCall",
    "recipientAccountId": "123456789012"
}
```

Troubleshooting

The topics in the following section provide solutions to common errors you may encounter when using AWS Marketplace.

Topics

- Common error messages
- Common seller registration error messages

Common error messages

The following sections explain the causes of common error messages, and the resolutions and preventative measures for them. Expand the sections as needed.

Agreement creation failed due to seller compliance issues or an unsupported offer currency in your region. Contact the seller to ensure the correct offer is extended to you.

Common cause

Sellers see this error message when they try to buy their own products.

Resolution

By design, AWS Marketplace prevents sellers from buying their own products.

Common seller registration error messages

The following table describes common seller registration error messages and their solutions.

Error message	Solution
Your compliance requirements are not complete	For all Japanese sellers, we're required to collect additional information for regulatory purposes before they can publish paid products. If you're a Japan-based seller and interested in listing on AWS Marketplace, contact the Japanese seller onboarding team at

Error message	Solution
	<aws-jp-marketplace@amazon.co.jp> for additional details. For more information, see JP SOR FAQ.
AWS Marketplace can't process your request right now because of an internal issue. Try again later. If the problem persists, contact us for assistance.	Clear your browser's cache and try again. If the issue persists, contact the AWS Marketplace Seller Operations team.
Before you can update your product to public, you need to add a public profile to your seller account.	Add a public profile to your seller account before updating the product to public. In AWS Marketplace Management Portal, go to **Settings**, then **Public profile**.
Update your payment settings to be compatible with the CurrencyCode.	Update your payment settings to be compatible with the currency code. Make sure to add USD, as local currency isn't supported for consumption pricing. For more information, see Currency restrictions and available currencies.
VAT/GST information is required to remain a paid seller.	You have two options: 1. Update the tax settings in the main account. Review the tax inheritance documentation to understand the effect this will have on all linked accounts. 2. Remove this account from the organization and have it as a standalone account. This means that you'll need to manually add the VAT/GST settings in the tax settings page in Billing.

Error message	Solution
Tax interview location does not match the business location	To check current location settings: 1. Tax interview location: • In AWS Marketplace Management Portal, go to **Settings**, then **Tax information**. • Choose **Update tax information**, followed by **Retake**. • Once you choose **Update tax profile**, scroll down and check the country you have provided. 2. Business location: • In AWS Marketplace Management Portal, check the **Business location** provided in **Account summary** on the **Settings** tab. If locations don't match: • Update tax information in Billing: For more information, see Account location • Update tax interview in AMMP settings: Retake tax interview from **Tax information** Ensure both locations are identical to avoid payment processin g issues.
To start using AWS Marketpla ce, complete AWS Account Registration	Complete your AWS Account Registration. For more information on seller registration, see Registering as a seller on AWS Marketplace.

Error message	Solution
Your public profile is being reviewed. You cannot add a disbursement method until your public profile is verified. Check again in 2 business days. You can currently publish only free products.	Your public profile is being reviewed. You can't add a disbursement method and complete KYC until your public profile is verified. It will take two to three business days to approve. You can currently publish only free products. Once your profile is approved, you'll receive an email to your root email address. If you still can't add payment information after three business days, contact the AWS Marketplace Seller Operations team.
Your business location is in a non-supported jurisdiction. You are not eligible to publish paid products.	Your business location is in a non-supported jurisdiction. You aren't eligible to publish paid products. For more informati on on eligible jurisdictions, see Eligible jurisdictions for paid products.
AWS account is not registere d as a seller in AWS Marketpla ce.	You aren't registered as a seller in AWS Marketplace. Complete registration from AWS Marketplace Management Portal.
Seller must have a public profile to be able to become a paid seller.	Your seller public profile must be completed and approved. Complete it and check your account status in AWS Marketplace Management Portal.

Document history

The following table describes the documentation for this release of the *AWS Marketplace Seller Guide*.

For notification about updates to this documentation, you can subscribe to the RSS feed.

Change	Description	Date
Restructured seller registration, account management, and disbursement sections	Reorganized content for seller registration process, managing seller accounts, and disbursement preferences for improved navigation and clarity.	August 27, 2025
Updated AWS managed policy for ResaleAuthorization service-linked roles	AWS Marketplace updated the `AWSMarketplaceResaleAuthorizationServiceRolePolicy` to support multi-catalog features and enable proper lifecycle management of ResaleAuthorization entities.	August 1, 2025
Updated steps for creating private offers	Updated the steps to reflect changes in the user AWS Marketplace Management Portal screens.	July 31, 2025
Added container refund policy update documentation	Added documentation for the existing capability to update refund policies for Container-based products. This feature was previously available but undocumented.	July 31, 2025

Added Designated Seller of Record (DSOR) program documentation	Added documentation for the DSOR program that enables ISVs to authorize AWS partners to create and manage SaaS listings on AWS Marketplace. The program provides an additional channel for ISVs to bring their software to market through authorized partners.	July 21, 2025
Added AI agents and tools documentation	AWS Marketplace now supports AI agents and tools as a new product type. Added documentation about creating, configuring, and listing AI agent products and agentic tools in AWS Marketplace, including deployment options and Model Context Protocol (MCP) integration.	July 16, 2025
Updated channel partner private offer documentation	Added text about the need to use service-linked roles, updated the diagram to reflect the curent system.	July 15, 2025
Updated serverless SaaS documentation	Updated the text to reflect system changes.	July 2, 2025
Added content about bulk refunds	New topic explains how to create bulk refunds.	July 2, 2025
New FAQ for private offers	New topic answers frequently asked questions about private offers.	June 25, 2025

New content for Machine Learning private offers	New topic answers frequently asked questions about private offers.	June 17, 2025
Supported languages for auto-translation	New topic answers lists the languages that buyers can choose when using AWS Marketplace.	May 28, 2025
Added step to set disbursement preferences to seller registration	See https://docs.aws.amazon.com/marketplace/latest/userguide/seller-registration-process.html for seller registration steps.	May 21, 2025
New topic for selling authorization	New topic explains how channel partners and ISVs can use selling authorizations.	May 15, 2025
Federal Addendum added to the Standard Contract for Marketplace	The addendum can help streamline U.S. Government procurement. Refer to Using standardized contracts in AWS Marketplace for more information.	April 29, 2025
SaaS guidelines update	Added information about the "Deployed on AWS" designation. Refer to https://docs.aws.amazon.com/marketplace/latest/userguide/saas-guidelines.html for more information.	April 8, 2025

Letter of authorization	Added a letter-of-authorization template, used to grant someone permission to open an AWS account on behalf of a company. Refer to Registering as an AWS Marketplace seller for more information.	April 8, 2025
Added self-service listing information to ML	See https://docs.aws.amazon.com/marketplace/latest/userguide/machine-learning-products for self-service listing information.	March 26, 2025
Updated managed policies	The following permissions were added to the AWSMarketplaceSellerFullAccess policy: `ListSupplementalTaxRegistrations`, `PutSupplementalTaxRegistration`, `DeleteSupplementalTaxRegistratio`, and `GetTaxRegistration`.	December 20, 2024
Enhance your AWS Marketplace product with promotional media	Added guide for how to use promotional media.	December 17, 2024

Updated managed policies	The `ListTasks` , `DescribeTask` , `UpdateTasks` , and `CompleteTasks` permissions have been removed from the following AWS managed policies: • AWSMarketplaceSellerFullAccess • AWSMarketplaceSellerProductsFullAccess • AWSMarketplaceSellerProductsReadOnly	December 10, 2024
Added documentation for the new Buy with AWS feature	*Buy with AWS* enables AWS Marketplace sellers to display and sell AWS Marketplace products on their own websites. AWS Marketplace sellers can integrate with AWS Marketplace call-to-action (CTA) buttons and APIs to build AWS-powered software discovery and procurement experiences on seller-owned websites.	December 4, 2024
EC2 Image Builder component-based products	EC2 Image Builder component-based products added as a product delivery method.	December 1, 2024
New AWS Partner Assistant	AWS Partner Assistant is a generative AI-powered chatbot for AWS Partners. It is accessible from both Partner Central and AWS Marketplace Portal (AMMP).	November 25, 2024

Updated managed policies	The following policies now have the `uploadFiles` permission: • awsmarketplacefullaccess • AWSMarketplaceSellerFullAccess	November 18, 2024
Added a new managed policy	Added `AWSMarketplaceSellerOfferManagement` documentation.	November 18, 2024
Updated managed policies	The following AWS managed policies now have the `DescribeAssessment` and `ListAssessments` permissions: • AWSMarketplaceSellerFullAccess • AWSMarketplaceSellerProductsFullAccess • AWSMarketplaceSellerProductsReadOnly	October 9, 2024
Removed deprecated permissions	Updated the `AWSMarketplaceSellerFullAccess` documentation to remove three actions.	June 4, 2024
Updated Amazon Machine Image (AMI) annual agreement amendment options	Sellers can now add or switch instance types for existing subscriptions.	May 30, 2024
Updated the Know Your Customer (KYC) process	Added additional step to the KYC process for sellers.	May 21, 2024

Updated private offer experience for AWS Marketplace sellers	Added content for an enhanced experience for creating and managing private offers.	May 20, 2024
Updated Requirements for Amazon EKS add-on products	Updated "Preparing your container product as an AWS Marketplace add-on" section and added "Add-on configuration requirements and best practices for add-on providers".	May 8, 2024
Updated permissions for AWS Marketplace sellers	Updated permissions examples to fix syntax errors.	April 2, 2024
Updated SaaS contract pricing	Updated content related to reporting overages for SaaS contract with pay-as-go pricing models.	April 2, 2024
New demo and private offer options on AWS Marketplace	AWS Marketplace now supports demo and private offer request options on product detail pages for select sellers.	April 1, 2024
New dashboard for taxation	AWS Marketplace now supports a taxation dashboard that provides visualization and fine-grained data on US and international tax for transactions in AWS Marketplace.	March 29, 2024
Updated `AWSMarketplaceGetEntitlements`	Added `sid` to the `AWSMarketplaceGetEntitlements` managed policy.	March 22, 2024

Updated professional services procedures	Updated the editing product visibility and removing a professional services product procedures.	March 19, 2024
Updated AMI access policies	Updated the section to clarify Linux-specific and Unix-like AMI access policies.	March 19, 2024
Added search engine optimization information for AWS Marketplace	Added content related to search engine optimization for AWS Marketplace.	March 19, 2024
Updated managed policy for sellers in AWS Marketplace	Updated `AWSMarketplaceSellerFullAccess` to add permissions related to creating service-linked roles.	March 15, 2024
New service-linked role for products in AWS Marketplace	AWS Marketplace now provides a service-linked role that enables access to AWS services and resources used or managed by AWS Marketplace for Resale Authorizations.	March 15, 2024
Updated managed policy for sellers in AWS Marketplace	Updated `AWSMarketplaceSellerFullAccess` to add permissions related to accessing tax information.	February 8, 2024

Amazon EventBridge events for security reports	AWS Marketplace now supports Amazon EventBridge events, formerly called Amazon CloudWatch Events, when a security vulnerability report is available for a seller's products.	January 31, 2024
Support for Amazon EKS add-ons	Added content and procedures related to publishing to Amazon EKS add-ons from AWS Marketplace container-based product.	January 29, 2024
Added support for professional service sellers to resell products	Sellers can now create resell opportunities for channel partners as independent software vendors (ISVs).	January 18, 2024
General availability for future dated agreements in AWS Marketplace	All ISVs and AWS Marketplace Channel Partners can specify a future start date as part of publishing a private offer with upfront pricing.	January 16, 2024
New dashboard for usage	AWS Marketplace now supports a usage dashboard that provides a visualization and fine-grained data for customers using SaaS and server usage-based products.	January 10, 2024
New Quick Launch deployment option for sellers	Added content and procedures related to the new Quick Launch deployment option for software as a service (SaaS) products.	November 29, 2023

Flexible payment schedules are available for private offers	Flexible Payment Schedules (FPS) for private offers are now available to all customers in the AWS Marketplace.	November 17, 2023
Added self-service content for container products	Added content and procedures related to self-service actions for container products.	November 3, 2023
New dashboard for agreements and renewals	AWS Marketplace now provides an agreements and renewals dashboard for sellers.	October 31, 2023
Amazon EventBridge events for change sets	AWS Marketplace now supports Amazon EventBridge events, formerly called Amazon CloudWatch Events, when a change set completes with a status of succeeded, failed, or cancelled.	October 31, 2023
Updated managed policy for sellers in AWS Marketplace Vendor Insights	AWS Marketplace updated `AWSVendorInsightsVendorFullAccess` to add permissions to update data sources.	October 18, 2023
Ending support for AWS Marketplace for Desktop Applications (AMDA)	AWS Marketplace ended support for AMDA on October 2, 2023. All content and procedures related to AMDA were removed from the guide.	October 2, 2023

Added self-service content for SaaS products	Added content and procedures related to self-service actions for software as a service (SaaS) products.	September 12, 2023
Daily disbursements are now available for AWS Marketplace sellers	Sellers in AWS Marketplace Management Portal now have the option to receive disbursements daily or monthly.	September 7, 2023
Support for Amazon EventBridge	AWS Marketplace now supports EventBridge events when sellers receive new offers.	September 6, 2023
New self-service onboarding experience for AWS Marketplace Vendor Insights	AWS Marketplace Vendor Insights now supports a self-service onboarding experience.	August 17, 2023
Updated managed policy for sellers in AWS Marketplace	Updated `AWSMarketplaceSellerFullAccess` to add permissions related to sharing entities.	June 1, 2023
Updated managed policy for sellers in AWS Marketplace	Updated `AWSMarketplaceSellerFullAccess` to add permissions related to account verifications, bank account verifications, case management, and seller notification details.	June 1, 2023

Added content about fine-grained access for AWS Marketplace	Added overview information, permissions, and procedures for fine-grained access in the AWS Marketplace Management Portal.	June 1, 2023
Added procedures for AMI products	Added self-service procedures for AMI products.	May 12, 2023
Ending support for Amazon Tax Exemption Program and US Tax Calculation Service on AWS Marketplace	Amazon Tax Exemption Program and US Tax Calculation Service were removed from the guide because support for this service ended effective March 6, 2023.	March 6, 2023
Added procedures for container products	Added new procedures for making changes to container product settings.	February 13, 2023
Ending support for AWS Marketplace Product Support Connection	AWS Marketplace Product Support Connection and sharing customer contact details using the Commerce Analytics Service are no longer supported as of November 30, 2022. AWS Marketplace removed AWS Marketplace Product Support Connection content from the guide.	January 27, 2023
Consulting partner name change	AWS Marketplace now refers to *consulting partners* as *channel partners*. The guide was updated to reflect the name change only.	January 26, 2023

Customer service team name change	The Managed Catalog Operations (MCO) team changed their name to AWS Marketplace Seller Operations team. The guide was updated to reflect the name change only.	January 24, 2023
Private offers page	Authenticated buyers can now view the AWS Marketplace private offers extended to their AWS account on the **Private offers** page.	January 19, 2023
Added topic about SaaS product settings	Added a new topic with procedures for making changes to SaaS product settings.	January 6, 2023
Updated managed policy for sellers in AWS Marketplace	AWS Marketplace updated `AWSMarketplaceSellerFullAccess` to add permissions to access seller dashboards.	December 23, 2022
Updated email notifications for sellers	Sellers are now notified when a private offer is published.	December 22, 2022
SaaS free trials for subscriptions are now available to sellers on AWS Marketplace	Sellers can now create free trials for subscription products.	December 16, 2022
Update seller experience for AMI self-service listing (version 2) on AWS Marketplace	Sellers on AWS Marketplace can now create a single-AMI product self-service listing. Sellers can make updates on their own without additional wait times for processing.	December 14, 2022

Updated three policies for tag-based authorization	Updated three policies (`AWSMarketplaceSellerFullAccess`, `AWSMarketplaceSellerProductsFullAccess`, and `AWSMarketplaceSellerProductsReadOnly`) for AWS Marketplace tag-based authorization feature.	December 9, 2022
Updated policies for sellers in AWS Marketplace Vendor Insights	Updated managed policies `AWSVendorInsightsAssessorFullAccess` and `AWSVendorInsightsVendorReadOnly` for AWS Marketplace Vendor Insights sellers.	November 30, 2022
Controlling access for sellers in AWS Marketplace Vendor Insights	Added a new topic for AWS Marketplace Vendor Insights to describe actions and permissions available to sellers.	November 30, 2022
Updated four managed policies for AWS Marketplace Vendor Insights	Updated `AWSVendorInsightsVendorFullAccess`, and `AWSVendorInsightsVendorReadOnly` managed policies for AWS Marketplace Vendor Insights.	November 28, 2022

Sellers can publish add-on products in Amazon EKS	The integration of AWS Marketplace and Amazon EKS enables sellers to present their products in the Amazon EKS console for buyers.	November 28, 2022
Updated AWS Marketplace Vendor Insights setup	Updated the setup procedure for AWS Marketplace Vendor Insights.	November 18, 2022
Updated two policies for AWS Marketplace Vendor Insights	Updated two policies `AWSMarketplaceSellerProductsFullAccess` and `AWSMarketplaceSellerFullAccess` for AWS Marketplace Vendor Insights.	July 26, 2022
Added two policies for AWS Marketplace Vendor Insights a feature offering software risk assessment.	Added two policies `AWSVendorInsightsVendorFullAccess` and `AWSVendorInsightsVendorReadOnly` for AWS Marketplace Vendor Insights a feature offering software risk assessment.	July 26, 2022
AWS Marketplace Vendor Insights is a new feature added to AWS Marketplace	AWS Marketplace Vendor Insights is a feature offering software risk assessment. AWS Marketplace Vendor Insights Vendor Insights is a feature offering software risk assessment.	July 26, 2022

AWS Marketplace Commerce Analytics Service permissions update	The AWS Marketplace Commerce Analytics Service has additional IAM permissio ns.	July 21, 2022
Seller Delivery Data Feeds Service section added	Documentation-only update to add the Seller Delivery Data Feeds Service section and reorganize the sections related to data feeds.	June 15, 2022
Supplementary reports section added	Added a new section for supplementary reports that AWS Marketplace provides for recent feature launches.	June 14, 2022
SaaS free trials for contracts are now available to sellers on AWS Marketplace	Sellers can now create free trials without additiona l development work by defining the free trial length, dimension(s) available in the trial period, and the amount of free usage capacity customers receive.	May 31, 2022
Email notifications added to buyer and seller transactions	New feature enabling email notifications to buyers and sellers verifying offers and agreements made in AWS Marketplace.	May 23, 2022

Examples added to creating your machine learning product listing	Documentation-only update to the machine learning section to include examples to show a comparison of the seller's view and the buyer's view when creating a machine learning product.	April 22, 2022
Updates to the machine learning section	Documentation-only updates have been made to the machine learning section to clarify procedures.	April 15, 2022
Israel is now an eligible jurisdiction	Residents in Israel are now eligible to become sellers on AWS Marketplace.	April 13, 2022
Updated for new items in offer data feed	Manufacturers will now receive offer information for offers created by their channel partner. This includes offers where the concerning account is the seller of record and the manufacturer for the offer as well.	March 29, 2022
Reseller opportunity notifications	Sellers now have the ability to receive notifications for reseller opportunities.	March 28, 2022
Added a video to professional services products	Updated the professional services products page with a video containing details on how to manage service products.	February 24, 2022

New topic about deploying a serverless SaaS integration solution	New information added for integrating serverless SaaS deployment, including a link to AWS Quick Start for a reference on deployment steps.	February 15, 2022
Minimal updates to Container-based requirements and AMI sections	Minimal updates to policies in Container-based requirements and removed incorrect information for AMI pricing contracts	February 14, 2022
Container versioning update	Documentation-only update to clarify how to push container images and other artifacts to repositories.	February 10, 2022
Update to `ResolveCustomer` code example for SaaS products	The `ResolveCustomer` code example for SaaS products has been updated to include `CustomerAWSAccountID` .	February 3, 2022
Added documentation for integrating AWS License Manager with AWS Marketplace for Containers Anywhere products	Documentation-only update to add detailed guidance on adding contract-pricing to your AWS Marketplace for Containers Anywhere products by integrating with License Manager.	February 1, 2022
SaaS SNS notifications update	Documentation-only update to clarify SaaS notification messages.	January 25, 2022

Ability for sellers to transact with EMEA-based buyers through Amazon Web Services EMEA SARL	Eligible AWS Marketplace sellers can now transact with customers whose AWS accounts are based in countries and territories in Europe, the Middle East, and Africa (EMEA) through Amazon Web Services EMEA SARL.	January 7, 2022
Added documentation for creating delivery options for container-based products with a Helm chart delivery method	Sellers can now provide delivery options with a Helm chart delivery method. Buyers can use these delivery options to launch a container-based application by installing a seller-provided Helm chart in their launch environme nt. When providing a Helm chart delivery method, sellers can enable Quick Launch for buyers. Quick Launch is a feature that buyers can use to use AWS CloudFormation to quickly create a new Amazon EKS cluster and launch a container-based application on it.	November 29, 2021
Update to existing policies	Security policies for AWS Marketplace sellers have been updated.	November 22, 2021

Contract pricing for AMI and Container-based products	Independent software vendors (ISVs) can now list a new AMI-based product or a Container-based product and offer upfront contract pricing for buyers.	November 17, 2021
Vendor metered tagging	Documentation-only update for vendor metered tagging, including code examples.	November 11, 2021
Amazon Simple Notification Service for AMI or Container products	Independent software vendors (ISVs) can receive notifications when customers subscribe to or unsubscribe from AMI or Container products through the Amazon Simple Notification Service.	November 10, 2021
New seller permissions	AWS Marketplace added new permissions to access the **Offers** and **Partners** tabs in the AWS Marketplace Management Portal.	November 9, 2021
Ability to deploy endpoints configured for Asynchronous Inference for machine learning products	For machine learning software that expects a higher payload inference than the maximum, or requires processing times that exceed the maximum processing time per invocation, buyers have the ability to deploy endpoints configured for Amazon SageMaker AI Asynchronous Inference.	November 8, 2021

Refund policy and approvals	Documentation-only update to clarify the refund policy and move all refund informati on to one central location in the *AWS Marketplace Seller Guide*.	August 20, 2021
Select or upload EULA for consulting partner private offers	Independent software vendors can now select or upload an End User License Agreement (EULA) when creating resale opportunities for consulting partners.	August 17, 2021
Custom product dimensions for SaaS contract products	Independent software vendors (ISVs) can now customize SaaS contract product dimensions when creating resale opportunities for consulting partners.	August 17, 2021
AWS Marketplace Field Demonstration Program	Documentation-only update to clarify the requireme nts for AWS Data Exchange dataset products for the AWS Marketplace Field Demonstra tion Program.	August 3, 2021
SaaS product guidelines update	Product guidelines for SaaS products have been updated.	July 29, 2021
Container-based product requirements update	Container-based product requirements have been updated.	July 29, 2021
AMI security policy update	Security policies for AMI products have been updated.	July 29, 2021

More eligible jurisdictions	The following are now eligible to become sellers on AWS Marketplace: Hong Kong SAR and Qatar.	June 23, 2021
Data feeds overview	Documentation-only update to give an overview of the structure of the data feeds available to sellers.	June 23, 2021
Updated the machine learning chapter	Documentation-only update to the information about creating and maintaining machine learning products.	May 27, 2021
Self-service updating for container products	Sellers now have a simpler and faster way to update their container-based products through the AWS Marketplace Management Portal.	December 17, 2020
Professional services	Sellers can now offer professional services to AWS Marketplace buyers. Added the professional services section to the documentation.	December 3, 2020
Self-service updating for AMI products	Sellers now have a simpler and faster way to update their Amazon Machine Image (AMI) based products through the AWS Marketplace Management Portal.	November 23, 2020

More eligible jurisdictions	The following are now eligible to become sellers on AWS Marketplace: Bahrain, Norway, Switzerland, and the United Arab Emirates (UAE).	June 17, 2020
You can offer upgrades and renewals on accepted private offers	For SaaS contract and SaaS contracts with consumpti on products, you can offer upgrades and renewals using private offers on previously-accepted private offers.	May 28, 2020
More information is available in data feeds	More information from reports is broken down into smaller data feeds to simplify finding and analyzing data.	May 21, 2020
Standardized license terms are now available	You can offer standardized license terms in place of custom EULAs to simplify the contracting process.	April 28, 2020
Australia and New Zealand are eligible jurisdictions	The following are now eligible to become sellers on AWS Marketplace: (i) Permanent residents and citizens of Australia (AU) New Zealand (NZ) or (ii) business entities organized or incorporated in one of those areas.	April 2, 2020

Container products now support custom metering and pricing enhancements	If you want to define your own pricing units and meter that usage to us for billing, integrate with the AWS Marketplace Metering Service's `meterUsage` action.	November 14, 2019
AWS Marketplace supports data products through AWS Data Exchange	You can now provide data products in AWS Marketplace.	November 13, 2019
Introducing the AWS Marketplace Catalog API service	The AWS Marketplace Catalog API service provides an API interface for approved sellers to programmatically manage their products.	November 12, 2019
AWS Marketplace supports paid hourly containers	AWS Marketplace now supports paid hourly containers running on Amazon Elastic Kubernetes Service (Amazon EKS).	September 25, 2019
Updated AMI product functionality	You can now deploy AMIs and Lambda functions together using AWS CloudFormation.	September 11, 2019
Added Security section	Consolidated security content under a new Security section.	May 7, 2019
Updated AMI security policies	Updated the security policies for AMI products	April 11, 2019
Added versioning information to Machine Learning Products section	Added content describing product version capability for machine learning products.	March 21, 2019

Added Machine Learning Products section	Added content for publishing machine learning products	November 28, 2018
Added Container-Based Products section	Added content for publishing container-based products.	November 27, 2018
Updated link for submitting seller help request	Changed email address to webform address.	October 22, 2018
Added SaaS contracts with consumption content	Restructured SaaS content and added content to support release of SaaS contracts with consumption features.	October 18, 2018
Added content about flexible payment schedule for private offers	Added content to support release of flexible payment scheduler for private offers content.	October 15, 2018
Updated IAM permissions content	Added content to support of new IAM permission for AMMP read only access.	October 9, 2018
Added content about consulting partner private offers	Added content to support Consulting Partner Private Offers feature release.	October 9, 2018
Added content about private image builds	Added content to support release of Private Image Build for AMIs feature.	August 13, 2018
Added search engine optimization guidance for sellers.	Added guidance for sellers who want to optimize their product for search.	July 3, 2018
Updated link to AWS Marketplace logos	Updated link to point to new AWS Marketplace logos.	June 12, 2018

Added seller guides	Converted all PDF seller guides to online content.	May 9, 2018

AWS Marketplace glossary

For the latest AWS terminology, see the AWS glossary in the *AWS Glossary Reference*.

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A

ACH transfer

Automated Clearing House transfer, an electronic payment method used for US-based bank accounts to receive disbursements from AWS Marketplace.

See also: disbursement, SWIFT code

Learn more: the section called “Provide bank account information”

address verification

Documentation that verifies a business's physical address, such as utility bills, bank statements, or official government correspondence. Required as part of the KYC process.

See also: Know Your Customer (KYC), business verification

Learn more: the section called “Complete the KYC process”

B

business verification

Documentation that verifies a business's legal existence, such as business registration certificates, articles of incorporation, or similar documents. Part of the KYC process.

See also: Know Your Customer (KYC), identity verification

Learn more: the section called “Complete the KYC process”

bring your own license (BYOL)

A licensing model where customers use their existing software licenses on AWS infrastructure, often requiring additional seller registration requirements.

See also: paid products, free products

Learn more: the section called "Seller eligibility requirements"

C

channel partner

Organizations that resell or distribute software products from ISVs. Channel partners can create private offers for products they're authorized to resell, allowing them to set their own pricing and terms.

See also: independent software vendor (ISV), managed service provider (MSP)

Learn more: *Registering as a seller*

D

doing business as (DBA)

A name under which a business operates that is different from its legal registered name. Can be used as the display name in AWS Marketplace.

See also: display name, legal company name

Learn more: the section called "Create your public profile"

disbursement

The process of AWS paying sellers for their product sales. Payments are made according to the seller's configured disbursement preferences including schedule and threshold settings.

See also: disbursement schedule, disbursement threshold

Learn more: the section called "Set disbursement preferences"

disbursement schedule

The frequency at which sellers receive payments for their product sales. Options typically include daily, weekly, or monthly disbursements.

See also: disbursement, disbursement threshold

Learn more: the section called "Set disbursement preferences"

disbursement threshold

The minimum amount that must be accumulated before a payment is disbursed to a seller. Helps reduce transaction fees for smaller payment amounts.

See also: disbursement, disbursement schedule

Learn more: the section called "Set disbursement preferences"

display name

The name that appears to buyers on AWS Marketplace, which can be the legal company name or a doing-business-as (DBA) name.

See also: legal company name, doing business as (DBA)

Learn more: the section called "Create your public profile"

E

eligible jurisdiction

Countries or regions where sellers can be based to offer paid products on AWS Marketplace, with specific requirements varying by location.

See also: paid products, EMEA

Learn more: the section called "Seller eligibility requirements"

EMEA

Europe, the Middle East, and Africa - a geographic region designation. Sellers wanting to sell to customers in EMEA must complete the KYC process.

See also: Know Your Customer (KYC), eligible jurisdiction

Learn more: the section called "Complete the KYC process"

F

free products

Software offerings in AWS Marketplace that don't require payment from buyers, though they still require sellers to meet specific eligibility requirements.

See also: paid products, bring your own license (BYOL)

Learn more: the section called "Seller eligibility requirements"

G

goods and services tax (GST)

A consumption tax similar to VAT, used in various countries. Sellers may need to provide their GST registration number if required to collect GST in their jurisdiction.

See also: value-added tax (VAT), W-8 form

Learn more: the section called "Provide tax information"

I

identity verification

Documentation that verifies the identity of key individuals in a business, such as directors, officers, or beneficial owners. May include government-issued photo identification as part of the KYC process.

See also: Know Your Customer (KYC), business verification

Learn more: the section called "Complete the KYC process"

independent software vendor (ISV)

Software companies that develop, market, and sell software products that run on or integrate with AWS services. ISVs can offer various product types including AMIs, container products, SaaS products, and machine learning models.

See also: channel partner, managed service provider (MSP)

Learn more: *Registering as a seller*

K

Know Your Customer (KYC)

A verification procedure that helps AWS comply with regulatory requirements. Required for sellers who want to get paid for Republic of Korea transactions, transact using U.K.-based bank accounts, or sell to customers in Europe, the Middle East, and Africa (EMEA).

See also: business verification, identity verification, EMEA

Learn more: the section called "Complete the KYC process"

L

legal company name

The official registered name of a business entity that appears on all legal documents and agreements with AWS Marketplace.

See also: display name, doing business as (DBA)

Learn more: the section called "Create your public profile"

M

micro-deposit verification

A bank account verification method where AWS makes two small deposits (less than $1.00) to a US-based bank account, and the account holder verifies the exact amounts to confirm ownership.

See also: ACH transfer

Learn more: the section called "Complete bank account verification"

managed service provider (MSP)

Companies that provide managed services for AWS environments, including monitoring, security, and optimization services. MSPs can offer their services as products in AWS Marketplace.

See also: independent software vendor (ISV), channel partner

Learn more: *Registering as a seller*

O

offer

A proposed combination of a product, a pricing model, and an end-user license agreement. Customers can accept offers, or request private offers with different terms.

See also: paid products, free products

Learn more: *Preparing your private offer*

P

paid products

Software offerings in AWS Marketplace that require payment from buyers and have additional seller registration and compliance requirements.

See also: free products, bring your own license (BYOL)

Learn more: the section called "Seller eligibility requirements"

public profile

Information about a seller's company that is visible to potential buyers in AWS Marketplace, including company name, description, website, and contact information.

See also: display name, legal company name

Learn more: the section called “Create your public profile”

S

SWIFT code

A unique identification code for banks used in international wire transfers. Required for non-US sellers to receive payments from AWS Marketplace.

See also: ACH transfer, disbursement

Learn more: the section called “Provide bank account information”

T

Taxpayer Identification Number (TIN)

A unique identifier used by the IRS for tax purposes, required for US-based sellers as part of the W-9 form completion.

See also: W-9 form

Learn more: the section called “Provide tax information”

V

value-added tax (VAT)

A consumption tax levied on goods and services in many countries. Sellers may need to provide their VAT registration number if required to collect VAT in their jurisdiction.

See also: goods and services tax (GST), W-8 form

Learn more: the section called “Provide tax information”

W

W-8 form

A tax form required for non-US sellers (typically W-8BEN for individuals or W-8BEN-E for entities) to establish foreign status and claim tax treaty benefits.

See also: W-9 form, value-added tax (VAT)

Learn more: the section called “Provide tax information”

W-9 form

A tax form required for US-based sellers that includes the Taxpayer Identification Number (TIN) and other tax information necessary for proper tax reporting.

See also: W-8 form, Taxpayer Identification Number (TIN)

Learn more: the section called “Provide tax information”