



AWS Marketplace

Seller reporting and notifications



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Seller reporting and notifications

Overview

ISVs and Channel Partners can choose from several different reporting and notification methods depending on their business needs. Each method provides a different way to ingest and view the data requiring varying levels of technical uplift. Customer subscriptions, product usage and estimated revenue, authoritative billed revenue, disbursed payments, and uncollected funds are offered in various reports in the portal.

AWS Marketplace provides ISVs and Channel Partners reporting and notifications on



Product usage



Sales



Customers



Billing



Payment information

Notifications inform Sellers in real time when:

- Offers are accepted by customers
- Changes are made to customers' subscriptions and entitlements for contract products
- Buyers create, upgrade, or renew a new contract using a SaaS product
- A contract expires



Types of reports

There are three types of reporting available to Sellers

1 [AWS Marketplace Management Portal \(AMMP\) reports](#) >

These reports are automatically created and available to all registered Sellers free of charge. Once a customer makes a product purchase, the reports generate at variable frequencies in the Reports tab of AMMP. These reports can also be delivered to an Amazon S3 bucket with the [Commerce Analytics Service](#). This allows Sellers to use their preferred data visualization tools.

2 [Seller Delivery Data Feeds Service \(SDDS\)](#) >

SDDS delivers raw transactional data on products, offer listings, customer billings, and tax items to an Amazon S3 Bucket. Data feeds collect and deliver structured, comma-separated value (CSV) files that require a business intelligence engineer to utilize ETL (Extract, Transform, Load) to set up each available data feed as a table in the Seller's preferred data warehouse to power SQL reports and/or display to data visualization tools.

3 [Supplementary reports](#) >

These are feature-specific reports delivered through the [Seller Delivery Data Feeds Service](#) to Seller-owned Amazon S3 accounts that are connected to the AWS Marketplace Seller account ID and an AWS Marketplace listing. These reports are designed to provide Sellers visibility into transactions before the information is available in other reporting mechanisms.

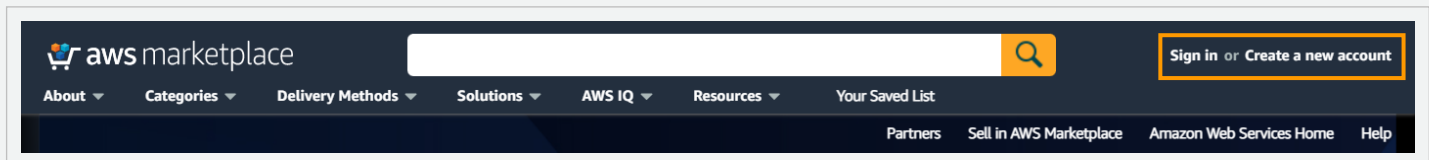
AMMP and CAS reports



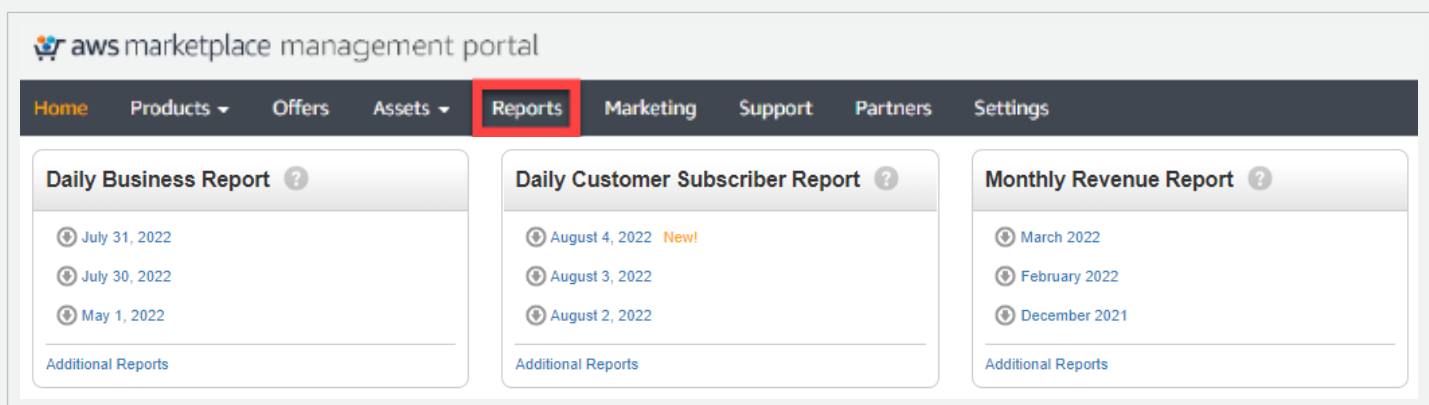
Overview: AMMP and CAS reports

How to access AMMP and CAS

AMMP: Log in from [AWS Marketplace](#) or [directly to AMMP](#)



Click on the [Reports tab](#), hover over the desired report, and click on a time to download the reports.



CAS: Assign a Business Intelligence expert and have them review the [onboarding guide](#) and [technical implementation guide](#).

Frequency of report delivery

Time of Report Delivery	➤ Reports deliver at 4:00 PM PST
Customer Subscriber	➤ Every 24 hours covering period since from prior day of delivery
Daily Business	➤ Every 24 to 72 hours covering period since prior day of delivery
Billed Revenue	➤ 15 th of each month for the prior month
Disbursement	➤ Trigger-based (within 5 days of Seller receipt of deposit from AWS)
Tax	➤ 15 th of each month



AMMP and CAS reports use cases

There are [several reports](#) available through AMMP that we've organized by use case:



[Confirm when a customer completes an offer subscription or any active customer agreements \(public or private\)](#)



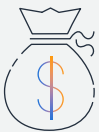
[Confirm what customers have been billed, invoiced, or refunded for deals from AWS Inc.](#)



[Cash application to settle deposits](#)



[Forecasting estimated revenue on consumption-based products like Amazon Machine Image \(AMI\) or Software as a Service with Consumption \(SaaS\)](#)



[Managing collections and delinquent customers](#)



[Cash reconciliation](#)

Looking for SDDS use cases? Click [here](#).



Suggested use case: Confirm when a customer completes an offer subscription or any active customer agreements (public or private)

Recommended report

[Customer subscriber report](#) ➔

Recommended users

Sales Operations and Deal Desks

Active Subscribers as of 2022-08-03 23:59:59 UTC														
Delivery Date: 2022-08-04 17:00:00 UTC-7														
Hourly/Monthly subscriptions														
Customer	Product T	Product Id	Product C	Subscription Start Date	Offer ID	Offer Visit	Solution Title	Solution I	Payer Refe	Reseller A	Reseller A	Customer Reference ID		
0214-7439	My Single	6222e4f3-	5t5n0gs31	12/8/2021	offer-kfsq	Private			Qkf7jwXGDSd			8PimkEWbN5x		
3029-9777	My Single	6222e4f3-	5t5n0gs31	12/8/2021	offer-kfsq	Private			Qkf7jwXGDSd			Qkf7jwXGDSd		
3179-1745	[Private] S	84908c3a-	7uj764ie1	5/6/2021	7uj764ie1	Public			fdFzcVAzWr			fdFzcVAzWr		
9143-8873	My Single	6222e4f3-	5t5n0gs31	12/8/2021	offer-kfsq	Private			Qkf7jwXGDSd			hJANdWU1enB		
Long-term subscriptions														
Customer	Product T	Product Id	Product C	Subscription Id	Subscription	Subscription	Subscription S	Offer ID	Offer Visit	Solution T	Solution I	Payer Refe	Subscription E	Subscrip
0384-3024	My Single	6222e4f3-	5t5n0gs31	7066336198	1	AWS Mark	10/8/2021	offer-274f	Private			8QvfCdFq	10/8/2022	
3029-9777	My Single	6222e4f3-	5t5n0gs31	7749005704	100	AWS Mark	12/8/2021	offer-kfsq	Private			Qkf7jwXGI	12/8/2022	
6872-6998	ADX-Seller prod-fn3g	5q1mds4c	9481620967			Data Prod	7/27/2022	offer-p4gy	Private			2LKeWuqN	7/27/2023	CREATE
6872-6998	[Private] S	0ba24f42-	osmw3nm	9482448732		SaaS Cont	7/27/2022	offer-jjlx2	Private			2LKeWuqN		CREATE
6872-6998	AWS Mark prod-lrf4k	7ubtxzhaf	9482360255			SaaS Cont	7/27/2022	offer-svojl	Private			2LKeWuqN		CREATE

Best practice



Filter on customer reference ID (from SNS notification), customer account ID (from offer notification email), Offer ID (from SNS notification or offer notification email), or subscription start date.

Private offers: To confirm private offer acceptance in real time, navigate to the [Agreements tab](#). Customer agreements only appear in the Agreements tab if the customer has accepted. You can search by product or customer account ID.

Note: ISVs cannot see agreements created by Channel Partners in this tab.

aws marketplace Management portal

AWS Marketplace management portal > Agreements

Agreement ID	Customer offer name	Offer ID	Customer ID	Product	Product type	Offer accepted date	Start date	End date
agm-6g3ytkcom385mabw2xzhz	Offer - 687269983691 - [Private] SaaS Contracts Product Sellerreportinglist	offer-gk2z7pewdk	687269983691	[Private] SaaS Contracts Product	SaaS	Wed Jul 27 2022	Wed Jul 27 2022	Sat Aug 27 2022
agm-4r19uq498323n127p42wa	Agreement 841027381552 [Private] SaaS Contracts Product	offer-d8tpd87zatec	84107381552	[Private] SaaS Contracts Product	SaaS	Wed May 19 2021	Wed May 19 2021	Sat Dec 31 2022
agm-2q9luc3dewou8g8y431	Offer - 687269983691 - AWS Marketplace Professional Services	offer-ovq8lmyqem	687269983691	AWS Marketplace Professional Services	Professional Services	Wed Jul 27 2022	Wed Jul 27 2022	Fri Jan 27 2023
agm-0f8u02zq9hw6cv47omdqzcl	FPS_TEST_Offer - 815354963078 - Product 1	offer-orkfz9pflom	815354963078	Product 1	SaaS	Fri Sep 3 2021	Fri Sep 3 2021	Tue Sep 3 2024
agm-7ud7he0x3y9ubv2c68g	DEMO Pharma Offer (S)	offer-czml6wepqk	022072214038	[Private] SaaS Contracts Product	SaaS	Thu Feb 17 2022	Thu Feb 17 2022	Mon Feb 17 2025



Suggested use case: Confirm what customers have been billed, invoiced, or refunded for deals from AWS Inc.

Recommended report

[Monthly billed revenue report](#) >

[Disbursement report](#) >

Recommended users

Revenue Operations, Finance, Accounts Receivables, Collections, and Cash Applications

Billed revenue report

The timing in which customers are billed depends on the product and agreement type the customer purchased. For example, consumption products like Amazon Machine Images (AMI) and Software as a Service with Consumption (SaaS) are metered throughout the month, meaning customers are billed monthly on the 2nd or 3rd for the prior month's usage. Sellers with products set up as a contract can choose to bill customers upfront/upon subscription, or they can provide the customer with flexible billing (monthly, quarterly, yearly, etc.) for private offers.

Monthly Customer Billing - Partner Revenue Report*

Data Coverage Start Date: 2018-12-01 00:00:00 UTC Data Coverage End Date: 2018-12-31 23:59:59 UTC
 Delivery Date: 2019-01-15 17:00:00 UTC-7
 Data Dictionary: <http://aws-marketplace-reports.s3.amazonaws.com/reports-data-dictionary.pdf>

Customer Reference ID	Zip Code	Customer Billed At	AWS Fee	Partner Revenue Amount	Transaction Reference ID	Customer AWS Account Number	Offer ID	Payer Reference ID	Payer Address ID
customer_0000000	ZIP_0000000	1540.08	-308.02	1232.06	TRANSACTION_REFERENCE_ID_0000000	AWS-ACCOUNT_0000000	offer_0000000	PAYER_REF_0000000	PAYER_ADDRESS_ID_0034
customer_0000000	ZIP_0000000	542.35	-108.47	433.88	TRANSACTION_REFERENCE_ID_0000001	AWS-ACCOUNT_0000000	offer_0000001	PAYER_REF_0000000	PAYER_ADDRESS_ID_0034

The billed revenue report provides customer invoicing on three different time scales

Billing and revenue data covers invoices billed to customers from the 15th of previous month to the 14th of current month.

Long-term subscriptions cover invoices billed to customers from the first day of the month through the last day of the month for the previous month.

Contracts with a flexible payment schedule cover contracts with future scheduled customer billing. *Note: ISVs are not shown flexible payment schedules where they have authorized a Channel Partner to resell to a customer on their behalf.*



Best practices

Filter on customer reference ID (from SNS notification), customer account ID (from Offer notification email) or offer ID (from SNS notification or offer notification email).

[Get started with reports](#) >



Suggested use case: Cash application to settle deposits

Recommended report

[Disbursements](#) ➔

[Billed revenue](#) ➔

Recommended users

Revenue Operations, Finance, Accounts Receivables, Collections, and Cash Applications

The key data attribute to reconcile across the billed revenue and disbursement report is the Transaction Reference ID. This identifier is created at the time of billing and can be used to search across both the revenue and disbursement reports.

Cash application

Best practices to track payment to the customer agreement and invoice:

- ➔ Open the recent disbursement report, refer to section 1: Disbursed amount by product
- ➔ Open previous three months of billed revenue reports
- ➔ Copy Transaction Reference ID associated with disbursement (section 1)
- ➔ CTRL F Transaction Reference ID in the revenue report

Monthly Disbursement Report

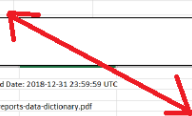
The financial information below provides a breakdown of all funds collected on your behalf during the settlement period beginning 12/10/2018 and ending 01/10/2019. These funds have recently been disbursed to your bank account. The total settlement amount reflected in this report should match the amount reported on your bank statement. The usage section of this report details paid hours of usage by customers that are related to the collected dollar amounts. The usage section does not contain usage data for free or BYOL listings, usage for rates set to an amount of \$0, or usage for amounts which have not yet been collected from buyers.

Product	Product Code	SellerRev	AWSRefFee	Net Amount	Transaction Reference ID	SellerUSSalesTax	Customer AWS Account Number	Payer Reference ID	Payer Address ID
ACME S:	PROD_CODE	447.26	-89.56	358.24	TRANSACTION_REFERENCE	0	AWS-ACCOUNT_0001195	PAYER_REF_0001195	PAYER_ADDRESS_ID_003
ACME S:	PROD_CODE	152.13	-30.43	122.72	TRANSACTION_REFERENCE	0	AWS-ACCOUNT_0000761	PAYER_REF_0000761	PAYER_ADDRESS_ID_003
ACME S:	PROD_CODE	7446	-1489.2	5956.8	TRANSACTION_REFERENCE	0	AWS-ACCOUNT_0001184	PAYER_REF_0001184	PAYER_ADDRESS_ID_003

Monthly Customer Billing - Partner Revenue Report

Data Coverage Start Date: 2018-12-01 00:00:00 UTC Data Coverage End Date: 2018-12-31 23:59:59 UTC
 Delivery Date: 2019-01-15 17:00:00 UTC
 Data Dictionary: <http://aws.marketplace-reports.s3.amazonaws.com/reports-data-dictionary.pdf>

Customer Reference ID	Zip Code	Customer Billed At AWS Fee	Partner Revenue Amount	Transaction Reference ID	Customer AWS Account Number	Offer ID	Payer Reference ID	Payer Address ID	
customer_0000000	ZIP_0000000	1540.08	-308.02	1232.06	TRANSACTION_REFERENCE_ID_0000000	AWS-ACCOUNT_0000000	offer_0000000	PAYER_REF_0000000	PAYER_ADDRESS_ID_0034
customer_0000000	ZIP_0000000	542.35	-108.47	433.88	TRANSACTION_REFERENCE_ID_0000001	AWS-ACCOUNT_0000000			



Best practices

By consolidating the monthly billed revenue and disbursement reports (or via CAS), Sellers can automate this process using Excel formulas such as VLOOKUP to reconcile.



Suggested use case: Forecasting estimated revenue on consumption-based products like Amazon Machine Images (AMI) and Software as a Service with Consumption (SaaS)

Recommended report

[Daily business report](#) ➔

Recommended users

Product, Revenue Operations, and Finance

Daily business report

Customers consume products at various rates throughout the month. To forecast the estimated amount a customer will be billed next month for the prior month's usage, Sellers can aggregate product usage by customer, offer, usage unit type, and instance type.

Sellers can collate data at their desired cadence to calculate estimated incoming revenue. Since this is estimated revenue, Sellers should confirm the authoritative billed revenue using the billed revenue report.



Daily Business Report								
Data Coverage Start Date: 1999-01-05 00:00:00 UTC								
Data Coverage End Date: 1999-01-05 23:59:59 UTC								
Delivery Date: 1999-01-06 17:00:00 UTC-7								
Documentation: https://docs.aws.amazon.com/marketplace/latest/userguide/Reporting.html								
Usage By Instance Type								
Customer Reference ID	Estimated Revenue	Customer AWS Account Number	Customer City	Customer Zip Code	Customer Email Domain	Offer ID	Payer Reference ID	Payer Address ID
6htRTinkP8E	22.8	123456789	Vancouver	12344	company.com	ey4n5cldxǝWS2YmCvFZRF	t9ynNiWWWep2r1	
Cqsihsyz65F	0	123456789	Vancouver	12344	gmail.com	aw0evgkw3KCs5w27epM	t9ynNiWWWep2r1	
Cqsihsyz65F	0	123456789	Vancouver	12344	gmail.com	aw0evgkw3KCs5w27epM	t9ynNiWWWep2r1	



Suggested use case: Managing collections and delinquent customers

Recommended report

[Disbursement Report, Section 7: Uncollected funds](#)

Recommended users

Revenue Operations, Finance, Accounts Receivables, Collections, and Cash Applications

VM-Series	hd44w1ch	AWS Mark	1.38	1	64											
VM-Series	hd44w1ch	AWS Mark	1.38	1	1719											
Age of Uncollected Funds (in USD)																
Uncollected	Uncollected	Uncollected	Uncollected	Uncollected	Uncollected (overall)											
30063748	57420831	2711642	682078.7	1661865	92540165											
Age of Disbursed Funds (in USD)																
Collected	Collected	Collected	Collected	Collected	Collected (overall)											
0	136.08	3540.53	1589.76	0	5266.37											
Age of Past Due Funds (in USD)																
Past Due	Past Due	Past Due	Past Due	Past Due	Past Due (overall)											
51699971	2705743	632934.2	633115.8	623219.6	56294983											
Uncollected Funds Breakdown																
Product	Product	SellerR	AWSRe	SellerR	AWSRe	Net Am	Curren	AR Peri	Transac	Opport	Opport	Solutio	Solutio	Payer R	Payer A	Payment Due da
806j2of0q	Product n: 1026.72	-205.34	0	0	821.38	USD	2022-08	355PH8fbqowDybm9AKJvKkTxx7kuSou9JTXecGB9pSVLNSCjL8CpoUIX	11/1/2022							
e9yfyvj3u	Product n: 2589.12	-517.82	0	0	2071.3	USD	2022-08	Sug5VhrbDgCMjr6xDSz1VMAv2PnciHqaTuYRDMbS2: EhZiap1M acakbnZT: 11/1/2022								
hd44w1ch	Product n: 6078.48	-1215.69	0	0	4862.79	USD	2022-08	Sug5VhrbDgCMvo28DYXjTHRPrEmEEmTugTj78T5yYu EhZiap1M acakbnZT: 11/1/2022								
6kxdw3bt	Product n: 1294.56	-258.91	0	0	1035.65	USD	2022-08	Sug5VhrbDgCSWj58yghUenmddAYF5x63cvftt8W9 EhZiap1M acakbnZT: 11/1/2022								
806j2of0q	Product n: 2053.44	-410.68	0	0	1642.76	USD	2022-08	Sug5VhrbDgCa8Jdc36EXsNYjGyEG3HR6WyxT1FWkrX EhZiap1M acakbnZT: 11/1/2022								
806j2of0q	Product n: 0	0	-8.28	1.66	-6.62	USD	2022-08	2LxNF1Rtp8wgWkukpqSYLT5jPnMCScaEzpeR1bir 2czXoFFZj) loTq6z2jW 10/14/2022								
6kxdw3bt	Product n: 0	0	-626.4	125.28	-501.12	USD	2022-08	3HNTAG29s6AqWfNafzMunxGDc9Kk7FM92yU9gEiz 2czXoFFZj) loTq6z2jW 10/14/2022								
6io7gr7eo	Product n: 172	-10.32	0	0	161.68	USD	2022-08	4CVQMN7AeievnM5CmcytcyHcYdWELbCxfHpnZycc 7M8n8xni lu1bGqP/ 10/14/2022								
806j2of0q	Product n: 0	0	-993.6	198.72	-794.88	USD	2022-08	6XgGzBLKXLIspRFR1yz5x7PACdGfbdzaCcsXyzC5GMzk 2czXoFFZj) loTq6z2jW 10/14/2022								
amicxduh	Product n: 3864.84	-77.3	0	0	3787.54	USD	2022-08	92AkufvdJuspayCortex U2o7cFSD skXBQoits 10/14/2022								

Best practices

- To get visibility into past due and upcoming payments, Sellers can filter by payment due date to prioritize invoices past due that require follow up.
- Track your customer's days late (difference between payment due date and deposit date) to buffer revenue forecasts.
- Reminder:** Customers generally make multiple purchases across many different AWS Marketplace software providers. It is common for customers to remit bulk payments to AWS once per month as opposed to per invoice.

Questions? Reach out to mpufinquiries@amazon.com



Suggested use case: Cash reconciliation

Best practice is to track the uncollected fund to the customer agreement and invoice

- Open most recent disbursement report
- Open the billed revenue report associated with the AR period from the Disbursement Report:
 - Section 7: Uncollected funds breakdown (e.g., AR Period 2022-07 = August 15th delivered Billed Revenue report)
- Copy the Transaction Reference ID associated with uncollected funds (section 7)
- CTRL F transaction reference ID in Revenue Reports



About this report
The financial information below provides a breakdown of all funds collected on your behalf during the settlement period beginning 12/10/2018 and ending 01/10/2019. These funds have recently been disbursed to your bank account. The total settlement amount reflected in this report should match the amount reported on your bank statement. The usage section of this report details paid hours of usage by customers that are related to the collected dollar amounts. The usage section does not contain usage data for free or BYOL listings, usage for rates set to an amount of \$0, or usage for amounts which have not yet been collected from buyers.

Product Code	Product	SellerRev	AWSRefFee	Net Amount	AR Period	Transaction Reference ID	Payer Reference ID	Payer Address ID	Payment Due date
PROD_CODE_0000002	ACME Su	447.8	-89.56	358.24	2020-03	TRANSACTION_REFERENCE_ID_0000000	PAYER_REF_000119	PAYER_ADDRESS_ID_0034	6/1/2020

Monthly Customer Billing - Partner Revenue Report
Data Coverage Start Date: 2018-12-01 00:00:00 UTC Data Coverage End Date: 2018-12-31 23:59:59 UTC
Delivery Date: 2019-01-15 17:00:00 UTC-7
Data Dictionary: <http://aws-marketplace-reports.s3.amazonaws.com/reports-data-dictionary.pdf>

Customer Reference ID	Zip Code	Customer Billed At	AWS Fee	Partner Revenue Amount	Transaction Reference ID	Customer AWS Account Number	Offer ID	Payer Reference ID	Payer Address ID
customer_0000000	ZIP_0000000	1540.08	-308.02	1232.06	TRANSACTION_REFERENCE_ID_0000000	AWS-ACCOUNT_0000000	offer_0000000	PAYER_REF_0000000	PAYER_ADDRESS_ID_0034
customer_0000000	ZIP_0000000	542.35	-108.47	433.88	TRANSACTION_REFERENCE_ID_0000001	AWS-ACCOUNT_0000000	offer_0000001	PAYER_REF_0000000	PAYER_ADDRESS_ID_0034

Seller Delivery Data Feeds Service (SDDS)



Overview: SDDS

How to subscribe and set up

- 1 Allocate a Business Intelligence engineering resource.
- 2 Set up an Amazon S3 Bucket using the AWS Seller Account ID associated with the Seller's AWS Marketplace product listings to receive [data feeds](#).
- 3 Set up each data feed as a table in the Seller's preferred data warehouse to create a database schema. The various tables represent catalog, account, and revenue-related tables that allow for structured querying (SQL).
- 4 Utilize a relational database, if the data warehouse does not have this capability, to execute AWS-created SQL queries or create Seller-owned queries to export reports.
- 5 Stakeholders can choose to use CSV reports from the Seller's relational database *or* coordinate with their Business Intelligence engineer to ingest data into a data visualization tool like Tableau, PowerBI, QuickSight, or another preferred business intelligence tool.

Frequency of delivery

Data feeds are delivered every 24 hours at 4:00 PM PST (Midnight UTC) if there is an update.

- E.g., Customer is invoiced/disbursement occurred since prior day.

Technical uplift

- Business Intelligence resource
- Data warehouse and/or relational database



SDDS use cases

There are several SDDS queries and situations that we've organized by use case:



[Non-AWS Inc. Seller of record billing, collections, and disbursements](#)



[Confirm what customers have been billed/invoiced or refunded for deals outside of AWS Inc.](#)



[Cash application to settle deposits](#)

Looking for AMMP and CAS use cases? Click [here](#).



Suggested use case: Non-AWS Inc. Seller of record billing, collections, and disbursements

AWS Marketplace purchases can now be facilitated by non-AWS Inc. legal entities (e.g., Amazon Web Services EMEA SARL or AWS Europe) for purchases made by any AWS account based in the local eligible regions from eligible Sellers.

Billings and disbursements from non-AWS legal entities will only be available in SDDS. Revenue and disbursements will **not** be available in the standard AWS Marketplace Management Portal reports. To reconcile billing and disbursements from non-AWS legal entities, refer to [page 15](#) for more information on how to set up data feeds.

Seller of record broker details and transactions where VAT on the listing fee was assessed is indicated in the **sales and disbursement reports**.



Suggested use case: Confirm what customers have been billed, invoiced, or refunded for deals outside of AWS Inc.

Recommended SQL

[Sales compensation](#) ➔

Recommended users

Revenue Operations, Finance, Accounts Receivables, Collections, and Cash Applications

Payer AWS Account ID	Country	State	City	Zip Code	Email Dom	Product Code	Product Title	Gross Revenue	AWS Rev	Gross Ref	AWS Refun	Net Revenue	Currency	AR Period	Transaction Ref	Payer Reference ID	Subscriber AWS Account
1.63254E+11	CH		Ches	1033	customer e	aasx2kx973nj	seller product 4990		-548.9	0	0	4441.1	USD	2019-07	65KoW3bZQ8gl0e65aa699f5cc6f6	5.86711E+11	
7.24973E+11	US	PA	BALA	19004	customer e	ebq3fox1jpwj	seller product 3415.17		-443.97	0	0	2971.2	USD	2019-12	B5dGTHZoowMf8b9a00ecdb0ef87	4.7778E+11	
1.26677E+11	US	NY	New	10001	customer e	81ab50nv7rv	seller product 739		-79.44	0	0	659.56	USD	2021-05	CFsgP8DaZK1j2943fc1a24d0a6f44	1.28205E+11	
4.53316E+11	DE		Walk	69190	customer e	ebq3fox1jpwj	seller product 677.56		-88.08	0	0	589.48	USD	2021-10	9LQSiqv9jM51X14a8195778d457c	6.87454E+11	
5.30015E+11	US	TX	SAN	78218	customer e	ebq3fox1jpwj	seller product 439.57		-57.14	0	0	382.43	USD	2021-10	6hXfZ9nc6u5nH28dde89156983cd	2.89872E+11	
7.31676E+11	US	GA	SUW	30024	customer e	ebq3fox1jpwj	seller product 34.44		-4.48	0	0	29.96	USD	2020-04	98duMrXEzT9ai3a1e6c501d38e0cl	6.21781E+11	
3.56143E+11	US	OR	SPRI	97477	customer e	ebq3fox1jpwj	seller product 46.76		-6.08	0	0	40.68	USD	2019-06	A2ws4fgQkp6h e7538a8cecf74f2c	2.40632E+11	
1.26677E+11	US	NY	New	10001	customer e	81ab50nv7rv	seller product 739		-79.44	0	0	659.56	USD	2020-08	8A58ZyZEmwj1943fc1a24d0a6f44	1.28205E+11	
4.57775E+11	CA	ON	Kitch	N2G 4X8	customer e	ebq3fox1jpwj	seller product 12.52		-1.63	0	0	10.89	USD	2019-09	D5D3clWpthpv7cc5f5aebaf1a1d9	1.55579E+11	



Best practice

Filter on payer account ID or Subscriber account ID.



Suggested use case: Cash application to settle deposits

Recommended SQL

[Disbursements by product:](#) ➔

Recommended users

Revenue Operations, Finance, Accounts Receivables, Collections, and Cash Applications

Each AWS disbursement has an associated bank trace ID provided in the Seller’s bank deposit details posted by the Seller’s bank. Sellers can use this ID to trace the deposit to the invoices associated to the disbursement in the Disbursement report in data feeds.

Transaction Reference ID	Product Title	Product Code	Seller Rev	AWS Ref f	Seller Rev	AWS Ref f	Seller Rev	AWS Ref f	Net Amou	Seller Salc	Seller Salc	Payer AWS Accr	End Customer AWS Accr	Disbursement Date	Bank Trace ID
BL8s3aLinwYv8aXdre7KH#	seller product ebq3fox1jpw	93.6	-12.17	0	0	0	0	0	81.43	0	0	6.81363E+11	6.81363E+11	10/4/2020	9.7685E+10
9pFspZypIs2kuoFqbHuqX	seller product ebq3fox1jpw	13.91	-1.81	0	0	0	0	0	12.1	0	0	9.7158E+11	9.7158E+11	10/4/2020	9.7685E+10
58rS5fPUDSCwUUQ64G3	seller product btv3xhc7hws	770	-154	0	0	0	0	0	616	0	0	6.34525E+11	3.95543E+11	10/15/2020	9.7685E+10
DYJB9Rziu5bva3FA4gISjuE	seller product ebq3fox1jpw	17.36	-2.26	0	0	0	0	0	15.1	0	0	1.35191E+11	1.35191E+11	10/4/2020	9.7685E+10
5pxPmpbdsSRmV1VcEbGt	seller product ebq3fox1jpw	11.21	-1.46	0	0	0	0	0	9.75	0	0	99341870477	99341870477	10/4/2020	9.7685E+10
59TWnzuwianu2yhiwkwy	seller product ebq3fox1jpw	2.16	-0.28	0	0	0	0	0	1.88	0	0	3.70824E+11	4.52899E+11	10/4/2020	9.7685E+10
4gctYfV5aVqNSuQ5rKkQ	seller product ebq3fox1jpw	1.31	-0.17	0	0	0	0	0	1.14	0	0	4.98145E+11	4.98145E+11	10/4/2020	9.7685E+10
2xyhCvKpgWx21u9qb7TX	seller product ebq3fox1jpw	2715.54	-353.02	0	0	0	0	0	2362.52	0	0	8.93009E+11	8.08191E+11	10/7/2020	9.7685E+10

Use cases requiring BIE SQL query modification:

Managing uncollected funds and delinquent customers

[Billing event data feed example](#) ➔

Customer payment terms: Billing event feed provides invoice date and payment due date

[See example queries](#) ➔

Best practice



Filter on Payer account ID, Subscriber account ID, Disbursement date, Bank trace ID, or Transaction reference ID.

For more information or if you have any questions, reach out to:

mpsellerreporting@amazon.com ➔

Planning for revenue



Planning for revenue

Overview

There are three common practices used by AWS Marketplace Sellers to plan for revenue. Sellers may need to utilize one or more practices depending on their product types, product pricing, and the Seller's internal financial or accounting policies.

Customer AWS payment terms are not currently provided to Sellers in AMMP reports. Invoice payment due dates can be located in the AMMP Disbursement Report in Section 7: Uncollected Funds to plan for receipt.

The Seller Delivery Data Feeds Service via integration with their Seller data warehouse and business intelligence (BI) tools provide invoice date and payment due date so Sellers can manually calculate customer AWS payment terms by invoice.

For more info on how to set up data feeds, contact

mpsellerreporting@amazon.com >



Planning for revenue

At time of subscription

For annual subscriptions, upfront or flexible billing contracts

AWS Marketplace tools to support:

- AWS Marketplace email event notifications
- AMMP monthly billed revenue report
 - Section 2: Variable/long-term subscriptions *and*
 - Section 4: Contracts with flexible payment schedule
 - Note: ISV-authorized CPPOs not displayed in section 4
- Partner tab: For ISVs only. ISVs can refer to reseller authorization opportunity for TCV/billing schedule for CPPOs

At time of billing

Consumption/metered-based product usage is charged to customers on 2nd/3rd of next month for the prior month's usage

AWS Marketplace tools to support:

- AMMP monthly Billed Revenue Report
- AMMP Disbursement Report
 - Section 7, uncollected funds
- SDDS integration with Seller BI tools to power SQL-driven Sales compensation report

At time of disbursement

Sellers are paid monthly between the 7th and 10th of the month after AWS has collected the full revenue balance on an invoice from the Seller's customers

AWS Marketplace tools to support:

- AMMP disbursement report
 - Section 1: Disbursements by Product
- Seller Delivery Data Feeds Service integration with Seller BI tools to power SQL-driven Disbursements report

Notifications



Notifications

Overview

There are two types of AWS Marketplace notifications that can be leveraged by Sellers: Amazon Simple Notification Service (Amazon SNS) and Notifications for AWS Marketplace events.

Depending on the product or use case, Sellers may utilize one or both to get relevant updates about a customer's subscription.

Amazon SNS and GetEntitlements

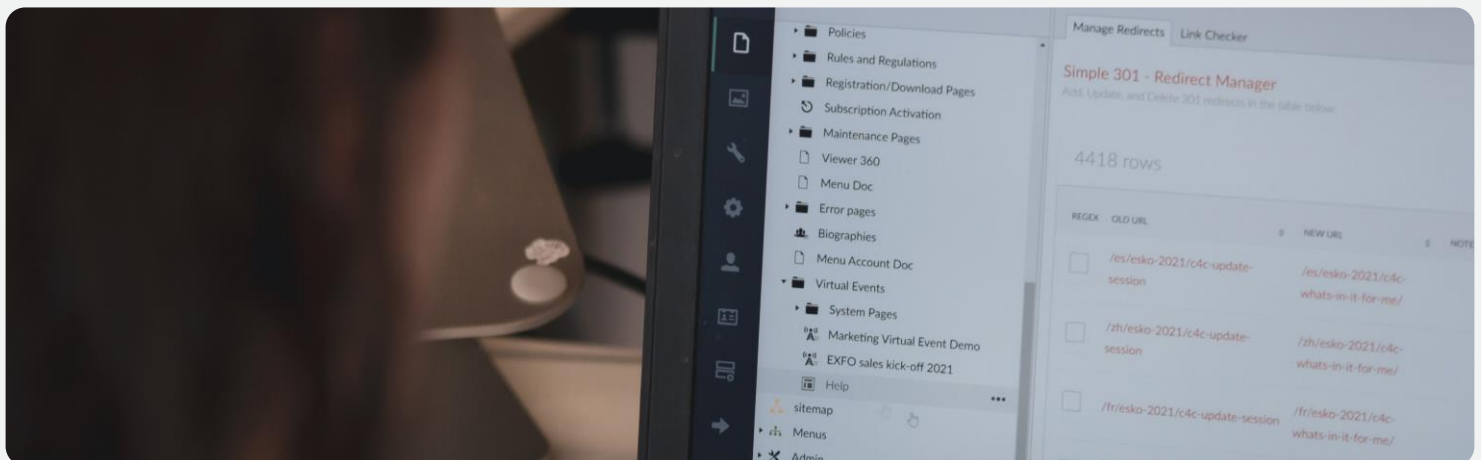
Subscription to Amazon SNS topics are provided to you during product creation. The topics provide notifications about changes to customers' subscriptions and entitlements if contract pricing is being used for your products.

For SaaS products, Sellers can receive topics that provide updates when a Buyer subscribes or unsubscribes from a product.

[GetEntitlements](#) retrieves entitlement values for a given product. The results can be filtered based on customer identifier or product dimensions.

Suggested use case: Automated or programmatic provisioning of customer software access and offer acceptance for order confirmation.

Intended audience: Sales operations, Deal Desks, and Order Booking





Available notification topics

AMI or Container products

- aws-mp-subscription-notification:
 - Entitlement-updated
 - A subsequent call to [GetEntitlement](#) is required to discover the content of the update.

SaaS products

- [aws-mp-subscription-notification](#)
 - Possible actions are:
 - Subscribe-success
 - Subscribe fail
 - Unsubscribe-pending
 - Unsubscribe-success
 - The offer-identifier only appears in the notification if the offer is a private offer.

Amazon SNS topic: [aws-mp-entitlement-notification](#)

Notifies you when Buyers create, upgrade, or renew a contract (or when it expires). This is only available for products with pricing models that include a contract.

Once you choose the product(s) you want to setup SNS under, check out the Amazon SNS Developer Guide.

[Configure Amazon SNS](#) >



Best practice

Store customer-identifier and offer-identifier in your customer relationship management (CRM) tool to help track and manage customer agreements.



Notifications for AWS Marketplace events

Notifications for AWS Marketplace events

The AWS Marketplace Notifications team sends [real-time email notifications](#) to verify reseller opportunities, offers, and agreements made in AWS Marketplace. These notifications are automatically sent to the root user for all AWS Marketplace product type subscriptions. Sellers can include [up to 10 email addresses](#) on these notifications.

Suggested use case: Manual provisioning of customer software access, customer subscription confirmation, and order/revenue booking.

Intended audience: Sales operations, Deal Desks, Order Booking, and Revenue Operations.

Event types supported for all product and pricing types



Buyer has requested a professional services product



Recurring scan vulnerability or recurring scan reminder



Reseller opportunity has been created, updated, or expired



Consulting Partner Private Offer has been published



Email notifications to Buyer and Seller for offer acceptance



Best practice

Store the following data points in a customer relationship management (CRM) tool to help track and manage customer agreements:

- Customer AWS Account ID
- Customer business name
- Offer identification
- Agreement ID
- Service start/end date
- Deal amount

Questions? Contact the [AWS Marketplace Seller Operations](#) team.

Additional questions on these topics?



For reports, contact:

mpsellerreporting@amazon.com



For notifications, contact:

[Managed Catalog Operations Team](#)

