

# AWS re:Invent

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PEX204

# Building solutions together with AWS Partner Solutions Factory

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# Agenda

Where we were

Our roadmap to the solution

Key steps we took and decisions we made

How we solved the problem

Where we are today



# AWS Partner Solutions Factory

A PARTNER MOTION THAT ALL PARTNERS CAN LEVERAGE

## What is the Partner Solutions Factory?

A universal framework designed to help partners consistently build complex industry solutions that meet the mandated quality bar for our customers, operated by partners running on AWS. It is focused on making the process of ideating, building, and selling complex industry solutions as frictionless as possible.

## What value does it drive for partners?

Provides a direct intake mechanism for use cases driven by customer needs, with mechanisms to align a validated ecosystem through the technology stack, to leverage code, accelerators, and blueprints for build, and to leverage GTM templates to co-sell solutions. Additionally, AWS commits support resources during co-build to ensure solutions meet the high bar AWS has on architectures and services.

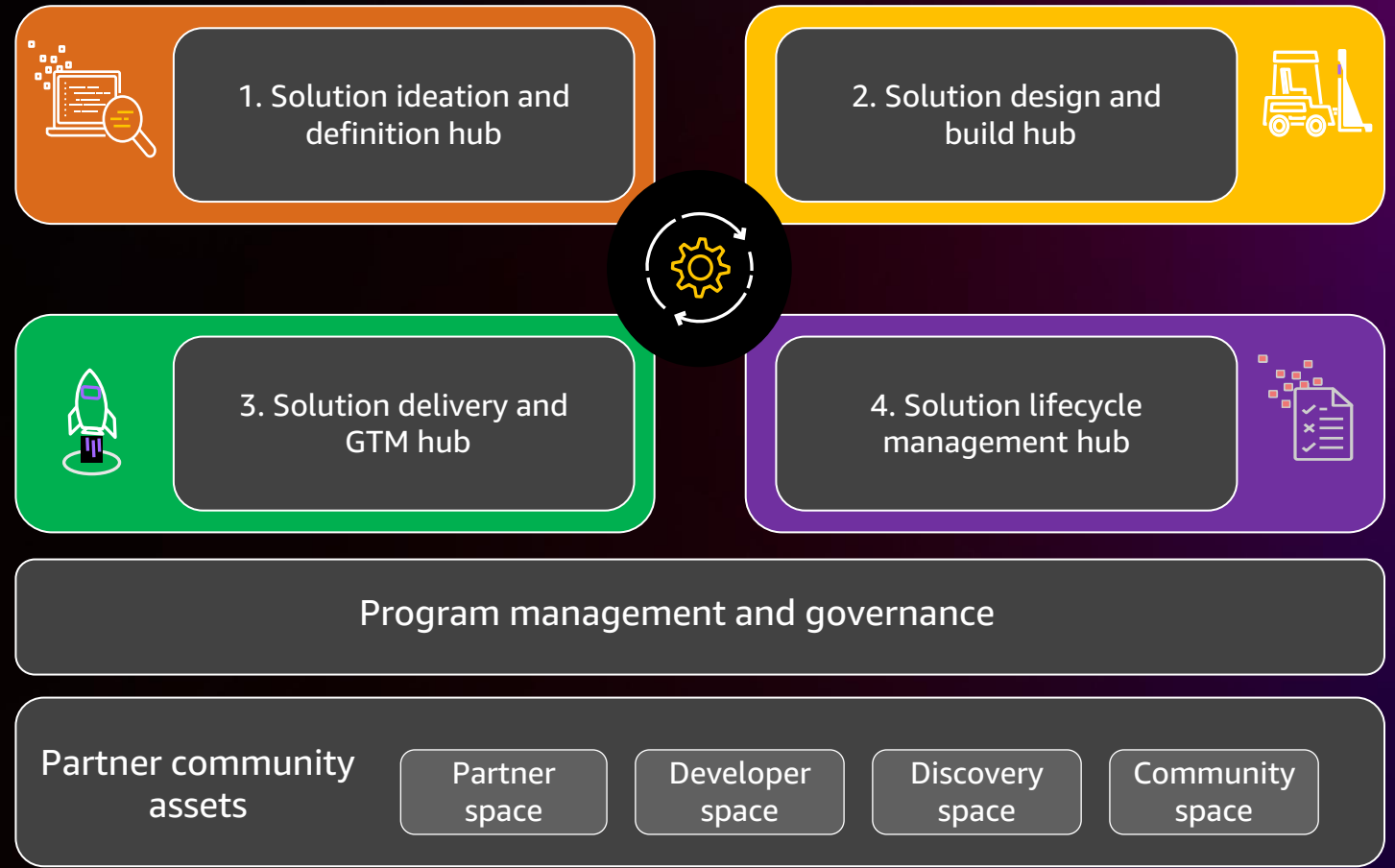
## How will customers benefit?

Line-of-business customers will be able to easily purchase industry-grade solutions that solve use cases specific to their needs, enabling them to focus on strategic initiatives, transformation, and agility.



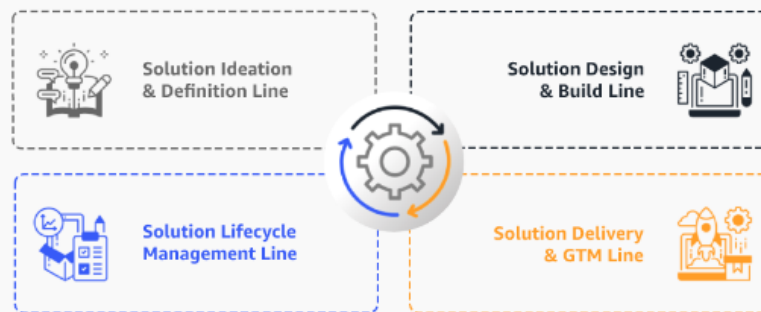
# Solution build hub framework

How we  
**consistently**  
build partner  
solutions that  
meet the  
**mandated**  
**quality bar**



# PSF industry and services

How we **consistently** build Partner solutions that meet the **mandated quality bar**



## PSF for Industry



## PSF for Services



## Franchise Model

Industry Aligned Franchises

- PSF for GSI  
i.e. Accenture/Healthcare
- PSF for Segment  
Energy Savings as a Service
- PSF for BCAPS  
Partners
- PSF for SMB/Greenfield  
Partners

Service Aligned Franchises

- PSF for Industry 4.0  
in a box
- PSF for SKF
- PSF for MOTER

# Solutions include:

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# Thank you!

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