

Westcon's Partner Program for AWS CPPO

AWS Consulting Partner Private Offers (CPPO) allow AWS Consulting Partners to be included in the sales that take place on AWS marketplace.

Westcon-Comstor is making this process easier for resellers and vendors through the new Westcon Partner Program for AWS CPPO.



Simplify the AWS CPPO processes for partners



Remove guesswork and difficulty out of providing offers



Decrease difficulty to transact using AWS CPPO



Allow Non-AWS consulting partners to access the program

Resellers



No requirements for US entity ID or bank account



No need to set-up individual CPPO agreements



End-to-end transaction, billing, margins and discounts managed



Volume discounts & exclusive offers

Vendors



Access to Westcon's reseller community



Build solutions and BOMs as normal



Maintain vendor relationships with the customer



Transact any CPPO offer with any Westcon reseller

Customers



Utilise AWS budget by transacting through AWS Management console



Access bespoke offers via reseller and vendor relationships



Receive invoice from AWS or AWS billing agent as per normal



Benefit from AWS Preferred Pricing Agreement (PPA)

Contact us to find out more

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