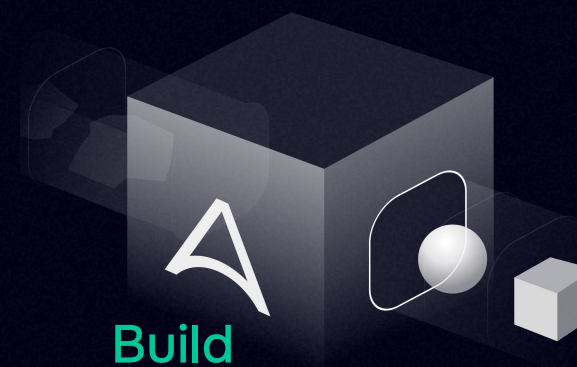


Incremental Workloads (IW) program for startups



Assess

Get APN partner support to decide whether to move forward with a migrate or build project

Offering: Partner Cash only

ARR Eligibility: \$24K to <\$500K

Partner Cash: Migration Assessments: Up to 8% of ARR (capped at \$10K)¹

AI/ML Assessments: Flat \$5K²

Credits

Trial AWS products/services in a staged environment before migrating or building

Offering: AWS Service Credits only

ARR Eligibility: N/A

Service Credits: Up to 10% of ARR (capped at \$100K)

Migrate

Migrate external workloads from competitive platforms, colocation, or on-premises to AWS

Offering: AWS Service Credits and/or Partner Cash

ARR Eligibility: \$24K to <\$500K

AWS Service Credits: Up to 25% of ARR (+10% for OpenAI migrations)

Partner Cash: Up to 25% of ARR

Build

Strategic service adoption with hands-on technical resources

Offering: Partner Cash and/or AWS Service Credits (partner-attach mandatory for credits)

ARR Eligibility: \$12K to <\$500K

Partner Cash: Up to 20% of incremental ARR

AWS Service Credits: Up to 8% of incremental ARR

✔ **Key Eligibility Requirements.** (1) Account must be tagged as **SUP** segment and **AGS** business unit in SFDC. (2) Only for accounts with Sub-BU = “**STARTUP**”. (3) No exceptions allowed for non-SUP accounts