This document describes the requirements for Reseller Contract for AWS Marketplace (RCMP), providing necessary steps for both ISVs and Channel Partners.

This feature allows Independent Software Vendors (ISVs) to add reseller contract for AWS marketplace (RCMP) when authorizing channel partners to resell ISVs’ products to AWS MP buyers. This reduces redundancy in legal contract reviews when the two parties (ISVs and channel partners) onboard with each other. ISVs and channel partners can now further optimize their resell operations with this self-service feature of reseller contract that defines a Consulting Partner Private Offer (CPPO) transaction.

ISVs can optionally attach RCMP or their own customized contract when creating a reseller Opportunity. Channel partners can then view and accept an RCMP when using a reseller Opportunity to create a CPPO. Reseller contracts on marketplace are strictly between channel partners and ISVs and will not be visible to the final buyer of a CPPO.

Steps for ISV Opportunity Creation

Step 1

ISV signs in to AMMP and chooses Partners tab to Create opportunity.
Step 2

ISV then fills up the below Opportunity details page.
Step 3

At the bottom of **Opportunity details** page, the sections are updated to include **RCMP** as shown in red highlight.
Step 4

Once ISV clicks on **Review opportunity**, ISV can review the opportunity as below.

**Step 5**

After clicking on **Create opportunities**, ISV can view the final details of the opportunity as below.
Steps for Channel Partner Opportunity Creation

Step 1
Channel Partner (CP) signs into AMMP, chooses Partners tab and clicks on Opportunities received to view the Opportunities created by ISV for the CP.

Step 2
Once Channel Partner (CP) selects an Opportunity and clicks on Create offer, CP can view the Opportunity details including the highlighted RCMP section if ISV attached the same else this section will not be there. If RCMP is attached here, then it will be a required checkbox. (Note: This RCMP will not be visible for MP Buyer as RCMP is strictly between ISV and CP)
Step 3

Once the above is done, Channel Partner (CP) then clicks **Create offer** which brings to the below page. Here, CP selects the newly created offer and clicks **Copy offer url**. This will copy the deep URL of the offer, which CP sends to MP Buyer via email.