

As cloud continues to transform businesses, organizations need **cloud expertise** to achieve their goals.

90% of IT Decision Makers report cloud skill shortages.<sup>1</sup>



Customers are looking for **educated and certified partners** to help close this gap.



AWS Training and Certification empowers your team to build their **competence, confidence, and credibility**, so you can better support customers with **essential knowledge** of the AWS Cloud.

Of the APN Partners surveyed that attended **AWS training** or achieved **AWS Certification**...<sup>2</sup>

55% agreed that it improved the quality of their **solutions** and **deliverables**.

36% agreed that it increased the number of **customers** migrating to **AWS solutions**,

31% agreed that it shortened their **implementation time**, and...

94% of APN Partners surveyed who achieved **AWS Certification** reported at least one business benefit, including...

Broadened skills

Enablement to sell additional AWS services

65% of APN Consulting Partners and

57% of APN Technology Partners who achieved **AWS Certification** reported it enhanced their career opportunities.

AWS offers **free training resources** designed specifically for **APN Partners** to help you build **crucial skills**.

Learn more at

[aws.amazon.com/partners/training](https://aws.amazon.com/partners/training)

Sources:  
<sup>1</sup> 451 Research, 2019  
<sup>2</sup> MTM, a subsidiary of Gartner, 2018