Amazon Web Services Year-End Savings (YES) Promotions for U.S. Federal Government Agencies

2025

Say YES to AWS!

Amazon Web Services Year-End Savings (YES) Promotions

To help utilize year-end Federal funding availability, Amazon Web Services, Inc. (AWS) has compiled high-value cloud service packages—YES Promotions—that allow you to take concrete steps to expedite your agency's cloud migration and modernization.

During this limited window, the US Federal Government can benefit from promotions across AWS Marketplace, Training & Certification, and Professional Services.

These AWS YES Promotions will be available from June 1, 2025, until September 30, 2025, allowing Federal customers time to procure these services in accordance with applicable regulations.

You can select or combine any of the following promotions:

- AWS Marketplace
- AWS Instructor-Led Training
- AWS Skill Builder
- AWS Professional Services

→ **In the sections that follow, we provide additional details on the YES Promotions and instructions on how Federal customers can purchase it directly or through an AWS Partner Network (APN) Partner. To enroll, contact either your AWS account manager or email aws-yes-promos-2025@amazon.com. To use an AWS Partner, the AWS Partner must (1) provide written approval from their Federal customer and (2) pass the full value of the promotion onto their Federal customer (and attest they will do so).**

AWS Marketplace

AWS Marketplace is a curated digital catalog with thousands of software listings from independent software vendors. You can use AWS Marketplace to find, test, buy, deploy, and manage third-party software that runs on AWS. It includes software listings in popular categories such as security, networking, storage, machine learning, business intelligence (BI), database, and development operations.

AWS YES Promotion for AWS Marketplace

In AWS Marketplace, sellers can provide custom, discounted pricing via Private Offers to share non-publicly available pricing directly with customers. This feature is a useful avenue for sellers to offer pre-negotiated rates or use purchases through existing cloud contract pricing structures. Purchases made through **Private Offers** allow for Buyers and Sellers to align on pre-negotiated terms and conditions and the utilization of existing cloud contracts.

AWS Marketplace Private Offer Promotion

Receive 1.5% in credits for Private Offer purchases under $1 million

Receive 1% in credits for Private Offer purchases over $1 million

Receive 1% in credits for renewals or migrations that move to AWS Marketplace categories

The AWS Marketplace YES Promotion includes the following offerings:

- U.S. Federal customers* that purchase a new Private Offer contract under $1,000,000 during the promotional period will receive 1.5% of the value of the Private Offer contract in AWS Promotional Credits.
- U.S. Federal customers that purchase a new Private Offer contract over $1,000,000 during the promotional period will receive 1% of the value of the Private Offer contract in AWS Promotional Credits (not to exceed $200,000 in Credits per transaction).
- U.S. Federal customers that have existing software licenses and renew or migrate their existing software licenses to AWS Marketplace will receive 1% of the value of the Private Offer contract in AWS Promotional Credits.

You can use these credits on eligible AWS fees and charges during or after the billing cycle in which you apply the applicable credit code to your AWS account** .

* US Federal System Integrators and Partners who manage AWS Account IDs on behalf of the US Federal Government are also eligible.

** Customers cannot combine new and existing AWS Marketplace Private Offer promotions. A customer can place multiple AWS Marketplace Private Offers, each of which would be eligible for the promotion.

Marketplace promotional credits are capped at $200,000 per AWS Marketplace transaction.

AWS Training and Certification

AWS Training & Certification is offering a 25% discount on all instructor-led training and 25% off annual Team Subscriptions to our digital learning platform, Skill Builder. This is a limited-time opportunity to equip your workforce with the cloud skills and industry-recognized credentials necessary to drive faster results, harness the power of generative AI and position your agency for success at a significant discount.

To take advantage of this amazing offer, products and services must be contracted **directly with AWS**, and all **instructor-led classroom deliveries and/or Skill Builder onboarding must be completed by December 31, 2025**.

AWS Training & Certification Promotion

Receive **25% off** AWS Skill Builder Team subscription

Receive **25% off** Instructor-Led Classroom Training

AWS Skill Builder Team Subscription

With access to a variety of digital and classroom learning options, including 600+ courses and hands-on labs, employees gain actionable skills that ensure your organization's cloud investment delivers immediate results and meets your long-term business goals. Maximize your AWS investment, upskill at scale, access a variety of learning options, and train your employees in all levels and roles — all in one place with Learning Administrator oversight, reporting capabilities, and centralized management. Engage your team with immersive, interactive experiences and foster a culture of learning through AWS Skill Builder.

Instructor-Led Classroom Training

AWS Classroom Training offers live classes with instructors who teach you in-demand cloud skills and best practices using a mix of presentations, discussion, and hands-on labs. Courses range from half-day to four days and bring your learners together in a collaborative, focused environment, directly interacting with AWS experts. Customers who invest in AWS classroom training see an overall ROI of 234% over three years for investments made in formal AWS learning.

Why AWS Training & Certifications?

AWS training provides individuals and organizations with the knowledge and skills required to use AWS services effectively, enabling them to be more productive, cost-effective, and competitive. AWS Training has the following downstream impacts:

Improved governance and security of the cloud

Faster and smoother migrations to the cloud

Enhanced innovation and agility

Development and retention of talent

AWS Professional Services

AWS Professional Services (Proserve) is offering Year End Savings options that give Federal customers the opportunity to accelerate their cloud journey while saving money:

Fixed Price/Fixed Outcomes

Fixed price engagements can offer more predictable and cost-efficient outcomes than variable unit-based projects, offering defined deliverables and outcomes while eliminating the uncertainty of variable pricing and reducing the risk to Federal customers. Under this YES Promotion option, Federal customers can select from Firm Fixed Price (FFP) Milestone SOW(s) for the following solutions: (1) AWS Landing Zone Accelerator, (2) Generative AI Chatbot, (3) Application Modernization, and (4) Resident Engineer. See Appendix A for more information on these offerings.

AWS Landing Zone Accelerator

What you Get: AWS Landing Zone deployed using Infrastructure-As-Code. Optional ATO documentation and guidance for Landing Zone

Total Firm Fixed Price: $249k or 330k with ATO option

How Long It Takes: 3 months*

* The total time to completion is an estimation and may vary from customer to customer.

Generative AI Chatbot

What you Get: AI Chatbot and Guided Deployment, Security Controls, Infrastructure-As-Code, Documentation

Total Firm Fixed Price: $299k

How Long It Takes: 2 months*

* The total time to completion is an estimation and may vary from customer to customer.

Application Modernization

What you Get: A modern cloud-based application, packaged and deployed in a non-production development environment with all necessary DevSecOps integrations to streamline the developer experience. The design of the new system is modeled after the architecture and functionality of the legacy.

Total Firm Fixed Price: $311k

How Long It Takes: 3 months*

* The total time to completion is an estimation and may vary from customer to customer.

Resident Engineer

What you Get: One (1) AWS Resident Engineer dedicated to Customer based on mutually-decided upon working hours during the week days, e.g., Mon-Thurs, for up to 32 hours per week.

Total Firm Fixed Price: $377k for 6 months/$755k for 12 months

How Long It Takes: 6 or 12 months

Appendix A   AWS Professional Services Fixed Price/Fixed Outcomes Offerings

A.1 Get into the Zone: AWS Landing Zone

Deploy a secure, resilient, and scalable AWS multi-account environment with AWS Professional Services.

What Is It

Fixed fee engagement to deploy a well-architected, multi-account AWS environment that is scalable, secure, and aligned with Federal data security standards (FedRAMP and NIST, among others). This includes the automation of preventative and detective controls, strict monitoring of environments, data encryption, logging and separation of duties. The Landing Zone can be deployed worldwide ("Commercial" regions) and in higher classified environments within the US ("GovCloud" regions). AWS ProServe will also provide detailed documentation and training associated with the Landing Zone. Customers provide AWS with a new account and a few e-mail addresses, and our ProServe team delivers the Landing Zone (Commercial or GovCloud), detailed documentation, and applicable training. This option allows Customers to decide whether they want to be hands-on, with AWS guiding every step of the process, or they want AWS to build the Landing Zone directly.

> **AWS Landing Zone Accelerator**
>
> **What you Get:** AWS Landing Zone deployed using Infrastructure-As-Code. Optional ATO documentation and guidance for Landing Zone
>
> **Total Firm Fixed Price:** $249k or 330k with ATO option
>
> **How Long It Takes:** 3 months*
>
> ** The total time to completion is an estimation and may vary from customer to customer.*

What Is Required

- Customer must provide a brand-new AWS account, with GovCloud enabled if needed.
- Customer must provide the names and e-mail addresses for the appropriate Customer stakeholders, which will be engaged with AWS ProServe regularly throughout the project, including weekly meetings.
- Customer must actively engage with AWS ProServe throughout the project and secure proper leadership support (where necessary) to make decisions on Landing Zone configurations (networking, identity, etc.). Alternatively, at Customer's discretion, AWS ProServe can deploy the default set of recommended configurations.

A.2 Enter the Chatbot

Deploy an intelligent, conversational AI chatbot that can reduce staff workload and provide 24/7 assistance to internal and external users.

What Is It

Fixed fee engagement to deploy a cutting-edge generative AI chatbot that can be leveraged to improve internal workforce productivity or provide round-the-clock assistance for internal and/or external users. Using AWS's generative AI chatbot solution accelerator and cloud development kit (CDK) template, we can help you develop a secure chatbot that (a) can be tailored to your agency's specific needs, (b) integrates with your existing knowledge base, (c) implements robust security measures to protect sensitive information, and (d) aligns with AWS best practices.

> **Generative AI Chatbot**
>
> **What you Get:** AI Chatbot and Guided Deployment, Security Controls, Infrastructure-As-Code, Documentation
>
> **Total Firm Fixed Price:** $299k
>
> **How Long It Takes:** 2 months*
>
> ** The total time to completion is an estimation and may vary from customer to customer.*

What Is Required

- AWS will not deploy the chatbot in a production environment
- The generative AI chatbot model leverages the existing CDK framework and does not include customization or deviations
- AWS ProServe can assist Federal customers seeking Authority to Test (ATT) or Interim ATT certifications for the chatbot. However, full ATO certification is not included
- The chatbot will solely utilize Amazon Bedrock models. Custom-hosted models are not included.
- Vector store for Retrieval-Augmented Generation (RAG) is limited to Amazon OpenSearch
- Authentication integration is limited to Open ID Connect (OIDC)-compatible authentication protocol
- User access is controlled by the application and not by third-party solutions (i.e. Active Directory)
- Current solution does not have security controls built-in for PII data

A.3 The Modern App for a Modern Cloud

Transform a single legacy application into a cloud-native and cost-efficient solution using AWS ProServe.

What Is It

Fixed-fee engagement leverages AWS best practices established solution patterns to develop a tailored strategy for modernizing an application. By adopting AWS's proven service patterns—such as event-driven architectures, containerization, and serverless computing—the modernized solution is optimized for performance, scalability, and cost-efficiency. This offering includes implementation of DevOps automation, integrated security (DevSecOps), comprehensive logging and monitoring, and alignment with AWS architectural best practices.

What Is Required

- This is a net new application build influenced by the legacy system. No existing applications, components, or code are to be included in the solution (some exceptions may apply).

- The intent is to provide the baseline for a modernized system meant to replace an existing legacy system.

- The solution is developed and built internally on AWS test accounts, and delivered either periodically or at the conclusion of the opportunity.

- This offering is limited to modernization efforts focused on the core stack of an application, i.e., the front end, backend business logic, and a transactional data store. Anything more complex must be combined with another non-promotional AWS ProServe offering, examples: data warehousing or data lake, generative AI, multi-account environments, etc.

- Internal customer efforts required for application development such as obtaining an ATO, evaluating 508 compliance, etc. are excluded from this effort.

- During the "Discover and Design" phase of the engagement, Customers can choose their preferred application stack composition, which is limited to the AWS best practices solution patterns.

Application Modernization

What you Get: A modern cloud-based application, packaged and deployed in a non-production development environment with all necessary DevSecOps integrations to streamline the developer experience. The design of the new system is modeled after the architecture and functionality of the legacy.

Total Firm Fixed Price: $311k

How Long It Takes: 3 months*

* The total time to completion is an estimation and may vary from customer to customer.

A.4 Everyone Needs an Engineer

AWS Resident Engineer(s) for 6 or 12 months to accelerate IT transformation initiatives.

What Is It

One fixed-fee, Resident Engineer who can help Federal customers reduce time-to-delivery on urgent IT transformation projects. Resident Engineers provide on-site expertise, offering strategic guidance, AWS best practices, and hands-on support across a wide range of AWS services and solutions. Resident Engineers can help you optimize your cloud architecture, enhance security posture, drive cost optimization initiatives, and mentor your staff to build in-house cloud expertise. They'll also have access to broader AWS Service and Enablement teams to help remove obstacles.

Resident Engineer

What you Get: One (1) AWS Resident Engineer dedicated to Customer based on mutually-decided upon working hours during the week days, e.g., Mon-Thurs, for up to 32 hours per week.

Total Firm Fixed Price: $377k for 6 months/$755k for 12 months

What Is Required

- Subject to availability of AWS Resident Engineers with requisite expertise, e.g., Cloud Infrastructure, Data Architecture, Security
- Customer agrees to facilitate all necessary onboarding and/or clearance requirements, including but not limited to badging and physical and/or virtual access credentials. AWS is not responsible for onboarding delays outside of AWS control.
- Customer agrees to receive a monthly invoice for a milestone that is a status/progress report of accomplishments
- An AWS Engagement Manager will be assigned to interface with the Customer and provide project coordination, status reports, and engagement as needed.

Appendix B   How to Procure AWS YES Promotions

1 **Step 1: Register Enrollment with AWS**

U.S. Federal Government customers interested in these promotions must first register with AWS to confirm eligibility. You can either contact your AWS account manager or email aws-yes-promos-2025@amazon.com. Please include your contact information and the promotions under which you intend to enroll. We will strive to contact you to review all procurement options available within one business day. You can also provision a promotional service without registering with AWS, but we cannot confirm you will be eligible for the promotion and you may not receive the promotion. This situation might be applicable if you are nearing the September 30th deadline and there is no time for you to contact AWS. AWS will honor the promotion for eligible customers if they provision or procure the promotional service during the promotional period and fulfill the terms of the promotion, but register with AWS after the promotional period has ended, pending compliance with applicable terms and conditions in Appendix C.

Eligibility

AWS YES Promotions are available to all U.S. Federal customers and indirectly to such customers through eligible AWS Partners.

2 **Step 2: Identify Procurement Path**

You have multiple ways to procure AWS YES Promotions, as detailed in the following subsections. These steps are applicable to all AWS YES Promotions.

Existing Cloud Contract Vehicles

Many U.S. Federal customers find that using an existing vendor cloud contract is the most ideal way to procure AWS Services. We can help you identify an applicable existing vendor contract for the AWS YES Promotions.

The AWS Partner Network

U.S. Federal customers can procure AWS YES Promotions through an existing contract with an AWS Partner in our APN. These Partners manage, service, support, and bill end customers for IT support services, which include AWS Services. To access AWS YES Promotions through an existing contract with an AWS Partner, reach out to your AWS Partner with the promotions you are interested in procuring. The AWS Partner will need to provide AWS with written approval (such as an email) from your organization and pass the full value of the promotion onto you. Search the Engage with AWS Partners webpage for a list of authorized AWS Partners.

3 **Step 3: Deliver Promotion**

After you register with AWS and we confirm your eligibility, you can then issue a purchase order through an applicable procurement channel. You must provision the promotional service or complete the procurement before the September 30th deadline. After you provision the promotional service, AWS will verify that the terms of the promotion have been fulfilled and deliver the promotional value in accordance with the promotional.

Appendix C   Terms and Conditions

C.1   Promotion Description

Customers must complete promotional purchases by September 30, 2025, 11:59 p.m. PDT and be an eligible agency to receive the promotion offer in accordance with the Amazon Web Services Year-End Spending (YES) Promotions for U.S. Federal Government Agencies" Promo Sheet (the "Promo Sheet"). Terms and conditions apply.

C.2   Terms and Conditions

The AWS YES promotion for Marketplace is subject to the following terms and conditions.

- Promotional pricing expires September 30, 2025, 11:59 pm PDT, so eligible agencies must place relevant orders in advance to receive the promotional offer.
- All promotional pricing (including any limitations) included in the Promo Sheet constitute the promotional pricing for this promotion.
- AWS Promotional credits for the Marketplace promotion are capped at $200,000 per AWS Marketplace transaction.
- AWS YES promotions are only valid for U.S. Federal government agencies and eligible AWS Partner Network (APN) Partners under contract with such agencies.
- All orders placed will incorporate AWS standard commercial terms and conditions. AWS reserves the right to reject orders with custom or non-standard terms.
- To receive promotional pricing through an AWS Partner, the AWS Partner must provide AWS with a written approval from the U.S. Federal government customer. The AWS Partner must pass the full value of the promotion onto the government and attest they will do so.
- AWS Promotional Credits are subject to the terms and conditions set forth at https://aws.amazon.com/awscredits/. AWS Promotional Credits have no monetary value. Where the offer involves AWS Credits, you represent and warrant that (i) your receipt and use of the AWS Credits is not prohibited nor restricted under, nor inconsistent with, any applicable laws, regulations, or binding orders, including applicable ethics or procurement rules, and (ii) the application of the AWS Credits will not create a conflict of interest for AWS in connection with your use or potential use of AWS services.
- Failure to provide AWS complete or accurate purchase order information may delay or prevent offer fulfillment.
- You may select one or more of the YES promotional offers unless specified otherwise. YES promotional offers may not be combined with other offers, promotions, or discounts.
- Amazon Web Services, Inc. ("AWS") reserves the right to modify or cancel the offer at any time.
- Offer is non-transferable and may not be resold.
- Offer valid while available promotional credits last.
- AWS may terminate the promotional offer at any time.
- If you violate any of these terms and conditions, the offer will be terminated.
- Void where prohibited.
- Your information is handled in accordance with the AWS Privacy Notice.