

AI and ML Rapid Adoption Assistance For Public Sector Partners

Quickly build solutions to address public sector needs



Frequently Asked Questions

Q: What is Artificial Intelligence (AI) and Machine Learning (ML) Rapid Adoption Assistance initiative?

A: We are launching AI and ML Rapid Adoption Assistance, an additional benefit available to Amazon Web Services (AWS) Public Sector Partners in response to the President's executive order [the American AI initiative](#). This partner initiative will provide Amazon Partner Network (APN) partners with a direct and automated mechanism of reaching out to AWS AI and ML team of experts for assistance in delivering AI based solutions, designed to help government agencies to provide better services to United States citizens. Partners will go through Envisioning, Enablement and Build phases within approximately six to eight weeks of engagement with AWS Machine Learning experts.

Q: What problem does this AWS partner initiative solve?

A: The American AI Initiative directs federal agencies to double down on the efforts to advance Artificial Intelligence in order to protect and improve the security and economy of our nation. AI and related technologies including ML and Deep Learning (DL) can effectively transform the way government agencies operate and enable those to provide better services to the citizens. One of the most effective way of achieving the goal of the President's executive order is to enable and assist the partner community in acceleration of their solution development using AI and ML. However, technical resources with this domain expertise are very limited and that is the main challenge AWS partner community is facing. The goal of introducing this partner initiative is to enable both technology and consulting partners to accelerate their solution development on AWS AI and ML stack by providing them direct access to AWS AI and ML team of experts.

Q: Which partners are eligible to apply?

A: Existing APN partners should be a member of the [Public Sector Partner \(PSP\) program](#) to apply and take advantage of this additional benefit. The partner could be an Independent Software Vendor (ISV) or a consulting partner.

Q: Why should partner be a Public Sector Partner program member?

A: The purpose of introducing this additional benefit is to help APN Partners with solutions and experience in delivering government, education, and nonprofit customer missions around the world. Being a member of PSP demonstrates and recognizes your experience and expertise in those domains.

Q: Does partner need to meet any other prerequisites?

A: Yes. Since your organization is an existing APN Partner, we assume that you are familiar with the well architected framework and the best practices of implementing a solution on the AWS platform. You apply to become a part of this partner initiative only if assistance is needed with respect to the AWS AI and ML stack and you have carefully thought through the use cases or currently pursuing a qualified opportunity with an agency. This initiative was not designed to provide a Level 100 overview of our capabilities.

Partners should apply for this additional benefit only if they are committed to building and providing a solution using AWS AI and ML stack and have enough resources to deliver the solution.

Q: Do partners need to pay for application to become a part of this partner initiative?

A: This offering is not a paid engagement. The AWS resources will work with you, enable your technical team, provide you training and guidance, but won't be delivering code or working on your production systems. This is not a professional services engagement and it does not cost anything other than your time commitment.

Q: What are necessary partner commitments?

A: AWS is dedicating lot of resources with specialized expertise into this offering. We expect partners to provide commitments that are needed to progress through the steps explained in the [blog post](#) by delegating their time and resources. For example, once the AWS AI and ML acceleration team delivers a workshop tailored to your use case, we would expect to see progress around the development cycle using the knowledge that you have gained through the training, for your own benefit. AWS team expects partners to advance to the next phase in a week or two, to ensure progress.

Q: How long is this engagement?

A: Typically, engagement with AWS team of experts could take anywhere from six weeks to eight weeks depending on the use cases and complexity of the solution. For technology partners, it might take months to promote their offering into production.

Q: Is this a one-at-a-time offering or can partners have multiple engagements?

A: The same partner can reach out to the AWS AI and ML acceleration team multiple times through this AI and ML solution offering. The assistance is offered to partners per use case. For example, strategic consulting firm could be building AI solutions for three different agencies using different AI and ML services. In this case, they can reach out to us and they will go through the Envisioning, Enablement and Build phases designed for the three different use cases or opportunities.

Q: Do partners get any artifacts at the end of this engagement?

A: As mentioned earlier, the AWS resources will be validating your architecture, providing hands-on training to your development team, removing technical blockers in your development phase and

giving recommendations around the best practices of using our AI and ML stack. However we won't be delivering any code or related artifacts as part of this engagement.

Q: Do partners need to execute any paperwork to take advantage of this offering?

A: Since this is open to existing Partners who meet certain prerequisites, there is no additional paperwork needed to avail this additional benefit. The goal of this offering is to provide an automated approach for partners with qualified workloads to seek additional technical assistance to adopt AWS AI and ML stack.

Q: Are partners guaranteed to get this additional benefit and avail all the technical help, once they apply?

A: Once you apply, you will receive communication from AWS about the next steps within three business days. However, applying to this offering does not guarantee your inclusion. We will make the earnest attempt to provide support to everyone. The final decision will be based on the use case, impact to the mission and the projects that you are working on with the Government. Example: Priority will be given to customer who is trying to bake Amazon SageMaker into their core offering vs customer wanting a roadmap discussion of our AI and ML stack. Please make sure that you are an existing APN partner who meet the required criteria as explained in [this blogpost](#) and question number 3.

Q: What are the expectations once partner graduates this initiative?

A: Partner should be willing to be a Public Reference which means AWS will be entitled to use partner logo or mention your company and workload on AWS domain websites and in our public facing presentations. For technology partners, once you incorporate our AI and ML services into your SaaS or PaaS offering and once it gets into production, you can work with our team to publish a press release. Consulting partners pursuing opportunities in the Public Sector space, once you get the contract and start implementing an AI and ML solution for an agency/NPO/Education institution, you can work with us and publish a press release. Publishing press release is optional.

Q: Why is this offered solely for Public Sector Partner Program members?

A: This objective of this brand new partner initiative is to support the Public Sector Partners to accelerate their solution development using Artificial Intelligence to improve the lives of the citizens, create jobs, reflect our Nation's values, and keep Americans safe at home and abroad, as per the President's American AI Initiative. The launch of Rapid Adoption Assistance partner initiative is in response to support the American AI Initiative. As technical resources with knowledge in the areas of cognitive computing, conversational AI, image recognition, speech recognition, natural language processing are very scarce, this provides a scalable and automated mechanism to reach out to AWS AI and ML experts for technical assistance.