



Programs available to Global Ventures Portfolio Companies

Credits and business growth

• <u>AWS Activate</u> helps startups get started on AWS by providing credits, training, 24/7 support to help your business grow. Startups that are not yet members of your program and are pre-Series B can subscribe to AWS Activate using your **org ID**: **1kRnh** and they can click <u>here</u> for more information and how to apply.

Please also see below in the 'AWS Services' section for information about the new AWS Activate Console launch, and in the 'Virtual Events' section for two important free webinars on AWS Activate Onboarding and Active NEXT for startups that are coming off the Activate program.

- <u>Migrate with AWS</u> helps startups who are not on AWS migrate costeffectively and effortlessly to take advantage of AWS startup programs and benefits including migration credits. If required, we can refer one of our certified <u>APN Partners</u> in MENA to support the startup with the migration at no additional cost.
- <u>AWS Marketplace</u> is for B2B startups who are ready to scale globally, where they can list their solutions and create an additional sales and marketing channel. It is now available for KSA and UAE registered startups in addition to US/EU registered/affiliated, otherwise they can use Hyperwallet to get a USD account. <u>Amazon Launchpad</u> allows B2C startups to take advantage of Amazon's world-class retail expertise and global infrastructure to showcase, sell, and deliver their cutting-edge products to millions of Amazon customers worldwide.

Technical Resources

- <u>The AWS Architecture Center</u> provides customized technical advice to startups in architecture, cost optimization, security and helps remove barriers for growth.
- <u>AWS Well-Architected Tool</u> is a free tool available to startups to review the state of workloads and compare them to best architectural practices.
- <u>Machine Learning for Startups</u> provides tools to Implement Artificial Intelligence and Machine Learning (AIML) quickly, easily, and at scale with AWS. We can also support startups with a funded Proof-of-Concept (POC) program to experiment with AWS AIML services.

AWS Services - What's New and Updated

- <u>AWS Activate Console</u>, providing startups with personalized tools and resources to help them grow and succeed. This includes features such as:
 - Cost and Credit Widget for real-time visibility into AWS credit awards and balances, projected runway on credits, and AWS bills,

 Tech Hub for real-time updates on the health of your AWS environment, recommends new and relevant AWS services to explore, and helps startups more easily get connected with AWS technical support resources.





 Startup Profile - Enables startups to keep their profile up to date in order to qualify for more benefits (service credits, startup programs, etc.) and get more relevant recommendations in their feed.

We have created a new webpage dedicated to the Activate Console.

• <u>Document Understanding Solution</u> is a new <u>AWS</u> Solutions

Implementation that provides an easy-to-use web application that extracts text from documents, identifies structural data (tables, key value pairs), extracts critical information (entities), and creates smart search indexes from the data. Additionally, files can be uploaded directly to, and analyzed files can be accessed from an AWS account. Part of the Intelligent Document Processing services offered from AWS, this solution uses AWS artificial intelligence (AI) services to solve business problems that apply to various industry verticals.

Exclusive content for Global Ventures Portfolio Companies

AWS publishes articles, blogs, and videos every day to share best innovation practices with startups around the world:

- [MENA Webinar] <u>Introduction to Outposts</u>
- [Webinar and Podcast] 6 Ways to Reduce Your AWS Bill
- [AWS Startup blog] The Startup's Guide to Building Machine Learning on AWS
- [AWS Startup blog] What Startup Founders Need at This Moment: It Starts with a Very Cool Head on Your Shoulders
- [AWS Startup blog] Navigating a Changing Fundraising Landscape with Entrepreneur First