



API Reference

# AWS Partner Central



# AWS Partner Central: API Reference

# Table of Contents

<b>AWS Partner Central API reference guide .....</b>	<b>1</b>
Features offered by AWS Partner Central API .....	1
Supported Regions and endpoints .....	1
Selling API entities .....	2
Opportunity .....	2
Partner Solutions .....	2
AWS product .....	2
AWS Marketplace private offer .....	2
Engagement invitation .....	3
<b>Setup and authentication .....</b>	<b>4</b>
Linking your AWS account to Partner Central .....	4
Setting up IAM .....	4
Managing AWS Marketplace offers .....	5
Authenticating API calls .....	5
Using the AWS SDK .....	5
Authentication without using the AWS SDK .....	5
Signing your calls with custom user-agent .....	5
Custom user-agent header .....	6
Using custom headers in SDKs .....	6
<b>Access control and permissions .....</b>	<b>8</b>
Prerequisites .....	8
Using AWS managed policies .....	8
AWSPartnerCentralOpportunityManagement policy .....	8
Custom policies .....	9
Assigning policies to IAM roles and users .....	11
Managing permissions using condition keys .....	12
Summary of required permissions .....	12
<b>Testing in a sandbox .....</b>	<b>14</b>
Access to the sandbox environment .....	14
How to use the sandbox .....	14
Important details about the sandbox environment .....	16
Testing AWS actions .....	16
Testing events in the sandbox environment .....	17
Additional testing notes .....	17

Getting help .....	18
<b>Quotas .....</b>	<b>19</b>
API operation quotas .....	19
Association quotas per opportunity .....	20
Understanding and managing quotas .....	20
Rate limiting .....	20
Time window for quotas .....	20
Requesting a quota increase .....	20
<b>Working with your Opportunities .....</b>	<b>21</b>
.....	21
What is an Opportunity? .....	21
Working with Your Opportunities .....	21
<b>Working with Opportunities from AWS .....</b>	<b>24</b>
1. Receiving the AWS Opportunity .....	24
2. Reviewing the Engagement Invitation .....	24
3. Handling the Engagement Invitation .....	24
4. Managing the AWS Opportunity Post-Acceptance .....	25
<b>Working with Opportunity Updates .....</b>	<b>26</b>
1. Making Updates to Opportunities .....	26
2. Receiving Updates from AWS on Opportunities .....	27
<b>Working with Selling API Events .....</b>	<b>28</b>
Amazon EventBridge .....	28
How to listen .....	28
AWS console setup .....	28
SDK setup .....	28
Types of events .....	29
Example Opportunity event .....	29
Example Engagement Invitation event .....	30
Example rules .....	30
Opportunity Created .....	30
Opportunity Updated .....	30
Engagement Invitation Created .....	31
Engagement Invitation Accepted .....	31
Engagement Invitation Rejected .....	31
All events .....	31
<b>Associating, Disassociating and Assigning Opportunities .....</b>	<b>33</b>

Associating opportunities with other entities .....	33
Solutions .....	33
AWS Products .....	33
AWS Marketplace Offers .....	33
Disassociating Opportunities from other entities .....	34
Assigning Opportunities .....	34
<b>Logging AWS Partner Central API calls with AWS CloudTrail .....</b>	<b>35</b>
Overview .....	35
Understanding AWS Partner Central log file entries .....	35
Fields in AWS Partner Central log file entries .....	36
<b>Best practices .....</b>	<b>37</b>
Reacting to events .....	37
Implementing optimistic locking .....	37
Synchronizing data between CRM and AWS Partner Central .....	37
Using events (recommended) .....	37
Using ListOpportunities polling .....	38
<b>Actions .....</b>	<b>39</b>
AssignOpportunity .....	40
Request Syntax .....	40
Request Parameters .....	40
Response Elements .....	41
Errors .....	41
See Also .....	42
AssociateOpportunity .....	44
Request Syntax .....	44
Request Parameters .....	45
Response Elements .....	46
Errors .....	46
See Also .....	47
CreateOpportunity .....	49
Request Syntax .....	49
Request Parameters .....	51
Response Syntax .....	56
Response Elements .....	56
Errors .....	57
See Also .....	58

DisassociateOpportunity .....	59
Request Syntax .....	59
Request Parameters .....	59
Response Elements .....	61
Errors .....	61
See Also .....	62
GetAwsOpportunitySummary .....	63
Request Syntax .....	63
Request Parameters .....	63
Response Syntax .....	64
Response Elements .....	65
Errors .....	68
See Also .....	69
GetEngagementInvitation .....	70
Request Syntax .....	70
Request Parameters .....	70
Response Syntax .....	71
Response Elements .....	71
Errors .....	74
See Also .....	75
GetOpportunity .....	76
Request Syntax .....	76
Request Parameters .....	76
Response Syntax .....	77
Response Elements .....	79
Errors .....	83
See Also .....	84
ListEngagementInvitations .....	85
Request Syntax .....	85
Request Parameters .....	85
Response Syntax .....	87
Response Elements .....	87
Errors .....	88
See Also .....	89
ListOpportunities .....	90
Request Syntax .....	90

Request Parameters .....	91
Response Syntax .....	93
Response Elements .....	94
Errors .....	95
See Also .....	96
ListSolutions .....	97
Request Syntax .....	97
Request Parameters .....	97
Response Syntax .....	99
Response Elements .....	99
Errors .....	100
See Also .....	101
RejectEngagementInvitation .....	102
Request Syntax .....	102
Request Parameters .....	102
Response Elements .....	103
Errors .....	103
See Also .....	104
StartEngagementByAcceptingInvitationTask .....	106
Request Syntax .....	106
Request Parameters .....	106
Response Syntax .....	107
Response Elements .....	107
Errors .....	109
See Also .....	111
StartEngagementFromOpportunityTask .....	112
Request Syntax .....	112
Request Parameters .....	112
Response Syntax .....	113
Response Elements .....	114
Errors .....	115
See Also .....	117
UpdateOpportunity .....	118
Request Syntax .....	118
Request Parameters .....	120
Response Syntax .....	124

Response Elements .....	124
Errors .....	124
See Also .....	126
<b>Data Types .....</b>	<b>127</b>
Account .....	129
Contents .....	129
See Also .....	131
AccountReceiver .....	132
Contents .....	132
See Also .....	132
AccountSummary .....	134
Contents .....	134
See Also .....	135
Address .....	136
Contents .....	136
See Also .....	138
AddressSummary .....	139
Contents .....	139
See Also .....	140
AssigneeContact .....	142
Contents .....	142
See Also .....	143
AwsOpportunityCustomer .....	144
Contents .....	144
See Also .....	144
AwsOpportunityInsights .....	145
Contents .....	145
See Also .....	145
AwsOpportunityLifeCycle .....	147
Contents .....	147
See Also .....	149
AwsOpportunityProject .....	150
Contents .....	150
See Also .....	150
AwsOpportunityRelatedEntities .....	151
Contents .....	151



---

See Also .....	151
AwsSubmission .....	153
Contents .....	153
See Also .....	153
AwsTeamMember .....	155
Contents .....	155
See Also .....	156
Contact .....	157
Contents .....	157
See Also .....	158
Customer .....	159
Contents .....	159
See Also .....	159
CustomerSummary .....	160
Contents .....	160
See Also .....	160
EngagementCustomer .....	161
Contents .....	161
See Also .....	163
EngagementInvitationSummary .....	164
Contents .....	164
See Also .....	167
ExpectedCustomerSpend .....	168
Contents .....	168
See Also .....	169
LastModifiedDate .....	171
Contents .....	171
See Also .....	171
LifeCycle .....	172
Contents .....	172
See Also .....	176
LifeCycleSummary .....	177
Contents .....	177
See Also .....	180
Marketing .....	181
Contents .....	181

See Also .....	182
MonetaryValue .....	184
Contents .....	184
See Also .....	185
NextStepsHistory .....	186
Contents .....	186
See Also .....	186
OpportunityEngagementInvitationSort .....	187
Contents .....	187
See Also .....	187
OpportunityInvitationPayload .....	189
Contents .....	189
See Also .....	190
OpportunitySort .....	191
Contents .....	191
See Also .....	191
OpportunitySummary .....	193
Contents .....	193
See Also .....	195
Payload .....	196
Contents .....	196
See Also .....	196
ProfileNextStepsHistory .....	197
Contents .....	197
See Also .....	197
Project .....	198
Contents .....	198
See Also .....	202
ProjectDetails .....	204
Contents .....	204
See Also .....	205
ProjectSummary .....	206
Contents .....	206
See Also .....	207
Receiver .....	208
Contents .....	208

---

See Also .....	208
RelatedEntityIdentifiers .....	209
Contents .....	209
See Also .....	210
SenderContact .....	211
Contents .....	211
See Also .....	212
SoftwareRevenue .....	213
Contents .....	213
See Also .....	214
SolutionBase .....	215
Contents .....	215
See Also .....	216
SolutionSort .....	217
Contents .....	217
See Also .....	217
ValidationExceptionError .....	219
Contents .....	219
See Also .....	220
<b>Common Errors .....</b>	<b>221</b>
<b>Common Parameters .....</b>	<b>223</b>
<b>Release notes .....</b>	<b>226</b>
<b>Document history .....</b>	<b>248</b>

# AWS Partner Central API reference guide

This AWS Partner Central API reference is designed to help [AWS Partners](#) integrate Customer Relationship Management (CRM) systems with Partner Central. The API automates interactions with Partner Central, which helps to ensure effective engagements in joint business activities.

The API provides standard AWS API functionality. Access it by either using API [Actions](#) or by using an AWS SDK that's tailored to your programming language or platform. For more information, see [Getting Started with AWS](#) and [Tools to Build on AWS](#).

## Features offered by AWS Partner Central API

- 1. Opportunity management:** Facilitates the management of coselling opportunities with AWS using API actions such as `CreateOpportunity`, `UpdateOpportunity`, `ListOpportunities`, `GetOpportunity`, and `AssignOpportunity`.
- 2. AWS referral management:** Facilitates receiving referrals shared by AWS using actions like `ListEngagementInvitations`, `GetEngagementInvitation`, `StartEngagementByAcceptingInvitation`, and `RejectEngagementInvitation`.
- 3. Entity association:** Associate related entities such as *AWS Products*, *Partner Solutions*, and *AWS Marketplace Private Offers* with opportunities using the actions `AssociateOpportunity` and `DisassociateOpportunity`.
- 4. View AWS opportunity details:** Use the `GetAWSOpportunitySummary` action to retrieve real-time summaries of AWS opportunities that are linked to your opportunities.
- 5. List solutions:** Provides list APIs for listing solutions partners offer using `ListSolutions`.
- 6. Event subscription:** Partners can subscribe to real-time updates on opportunities by listening to events such as *Opportunity Created*, *Opportunity Updated*, *Engagement Invitation Accepted*, *Engagement Invitation Rejected* and *Engagement Invitation Created* using Amazon EventBridge.

## Supported Regions and endpoints

The AWS Partner Central API is available in the US East (N. Virginia) Region.

Region	Endpoint
us-east-1	partnercentral-selling.us-east-1.api.aws

Partners can test and validate API integrations in a secure sandbox environment. This allows you to test API actions without affecting live data. For more information, see [Testing in a sandbox](#).

## Selling API entities

AWS Partner Central entities represent key business components used in coselling engagements between partners and AWS. These entities encapsulate information related to opportunities, solutions, products, and offers, enabling smooth collaboration and management of joint sales activities. The following sections provide descriptions of the core entities in the Partner Central Selling API.

### Opportunity

An opportunity is a potential sale or deal that a business identifies and actively pursues. It's a qualified prospect or lead with a specific need that the company's products or services can address. Opportunities are typically tracked in a sales pipeline or CRM system and form the foundation of future revenue. Effective opportunity management involves nurturing leads through the sales process, from the initial qualification to closing. For more information, see [Working with your opportunities](#) and [Data types](#)

### Partner Solutions

Represents a Partner Solution (referred to as offering on AWS Partner Central), which is a software product or consulting practice created and delivered by AWS Partners. Partner Solutions help customers address specific business challenges or achieve particular goals using AWS services. For more information, see [What is a solution?](#)

### AWS product

Represents a specific AWS service or product. AWS offers a wide range of products and services designed to provide scalable, reliable, and cost-effective infrastructure solutions. Partners can obtain the latest list of AWS Products from the [bulk import page on Partner Central](#) (Start Import > AWS Products and Solutions). For more information, you can [learn about AWS Products](#) or [view the list of all AWS Products](#).

### AWS Marketplace private offer

AWS Marketplace private offer is a feature that allows AWS Marketplace sellers to offer specific pricing and terms to individual AWS customers. Through private offers, sellers can negotiate

custom prices, payment schedules, and end user license terms. AWS customers can obtain software solutions that meet their specific requirements, while also possibly benefiting from more favorable terms or pricing compared to standard offerings. The private offer process involves the seller creating a unique offer with tailored terms, which is then shared privately with the designated AWS customer for their review and acceptance. For more information, see [Private offers in AWS Marketplace](#).

## Engagement invitation

Engagement Invitation refers to a formal request from AWS for partners to collaborate on a specific referral. This allows AWS and the partner to work together to drive the opportunity forward. The invitation can be accepted or rejected by the partner.

# Setup and authentication

Setting up and authenticating with the AWS Partner Central API involves three steps. Here's an overview of the process:

1. Link your AWS Marketplace Seller account to Partner Central.
2. Set up permissions using IAM.
3. Authenticate your API calls using Signature Version 4 (SigV4).

## Linking your AWS account to Partner Central

Linking your AWS account to Partner Central is a prerequisite for using the API. For more information, see [Linking AWS Partner Central accounts with AWS Marketplace seller accounts](#). You must sign in to Partner Central with an account that has alliance-lead or cloud-administrator permissions, navigate to the **Account Linking** section, and follow the prompts.

## Setting up IAM

To use the AWS Partner Central API, you will need an AWS Identity and Access Management (IAM) role or an IAM user to start making calls. For more information, see [When do I use IAM?](#) Follow the steps for [Creating IAM roles](#) and [Creating an IAM user](#) in your AWS account guides for this. You must create this IAM Role/User in your Partner Central-linked AWS Marketplace Seller account. IAM role/user creation does not incur any costs.

1. Create an IAM Role/User

Sign in to the AWS Management Console, navigate to the IAM service, and follow the steps to create an IAM role or an IAM user.

2. Assign Policies:

Attach managed policies or create custom policies as needed. To modify or expand permissions, apply additional policies to the IAM Role instead of copying and combining the content from `AWSPartnerCentralOpportunityManagement` with other permissions. Avoid duplicating managed policies, as doing so will prevent you from automatically gaining access to new features as they're released, and you'll have to manually update your policies in the future. For more details about access policies, see the [Access Control documentation](#).

## Managing AWS Marketplace offers

For managing AWS Marketplace offers and linking them to opportunities, partners must give the IAM role permission to access Catalog APIs. Ensure the role/user has permissions, such as `aws-marketplace:ListEntities` and `aws-marketplace:SearchAgreements`.

## Authenticating API calls

AWS Partner Central API uses Signature Version 4 (SigV4) for authentication. Here's how to implement it:

### Using the AWS SDK

AWS SDKs automatically handle request signing. Provide your AWS credentials, and the SDK does the rest.

1. For Java, see [Provide temporary credentials to the AWS SDK for Java](#).
2. For Python (Boto3), see [Credentials](#).
3. For JavaScript (Node.js), see [Setting credentials in Node.js](#).
4. For .NET, see [Credential and profile resolution](#).
5. For other programming languages and more examples, see the [Tools to Build on AWS](#).

### Authentication without using the AWS SDK

If an AWS SDK is not available for your chosen programming language, authentication involves manually creating a canonical request, signing the request, and handling the session tokens. AWS offers comprehensive guidance for [using SigV4 signing](#). However, please note that using the AWS SDK is recommended as manual request signing increases the complexity and requires careful management of security tokens.

### Signing your calls with custom user-agent

When making API requests to AWS Partner Central, we recommends including the `X-Amzn-User-Agent` header to help AWS identify the source of the client application, track usage, and audit performance. AWS uses this header to distinguish the type of client application making the call and to gather insights about the success rate of different client implementations.



## Custom user-agent header

**Header Name:** X-Amzn-User-Agent

**Purpose:** Distinguishes the type of client making the API request, categorizing the source of the interaction.

**Format:** CompanyName | ProductName | CRMName | ProductVersion

**Example Value:** AWS | AWS Partner CRM Connector | Salesforce | v3.0

Including this header in every request enables AWS to analyze request patterns, track integrations, and improve the API experience for different CRM systems.

## Using custom headers in SDKs

To include the X-Amzn-User-Agent header in SDK calls, you can modify the client request behavior before making the API call. Below is an example using the AWS SDK for Python (Boto3):

```
import boto3

# Define service and endpoint details
service_name = "partnercentral-selling"
endpoint_url = "https://partnercentral-selling.us-east-1.api.aws"

# Create a boto3 client for Partner Central
partner_central_client = boto3.client(
    service_name=service_name,
    region='us-east-1',
    endpoint_url=endpoint_url
)

# Function to add the custom User-Agent header
def add_version_header(params, **kwargs):
    params["headers"]['X-Amzn-User-Agent'] = 'AWS|AWS Partner CRM Connector|Salesforce|v3.0'

# Register the event to modify the request before the call is made
partner_central_client.meta.events.register(
    f'before-call.{service_name}.*', add_version_header
)
```

```
# Now, whenever an API call is made using this client, the custom User-Agent header  
will be included
```

This example demonstrates how to register an event in the Boto3 SDK to automatically append the X-Amzn-User-Agent header to every API request. The same approach can be applied to other AWS SDKs by modifying their respective request-interception mechanisms.

# Access control and permissions

Access control and permissions are managed by AWS Identity and Access Management (IAM). This section provides guidance for configuring the necessary permissions to interact with the API, including the permissions required to list AWS Marketplace entities.

## Prerequisites

Before configuring permissions, ensure that your AWS account is linked to Partner Central and that you created the necessary IAM roles and users. For more information, see [Setup and Authentication](#).

## Using AWS managed policies

AWS provides managed policies that grant the required permissions to interact with the API. To provide the necessary access to manage opportunities, attach the `AWSPartnerCentralOpportunityManagement` policy to your IAM identities. For more information, see [AWS managed policies for AWS Partner Central users](#).

## AWSPartnerCentralOpportunityManagement policy

This policy grants full access to Partner Central opportunity management actions.

```
{
  "Version": "2012-10-17",
  "Statement": [
    {
      "Effect": "Allow",
      "Action": [
        "partnercentral:CreateOpportunity",
        "partnercentral:UpdateOpportunity",
        "partnercentral:ListOpportunities",
        "partnercentral:GetOpportunity",
        "partnercentral:GetAwsOpportunitySummary",
        "partnercentral:ListSolutions",
        "partnercentral:AssociateOpportunity",
        "partnercentral:DisassociateOpportunity",
        "partnercentral:AssignOpportunity",
        "partnercentral:SubmitOpportunity",
      ]
    }
  ]
}
```

```

        "partnercentral:AcceptEngagementInvitation",
        "partnercentral:CreateEngagementInvitation",
        "partnercentral:RejectEngagementInvitation",
        "partnercentral:GetEngagementInvitation",
        "partnercentral:ListEngagementInvitations",
        "partnercentral:StartEngagementFromOpportunityTask",
        "partnercentral:StartEngagementByAcceptingInvitationTask",
        "partnercentral:CreateResourceSnapshotJob",
        "partnercentral:StartResourceSnapshotJob",
        "partnercentral:CreateEngagement"
    ],
    "Resource": "*"
},
{
    "Effect": "Allow",
    "Action": [
        "aws-marketplace:ListEntities",
        "aws-marketplace:DescribeEntity"
    ],
    "Resource": "*"
},
{
    "Effect": "Allow",
    "Action": [
        "aws-marketplace:SearchAgreements",
        "aws-marketplace:DescribeAgreement"
    ],
    "Resource": "*",
    "Condition": {
        "StringEquals": {
            "aws-marketplace:PartyType": "Proposer"
        }
    }
}
]
}

```

## Custom policies

If the managed policies don't meet your needs, create custom IAM policies that grant the permissions required for your use case. The following example is a custom policy that grants permissions to list AWS Marketplace entities:

## Example Example of custom policy

```
{
  "Version": "2012-10-17",
  "Statement": [
    {
      "Effect": "Allow",
      "Action": [
        "partnercentral:ListOpportunities",
        "aws-marketplace:ListEntities"
      ],
      "Resource": "*"
    }
  ]
}
```

## Custom permissive policy

This policy provides broad access to Partner Central selling actions, including features that may be added in the future without requiring policy updates. By using the wild card action `partnercentral:*`, this policy automatically grants access to new Partner Central selling features as they become available, reducing the need for manual updates. This policy also includes permissions for interacting with AWS Marketplace entities, which helps to ensure access is maintained for both selling and Marketplace actions.

```
{
  "Version": "2012-10-17",
  "Statement":
  [
    {
      "Effect": "Allow",
      "Action":
      [
        "partnercentral:*"
      ],
      "Resource": "*"
    },
    {
      "Effect": "Allow",
      "Action":
      [
```

```
        "aws-marketplace:ListEntities",
        "aws-marketplace:DescribeEntity"
    ],
    "Resource": "*"
  },
  {
    "Effect": "Allow",
    "Action": [
      "aws-marketplace:SearchAgreements",
      "aws-marketplace:DescribeAgreement"
    ],
    "Resource": "*",
    "Condition": {
      "StringEquals": {
        "aws-marketplace:PartyType": "Proposer"
      }
    }
  }
]
}
```

## Assigning policies to IAM roles and users

Follow these steps to assign policies to IAM roles and users:

1. Sign in to the AWS Management Console.
2. Navigate to the IAM service.
3. Select roles or users, and choose the IAM role or user to which you want to attach a policy.
4. Attach the `AWSPartnerCentralOpportunityManagement` policy or your custom policy to the selected IAM role or user.

For more information, see [Adding and removing IAM identity permissions](#).

## Managing permissions using condition keys

Condition keys in IAM policies provide resource-level permissions for when to enforce statement policies. You can use condition keys to specify conditions that dictate when certain permissions are allowed or denied.

For more information, see [IAM JSON policy elements: Condition operators](#).

### Condition keys overview

Condition key	Description	Applicable actions	Valid values
partnercentral:Catalog	filters access by the type of the associated catalog entity	all actions	AWS, sandbox
aws-marketplace:PartyType	filters access based on the type of party (e.g., proposer)	SearchAgreements, DescribeAgreement	proposer

## Summary of required permissions

### Summary of required permissions

Action	Description
partnercentral:CreateOpportunity	allows creating opportunities
partnercentral:UpdateOpportunity	allows updating opportunities
partnercentral:ListOpportunities	allows listing opportunities
partnercentral:GetOpportunity	allows retrieving opportunity details
partnercentral:ListSolutions	allows listing solutions
partnercentral:AssociateOpportunity	allows associating opportunities with other entities

Action	Description
partnercentral:DisassociateOpportunity	allows disassociating opportunities from other entities
partnercentral:AcceptEngagementInvitation	allows accepting engagement invitations
partnercentral:RejectEngagementInvitation	allows rejecting engagement invitations
partnercentral:GetEngagementInvitation	allows retrieving engagement invitation details
partnercentral:ListEngagementInvitations	allows listing engagement invitations
partnercentral:SubmitOpportunity	allows submitting opportunities
partnercentral:GetAwsOpportunitySummary	allows retrieving AWS opportunity summary
aws-marketplace:ListEntities	allows listing AWS Marketplace entities
aws-marketplace:DescribeEntity	allows describing AWS Marketplace entities
aws-marketplace:SearchAgreements	allows searching agreements in AWS Marketplace
aws-marketplace:DescribeAgreement	allows describing agreements in AWS Marketplace



# Testing in a sandbox

A sandbox provides users of AWS Partner Central APIs a secure and isolated environment to test and validate their API interactions, ensuring smooth operation before promoting their solution to the production environment. AWS offers a dynamic sandbox to Partner Central API users that returns responses similar to the production environment. AWS does not provide a user interface to ACE Pipeline Manager in the sandbox environment. Therefore, partners need to rely on the programmatic responses to test their solutions.

## Access to the sandbox environment

Partners gain access to the testing environment as soon as they link their AWS account to the Partner Central account. For more information, see [Linking your AWS Marketplace account to AWS Partner Central account](#). Each request includes a `Catalog` parameter, which determines the data environment. When `Catalog` is set to `AWS`, it references production data, and when it's set to `Sandbox`, it references sandbox data.

## How to use the sandbox

### 1. Create an IAM role:

Create an IAM role in the AWS account linked with your AWS Partner Central account.

### 2. Assign Policy:

Assign the following policy to the IAM role. For more information, see [Adding and removing IAM identity permissions](#).

```
{
  "Version": "2012-10-17",
  "Statement": [
    {
      "Effect": "Allow",
      "Action": [
        "partnercentral:CreateOpportunity",
        "partnercentral:UpdateOpportunity",
        "partnercentral:ListOpportunities",
        "partnercentral:GetOpportunity",
        "partnercentral:GetAwsOpportunitySummary",

```

```

        "partnercentral:ListSolutions",
        "partnercentral:AssociateOpportunity",
        "partnercentral:DisassociateOpportunity",
        "partnercentral:AssignOpportunity",
        "partnercentral:SubmitOpportunity",
        "partnercentral:AcceptEngagementInvitation",
        "partnercentral:CreateEngagementInvitation",
        "partnercentral:RejectEngagementInvitation",
        "partnercentral:GetEngagementInvitation",
        "partnercentral:ListEngagementInvitations",
        "partnercentral:StartEngagementFromOpportunityTask",
        "partnercentral:StartEngagementByAcceptingInvitationTask",
        "partnercentral:CreateResourceSnapshotJob",
        "partnercentral:StartResourceSnapshotJob",
        "partnercentral:CreateEngagement"
    ],
    "Resource": "*",
    "Condition": {
        "StringEquals": {
            "partnercentral:Catalog": "Sandbox"
        }
    }
},
{
    "Effect": "Allow",
    "Action": [
        "aws-marketplace:ListEntities",
        "aws-marketplace:DescribeEntity"
    ],
    "Resource": "*"
},
{
    "Effect": "Allow",
    "Action": [
        "aws-marketplace:SearchAgreements",
        "aws-marketplace:DescribeAgreement"
    ],
    "Resource": "*",
    "Condition": {
        "StringEquals": {
            "aws-marketplace:PartyType": "Proposer"
        }
    }
}
}

```

```
]
}
```

### 3. Use IAM role credentials:

Use the credentials (secret key and access key) of this IAM role in your solution to perform the API actions.

## Important details about the sandbox environment

1. **Data refresh:** Once per year, AWS refreshes the data in the sandbox environment (typically at the beginning of the year). After this refresh, you may lose some of the data in your testing environment.
2. **Testing scope:** The sandbox environment is typically used for functional testing and not for testing scalability or performance. The sandbox supports a maximum of one request per second.

## Testing AWS actions

During the testing phase, it is often necessary to simulate AWS actions. This simulation enables partners to thoroughly test the complete end-to-end flow of their integration with AWS services.

1. **Simulating AWS originated opportunity creation:** To simulate the creation of an opportunity that originates from AWS within the sandbox environment, partners should include "Catalog": "Sandbox" and "Origin": "AWS Referral" in the payload of the CreateOpportunity action.

Sample Payload:

```
{
  "Catalog": "Sandbox",
  "Origin": "AWS Referral",
  "OpportunityIdentifier": "0123456",
  "Title": "Test Opportunity",
  ...
}
```

2. **Changing review status on a partner-originated opportunity:** To simulate updates or other actions on an existing AWSOpportunity, use the UpdateOpportunity action with "Catalog":

"Sandbox" and Lifecycle.ReviewStatus: "Approved" or "Action Required" in the payload.

Sample payload:

```
{
  "Catalog": "Sandbox",
  "Origin": "AWS Referral",
  "OpportunityIdentifier": "0123456",
  "Title": "Updated Test Opportunity",
  "Lifecycle": {
    "ReviewStatus": "Approved"
  }
  ...
}
```

## Testing events in the sandbox environment

Partners can consume opportunity events from the sandbox environment to help test the event-based implementations. Set up EventBridge in the same AWS account with rules to listen for sandbox events by specifying `catalog: sandbox` in the event details. For more information, see [Selling API Events](#).

Example event rule:

```
{
  "source": ["aws.partnercentral-selling"],
  "detail": {
    "catalog": ["Sandbox"]
  }
}
```

Event rules that specify `catalog` as `Sandbox` will only match events coming from the sandbox, generated by the actions you perform in the sandbox environment.

## Additional testing notes

1. Testing `AssociateOpportunity` action:
  - a. Use the default solution "S-1234567" for testing the `AssociateOpportunity` action.

- b. For testing Marketplace offers, use a real offer ID from your account.

## Getting help

If you encounter challenges integrating your CRM with AWS, or if you need to test a specific scenario not covered here, please reach out to support by raising a case through the following steps:

1. Sign in to the [AWS Partner Central](#) with your AWS Partner Network credentials.
2. On the [Support Center for Partner Central](#), choose Open New Case to log a new case. Complete the fields as follows:
  - a. Type of support case: AWS Partner Central.
  - b. Question regarding: Partner Central Tools or ACE leads and opportunities.
  - c. Get specific: Select the most appropriate CRM Integration case type.
  - d. Subject: Include a brief description of the request.
  - e. Description: Provide a detailed description of issues, questions, errors, and troubleshooting steps.
  - f. Attachments: Include logs and screenshots, where applicable.

# Quotas

AWS Partner Central API enforces quotas to ensure fair usage and to protect the service from misuse. Below are the detailed quotas for various API operations and associations per opportunity.

## API operation quotas

Type	API operation	Quota (per partner account)
Read actions	GetOpportunity	10 per second; 100,000 per 24 hours
	GetAwsOpportunitySummary	
	ListOpportunities	
	ListSolutions	
	GetEngagementInvitation	
	ListEngagementInvitations	
Write actions	CreateOpportunity	1 per second; 10,000 per 24 hours
	UpdateOpportunity	
	AssociateOpportunity	
	DisassociateOpportunity	
	RejectEngagementInvitation	
	AssignOpportunity	
	StartEngagementFromOpportunityTask	
	StartEngagementByAcceptingInvitationTask	

## Association quotas per opportunity

Related entity	Quota
AWS products	20 per opportunity
Partner Solutions	10 per opportunity
AWS Marketplace private offers	1 per opportunity

## Understanding and managing quotas

### Rate limiting

When an API rate limit is reached, the service will respond with a `ThrottlingException`. To better handle rate limiting, AWS recommends implementing exponential backoff and retry strategies in your application.

### Time window for quotas

The daily quotas reset on a rolling 24 hour period. Your requests would be throttled e.g. if you have performed 10,000 write actions in the last 24 hours and are trying to perform the 10,001st request. Ensure that your application's usage patterns take this into account to prevent unintentional throttling.

### Requesting a quota increase

If the default quotas do not meet your requirements, you can request a quota increase through the [Service Quotas page](#). The Service Quotas console is a browser-based interface that you can use to view and manage your service quotas. You can access Service Quotas from any AWS Management Console page by choosing it on the top navigation bar, or by searching for Service Quotas in the AWS Management Console.

# Working with your Opportunities

## What is an Opportunity?

During the initial stages of the sales process, a sales representative assesses whether an interested individual (called *lead*) has the potential to become a customer. This assessment and validation phase is referred to as *Qualification*. Once a lead is deemed qualified and is considered to have a higher probability of converting to a customer, it is then classified as an *Opportunity*.

## Working with Your Opportunities

Partners can manage opportunities created within their CRM systems and synchronize them with AWS Partner Central using the AWS Partner Central Selling API. This allows partners to track and manage opportunities from initiation to closure.

## Creating an Opportunity

The first step in managing opportunities is creating an opportunity using the `CreateOpportunity` action. This creates an opportunity with the `Lifecycle.ReviewStatus` set to `Pending Submission`. However, the opportunity is not yet submitted to AWS for validation.

Once created, partners must associate at least one Partner Solution with the opportunity using the `AssociateOpportunity` action. This action clearly defines what the opportunity is attempting to sell. Partners can view the complete list of available solutions in their account using the `ListSolutions` API, and they can associate between one and ten solutions.

Optionally, partners can also associate relevant AWS Products with the opportunity using the `AssociateOpportunity` action. This step helps AWS sales teams understand what AWS products are expected to be sold in conjunction with the opportunity.

Once the required Partner Solution is associated and, optionally, AWS Products are linked, partners can start engagement on the opportunity by using the `StartEngagementFromOpportunityTask` action. This is when the opportunity gets submitted for starting an engagement.



## Review Process

After starting the engagement on the opportunity using the `StartEngagementFromOpportunityTask` action, the opportunity enters the AWS validation phase, and its `Lifecycle.ReviewStatus` is set to `Submitted`. No changes can be made to the opportunity until the review process is complete.

During this validation phase, AWS ensures that the opportunity details are accurate and complete. While the validation is in progress, the `Lifecycle.ReviewStatus` is set to `In-Review`.

If there are changes or additional details required from the partner, AWS sets the `Lifecycle.ReviewStatus` to `Action Required`, and any required updates are communicated via the `Lifecycle.ReviewComments` field.

Once the opportunity passes validation, the `Lifecycle.ReviewStatus` changes to `Approved`, making the opportunity ready for co-selling activities.

Partners should monitor the `Opportunity Updated` event using Amazon EventBridge. This will notify them of any status changes or feedback from AWS. Upon receiving the event, partners can use the `GetOpportunity` API action to fetch the latest opportunity details and verify the `Lifecycle.ReviewStatus` field.

## Resolving Validation Issues

If the `Lifecycle.ReviewStatus` is set to `Action Required`, partners need to address the issues highlighted by AWS. To resolve these, partners can update the opportunity using the `UpdateOpportunity` API action.

During the `Action Required` state, only certain fields are editable. These fields include:

1. `Customer.Account.Address.City`
2. `Customer.Account.Address.Country`
3. `Customer.Account.Address.PostalCode`
4. `Customer.Account.Address.StateOrRegion`
5. `Customer.Account.Address.StreetAddress`
6. `Customer.Account.WebsiteUrl`
7. `LifeCycle.TargetCloseDate`
8. `Project.ExpectedCustomerSpend.Amount`

9. `Project.ExpectedCustomerSpend.Currency`  
10 `Project.CustomerBusinessProblem`  
11 `PartnerOpportunityIdentifier`

After making the necessary changes, the opportunity re-enters the validation phase, and the process repeats until the opportunity's `Lifecycle.ReviewStatus` is set to `Approved` or `Disqualified`.

## Post-Approval Updates

Once the opportunity is `Approved`, partners can continue to update the opportunity as needed using the `UpdateOpportunity` action, facilitating seamless co-selling activities.

Partners should continue monitoring the `Opportunity Updated` events through Amazon EventBridge to remain updated on any changes. For more information on tracking AWS updates, refer to the "Working with opportunity updates" section. Partners can also update select fields based on the business validation rules.

# Working with Opportunities from AWS

## 1. Receiving the AWS Opportunity

Opportunities are shared with partners when an AWS sales executive attaches a partner to an opportunity in AWS's CRM system. These are referred to as AWS Opportunities, distinct from opportunities created in the partner's own account.

When an AWS Opportunity has a partner attached, AWS creates an Engagement Invitation containing a subset of data from the AWS Opportunity. Partners will receive an *Engagement Invitation Created* event.

## 2. Reviewing the Engagement Invitation

The Engagement Invitation contains essential information such as `Project.Title`, `Project.CustomerUseCase`, `Lifecycle.Stage`, `Project.CustomerBusinessProblem`, and a few additional fields. Partners can use this data to decide whether to pursue the opportunity.

However, the following fields from the AWS Opportunity are not included in the Engagement Invitation:

```
Customer.Account.Address.StreetAddress
Customer.Account.Address.City
Customer.Account.Address.PostalCode
Customer.Contact
Customer.Account.AWSAccountId
Project.OtherSolutionDescription
RelatedEntityIdentifiers
```

## 3. Handling the Engagement Invitation

Upon receiving an *Engagement Invitation Created* event, partners can use the `GetEngagementInvitation` action to retrieve details of the AWS Opportunity.

If the partner decides not to pursue the opportunity, they can reject the invitation using the `RejectEngagementInvitation` action, along with the required `RejectionReason`. Once rejected, access to the opportunity is lost.

To accept the invitation and proceed, partners should use the `StartEngagementByAcceptingInvitationTask` action. This is an asynchronous action that sequentially performs the following tasks:

1. Accepts the Engagement Invitation.
2. Creates a new opportunity in the partner's account using data from the AWS Opportunity.
3. Includes additional details required to identify the customer in the partner's account.

Upon completion, an *Opportunity Created* event is triggered with the corresponding Opportunity ID. Partners can then use this ID in the `GetOpportunity` action to retrieve full details of the opportunity.

If the partner is not using events, they can call `StartEngagementByAcceptingInvitationTask` again with the same payload to check the latest status.

## 4. Managing the AWS Opportunity Post-Acceptance

Once the opportunity is in the partner's account, it can be managed and updated like any other opportunity in the system. Partners can use actions like `UpdateOpportunity` to make any necessary changes.

For more details on how to track AWS updates and manage opportunity updates, refer to the [Working with Opportunity Updates](#) section.

# Working with Opportunity Updates

## 1. Making Updates to Opportunities

Partners can update opportunities using the `UpdateOpportunity` action, with specific rules governing when and what fields can be updated:

1. Updates cannot be made if the `Lifecycle.ReviewStatus` is `Submitted` or `In-Review`.
2. Before submission, partners can make updates, but AWS will not process them unless the `SubmitOpportunity` action is invoked.
3. When the opportunity is in `Submitted` or `In-review` status, all updates are blocked.
4. If the opportunity is in `Action Required` status, AWS opens select fields for updates. These fields include:
  - `Customer.Account.Address.City`
  - `Customer.Account.Address.Country`
  - `Customer.Account.Address.PostalCode`
  - `Customer.Account.Address.StateOrRegion`
  - `Customer.Account.Address.StreetAddress`
  - `Customer.Account.WebsiteUrl`
  - `LifeCycle.TargetCloseDate`
  - `Project.ExpectedMonthlyAWSRevenue.Amount`
  - `Project.ExpectedMonthlyAWSRevenue.Currency`
  - `Project.CustomerBusinessProblem`
  - `PartnerOpportunityIdentifier`
5. After the review process (i.e., when `Lifecycle.ReviewStatus` is set to `Approved`), the following fields cannot be updated:
  - `Customer.Account.Address.Country`
  - `Customer.Account.Address.PostalCode`
  - `Customer.Account.Industry`
  - `Customer.Account.WebsiteUrl`
  - `Project.CustomerBusinessProblem`

- `PartnerOpportunityIdentifier`
  - `Project.Title`
6. For all other fields, updates can be made using the `UpdateOpportunity` action. However, additional restrictions may apply based on business rules for the specific program or opportunity type. For more details, refer to field-level validations.
  7. For all updates made through both the UI and API, the *Opportunity Updated* event is generated.

## 2. Receiving Updates from AWS on Opportunities

AWS typically updates AWS Opportunities, and each time an update is made, an *Opportunity Updated* event is generated.

To retrieve the latest updates from AWS, partners need to invoke two separate actions:

1. `GetOpportunity` to retrieve details of the partner's opportunity.
2. `GetAWSOpportunitySummary` to retrieve real-time summaries of the AWS opportunity data.

Most regular updates from AWS will be available through the `GetAWSOpportunitySummary` response. However, AWS may occasionally update attributes in the partner's opportunity directly.

To consume these updates from AWS:

1. Invoke the `GetAWSOpportunitySummary` action to retrieve the latest details of the AWS Opportunity.
2. If changes need to be reflected in the partner's opportunity, use the `UpdateOpportunity` action to copy the relevant data onto the partner's opportunity.

Partners can choose to automate this process as a direct update mechanism or implement a manual review process to validate and update the data.

# Working with Selling API Events

Selling API events in AWS Partner Central API provide real-time notifications about changes in the status or details of opportunities. These events are useful for keeping your systems in sync with AWS Partner Central, ensuring timely responses and updates.

## Amazon EventBridge

Amazon EventBridge is a serverless event bus service that makes it easy to connect your applications with data from a variety of sources. EventBridge simplifies the process of building event-driven architectures, allowing you to ingest, filter, and route events seamlessly.

Learn more about the [Amazon EventBridge User Guide](#).

## How to listen

Listening to Selling API events requires setting up an [EventBridge rule](#) in the **N. Virginia (us-east-1)** region that matches the events you are interested in.

## AWS console setup

Follow the steps in the [Creating a Rule](#) guide to set up an EventBridge rule through the AWS Management Console.

## SDK setup

You can also create and manage EventBridge rules programmatically using the AWS SDKs. Here is an example of how you might do this using the AWS SDK for Python (Boto3):

```
import boto3

client = boto3.client('events')

response = client.put_rule(
    Name='MyOpportunityCreatedRule',
    EventPattern=
```

```
'{ "source": ["aws.partnercentral-selling"],
  "detail-type": ["Opportunity Created"],
  "detail": {"catalog": ["AWS"]}
}',
State='ENABLED'
)

print('Rule ARN:', response['RuleArn'])
```

## Types of events

1. [Opportunity Created](#): Triggered when a new opportunity is created.
2. [Opportunity Updated](#): Triggered when an opportunity (Opportunity or its corresponding AWS Opportunity Summary) is updated.
3. [Engagement Invitation Created](#): Triggered when an AWS Referral invitation is created.
4. [Engagement Invitation Accepted](#): This event is triggered when a partner accepts an AWS Engagement Invitation, confirming their interest in collaborating with AWS on the opportunity.
5. [Engagement Invitation Rejected](#): This event is triggered when an AWS Engagement Invitation is rejected.

## Example Opportunity event

```
{
  "version": "1",
  "id": "d1example-0c9c-4655-15bf-c5exampleb08",
  "source": "aws.partnercentral-selling",
  "detail-type": "Opportunity Created",
  "time": "2023-10-28T13:31:05Z",
  "region": "us-east-1",
  "account": "123456789123",
  "detail": {
    "schemaVersion": "1",
    "catalog": "AWS",
    "opportunity": {
      "identifier": "01234567"
    }
  }
}
```



## Example Engagement Invitation event

```
{
  "version": "1",
  "id": "d1example-0c9c-4655-15bf-c5exampleb08",
  "source": "aws.partnercentral-selling",
  "detail-type": "Engagement Invitation Created",
  "time": "2023-10-28T13:31:05Z",
  "region": "us-east-1",
  "account": "123456789123",
  "detail": {
    "schemaVersion": "1",
    "catalog": "AWS",
    "invitation": {
      "arn": "arn:aws:partnercentral:us-east-1:aws:catalog/Sandbox/engagement-
invitation/engi-zxCwxvAga"
    }
  }
}
```

## Example rules

### Opportunity Created

```
{
  "source": ["aws.partnercentral-selling"],
  "detail-type": ["Opportunity Created"],
  "detail": {
    "catalog": ["AWS"]
  }
}
```

### Opportunity Updated

```
{
  "source": ["aws.partnercentral-selling"],
  "detail-type": ["Opportunity Updated"],
  "detail": {
    "catalog": ["AWS"]
  }
}
```

```
}
```

## Engagement Invitation Created

```
{
  "source": ["aws.partnercentral-selling"],
  "detail-type": ["Engagement Invitation Created"],
  "detail": {
    "catalog": ["AWS"]
  }
}
```

## Engagement Invitation Accepted

```
{
  "source": ["aws.partnercentral-selling"],
  "detail-type": ["Engagement Invitation Accepted"],
  "detail": {
    "catalog": ["AWS"]
  }
}
```

## Engagement Invitation Rejected

```
{
  "source": ["aws.partnercentral-selling"],
  "detail-type": ["Engagement Invitation Rejected"],
  "detail": {
    "catalog": ["AWS"]
  }
}
```

## All events

```
{
  "source": ["aws.partnercentral-selling"],
  "detail": {
    "catalog": ["AWS"]
  }
}
```

```
}
```

# Associating, Disassociating and Assigning Opportunities

Opportunities can be associated or disassociated with Partner Solutions, AWS Products, and AWS Marketplace Offers throughout the opportunity lifecycle.

## Associating opportunities with other entities

The associated entities are retrieved from the `GetOpportunity` method within the `RelatedEntityIdentifiers` object. The `RelatedEntityIdentifiers` can be updated using `AssociateOpportunity`. Note that this field cannot be updated using the `UpdateOpportunity` or `CreateOpportunity` method.

## Solutions

Before an engagement with AWS is started using the `StartEngagementFromOpportunityTask` action, it is mandatory to associate at least one and upto ten Partner Solutions. An AWS Referral may or may not contain a Partner Solution.

To view your existing solutions, use the `ListSolutions` action.

Partners can create, update, and manage their solutions in the Build section on [AWS Partner Central](#).

## AWS Products

Upto 20 AWS Products can be associated with an opportunity. To view a list of available AWS Products, use the list of [AWS Products hosted on GitHub](#). Association with AWS Products is exclusively done using the `AssociateOpportunity` action. To replace or remove a Product, use the `DisassociateOpportunity` action.

## AWS Marketplace Offers

Opportunities can be tied to an AWS Marketplace Private Offer. To view available offers, use the `ListEntities` from the AWS Marketplace Catalog API. Currently, you can only associate offers from the AWS Marketplace Seller account linked to AWS Partner Central.

For associating a private offer ARN is required. Sample:

```
arn:aws:aws-marketplace:us-east-1:123123123123:AWSMarketplace/Offer/offer-  
dtn3example1tg
```

Remember, only one opportunity can be associated with an AWS Marketplace Private Offer.

## Disassociating Opportunities from other entities

Use the `DisassociateOpportunity` action to unlink the Opportunity from Solutions, AWS Products, AWS Marketplace Offers. Depending on the state of the Opportunity, different validation rules apply for unlinking the related objects.

## Assigning Opportunities

Use `AssignOpportunity` to change the opportunity's owner. You can set any of your Partner Central users to be the opportunity owner.

# Logging AWS Partner Central API calls with AWS CloudTrail

[AWS CloudTrail](#) is a service that enables governance, compliance, operational auditing, and risk auditing of your AWS account. With AWS CloudTrail, you can log, continuously monitor, and retain account activity related to actions across your AWS infrastructure. AWS Partner Central API activity is recorded as events in CloudTrail. You can create a trail, a configuration that enables delivery of events as log files to an Amazon S3 bucket.

## Overview

The AWS Partner Central API is integrated with AWS CloudTrail, a service that provides a record of actions taken by a user, role, or an AWS service in AWS Partner Central. CloudTrail captures all API calls for AWS Partner Central as events. The calls captured include calls from the AWS Partner Central console and from code calls to the AWS Partner Central API operations.

If you create a trail, you can enable continuous delivery of CloudTrail events to an Amazon S3 bucket, including events for AWS Partner Central. If you don't configure a trail, you can still view the most recent events in the CloudTrail console in Event history.

Using the information collected by CloudTrail, you can determine the request that was made to AWS Partner Central, the IP address from which the request was made, who made the request, when it was made, and additional details.

## Understanding AWS Partner Central log file entries

A trail is a configuration that enables delivery of events as log files to an Amazon S3 bucket. When your trail tracks AWS Partner Central events, CloudTrail processes the events as log files across all the regions. Each log file can contain one or more events.

The following example shows a CloudTrail log entry that demonstrates the `ListOpportunities` action on AWS Partner Central:

```
{
  "eventVersion": "1.05",
  "userIdentity": {
    "type": "IAMUser",
```

```
    "principalId": "ABCDEFGHIJKLMN0P12345",
    "arn": "arn:aws:iam::123456789010:user/CloudTrailTestUser",
    "accountId": "123456789010",
    "accessKeyId": "ABCDEFGHIJKLMN0P1234",
    "userName": "CloudTrailTestUser"
  },
  "eventTime": "2023-10-17T21:49:23Z",
  "eventSource": "partnercentral-selling.amazonaws.com",
  "eventName": "ListOpportunities",
  "awsRegion": "us-east-1",
  "sourceIPAddress": "127.0.0.1",
  "userAgent": "PostmanRuntime/7.18.0",
  "requestParameters": {
    "MaxResults": 20
  },
  "responseElements": null,
  "requestID": "fEXAMPLE-cb3e-4e21-86fd-6b3EXAMPLEd1",
  "eventID": "7EXAMPLE-97d6-4139-91e3-01aEXAMPLE48",
  "readOnly": true,
  "eventType": "AwsApiCall",
  "recipientAccountId": "123456789010"
}
```

In this example, the `ListOpportunities` action was called by the IAM user named `CloudTrailTestUser`. The action was called in the *us-east-1* AWS Region, and the request was made on October 17, 2023 at 21:49:23 UTC.

## Fields in AWS Partner Central log file entries

Each entry in a CloudTrail log file contains information about who made a request, the resources acted upon in the request, and the response elements returned by AWS Partner Central. The list of fields in a log entry, such as `eventVersion`, `userIdentity`, and `eventTime`, provide detailed information about the action. For example, the `sourceIPAddress` field shows the IP address that the request was made from.

# Best practices

## Reacting to events

When handling events from AWS Partner Central API, ensure that your processing logic is idempotent to handle duplicate events. Instead of making immediate [GetOpportunity](#) calls for each event, consider batching or selectively fetching details based on your application's needs. For uninterrupted operations, beware of [Quotas](#).

## Implementing optimistic locking

Optimistic locking prevents unintended data overrides during concurrent updates. Here's a typical scenario:

1. Partner retrieves an opportunity from their CRM system.
2. User A updates the opportunity on AWS Partner Central.
3. User B updates the same opportunity at the same time through the CRM integration.
4. If the data changes, the CRM system attempts to upload the data but returns a `ConflictException`.
5. User reviews the error and manually resolves conflicting data.

To avoid this scenario, all [UpdateOpportunity](#) requests must include the `LastModifiedDate` parameter, which you can obtain from previous [CreateOpportunity](#), [UpdateOpportunity](#), and [GetOpportunity](#) actions. The update succeeds only if `LastModifiedDate` matches our system. If it doesn't, you must fetch the latest `LastModifiedDate` using [GetOpportunity](#) and reattempt the update.

## Synchronizing data between CRM and AWS Partner Central

It is essential to keep your system synced with the latest data from Partner Central. The following are two strategies to ensure your system reflects the latest data:

### Using events (recommended)

1. Load data using [ListOpportunities](#).



2. Subscribe to opportunity events.
3. Respond to new opportunities or changes.
4. Fetch the latest data with [GetOpportunity](#) when you receive Opportunity Created, Opportunity Updated, or Opportunity Accepted events.
5. Remove opportunities from your system upon receiving Opportunity Rejected events.

## Using ListOpportunities polling

1. Load data using [ListOpportunities](#).
2. Choose a polling frequency, ensuring it is not too frequent to avoid exhausting your daily [read quota](#).
3. Identify the latest LastModifiedDate from your stored data, ensuring it originates from AWS.
4. Use the timestamp in the AfterLastModifiedDate filter when calling [ListOpportunities](#).

```
{
  "FilterList": [
    {
      "Name": "AfterLastModifiedDate",
      "ValueList": [ "2023-05-01T20:37:46Z" ] // Replace with actual timestamp
of your last synced data
    }
  ]
}
```

5. AWS will return opportunities created or updated after the value indicated on the timestamp.
6. Iterate over all returned pages using NextToken, and update your system's data using [GetOpportunity](#).

```
{
  "NextToken": "AAMA-EFRSN...PZa942D",
  "FilterList": [
    {
      "Name": "AfterLastModifiedDate",
      "ValueList": [ "2023-05-01T20:37:46Z" ] // Replace with actual timestamp
of your last synced data
    }
  ]
}
```

# Actions

The following actions are supported:

- [AssignOpportunity](#)
- [AssociateOpportunity](#)
- [CreateOpportunity](#)
- [DisassociateOpportunity](#)
- [GetAwsOpportunitySummary](#)
- [GetEngagementInvitation](#)
- [GetOpportunity](#)
- [ListEngagementInvitations](#)
- [ListOpportunities](#)
- [ListSolutions](#)
- [RejectEngagementInvitation](#)
- [StartEngagementByAcceptingInvitationTask](#)
- [StartEngagementFromOpportunityTask](#)
- [UpdateOpportunity](#)

# AssignOpportunity

Enables you to reassign an existing Opportunity to another user within your Partner Central account. The specified user receives the opportunity, and it appears on their Partner Central dashboard, allowing them to take necessary actions or proceed with the opportunity.

This is useful for distributing opportunities to the appropriate team members or departments within your organization, ensuring that each opportunity is handled by the right person. By default, the opportunity owner is the one who creates it. Currently, there's no API to enumerate the list of available users.

## Request Syntax

```
{
  "Assignee": {
    "BusinessTitle": "string",
    "Email": "string",
    "FirstName": "string",
    "LastName": "string"
  },
  "Catalog": "string",
  "Identifier": "string"
}
```

## Request Parameters

For information about the parameters that are common to all actions, see [Common Parameters](#).

The request accepts the following data in JSON format.

### Note

In the following list, the required parameters are described first.

### Assignee

Specifies the user or team member responsible for managing the assigned opportunity. This field identifies the *Assignee* based on the partner's internal team structure. Ensure that the email address is associated with a registered user in your Partner Central account.

Type: [AssigneeContact](#) object

Required: Yes

### **Catalog**

Specifies the catalog associated with the request. This field takes a string value from a predefined list: AWS or Sandbox. The catalog determines which environment the opportunity is assigned in. Use AWS to assign real opportunities in the AWS catalog, and Sandbox to test in a secure and isolated environment.

Type: String

Pattern: `^[a-zA-Z]+$`

Required: Yes

### **Identifier**

Requires the Opportunity's unique identifier when you want to assign it to another user. Provide the correct identifier so the intended opportunity is reassigned.

Type: String

Pattern: `^[0-9]{1,19}$`

Required: Yes

## **Response Elements**

If the action is successful, the service sends back an HTTP 200 response with an empty HTTP body.

## **Errors**

For information about the errors that are common to all actions, see [Common Errors](#).

### **AccessDeniedException**

This error occurs when you don't have permission to perform the requested action.

You don't have access to this action or resource. Review IAM policies or contact your AWS administrator for assistance.

HTTP Status Code: 400

## InternalServerErrorException

This error occurs when the specified resource can't be found or doesn't exist. Resource ID and type might be incorrect.

Suggested action: This is usually a transient error. Retry after the provided retry delay or a short interval. If the problem persists, contact AWS support.

HTTP Status Code: 500

## ResourceNotFoundException

This error occurs when the specified resource can't be found. The resource might not exist, or isn't visible with the current credentials.

Suggested action: Verify that the resource ID is correct and the resource is in the expected AWS region. Check IAM permissions for accessing the resource.

HTTP Status Code: 400

## ThrottlingException

This error occurs when there are too many requests sent. Review the provided quotas and adapt your usage to avoid throttling.

This error occurs when there are too many requests sent. Review the provided [Quotas](#) and retry after the provided delay.

HTTP Status Code: 400

## ValidationException

The input fails to satisfy the constraints specified by the service or business validation rules.

Suggested action: Review the error message, including the failed fields and reasons, to correct the request payload.

HTTP Status Code: 400

## See Also

For more information about using this API in one of the language-specific AWS SDKs, see the following:

- [AWS Command Line Interface](#)
- [AWS SDK for .NET](#)
- [AWS SDK for C++](#)
- [AWS SDK for Go v2](#)
- [AWS SDK for Java V2](#)
- [AWS SDK for JavaScript V3](#)
- [AWS SDK for PHP V3](#)
- [AWS SDK for Python](#)
- [AWS SDK for Ruby V3](#)

# AssociateOpportunity

Enables you to create a formal association between an Opportunity and various related entities, enriching the context and details of the opportunity for better collaboration and decision-making. You can associate an opportunity with the following types of entities:

- **Partner Solution:** A software product or consulting practice created and delivered by AWS Partners. Partner Solutions help customers address specific business challenges or achieve particular goals using AWS services.
- **AWS Product:** AWS offers a wide range of products and services designed to provide scalable, reliable, and cost-effective infrastructure solutions. For the latest list of AWS products, see [AWS products](#).
- **AWS Marketplace private offer:** Allows AWS Marketplace sellers to extend custom pricing and terms to individual AWS customers. Sellers can negotiate custom prices, payment schedules, and end user license terms through private offers, enabling AWS customers to acquire software solutions tailored to their specific needs. For more information, see [Private offers in AWS Marketplace](#).

To obtain identifiers for these entities, use the following methods:

- **Solution:** Use the `ListSolutions` operation.
- **AWS products:** For the latest list of AWS products, see the AWS products list.
- **AWS Marketplace private offer:** Use the [Using the AWS Marketplace Catalog API](#) to list entities. Specifically, use the `ListEntities` operation to retrieve a list of private offers. The request returns the details of available private offers available. For more information, see [ListEntities](#).

## Request Syntax

```
{  
  "Catalog": "string",  
  "OpportunityIdentifier": "string",  
  "RelatedEntityIdentifier": "string",  
  "RelatedEntityType": "string"  
}
```

## Request Parameters

For information about the parameters that are common to all actions, see [Common Parameters](#).

The request accepts the following data in JSON format.

### Note

In the following list, the required parameters are described first.

### Catalog

Specifies the catalog associated with the request. This field takes a string value from a predefined list: AWS or Sandbox. The catalog determines which environment the opportunity association is made in. Use AWS to associate opportunities in the AWS catalog, and Sandbox to test in a secure and isolated environment.

Type: String

Pattern: `^[a-zA-Z]+$`

Required: Yes

### OpportunityIdentifier

Requires the Opportunity's unique identifier when you want to associate it with a related entity. Provide the correct identifier so the intended opportunity is updated with the association.

Type: String

Pattern: `^[0-9]{1,19}$`

Required: Yes

### RelatedEntityIdentifier

Requires the related entity's unique identifier when you want to associate it with the Opportunity. For AWS Marketplace entities, provide the Amazon Resource Name (ARN). Use the [AWS Marketplace API](#) to obtain the ARN.



Type: String

Length Constraints: Minimum length of 1. Maximum length of 255.

Required: Yes

### RelatedEntityType

Specifies the type of the related entity you're associating with the `Opportunity`. This helps to categorize and properly process the association.

Type: String

Valid Values: `Solutions` | `AwsProducts` | `AwsMarketplaceOffers`

Required: Yes

## Response Elements

If the action is successful, the service sends back an HTTP 200 response with an empty HTTP body.

## Errors

For information about the errors that are common to all actions, see [Common Errors](#).

### **AccessDeniedException**

This error occurs when you don't have permission to perform the requested action.

You don't have access to this action or resource. Review IAM policies or contact your AWS administrator for assistance.

HTTP Status Code: 400

### **InternalServerError**

This error occurs when the specified resource can't be found or doesn't exist. Resource ID and type might be incorrect.

Suggested action: This is usually a transient error. Retry after the provided retry delay or a short interval. If the problem persists, contact AWS support.

HTTP Status Code: 500

## ResourceNotFoundException

This error occurs when the specified resource can't be found. The resource might not exist, or isn't visible with the current credentials.

Suggested action: Verify that the resource ID is correct and the resource is in the expected AWS region. Check IAM permissions for accessing the resource.

HTTP Status Code: 400

## ThrottlingException

This error occurs when there are too many requests sent. Review the provided quotas and adapt your usage to avoid throttling.

This error occurs when there are too many requests sent. Review the provided [Quotas](#) and retry after the provided delay.

HTTP Status Code: 400

## ValidationException

The input fails to satisfy the constraints specified by the service or business validation rules.

Suggested action: Review the error message, including the failed fields and reasons, to correct the request payload.

HTTP Status Code: 400

## See Also

For more information about using this API in one of the language-specific AWS SDKs, see the following:

- [AWS Command Line Interface](#)
- [AWS SDK for .NET](#)
- [AWS SDK for C++](#)
- [AWS SDK for Go v2](#)
- [AWS SDK for Java V2](#)
- [AWS SDK for JavaScript V3](#)

- [AWS SDK for PHP V3](#)
- [AWS SDK for Python](#)
- [AWS SDK for Ruby V3](#)

# CreateOpportunity

Creates an Opportunity record in Partner Central. Use this operation to create a potential business opportunity intended to be submitted to AWS. Creating an opportunity sets its Lifecycle.ReviewStatus to Pending Submission.

To fully submit an opportunity, follow these steps:

1. To create the opportunity, use CreateOpportunity.
2. To associate a solution with the opportunity, use AssociateOpportunity.
3. To submit the opportunity, use SubmitOpportunity.

After submission, you can't edit the opportunity until the review is complete. However, opportunities in the Pending Submission state still need all details completed. You can update the opportunity while it's in the Pending Submission state.

There's a set of mandatory fields required to create opportunities, but consider providing optional fields to enrich the opportunity record.

## Request Syntax

```
{
  "Catalog": "string",
  "ClientToken": "string",
  "Customer": {
    "Account": {
      "Address": {
        "City": "string",
        "CountryCode": "string",
        "PostalCode": "string",
        "StateOrRegion": "string",
        "StreetAddress": "string"
      },
      "AwsAccountId": "string",
      "CompanyName": "string",
      "Duns": "string",
      "Industry": "string",
      "OtherIndustry": "string",
      "WebsiteUrl": "string"
    },
  },
}
```

```
"Contacts": [
  {
    "BusinessTitle": "string",
    "Email": "string",
    "FirstName": "string",
    "LastName": "string",
    "Phone": "string"
  }
],
"Lifecycle": {
  "ClosedLostReason": "string",
  "NextSteps": "string",
  "NextStepsHistory": [
    {
      "Time": "string",
      "Value": "string"
    }
  ],
  "ReviewComments": "string",
  "ReviewStatus": "string",
  "ReviewStatusReason": "string",
  "Stage": "string",
  "TargetCloseDate": "string"
},
"Marketing": {
  "AwsFundingUsed": "string",
  "CampaignName": "string",
  "Channels": [ "string" ],
  "Source": "string",
  "UseCases": [ "string" ]
},
"NationalSecurity": "string",
"OpportunityTeam": [
  {
    "BusinessTitle": "string",
    "Email": "string",
    "FirstName": "string",
    "LastName": "string",
    "Phone": "string"
  }
],
"OpportunityType": "string",
"Origin": "string",
```

```

"PartnerOpportunityIdentifier": "string",
"PrimaryNeedsFromAws": [ "string" ],
"Project": {
  "AdditionalComments": "string",
  "ApnPrograms": [ "string" ],
  "CompetitorName": "string",
  "CustomerBusinessProblem": "string",
  "CustomerUseCase": "string",
  "DeliveryModels": [ "string" ],
  "ExpectedCustomerSpend": [
    {
      "Amount": "string",
      "CurrencyCode": "string",
      "Frequency": "string",
      "TargetCompany": "string"
    }
  ],
  "OtherCompetitorNames": "string",
  "OtherSolutionDescription": "string",
  "RelatedOpportunityIdentifier": "string",
  "SalesActivities": [ "string" ],
  "Title": "string"
},
"SoftwareRevenue": {
  "DeliveryModel": "string",
  "EffectiveDate": "string",
  "ExpirationDate": "string",
  "Value": {
    "Amount": "string",
    "CurrencyCode": "string"
  }
}
}

```

## Request Parameters

For information about the parameters that are common to all actions, see [Common Parameters](#).

The request accepts the following data in JSON format.

**Note**

In the following list, the required parameters are described first.

## Catalog

Specifies the catalog associated with the request. This field takes a string value from a predefined list: `AWS` or `Sandbox`. The catalog determines which environment the opportunity is created in. Use `AWS` to create opportunities in the AWS catalog, and `Sandbox` to test in a secure and isolated environment.

Type: String

Pattern: `^[a-zA-Z]+$`

Required: Yes

## ClientToken

Required to be unique, and should be unchanging, it can be randomly generated or a meaningful string.

Default: None

Best practice: To ensure uniqueness and avoid collisions, we recommend you use a UUID (Universally Unique Identifier) as the `ClientToken`. You can use standard libraries available in most programming languages to generate this. If you use the same client token, the API throws this error: "Conflicting client token submitted for a new request body".

Type: String

Length Constraints: Minimum length of 1.

Required: Yes

## Customer

Specifies customer details associated with the Opportunity.

Type: [Customer](#) object

Required: No

## LifeCycle

An object that contains lifecycle details for the Opportunity.

Type: [LifeCycle](#) object

Required: No

## Marketing

This object contains marketing details and is optional for an opportunity.

Type: [Marketing](#) object

Required: No

## NationalSecurity

Indicates whether the Opportunity pertains to a national security project. This field must be set to true only when the customer's industry is *Government*. Additional privacy and security measures apply during the review and management process for opportunities marked as `NationalSecurity`.

Type: String

Valid Values: Yes | No

Required: No

## OpportunityTeam

Represents the internal team handling the opportunity. Specify the members involved in collaborating on this opportunity within the partner's organization.

Type: Array of [Contact](#) objects

Array Members: Minimum number of 0 items. Maximum number of 1 item.

Required: No

## OpportunityType

Specifies the opportunity type as a renewal, new, or expansion.

Opportunity types:

- **New opportunity:** Represents a new business opportunity with a potential customer that's not previously engaged with your solutions or services.



- **Renewal opportunity:** Represents an opportunity to renew an existing contract or subscription with a current customer, ensuring continuity of service.
- **Expansion opportunity:** Represents an opportunity to expand the scope of an existing contract or subscription, either by adding new services or increasing the volume of existing services for a current customer.

Type: String

Valid Values: Net New Business | Flat Renewal | Expansion

Required: No

### Origin

Specifies the origin of the opportunity, indicating if it was sourced from AWS or the partner. For all opportunities created with `Catalog: AWS`, this field must only be `Partner Referral`. However, when using `Catalog: Sandbox`, you can set this field to `AWS Referral` to simulate AWS referral creation. This allows AWS-originated flows testing in the sandbox catalog.

Type: String

Valid Values: AWS Referral | Partner Referral

Required: No

### PartnerOpportunityIdentifier

Specifies the opportunity's unique identifier in the partner's CRM system. This value is essential to track and reconcile because it's included in the outbound payload sent back to the partner.

This field allows partners to link an opportunity to their CRM, to ensure seamless integration and accurate synchronization between the Partner Central API and the partner's internal systems.

Type: String

Length Constraints: Minimum length of 0. Maximum length of 64.

Required: No

### PrimaryNeedsFromAws

Identifies the type of support the partner needs from AWS.

**Valid values:**

- **Cosell—Architectural Validation:** Confirmation from AWS that the partner's proposed solution architecture is aligned with AWS best practices and poses minimal architectural risks.
- **Cosell—Business Presentation:** Request AWS seller's participation in a joint customer presentation.
- **Cosell—Competitive Information:** Access to AWS competitive resources and support for the partner's proposed solution.
- **Cosell—Pricing Assistance:** Connect with an AWS seller for support situations where a partner may be receiving an upfront discount on a service (for example: EDP deals).
- **Cosell—Technical Consultation:** Connect with an AWS Solutions Architect to address the partner's questions about the proposed solution.
- **Cosell—Total Cost of Ownership Evaluation:** Assistance with quoting different cost savings of proposed solutions on AWS versus on-premises or a traditional hosting environment.
- **Cosell—Deal Support:** Request AWS seller's support to progress the opportunity (for example: joint customer call, strategic positioning).
- **Cosell—Support for Public Tender/RFX:** Opportunity related to the public sector where the partner needs AWS RFX support.
- **Do Not Need Support from AWS Sales Rep:** Indicates that a partner doesn't need support from an AWS sales representative, and the partner solely manages the opportunity. It's possible to request co-selling support on these opportunities at any stage during their lifecycle. Also known as, for-visibility-only (FVO) opportunity.

Type: Array of strings

Valid Values: Co-Sell - Architectural Validation | Co-Sell - Business Presentation | Co-Sell - Competitive Information | Co-Sell - Pricing Assistance | Co-Sell - Technical Consultation | Co-Sell - Total Cost of Ownership Evaluation | Co-Sell - Deal Support | Co-Sell - Support for Public Tender / RFX

Required: No

## Project

An object that contains project details for the Opportunity.

Type: [Project](#) object

Required: No

### SoftwareRevenue

Specifies details of a customer's procurement terms. Required only for partners in eligible programs.

Type: [SoftwareRevenue](#) object

Required: No

## Response Syntax

```
{
  "Id": "string",
  "LastModifiedDate": "string",
  "PartnerOpportunityIdentifier": "string"
}
```

## Response Elements

If the action is successful, the service sends back an HTTP 200 response.

The following data is returned in JSON format by the service.

### Id

Read-only, system-generated Opportunity unique identifier. AWS creates this identifier, and it's used for all subsequent actions on the opportunity, such as updates, associations, and submissions. It ensures that each opportunity can be accurately tracked and managed within the system.

Type: String

Pattern: `^0[0-9]{1,19}$`

### LastModifiedDate

DateTime when the opportunity was last modified. When the Opportunity is created, its value is equal to CreatedDate.

Type: Timestamp

## PartnerOpportunityIdentifier

Specifies the opportunity's unique identifier in the partner's CRM system. This value is essential to track and reconcile because it's included in the outbound payload sent back to the partner.

Type: String

## Errors

For information about the errors that are common to all actions, see [Common Errors](#).

### AccessDeniedException

This error occurs when you don't have permission to perform the requested action.

You don't have access to this action or resource. Review IAM policies or contact your AWS administrator for assistance.

HTTP Status Code: 400

### ConflictException

This error occurs when the request can't be processed due to a conflict with the target resource's current state, which could result from updating or deleting the resource.

Suggested action: Fetch the latest state of the resource, verify the state, and retry the request.

HTTP Status Code: 400

### InternalServerError

This error occurs when the specified resource can't be found or doesn't exist. Resource ID and type might be incorrect.

Suggested action: This is usually a transient error. Retry after the provided retry delay or a short interval. If the problem persists, contact AWS support.

HTTP Status Code: 500

### ResourceNotFoundException

This error occurs when the specified resource can't be found. The resource might not exist, or isn't visible with the current credentials.

Suggested action: Verify that the resource ID is correct and the resource is in the expected AWS region. Check IAM permissions for accessing the resource.

HTTP Status Code: 400

### **ThrottlingException**

This error occurs when there are too many requests sent. Review the provided quotas and adapt your usage to avoid throttling.

This error occurs when there are too many requests sent. Review the provided [Quotas](#) and retry after the provided delay.

HTTP Status Code: 400

### **ValidationException**

The input fails to satisfy the constraints specified by the service or business validation rules.

Suggested action: Review the error message, including the failed fields and reasons, to correct the request payload.

HTTP Status Code: 400

## **See Also**

For more information about using this API in one of the language-specific AWS SDKs, see the following:

- [AWS Command Line Interface](#)
- [AWS SDK for .NET](#)
- [AWS SDK for C++](#)
- [AWS SDK for Go v2](#)
- [AWS SDK for Java V2](#)
- [AWS SDK for JavaScript V3](#)
- [AWS SDK for PHP V3](#)
- [AWS SDK for Python](#)
- [AWS SDK for Ruby V3](#)

# DisassociateOpportunity

Allows you to remove an existing association between an Opportunity and related entities such as a Partner Solution, AWS product, or an AWS Marketplace offer. This operation is the counterpart to AssociateOpportunity, and it provides flexibility to manage associations as business needs change.

Use this operation to update the associations of an Opportunity due to changes in the related entities, or if an association was made in error. Ensuring accurate associations helps maintain clarity and accuracy to track and manage business opportunities. When you replace an entity, first attach the new entity and then disassociate the one to be removed, especially if it's the last remaining related entity that's required.

## Request Syntax

```
{
  "Catalog": "string",
  "OpportunityIdentifier": "string",
  "RelatedEntityIdentifier": "string",
  "RelatedEntityType": "string"
}
```

## Request Parameters

For information about the parameters that are common to all actions, see [Common Parameters](#).

The request accepts the following data in JSON format.

### Note

In the following list, the required parameters are described first.

### Catalog

Specifies the catalog associated with the request. This field takes a string value from a predefined list: AWS or Sandbox. The catalog determines which environment the opportunity disassociation is made in. Use AWS to disassociate opportunities in the AWS catalog, and Sandbox to test in a secure and isolated environment.

Type: String

Pattern: `^[a-zA-Z]+$`

Required: Yes

### OpportunityIdentifier

The opportunity's unique identifier for when you want to disassociate it from related entities. This identifier is crucial to ensure the correct opportunity is updated, especially in environments with numerous opportunities.

Validation: Ensure that the identifier provided corresponds to an existing opportunity in the AWS system because incorrect identifiers result in an error and no changes are made.

Type: String

Pattern: `^0[0-9]{1,19}$`

Required: Yes

### RelatedEntityIdentifier

The related entity's identifier that you want to disassociate from the opportunity. Depending on the type of entity, this could be a simple identifier or an Amazon Resource Name (ARN) for entities managed through AWS Marketplace.

For AWS Marketplace entities, use the AWS Marketplace API to obtain the necessary ARNs. For guidance on retrieving these ARNs, see [AWS MarketplaceUsing the AWS Marketplace Catalog API](#).

Validation: Ensure the identifier or ARN is valid and corresponds to an existing entity. An incorrect or invalid identifier results in an error.

Type: String

Length Constraints: Minimum length of 1. Maximum length of 255.

Required: Yes

### RelatedEntityType

The type of the entity that you're disassociating from the opportunity. When you specify the entity type, it helps the system correctly process the disassociation request and ensures that the right connections are removed.

Examples of entity types include Partner Solution, AWS product, and AWS Marketplace offer. Ensure that the value matches one of the expected entity types.

Validation: Provide a valid entity type to ensure successful disassociation. Invalid or incorrect entity types result in an error.

Type: String

Valid Values: Solutions | AwsProducts | AwsMarketplaceOffers

Required: Yes

## Response Elements

If the action is successful, the service sends back an HTTP 200 response with an empty HTTP body.

## Errors

For information about the errors that are common to all actions, see [Common Errors](#).

### AccessDeniedException

This error occurs when you don't have permission to perform the requested action.

You don't have access to this action or resource. Review IAM policies or contact your AWS administrator for assistance.

HTTP Status Code: 400

### InternalServerError

This error occurs when the specified resource can't be found or doesn't exist. Resource ID and type might be incorrect.

Suggested action: This is usually a transient error. Retry after the provided retry delay or a short interval. If the problem persists, contact AWS support.

HTTP Status Code: 500

### ResourceNotFoundException

This error occurs when the specified resource can't be found. The resource might not exist, or isn't visible with the current credentials.



Suggested action: Verify that the resource ID is correct and the resource is in the expected AWS region. Check IAM permissions for accessing the resource.

HTTP Status Code: 400

### **ThrottlingException**

This error occurs when there are too many requests sent. Review the provided quotas and adapt your usage to avoid throttling.

This error occurs when there are too many requests sent. Review the provided [Quotas](#) and retry after the provided delay.

HTTP Status Code: 400

### **ValidationException**

The input fails to satisfy the constraints specified by the service or business validation rules.

Suggested action: Review the error message, including the failed fields and reasons, to correct the request payload.

HTTP Status Code: 400

## **See Also**

For more information about using this API in one of the language-specific AWS SDKs, see the following:

- [AWS Command Line Interface](#)
- [AWS SDK for .NET](#)
- [AWS SDK for C++](#)
- [AWS SDK for Go v2](#)
- [AWS SDK for Java V2](#)
- [AWS SDK for JavaScript V3](#)
- [AWS SDK for PHP V3](#)
- [AWS SDK for Python](#)
- [AWS SDK for Ruby V3](#)

# GetAwsOpportunitySummary

Retrieves a summary of an AWS Opportunity. This summary includes high-level details about the opportunity sourced from AWS, such as lifecycle information, customer details, and involvement type. It is useful for tracking updates on the AWS opportunity corresponding to an opportunity in the partner's account.

## Request Syntax

```
{  
  "Catalog": "string",  
  "RelatedOpportunityIdentifier": "string"  
}
```

## Request Parameters

For information about the parameters that are common to all actions, see [Common Parameters](#).

The request accepts the following data in JSON format.

### Note

In the following list, the required parameters are described first.

### Catalog

Specifies the catalog in which the AWS Opportunity is located. Accepted values include *AWS* for production opportunities or *Sandbox* for testing purposes. The catalog determines which environment the opportunity data is pulled from.

Type: String

Pattern: `^[a-zA-Z]+$`

Required: Yes

### RelatedOpportunityIdentifier

The unique identifier for the related partner opportunity. Use this field to correlate an AWS opportunity with its corresponding partner opportunity.

Type: String

Pattern: ^0[0-9]{1,19}\$

Required: Yes

## Response Syntax

```
{
  "Catalog": "string",
  "Customer": {
    "Contacts": [
      {
        "BusinessTitle": "string",
        "Email": "string",
        "FirstName": "string",
        "LastName": "string",
        "Phone": "string"
      }
    ]
  },
  "Insights": {
    "EngagementScore": "string",
    "NextBestActions": "string"
  },
  "InvolvementType": "string",
  "InvolvementTypeChangeReason": "string",
  "Lifecycle": {
    "ClosedLostReason": "string",
    "NextSteps": "string",
    "NextStepsHistory": [
      {
        "Time": "string",
        "Value": "string"
      }
    ],
    "Stage": "string",
    "TargetCloseDate": "string"
  },
  "OpportunityTeam": [
    {
      "BusinessTitle": "string",
      "Email": "string",
```

```
    "FirstName": "string",
    "LastName": "string"
  }
],
"Origin": "string",
"Project": {
  "ExpectedCustomerSpend": [
    {
      "Amount": "string",
      "CurrencyCode": "string",
      "Frequency": "string",
      "TargetCompany": "string"
    }
  ]
},
"RelatedEntityIds": {
  "AwsProducts": [ "string" ],
  "Solutions": [ "string" ]
},
"RelatedOpportunityId": "string",
"Visibility": "string"
}
```

## Response Elements

If the action is successful, the service sends back an HTTP 200 response.

The following data is returned in JSON format by the service.

### Catalog

Specifies the catalog in which the AWS Opportunity exists. This is the environment (e.g., AWS or Sandbox) where the opportunity is being managed.

Type: String

Pattern: `^[a-zA-Z]+$`

### Customer

Provides details about the customer associated with the AWS Opportunity, including account information, industry, and other key customer data. These details help partners understand the business context of the opportunity.

Type: [AwsOpportunityCustomer](#) object

### Insights

Provides insights into the AWS Opportunity, including engagement score and recommended actions that AWS suggests for the partner.

Type: [AwsOpportunityInsights](#) object

### InvolvementType

Specifies the type of involvement AWS has in the opportunity, such as direct co-sell or advisory support. This field helps partners understand the role AWS will play in advancing the opportunity.

Type: String

Valid Values: For Visibility Only | Co-Sell

### InvolvementTypeChangeReason

Provides a reason for any changes in the involvement type of AWS in the opportunity. This field is used to track why the level of AWS engagement has changed from For Visibility Only to Co-sell offering transparency into the partnership dynamics.

Type: String

Valid Values: Expansion Opportunity | Change in Deal Information | Customer Requested | Technical Complexity | Risk Mitigation

### LifeCycle

Contains lifecycle information for the AWS Opportunity, including review status, stage, and target close date. This field is crucial for partners to monitor the progression of the opportunity.

Type: [AwsOpportunityLifeCycle](#) object

### OpportunityTeam

Details the AWS Opportunity team, including key members involved in the opportunity. This information helps partners know who from AWS is engaged and their roles in the opportunity.

Type: Array of [AwsTeamMember](#) objects

## Origin

Specifies whether the AWS Opportunity originated from AWS or the partner. This helps distinguish between opportunities that were sourced by AWS and those referred by the partner.

Type: String

Valid Values: `AWS Referral` | `Partner Referral`

## Project

Provides details about the project associated with the AWS Opportunity, including the customer's business problem, expected outcomes, and project scope. This information is crucial for understanding the broader context of the opportunity.

Type: [AwsOpportunityProject](#) object

## RelatedEntityIds

Lists related entity identifiers, such as AWS products or partner solutions, associated with the AWS Opportunity. These identifiers provide additional context and help partners understand which AWS services are involved.

Type: [AwsOpportunityRelatedEntities](#) object

## RelatedOpportunityId

Provides the unique identifier of the related partner opportunity, allowing partners to link the AWS Opportunity to their corresponding opportunity in their CRM system.

Type: String

Pattern: `^[0-9]{1,19}$`

## Visibility

Defines the visibility level for the AWS Opportunity. Use `Full` visibility for most cases, while `Limited` visibility is reserved for special programs or sensitive opportunities.

Type: String

Valid Values: `Full` | `Limited`

## Errors

For information about the errors that are common to all actions, see [Common Errors](#).

### **AccessDeniedException**

This error occurs when you don't have permission to perform the requested action.

You don't have access to this action or resource. Review IAM policies or contact your AWS administrator for assistance.

HTTP Status Code: 400

### **InternalServerErrorException**

This error occurs when the specified resource can't be found or doesn't exist. Resource ID and type might be incorrect.

Suggested action: This is usually a transient error. Retry after the provided retry delay or a short interval. If the problem persists, contact AWS support.

HTTP Status Code: 500

### **ResourceNotFoundException**

This error occurs when the specified resource can't be found. The resource might not exist, or isn't visible with the current credentials.

Suggested action: Verify that the resource ID is correct and the resource is in the expected AWS region. Check IAM permissions for accessing the resource.

HTTP Status Code: 400

### **ThrottlingException**

This error occurs when there are too many requests sent. Review the provided quotas and adapt your usage to avoid throttling.

This error occurs when there are too many requests sent. Review the provided [Quotas](#) and retry after the provided delay.

HTTP Status Code: 400

### **ValidationException**

The input fails to satisfy the constraints specified by the service or business validation rules.

Suggested action: Review the error message, including the failed fields and reasons, to correct the request payload.

HTTP Status Code: 400

## See Also

For more information about using this API in one of the language-specific AWS SDKs, see the following:

- [AWS Command Line Interface](#)
- [AWS SDK for .NET](#)
- [AWS SDK for C++](#)
- [AWS SDK for Go v2](#)
- [AWS SDK for Java V2](#)
- [AWS SDK for JavaScript V3](#)
- [AWS SDK for PHP V3](#)
- [AWS SDK for Python](#)
- [AWS SDK for Ruby V3](#)



# GetEngagementInvitation

Retrieves the details of an engagement invitation shared by AWS with a partner. The information includes aspects such as customer, project details, and lifecycle information. To connect an engagement invitation with an opportunity, match the invitation's `Payload.Project.Title` with opportunity `Project.Title`.

## Request Syntax

```
{
  "Catalog": "string",
  "Identifier": "string"
}
```

## Request Parameters

For information about the parameters that are common to all actions, see [Common Parameters](#).

The request accepts the following data in JSON format.

### Note

In the following list, the required parameters are described first.

### Catalog

Specifies the catalog associated with the request. The field accepts values from the predefined set: AWS for live operations or Sandbox for testing environments.

Type: String

Pattern: `^[a-zA-Z]+$`

Required: Yes

### Identifier

Specifies the unique identifier for the retrieved engagement invitation.

Type: String

Length Constraints: Minimum length of 1. Maximum length of 255.

Pattern: `^(arn:.*|engi-[0-9a-z]{13})$`

Required: Yes

## Response Syntax

```
{
  "Arn": "string",
  "Catalog": "string",
  "EngagementTitle": "string",
  "ExpirationDate": "string",
  "Id": "string",
  "InvitationDate": "string",
  "Payload": { ... },
  "PayloadType": "string",
  "Receiver": { ... },
  "RejectionReason": "string",
  "SenderAwsAccountId": "string",
  "SenderCompanyName": "string",
  "Status": "string"
}
```

## Response Elements

If the action is successful, the service sends back an HTTP 200 response.

The following data is returned in JSON format by the service.

### Catalog

Indicates the catalog from which the engagement invitation details are retrieved. This field helps in identifying the appropriate catalog (e.g., AWS or Sandbox) used in the request.

Type: String

Pattern: `^[a-zA-Z]+$`

### Id

Unique identifier assigned to the engagement invitation being retrieved.

Type: String

Length Constraints: Minimum length of 1. Maximum length of 255.

Pattern: `^(arn:.*|engi-[0-9a-z]{13})$`

### Arn

The Amazon Resource Name (ARN) that identifies the engagement invitation.

Type: String

### EngagementTitle

The title of the engagement invitation, summarizing the purpose or key objectives of the opportunity shared by AWS.

Type: String

Length Constraints: Minimum length of 1. Maximum length of 40.

### ExpirationDate

Indicates the date on which the engagement invitation will expire if not accepted by the partner.

Type: Timestamp

### InvitationDate

The date when the engagement invitation was sent to the partner.

Type: Timestamp

### Payload

Details of the engagement invitation payload, including specific data relevant to the invitation's contents, such as customer information and opportunity insights.

Type: [Payload](#) object

**Note:** This object is a Union. Only one member of this object can be specified or returned.

### PayloadType

The type of payload contained in the engagement invitation, indicating what data or context the payload covers.

Type: String

Valid Values: OpportunityInvitation

### Receiver

Information about the partner organization or team that received the engagement invitation, including contact details and identifiers.

Type: [Receiver](#) object

**Note:** This object is a Union. Only one member of this object can be specified or returned.

### RejectionReason

If the engagement invitation was rejected, this field specifies the reason provided by the partner for the rejection.

Type: String

Pattern: `^[\u0020-\u007E\u00A0-\uD7FF\uE000-\uFFFF]{1,80}$`

### SenderAwsAccountId

Specifies the AWS Account ID of the sender, which identifies the AWS team responsible for sharing the engagement invitation.

Type: String

Pattern: `^(aws|[0-9]{12})$`

### SenderCompanyName

The name of the AWS organization or team that sent the engagement invitation.

Type: String

Length Constraints: Minimum length of 0. Maximum length of 120.

### Status

The current status of the engagement invitation.

Type: String

Valid Values: ACCEPTED | PENDING | REJECTED | EXPIRED

## Errors

For information about the errors that are common to all actions, see [Common Errors](#).

### **AccessDeniedException**

This error occurs when you don't have permission to perform the requested action.

You don't have access to this action or resource. Review IAM policies or contact your AWS administrator for assistance.

HTTP Status Code: 400

### **InternalServerErrorException**

This error occurs when the specified resource can't be found or doesn't exist. Resource ID and type might be incorrect.

Suggested action: This is usually a transient error. Retry after the provided retry delay or a short interval. If the problem persists, contact AWS support.

HTTP Status Code: 500

### **ResourceNotFoundException**

This error occurs when the specified resource can't be found. The resource might not exist, or isn't visible with the current credentials.

Suggested action: Verify that the resource ID is correct and the resource is in the expected AWS region. Check IAM permissions for accessing the resource.

HTTP Status Code: 400

### **ThrottlingException**

This error occurs when there are too many requests sent. Review the provided quotas and adapt your usage to avoid throttling.

This error occurs when there are too many requests sent. Review the provided [Quotas](#) and retry after the provided delay.

HTTP Status Code: 400

### **ValidationException**

The input fails to satisfy the constraints specified by the service or business validation rules.

Suggested action: Review the error message, including the failed fields and reasons, to correct the request payload.

HTTP Status Code: 400

## See Also

For more information about using this API in one of the language-specific AWS SDKs, see the following:

- [AWS Command Line Interface](#)
- [AWS SDK for .NET](#)
- [AWS SDK for C++](#)
- [AWS SDK for Go v2](#)
- [AWS SDK for Java V2](#)
- [AWS SDK for JavaScript V3](#)
- [AWS SDK for PHP V3](#)
- [AWS SDK for Python](#)
- [AWS SDK for Ruby V3](#)

# GetOpportunity

Fetches the Opportunity record from Partner Central by a given Identifier.

Use the ListOpportunities action or the event notification (from Amazon EventBridge) to obtain this identifier.

## Request Syntax

```
{
  "Catalog": "string",
  "Identifier": "string"
}
```

## Request Parameters

For information about the parameters that are common to all actions, see [Common Parameters](#).

The request accepts the following data in JSON format.

### Note

In the following list, the required parameters are described first.

### Catalog

Specifies the catalog associated with the request. This field takes a string value from a predefined list: AWS or Sandbox. The catalog determines which environment the opportunity is fetched from. Use AWS to retrieve opportunities in the AWS catalog, and Sandbox to retrieve opportunities in a secure and isolated testing environment.

Type: String

Pattern: `^[a-zA-Z]+$`

Required: Yes

### Identifier

Read-only, system generated Opportunity unique identifier.

Type: String

Pattern: `^0[0-9]{1,19}$`

Required: Yes

## Response Syntax

```
{
  "Catalog": "string",
  "CreatedDate": "string",
  "Customer": {
    "Account": {
      "Address": {
        "City": "string",
        "CountryCode": "string",
        "PostalCode": "string",
        "StateOrRegion": "string",
        "StreetAddress": "string"
      },
      "AwsAccountId": "string",
      "CompanyName": "string",
      "Duns": "string",
      "Industry": "string",
      "OtherIndustry": "string",
      "WebsiteUrl": "string"
    },
    "Contacts": [
      {
        "BusinessTitle": "string",
        "Email": "string",
        "FirstName": "string",
        "LastName": "string",
        "Phone": "string"
      }
    ]
  },
  "Id": "string",
  "LastModifiedDate": "string",
  "Lifecycle": {
    "ClosedLostReason": "string",
    "NextSteps": "string",
    "NextStepsHistory": [
      {
        "Time": "string",

```



```
    "Value": "string"
  }
],
"ReviewComments": "string",
"ReviewStatus": "string",
"ReviewStatusReason": "string",
"Stage": "string",
"TargetCloseDate": "string"
},
"Marketing": {
  "AwsFundingUsed": "string",
  "CampaignName": "string",
  "Channels": [ "string" ],
  "Source": "string",
  "UseCases": [ "string" ]
},
"NationalSecurity": "string",
"OpportunityTeam": [
  {
    "BusinessTitle": "string",
    "Email": "string",
    "FirstName": "string",
    "LastName": "string",
    "Phone": "string"
  }
],
"OpportunityType": "string",
"PartnerOpportunityIdentifier": "string",
"PrimaryNeedsFromAws": [ "string" ],
"Project": {
  "AdditionalComments": "string",
  "ApnPrograms": [ "string" ],
  "CompetitorName": "string",
  "CustomerBusinessProblem": "string",
  "CustomerUseCase": "string",
  "DeliveryModels": [ "string" ],
  "ExpectedCustomerSpend": [
    {
      "Amount": "string",
      "CurrencyCode": "string",
      "Frequency": "string",
      "TargetCompany": "string"
    }
  ]
},
],
```

```
    "OtherCompetitorNames": "string",
    "OtherSolutionDescription": "string",
    "RelatedOpportunityIdentifier": "string",
    "SalesActivities": [ "string" ],
    "Title": "string"
  },
  "RelatedEntityIdentifiers": {
    "AwsMarketplaceOffers": [ "string" ],
    "AwsProducts": [ "string" ],
    "Solutions": [ "string" ]
  },
  "SoftwareRevenue": {
    "DeliveryModel": "string",
    "EffectiveDate": "string",
    "ExpirationDate": "string",
    "Value": {
      "Amount": "string",
      "CurrencyCode": "string"
    }
  }
}
```

## Response Elements

If the action is successful, the service sends back an HTTP 200 response.

The following data is returned in JSON format by the service.

### Catalog

Specifies the catalog associated with the request. This field takes a string value from a predefined list: AWS or Sandbox. The catalog determines which environment the opportunity information is retrieved from. Use AWS to retrieve opportunities in the AWS catalog, and Sandbox to retrieve opportunities in a secure and isolated testing environment.

Type: String

Pattern: `^[a-zA-Z]+$`

### CreatedDate

Date/Time when the Opportunity was last created.

Type: Timestamp

## Id

Read-only, system generated Opportunity unique identifier.

Type: String

Pattern: `^[0-9]{1,19}$`

## LastModifiedDate

DateTime when the opportunity was last modified.

Type: Timestamp

## RelatedEntityIdentifiers

Provides information about the associations of other entities with the opportunity. These entities include identifiers for `AWSPRODUCTS`, `PARTNER SOLUTIONS`, and `AWSMARKETPLACEOFFERS`.

Type: [RelatedEntityIdentifiers](#) object

## Customer

Specifies details of the customer associated with the Opportunity.

Type: [Customer](#) object

## LifeCycle

An object that contains lifecycle details for the Opportunity.

Type: [LifeCycle](#) object

## Marketing

An object that contains marketing details for the Opportunity.

Type: [Marketing](#) object

## NationalSecurity

Indicates whether the Opportunity pertains to a national security project. This field must be set to `true` only when the customer's industry is *Government*. Additional privacy and security measures apply during the review and management process for opportunities marked as `NationalSecurity`.

Type: String

Valid Values: Yes | No

### OpportunityTeam

Represents the internal team handling the opportunity. Specify the members involved in collaborating on this opportunity within the partner's organization.

Type: Array of [Contact](#) objects

Array Members: Minimum number of 0 items. Maximum number of 1 item.

### OpportunityType

Specifies the opportunity type as renewal, new, or expansion.

Opportunity types:

- New opportunity: Represents a new business opportunity with a potential customer that's not previously engaged with your solutions or services.
- Renewal opportunity: Represents an opportunity to renew an existing contract or subscription with a current customer, ensuring continuity of service.
- Expansion opportunity: Represents an opportunity to expand the scope of an existing contract or subscription, either by adding new services or increasing the volume of existing services for a current customer.

Type: String

Valid Values: Net New Business | Flat Renewal | Expansion

### PartnerOpportunityIdentifier

Specifies the opportunity's unique identifier in the partner's CRM system. This value is essential to track and reconcile because it's included in the outbound payload sent back to the partner.

Type: String

Length Constraints: Minimum length of 0. Maximum length of 64.

### PrimaryNeedsFromAws

Identifies the type of support the partner needs from AWS.

Valid values:

- **Cosell—Architectural Validation:** Confirmation from AWS that the partner's proposed solution architecture is aligned with AWS best practices and poses minimal architectural risks.
- **Cosell—Business Presentation:** Request AWS seller's participation in a joint customer presentation.
- **Cosell—Competitive Information:** Access to AWS competitive resources and support for the partner's proposed solution.
- **Cosell—Pricing Assistance:** Connect with an AWS seller for support situations where a partner may be receiving an upfront discount on a service (for example: EDP deals).
- **Cosell—Technical Consultation:** Connect with an AWS Solutions Architect to address the partner's questions about the proposed solution.
- **Cosell—Total Cost of Ownership Evaluation:** Assistance with quoting different cost savings of proposed solutions on AWS versus on-premises or a traditional hosting environment.
- **Cosell—Deal Support:** Request AWS seller's support to progress the opportunity (for example: joint customer call, strategic positioning).
- **Cosell—Support for Public Tender / RFX:** Opportunity related to the public sector where the partner needs AWS RFX support.
- **Do Not Need Support from AWS Sales Rep:** Indicates that a partner doesn't need support from an AWS sales representative, and the partner solely manages the opportunity. It's possible to request co-selling support on these opportunities at any stage during their lifecycle. Also known as, for-visibility-only (FVO) opportunity.

Type: Array of strings

Valid Values: Co-Sell - Architectural Validation | Co-Sell - Business Presentation | Co-Sell - Competitive Information | Co-Sell - Pricing Assistance | Co-Sell - Technical Consultation | Co-Sell - Total Cost of Ownership Evaluation | Co-Sell - Deal Support | Co-Sell - Support for Public Tender / RFX

## Project

An object that contains project details summary for the Opportunity.

Type: [Project](#) object

## SoftwareRevenue

Specifies details of a customer's procurement terms. Required only for partners in eligible programs.

Type: [SoftwareRevenue](#) object

## Errors

For information about the errors that are common to all actions, see [Common Errors](#).

### AccessDeniedException

This error occurs when you don't have permission to perform the requested action.

You don't have access to this action or resource. Review IAM policies or contact your AWS administrator for assistance.

HTTP Status Code: 400

### InternalServerError

This error occurs when the specified resource can't be found or doesn't exist. Resource ID and type might be incorrect.

Suggested action: This is usually a transient error. Retry after the provided retry delay or a short interval. If the problem persists, contact AWS support.

HTTP Status Code: 500

### ResourceNotFoundException

This error occurs when the specified resource can't be found. The resource might not exist, or isn't visible with the current credentials.

Suggested action: Verify that the resource ID is correct and the resource is in the expected AWS region. Check IAM permissions for accessing the resource.

HTTP Status Code: 400

### ThrottlingException

This error occurs when there are too many requests sent. Review the provided quotas and adapt your usage to avoid throttling.

This error occurs when there are too many requests sent. Review the provided [Quotas](#) and retry after the provided delay.

HTTP Status Code: 400

## ValidationException

The input fails to satisfy the constraints specified by the service or business validation rules.

Suggested action: Review the error message, including the failed fields and reasons, to correct the request payload.

HTTP Status Code: 400

## See Also

For more information about using this API in one of the language-specific AWS SDKs, see the following:

- [AWS Command Line Interface](#)
- [AWS SDK for .NET](#)
- [AWS SDK for C++](#)
- [AWS SDK for Go v2](#)
- [AWS SDK for Java V2](#)
- [AWS SDK for JavaScript V3](#)
- [AWS SDK for PHP V3](#)
- [AWS SDK for Python](#)
- [AWS SDK for Ruby V3](#)

# ListEngagementInvitations

Retrieves a list of engagement invitations sent to the partner. This allows partners to view all pending or past engagement invitations, helping them track opportunities shared by AWS.

## Request Syntax

```
{
  "Catalog": "string",
  "MaxResults": number,
  "NextToken": "string",
  "ParticipantType": "string",
  "PayloadType": [ "string" ],
  "Sort": {
    "SortBy": "string",
    "SortOrder": "string"
  }
}
```

## Request Parameters

For information about the parameters that are common to all actions, see [Common Parameters](#).

The request accepts the following data in JSON format.

### Note

In the following list, the required parameters are described first.

### Catalog

Specifies the catalog from which to list the engagement invitations. Use AWS for production invitations or Sandbox for testing environments.

Type: String

Pattern: `^[a-zA-Z]+$`

Required: Yes



## ParticipantType

Specifies the type of participant for which to list engagement invitations. Identifies the role of the participant.

Type: String

Valid Values: RECEIVER

Required: Yes

## MaxResults

Specifies the maximum number of engagement invitations to return in the response. If more results are available, a pagination token will be provided.

Type: Integer

Valid Range: Minimum value of 1. Maximum value of 100.

Required: No

## NextToken

A pagination token used to retrieve additional pages of results when the response to a previous request was truncated. Pass this token to continue listing invitations from where the previous call left off.

Type: String

Required: No

## PayloadType

Defines the type of payload associated with the engagement invitations to be listed. The attributes in this payload help decide on acceptance or rejection of the invitation.

Type: Array of strings

Valid Values: OpportunityInvitation

Required: No

## Sort

Specifies the sorting options for listing engagement invitations. Invitations can be sorted by fields such as `InvitationDate` or `Status` to help partners view results in their preferred order.

Type: [OpportunityEngagementInvitationSort](#) object

Required: No

## Response Syntax

```
{
  "EngagementInvitationSummaries": [
    {
      "Arn": "string",
      "Catalog": "string",
      "EngagementTitle": "string",
      "ExpirationDate": "string",
      "Id": "string",
      "InvitationDate": "string",
      "PayloadType": "string",
      "Receiver": { ... },
      "SenderAwsAccountId": "string",
      "SenderCompanyName": "string",
      "Status": "string"
    }
  ],
  "NextToken": "string"
}
```

## Response Elements

If the action is successful, the service sends back an HTTP 200 response.

The following data is returned in JSON format by the service.

### [EngagementInvitationSummaries](#)

An array containing summaries of engagement invitations. Each summary includes key information such as the invitation title, invitation date, and the current status of the invitation.

Type: Array of [EngagementInvitationSummary](#) objects

### **NextToken**

A pagination token returned when there are more results available than can be returned in a single call. Use this token to retrieve additional pages of engagement invitation summaries.

Type: String

## **Errors**

For information about the errors that are common to all actions, see [Common Errors](#).

### **AccessDeniedException**

This error occurs when you don't have permission to perform the requested action.

You don't have access to this action or resource. Review IAM policies or contact your AWS administrator for assistance.

HTTP Status Code: 400

### **InternalServerError**

This error occurs when the specified resource can't be found or doesn't exist. Resource ID and type might be incorrect.

Suggested action: This is usually a transient error. Retry after the provided retry delay or a short interval. If the problem persists, contact AWS support.

HTTP Status Code: 500

### **ResourceNotFoundException**

This error occurs when the specified resource can't be found. The resource might not exist, or isn't visible with the current credentials.

Suggested action: Verify that the resource ID is correct and the resource is in the expected AWS region. Check IAM permissions for accessing the resource.

HTTP Status Code: 400

## ThrottlingException

This error occurs when there are too many requests sent. Review the provided quotas and adapt your usage to avoid throttling.

This error occurs when there are too many requests sent. Review the provided [Quotas](#) and retry after the provided delay.

HTTP Status Code: 400

## ValidationException

The input fails to satisfy the constraints specified by the service or business validation rules.

Suggested action: Review the error message, including the failed fields and reasons, to correct the request payload.

HTTP Status Code: 400

## See Also

For more information about using this API in one of the language-specific AWS SDKs, see the following:

- [AWS Command Line Interface](#)
- [AWS SDK for .NET](#)
- [AWS SDK for C++](#)
- [AWS SDK for Go v2](#)
- [AWS SDK for Java V2](#)
- [AWS SDK for JavaScript V3](#)
- [AWS SDK for PHP V3](#)
- [AWS SDK for Python](#)
- [AWS SDK for Ruby V3](#)

# ListOpportunities

This request accepts a list of filters to use to retrieve a specific subset of opportunities, as well as sort options. This feature is available to partners from [Partner Central](#) using the `ListOpportunities` API action.

To synchronize your system with AWS, only list the opportunities that were newly created or updated. We recommend you rely on events emitted by the service into your AWS account's Amazon EventBridge default event bus, you can also use the `ListOpportunities` action.

We recommend the following approach:

1. Find the latest `LastModifiedDate` that you stored, and only use the values that came from AWS. Don't use values generated by your system.
2. When you send a `ListOpportunities` request, submit the date in ISO 8601 format in the `AfterLastModifiedDate` filter.
3. AWS only returns opportunities created or updated on or after that date and time. Use `NextToken` to iterate over all pages.

## Request Syntax

```
{
  "Catalog": "string",
  "CustomerCompanyName": [ "string" ],
  "Identifier": [ "string" ],
  "LastModifiedDate": {
    "AfterLastModifiedDate": "string",
    "BeforeLastModifiedDate": "string"
  },
  "LifeCycleReviewStatus": [ "string" ],
  "LifeCycleStage": [ "string" ],
  "MaxResults": number,
  "NextToken": "string",
  "Sort": {
    "SortBy": "string",
    "SortOrder": "string"
  }
}
```

## Request Parameters

For information about the parameters that are common to all actions, see [Common Parameters](#).

The request accepts the following data in JSON format.

### Note

In the following list, the required parameters are described first.

### Catalog

Specifies the catalog associated with the request. This field takes a string value from a predefined list: `AWS` or `Sandbox`. The catalog determines which environment the opportunities are listed in. Use `AWS` for listing real opportunities in the AWS catalog, and `Sandbox` for to test in a secure and isolated environment.

Type: String

Pattern: `^[a-zA-Z]+$`

Required: Yes

### CustomerCompanyName

Filters the opportunities based on the customer's company name. This allows partners to search for opportunities associated with a specific customer by matching the provided company name string.

Type: Array of strings

Array Members: Minimum number of 0 items. Maximum number of 10 items.

Required: No

### Identifier

Filters the opportunities based on the opportunity identifier. This allows partners to retrieve specific opportunities by providing their unique identifiers, ensuring precise results.

Type: Array of strings

Array Members: Minimum number of 0 items. Maximum number of 20 items.

Pattern: `^[0-9]{1,19}$`

Required: No

### LastModifiedDate

Filters the opportunities based on their last modified date. This filter helps retrieve opportunities that were updated after the specified date, allowing partners to track recent changes or updates.

Type: LastModifiedDate object

Required: No

### LifeCycleReviewStatus

Filters the opportunities based on their current lifecycle approval status. Use this filter to retrieve opportunities with statuses such as Pending Submission, In Review, Action Required, or Approved.

Type: Array of strings

Array Members: Minimum number of 0 items. Maximum number of 10 items.

Valid Values: Pending Submission | Submitted | In review | Approved | Rejected | Action Required

Required: No

### LifeCycleStage

Filters the opportunities based on their lifecycle stage. This filter allows partners to retrieve opportunities at various stages in the sales cycle, such as Qualified, Technical Validation, Business Validation, or Closed Won.

Type: Array of strings

Array Members: Minimum number of 0 items. Maximum number of 10 items.

Valid Values: Prospect | Qualified | Technical Validation | Business Validation | Committed | Launched | Closed Lost

Required: No

## MaxResults

Specifies the maximum number of results to return in a single call. This limits the number of opportunities returned in the response to avoid overloading with too many results at once.

Default: 20

Type: Integer

Valid Range: Minimum value of 1. Maximum value of 100.

Required: No

## NextToken

A pagination token used to retrieve the next set of results in subsequent calls. This token is included in the response only if there are additional result pages available.

Type: String

Required: No

## Sort

An object that specifies how the response is sorted. The default `Sort.SortBy` value is `LastModifiedDate`.

Type: [OpportunitySort](#) object

Required: No

## Response Syntax

```
{
  "NextToken": "string",
  "OpportunitySummaries": [
    {
      "Catalog": "string",
      "CreatedDate": "string",
      "Customer": {
        "Account": {
          "Address": {
            "City": "string",
```



```

        "CountryCode": "string",
        "PostalCode": "string",
        "StateOrRegion": "string"
    },
    "CompanyName": "string",
    "Industry": "string",
    "OtherIndustry": "string",
    "WebsiteUrl": "string"
}
},
"Id": "string",
"LastModifiedDate": "string",
"LifeCycle": {
    "ClosedLostReason": "string",
    "NextSteps": "string",
    "ReviewComments": "string",
    "ReviewStatus": "string",
    "ReviewStatusReason": "string",
    "Stage": "string",
    "TargetCloseDate": "string"
},
"OpportunityType": "string",
"PartnerOpportunityIdentifier": "string",
"Project": {
    "DeliveryModels": [ "string" ],
    "ExpectedCustomerSpend": [
        {
            "Amount": "string",
            "CurrencyCode": "string",
            "Frequency": "string",
            "TargetCompany": "string"
        }
    ]
}
}
]
}
}

```

## Response Elements

If the action is successful, the service sends back an HTTP 200 response.

The following data is returned in JSON format by the service.

## OpportunitySummaries

An array that contains minimal details for opportunities that match the request criteria. This summary view provides a quick overview of relevant opportunities.

Type: Array of [OpportunitySummary](#) objects

## NextToken

A pagination token used to retrieve the next set of results in subsequent calls. This token is included in the response only if there are additional result pages available.

Type: String

## Errors

For information about the errors that are common to all actions, see [Common Errors](#).

### **AccessDeniedException**

This error occurs when you don't have permission to perform the requested action.

You don't have access to this action or resource. Review IAM policies or contact your AWS administrator for assistance.

HTTP Status Code: 400

### **InternalServerError**

This error occurs when the specified resource can't be found or doesn't exist. Resource ID and type might be incorrect.

Suggested action: This is usually a transient error. Retry after the provided retry delay or a short interval. If the problem persists, contact AWS support.

HTTP Status Code: 500

### **ResourceNotFoundException**

This error occurs when the specified resource can't be found. The resource might not exist, or isn't visible with the current credentials.

Suggested action: Verify that the resource ID is correct and the resource is in the expected AWS region. Check IAM permissions for accessing the resource.

HTTP Status Code: 400

### **ThrottlingException**

This error occurs when there are too many requests sent. Review the provided quotas and adapt your usage to avoid throttling.

This error occurs when there are too many requests sent. Review the provided [Quotas](#) and retry after the provided delay.

HTTP Status Code: 400

### **ValidationException**

The input fails to satisfy the constraints specified by the service or business validation rules.

Suggested action: Review the error message, including the failed fields and reasons, to correct the request payload.

HTTP Status Code: 400

## **See Also**

For more information about using this API in one of the language-specific AWS SDKs, see the following:

- [AWS Command Line Interface](#)
- [AWS SDK for .NET](#)
- [AWS SDK for C++](#)
- [AWS SDK for Go v2](#)
- [AWS SDK for Java V2](#)
- [AWS SDK for JavaScript V3](#)
- [AWS SDK for PHP V3](#)
- [AWS SDK for Python](#)
- [AWS SDK for Ruby V3](#)

# ListSolutions

Retrieves a list of Partner Solutions that the partner registered on Partner Central. This API is used to generate a list of solutions that an end user selects from for association with an opportunity.

## Request Syntax

```
{
  "Catalog": "string",
  "Category": [ "string" ],
  "Identifier": [ "string" ],
  "MaxResults": number,
  "NextToken": "string",
  "Sort": {
    "SortBy": "string",
    "SortOrder": "string"
  },
  "Status": [ "string" ]
}
```

## Request Parameters

For information about the parameters that are common to all actions, see [Common Parameters](#).

The request accepts the following data in JSON format.

### Note

In the following list, the required parameters are described first.

### Catalog

Specifies the catalog associated with the request. This field takes a string value from a predefined list: AWS or Sandbox. The catalog determines which environment the solutions are listed in. Use AWS to list solutions in the AWS catalog, and Sandbox to list solutions in a secure and isolated testing environment.

Type: String

Pattern: `^[a-zA-Z]+$`

Required: Yes

### Category

Filters the solutions based on the category to which they belong. This allows partners to search for solutions within specific categories, such as Software, Consulting, or Managed Services.

Type: Array of strings

Array Members: Minimum number of 0 items. Maximum number of 10 items.

Required: No

### Identifier

Filters the solutions based on their unique identifier. Use this filter to retrieve specific solutions by providing the solution's identifier for accurate results.

Type: Array of strings

Array Members: Minimum number of 0 items. Maximum number of 20 items.

Pattern: `^S-[0-9]{1,19}$`

Required: No

### MaxResults

The maximum number of results returned by a single call. This value must be provided in the next call to retrieve the next set of results.

Default: 20

Type: Integer

Valid Range: Minimum value of 1. Maximum value of 100.

Required: No

### NextToken

A pagination token used to retrieve the next set of results in subsequent calls. This token is included in the response only if there are additional result pages available.

Type: String

Required: No

## Sort

Object that configures sorting done on the response. Default `Sort.SortBy` is `Identifier`.

Type: [SolutionSort](#) object

Required: No

## Status

Filters solutions based on their status. This filter helps partners manage their solution portfolios effectively.

Type: Array of strings

Array Members: Minimum number of 0 items. Maximum number of 10 items.

Valid Values: Active | Inactive | Draft

Required: No

## Response Syntax

```
{
  "NextToken": "string",
  "SolutionSummaries": [
    {
      "Catalog": "string",
      "Category": "string",
      "CreatedDate": "string",
      "Id": "string",
      "Name": "string",
      "Status": "string"
    }
  ]
}
```

## Response Elements

If the action is successful, the service sends back an HTTP 200 response.

The following data is returned in JSON format by the service.

### SolutionSummaries

An array with minimal details for solutions matching the request criteria.

Type: Array of [SolutionBase](#) objects

### NextToken

A pagination token used to retrieve the next set of results in subsequent calls. This token is included in the response only if there are additional result pages available.

Type: String

## Errors

For information about the errors that are common to all actions, see [Common Errors](#).

### **AccessDeniedException**

This error occurs when you don't have permission to perform the requested action.

You don't have access to this action or resource. Review IAM policies or contact your AWS administrator for assistance.

HTTP Status Code: 400

### **InternalServerErrorException**

This error occurs when the specified resource can't be found or doesn't exist. Resource ID and type might be incorrect.

Suggested action: This is usually a transient error. Retry after the provided retry delay or a short interval. If the problem persists, contact AWS support.

HTTP Status Code: 500

### **ResourceNotFoundException**

This error occurs when the specified resource can't be found. The resource might not exist, or isn't visible with the current credentials.

Suggested action: Verify that the resource ID is correct and the resource is in the expected AWS region. Check IAM permissions for accessing the resource.

HTTP Status Code: 400

### **ValidationException**

The input fails to satisfy the constraints specified by the service or business validation rules.

Suggested action: Review the error message, including the failed fields and reasons, to correct the request payload.

HTTP Status Code: 400

## **See Also**

For more information about using this API in one of the language-specific AWS SDKs, see the following:

- [AWS Command Line Interface](#)
- [AWS SDK for .NET](#)
- [AWS SDK for C++](#)
- [AWS SDK for Go v2](#)
- [AWS SDK for Java V2](#)
- [AWS SDK for JavaScript V3](#)
- [AWS SDK for PHP V3](#)
- [AWS SDK for Python](#)
- [AWS SDK for Ruby V3](#)



# RejectEngagementInvitation

This action rejects an `EngagementInvitation` that AWS shared. Rejecting an invitation indicates that the partner doesn't want to pursue the opportunity, and all related data will become inaccessible thereafter.

## Request Syntax

```
{
  "Catalog": "string",
  "Identifier": "string",
  "RejectionReason": "string"
}
```

## Request Parameters

For information about the parameters that are common to all actions, see [Common Parameters](#).

The request accepts the following data in JSON format.

### Note

In the following list, the required parameters are described first.

### Catalog

This is the catalog that's associated with the engagement invitation. Acceptable values are `AWS` or `Sandbox`, and these values determine the environment in which the opportunity is managed.

Type: String

Pattern: `^[a-zA-Z]+$`

Required: Yes

### Identifier

This is the unique identifier of the rejected `EngagementInvitation`. Providing the correct identifier helps ensure that the intended invitation is rejected.

Type: String

Length Constraints: Minimum length of 1. Maximum length of 255.

Pattern: `^(arn:.*|engi-[0-9a-z]{13})$`

Required: Yes

### RejectionReason

This describes the reason for rejecting the engagement invitation, which helps AWS track usage patterns. Acceptable values include the following:

- *Customer problem unclear*: The customer's problem isn't understood.
- *Next steps unclear*: The next steps required to proceed aren't understood.
- *Unable to support*: The partner is unable to provide support due to resource or capability constraints.
- *Duplicate of partner referral*: The opportunity is a duplicate of an existing referral.
- *Other*: Any reason not covered by other values.

Type: String

Pattern: `^[^\u0020-\u007E\u00A0-\uD7FF\uE000-\uFFFF]{1,80}$`

Required: Yes

## Response Elements

If the action is successful, the service sends back an HTTP 200 response with an empty HTTP body.

## Errors

For information about the errors that are common to all actions, see [Common Errors](#).

### AccessDeniedException

This error occurs when you don't have permission to perform the requested action.

You don't have access to this action or resource. Review IAM policies or contact your AWS administrator for assistance.

HTTP Status Code: 400

## InternalServerErrorException

This error occurs when the specified resource can't be found or doesn't exist. Resource ID and type might be incorrect.

Suggested action: This is usually a transient error. Retry after the provided retry delay or a short interval. If the problem persists, contact AWS support.

HTTP Status Code: 500

## ResourceNotFoundException

This error occurs when the specified resource can't be found. The resource might not exist, or isn't visible with the current credentials.

Suggested action: Verify that the resource ID is correct and the resource is in the expected AWS region. Check IAM permissions for accessing the resource.

HTTP Status Code: 400

## ThrottlingException

This error occurs when there are too many requests sent. Review the provided quotas and adapt your usage to avoid throttling.

This error occurs when there are too many requests sent. Review the provided [Quotas](#) and retry after the provided delay.

HTTP Status Code: 400

## ValidationException

The input fails to satisfy the constraints specified by the service or business validation rules.

Suggested action: Review the error message, including the failed fields and reasons, to correct the request payload.

HTTP Status Code: 400

## See Also

For more information about using this API in one of the language-specific AWS SDKs, see the following:

- [AWS Command Line Interface](#)
- [AWS SDK for .NET](#)
- [AWS SDK for C++](#)
- [AWS SDK for Go v2](#)
- [AWS SDK for Java V2](#)
- [AWS SDK for JavaScript V3](#)
- [AWS SDK for PHP V3](#)
- [AWS SDK for Python](#)
- [AWS SDK for Ruby V3](#)

# StartEngagementByAcceptingInvitationTask

This action starts the engagement by accepting an `EngagementInvitation`. The task is asynchronous and involves several steps: accepting the invitation, creating an opportunity in the partner's account from the AWS Opportunity, and copying over key details for tracking. Once completed, an `Opportunity Created` event is generated, indicating that the opportunity has been successfully created in the partner's account.

## Request Syntax

```
{
  "Catalog": "string",
  "ClientToken": "string",
  "Identifier": "string"
}
```

## Request Parameters

For information about the parameters that are common to all actions, see [Common Parameters](#).

The request accepts the following data in JSON format.

### Note

In the following list, the required parameters are described first.

### Catalog

Specifies the catalog related to the task. Use `AWS` for production engagements and `Sandbox` for testing scenarios.

Type: String

Pattern: `^[a-zA-Z]+$`

Required: Yes

### ClientToken

A unique, case-sensitive identifier provided by the client to ensure the idempotency of the request. Can be a random or meaningful string, but must be unique for each request.

Type: String

Length Constraints: Minimum length of 1.

Required: Yes

### Identifier

Specifies the unique identifier of the EngagementInvitation to be accepted. Providing the correct identifier ensures the right engagement invitation is processed.

Type: String

Length Constraints: Minimum length of 1. Maximum length of 255.

Pattern: `^(arn:.*|engi-[0-9a-z]{13})$`

Required: Yes

## Response Syntax

```
{
  "EngagementInvitationId": "string",
  "Message": "string",
  "OpportunityId": "string",
  "ReasonCode": "string",
  "StartTime": "string",
  "TaskArn": "string",
  "TaskId": "string",
  "TaskStatus": "string"
}
```

## Response Elements

If the action is successful, the service sends back an HTTP 200 response.

The following data is returned in JSON format by the service.

### EngagementInvitationId

Returns the identifier of the engagement invitation that was accepted and used to create the opportunity.

Type: String

Pattern: `^engi-[0-9,a-z]{13}$`

### Message

If the task fails, this field contains a detailed message describing the failure and possible recovery steps.

Type: String

### OpportunityId

Returns the original opportunity identifier passed in the request. This is the unique identifier for the opportunity.

Type: String

Pattern: `^0[0-9]{1,19}$`

### ReasonCode

Indicates the reason for task failure using an enumerated code.

Type: String

Valid Values: `InvitationAccessDenied | EngagementAccessDenied | OpportunityAccessDenied | ResourceSnapshotJobAccessDenied | EngagementValidationFailed | OpportunitySubmissionFailed | EngagementInvitationConflict | InternalError | OpportunityValidationFailed | OpportunityConflict`

### StartTime

The timestamp indicating when the task was initiated. The format follows RFC 3339 section 5.6.

Type: Timestamp

### TaskArn

The Amazon Resource Name (ARN) of the task, used for tracking and managing the task within AWS.

Type: String

Pattern: `^a1n:.*`

### TaskId

The unique identifier of the task, used to track the task's progress.

Type: String

Pattern: `task-[0-9a-z]{13}$`

### TaskStatus

Indicates the current status of the task.

Type: String

Valid Values: `IN_PROGRESS` | `COMPLETE` | `FAILED`

## Errors

For information about the errors that are common to all actions, see [Common Errors](#).

### **AccessDeniedException**

This error occurs when you don't have permission to perform the requested action.

You don't have access to this action or resource. Review IAM policies or contact your AWS administrator for assistance.

HTTP Status Code: 400

### **ConflictException**

This error occurs when the request can't be processed due to a conflict with the target resource's current state, which could result from updating or deleting the resource.

Suggested action: Fetch the latest state of the resource, verify the state, and retry the request.

HTTP Status Code: 400

### **InternalServerErrorException**

This error occurs when the specified resource can't be found or doesn't exist. Resource ID and type might be incorrect.



**Suggested action:** This is usually a transient error. Retry after the provided retry delay or a short interval. If the problem persists, contact AWS support.

HTTP Status Code: 500

### **ResourceNotFoundException**

This error occurs when the specified resource can't be found. The resource might not exist, or isn't visible with the current credentials.

**Suggested action:** Verify that the resource ID is correct and the resource is in the expected AWS region. Check IAM permissions for accessing the resource.

HTTP Status Code: 400

### **ServiceQuotaExceededException**

This error occurs when the request would cause a service quota to be exceeded. Service quotas represent the maximum allowed use of a specific resource, and this error indicates that the request would surpass that limit.

**Suggested action:** Review the [Quotas](#) for the resource, and either reduce usage or request a quota increase.

HTTP Status Code: 400

### **ThrottlingException**

This error occurs when there are too many requests sent. Review the provided quotas and adapt your usage to avoid throttling.

This error occurs when there are too many requests sent. Review the provided [Quotas](#) and retry after the provided delay.

HTTP Status Code: 400

### **ValidationException**

The input fails to satisfy the constraints specified by the service or business validation rules.

**Suggested action:** Review the error message, including the failed fields and reasons, to correct the request payload.

HTTP Status Code: 400

## See Also

For more information about using this API in one of the language-specific AWS SDKs, see the following:

- [AWS Command Line Interface](#)
- [AWS SDK for .NET](#)
- [AWS SDK for C++](#)
- [AWS SDK for Go v2](#)
- [AWS SDK for Java V2](#)
- [AWS SDK for JavaScript V3](#)
- [AWS SDK for PHP V3](#)
- [AWS SDK for Python](#)
- [AWS SDK for Ruby V3](#)

# StartEngagementFromOpportunityTask

This action initiates the engagement process from an existing opportunity by accepting the engagement invitation and creating a corresponding opportunity in the partner's system. Similar to `StartEngagementByAcceptingInvitationTask`, this action is asynchronous and performs multiple steps before completion.

## Request Syntax

```
{
  "AwsSubmission": {
    "InvolvementType": "string",
    "Visibility": "string"
  },
  "Catalog": "string",
  "ClientToken": "string",
  "Identifier": "string"
}
```

## Request Parameters

For information about the parameters that are common to all actions, see [Common Parameters](#).

The request accepts the following data in JSON format.

### Note

In the following list, the required parameters are described first.

### AwsSubmission

Indicates the level of AWS involvement in the opportunity. This field helps track AWS participation throughout the engagement, such as providing technical support, deal assistance, and sales support.

Type: [AwsSubmission](#) object

Required: Yes

## Catalog

Specifies the catalog in which the engagement is tracked. Acceptable values include AWS for production and Sandbox for testing environments.

Type: String

Pattern: `^[a-zA-Z]+$`

Required: Yes

## ClientToken

A unique token provided by the client to ensure the idempotency of the request. It helps prevent the same task from being performed multiple times.

Type: String

Length Constraints: Minimum length of 1.

Required: Yes

## Identifier

The unique identifier of the opportunity from which the engagement task is to be initiated. This ensures the task is applied to the correct opportunity.

Type: String

Pattern: `^0[0-9]{1,19}$`

Required: Yes

## Response Syntax

```
{
  "Message": "string",
  "OpportunityId": "string",
  "ReasonCode": "string",
  "StartTime": "string",
  "TaskArn": "string",
  "TaskId": "string",
  "TaskStatus": "string"
}
```

## Response Elements

If the action is successful, the service sends back an HTTP 200 response.

The following data is returned in JSON format by the service.

### Message

If the task fails, this field contains a detailed message describing the failure and possible recovery steps.

Type: String

### OpportunityId

Returns the original opportunity identifier passed in the request, which is the unique identifier for the opportunity created in the partner's system.

Type: String

Pattern: `^0[0-9]{1,19}$`

### ReasonCode

Indicates the reason for task failure using an enumerated code.

Type: String

Valid Values: `InvitationAccessDenied | EngagementAccessDenied | OpportunityAccessDenied | ResourceSnapshotJobAccessDenied | EngagementValidationFailed | OpportunitySubmissionFailed | EngagementInvitationConflict | InternalError | OpportunityValidationFailed | OpportunityConflict`

### StartTime

The timestamp indicating when the task was initiated. The format follows RFC 3339 section 5.6.

Type: Timestamp

### TaskArn

The Amazon Resource Name (ARN) of the task, used for tracking and managing the task within AWS.

Type: String

Pattern: `^ain:.*`

### TaskId

The unique identifier of the task, used to track the task's progress. This value follows a specific pattern: `^oit-[0-9a-z]{13}$`.

Type: String

Pattern: `task-[0-9a-z]{13}$`

### TaskStatus

Indicates the current status of the task. Valid values include `IN_PROGRESS`, `COMPLETE`, and `FAILED`.

Type: String

Valid Values: `IN_PROGRESS` | `COMPLETE` | `FAILED`

## Errors

For information about the errors that are common to all actions, see [Common Errors](#).

### **AccessDeniedException**

This error occurs when you don't have permission to perform the requested action.

You don't have access to this action or resource. Review IAM policies or contact your AWS administrator for assistance.

HTTP Status Code: 400

### **ConflictException**

This error occurs when the request can't be processed due to a conflict with the target resource's current state, which could result from updating or deleting the resource.

Suggested action: Fetch the latest state of the resource, verify the state, and retry the request.

HTTP Status Code: 400

## InternalServerErrorException

This error occurs when the specified resource can't be found or doesn't exist. Resource ID and type might be incorrect.

Suggested action: This is usually a transient error. Retry after the provided retry delay or a short interval. If the problem persists, contact AWS support.

HTTP Status Code: 500

## ResourceNotFoundException

This error occurs when the specified resource can't be found. The resource might not exist, or isn't visible with the current credentials.

Suggested action: Verify that the resource ID is correct and the resource is in the expected AWS region. Check IAM permissions for accessing the resource.

HTTP Status Code: 400

## ServiceQuotaExceededException

This error occurs when the request would cause a service quota to be exceeded. Service quotas represent the maximum allowed use of a specific resource, and this error indicates that the request would surpass that limit.

Suggested action: Review the [Quotas](#) for the resource, and either reduce usage or request a quota increase.

HTTP Status Code: 400

## ThrottlingException

This error occurs when there are too many requests sent. Review the provided quotas and adapt your usage to avoid throttling.

This error occurs when there are too many requests sent. Review the provided [Quotas](#) and retry after the provided delay.

HTTP Status Code: 400

## ValidationException

The input fails to satisfy the constraints specified by the service or business validation rules.

Suggested action: Review the error message, including the failed fields and reasons, to correct the request payload.

HTTP Status Code: 400

## See Also

For more information about using this API in one of the language-specific AWS SDKs, see the following:

- [AWS Command Line Interface](#)
- [AWS SDK for .NET](#)
- [AWS SDK for C++](#)
- [AWS SDK for Go v2](#)
- [AWS SDK for Java V2](#)
- [AWS SDK for JavaScript V3](#)
- [AWS SDK for PHP V3](#)
- [AWS SDK for Python](#)
- [AWS SDK for Ruby V3](#)



# UpdateOpportunity

Updates the Opportunity record identified by a given Identifier. This operation allows you to modify the details of an existing opportunity to reflect the latest information and progress. Use this action to keep the opportunity record up-to-date and accurate.

When you perform updates, include the entire payload with each request. If any field is omitted, the API assumes that the field is set to null. The best practice is to always perform a GetOpportunity to retrieve the latest values, then send the complete payload with the updated values to be changed.

## Request Syntax

```
{
  "Catalog": "string",
  "Customer": {
    "Account": {
      "Address": {
        "City": "string",
        "CountryCode": "string",
        "PostalCode": "string",
        "StateOrRegion": "string",
        "StreetAddress": "string"
      },
      "AwsAccountId": "string",
      "CompanyName": "string",
      "Duns": "string",
      "Industry": "string",
      "OtherIndustry": "string",
      "WebsiteUrl": "string"
    },
    "Contacts": [
      {
        "BusinessTitle": "string",
        "Email": "string",
        "FirstName": "string",
        "LastName": "string",
        "Phone": "string"
      }
    ]
  },
  "Identifier": "string",
```

```
"LastModifiedDate": "string",
"Lifecycle": {
  "ClosedLostReason": "string",
  "NextSteps": "string",
  "NextStepsHistory": [
    {
      "Time": "string",
      "Value": "string"
    }
  ],
  "ReviewComments": "string",
  "ReviewStatus": "string",
  "ReviewStatusReason": "string",
  "Stage": "string",
  "TargetCloseDate": "string"
},
"Marketing": {
  "AwsFundingUsed": "string",
  "CampaignName": "string",
  "Channels": [ "string" ],
  "Source": "string",
  "UseCases": [ "string" ]
},
"NationalSecurity": "string",
"OpportunityType": "string",
"PartnerOpportunityIdentifier": "string",
"PrimaryNeedsFromAws": [ "string" ],
"Project": {
  "AdditionalComments": "string",
  "ApnPrograms": [ "string" ],
  "CompetitorName": "string",
  "CustomerBusinessProblem": "string",
  "CustomerUseCase": "string",
  "DeliveryModels": [ "string" ],
  "ExpectedCustomerSpend": [
    {
      "Amount": "string",
      "CurrencyCode": "string",
      "Frequency": "string",
      "TargetCompany": "string"
    }
  ],
  "OtherCompetitorNames": "string",
  "OtherSolutionDescription": "string",
```

```
    "RelatedOpportunityIdentifier": "string",
    "SalesActivities": [ "string" ],
    "Title": "string"
  },
  "SoftwareRevenue": {
    "DeliveryModel": "string",
    "EffectiveDate": "string",
    "ExpirationDate": "string",
    "Value": {
      "Amount": "string",
      "CurrencyCode": "string"
    }
  }
}
```

## Request Parameters

For information about the parameters that are common to all actions, see [Common Parameters](#).

The request accepts the following data in JSON format.

### Note

In the following list, the required parameters are described first.

## Catalog

Specifies the catalog associated with the request. This field takes a string value from a predefined list: AWS or Sandbox. The catalog determines which environment the opportunity is updated in. Use AWS to update real opportunities in the production environment, and Sandbox to test in a secure and isolated environment. When you use the Sandbox catalog, it allows you to simulate and validate your interactions with AWS services without affecting live data or operations.

Type: String

Pattern: `^[a-zA-Z]+$`

Required: Yes

## Identifier

Read-only, system generated Opportunity unique identifier.

Type: String

Pattern: `^[0-9]{1,19}$`

Required: Yes

## LastModifiedDate

DateTime when the opportunity was last modified.

Type: Timestamp

Required: Yes

## Customer

Specifies details of the customer associated with the Opportunity .

Type: [Customer](#) object

Required: No

## LifeCycle

An object that contains lifecycle details for the Opportunity.

Type: [LifeCycle](#) object

Required: No

## Marketing

An object that contains marketing details for the Opportunity.

Type: [Marketing](#) object

Required: No

## NationalSecurity

Specifies if the opportunity is associated with national security concerns. This flag is only applicable when the industry is Government. For national security-related opportunities,

specific validation and compliance rules may apply, impacting the opportunity's visibility and processing.

Type: String

Valid Values: Yes | No

Required: No

### OpportunityType

Specifies the opportunity type as a renewal, new, or expansion.

Opportunity types:

- New opportunity: Represents a new business opportunity with a potential customer that's not previously engaged with your solutions or services.
- Renewal opportunity: Represents an opportunity to renew an existing contract or subscription with a current customer, ensuring continuity of service.
- Expansion opportunity: Represents an opportunity to expand the scope of an existing contract or subscription, either by adding new services or increasing the volume of existing services for a current customer.

Type: String

Valid Values: Net New Business | Flat Renewal | Expansion

Required: No

### PartnerOpportunityIdentifier

Specifies the opportunity's unique identifier in the partner's CRM system. This value is essential to track and reconcile because it's included in the outbound payload sent back to the partner.

Type: String

Length Constraints: Minimum length of 0. Maximum length of 64.

Required: No

### PrimaryNeedsFromAws

Identifies the type of support the partner needs from AWS.

**Valid values:**

- **Cosell—Architectural Validation:** Confirmation from AWS that the partner's proposed solution architecture is aligned with AWS best practices and poses minimal architectural risks.
- **Cosell—Business Presentation:** Request AWS seller's participation in a joint customer presentation.
- **Cosell—Competitive Information:** Access to AWS competitive resources and support for the partner's proposed solution.
- **Cosell—Pricing Assistance:** Connect with an AWS seller for support situations where a partner may be receiving an upfront discount on a service (for example: EDP deals).
- **Cosell—Technical Consultation:** Connection with an AWS Solutions Architect to address the partner's questions about the proposed solution.
- **Cosell—Total Cost of Ownership Evaluation:** Assistance with quoting different cost savings of proposed solutions on AWS versus on-premises or a traditional hosting environment.
- **Cosell—Deal Support:** Request AWS seller's support to progress the opportunity (for example: joint customer call, strategic positioning).
- **Cosell—Support for Public Tender / RFX:** Opportunity related to the public sector where the partner needs RFX support from AWS.
- **Do Not Need Support from AWS Sales Rep:** Indicates that a partner doesn't need support from an AWS Sales representative. The opportunity is managed solely by the partner. It's possible to request co-selling support on these opportunities at any stage during their lifecycle. Also known as, for-visibility-only (FVO) opportunity.

Type: Array of strings

Valid Values: Co-Sell - Architectural Validation | Co-Sell - Business Presentation | Co-Sell - Competitive Information | Co-Sell - Pricing Assistance | Co-Sell - Technical Consultation | Co-Sell - Total Cost of Ownership Evaluation | Co-Sell - Deal Support | Co-Sell - Support for Public Tender / RFX

Required: No

## Project

An object that contains project details summary for the Opportunity.

Type: [Project](#) object

Required: No

### SoftwareRevenue

Specifies details of a customer's procurement terms. Required only for partners in eligible programs.

Type: [SoftwareRevenue](#) object

Required: No

## Response Syntax

```
{
  "Id": "string",
  "LastModifiedDate": "string"
}
```

## Response Elements

If the action is successful, the service sends back an HTTP 200 response.

The following data is returned in JSON format by the service.

### Id

Read-only, system generated Opportunity unique identifier.

Type: String

Pattern: `^0[0-9]{1,19}$`

### LastModifiedDate

DateTime when the opportunity was last modified.

Type: Timestamp

## Errors

For information about the errors that are common to all actions, see [Common Errors](#).

## AccessDeniedException

This error occurs when you don't have permission to perform the requested action.

You don't have access to this action or resource. Review IAM policies or contact your AWS administrator for assistance.

HTTP Status Code: 400

## ConflictException

This error occurs when the request can't be processed due to a conflict with the target resource's current state, which could result from updating or deleting the resource.

Suggested action: Fetch the latest state of the resource, verify the state, and retry the request.

HTTP Status Code: 400

## InternalServerError

This error occurs when the specified resource can't be found or doesn't exist. Resource ID and type might be incorrect.

Suggested action: This is usually a transient error. Retry after the provided retry delay or a short interval. If the problem persists, contact AWS support.

HTTP Status Code: 500

## ResourceNotFoundException

This error occurs when the specified resource can't be found. The resource might not exist, or isn't visible with the current credentials.

Suggested action: Verify that the resource ID is correct and the resource is in the expected AWS region. Check IAM permissions for accessing the resource.

HTTP Status Code: 400

## ThrottlingException

This error occurs when there are too many requests sent. Review the provided quotas and adapt your usage to avoid throttling.

This error occurs when there are too many requests sent. Review the provided [Quotas](#) and retry after the provided delay.



HTTP Status Code: 400

## ValidationException

The input fails to satisfy the constraints specified by the service or business validation rules.

Suggested action: Review the error message, including the failed fields and reasons, to correct the request payload.

HTTP Status Code: 400

## See Also

For more information about using this API in one of the language-specific AWS SDKs, see the following:

- [AWS Command Line Interface](#)
- [AWS SDK for .NET](#)
- [AWS SDK for C++](#)
- [AWS SDK for Go v2](#)
- [AWS SDK for Java V2](#)
- [AWS SDK for JavaScript V3](#)
- [AWS SDK for PHP V3](#)
- [AWS SDK for Python](#)
- [AWS SDK for Ruby V3](#)

# Data Types

The Partner Central Selling API API contains several data types that various actions use. This section describes each data type in detail.

## Note

The order of each element in a data type structure is not guaranteed. Applications should not assume a particular order.

The following data types are supported:

- [Account](#)
- [AccountReceiver](#)
- [AccountSummary](#)
- [Address](#)
- [AddressSummary](#)
- [AssigneeContact](#)
- [AwsOpportunityCustomer](#)
- [AwsOpportunityInsights](#)
- [AwsOpportunityLifeCycle](#)
- [AwsOpportunityProject](#)
- [AwsOpportunityRelatedEntities](#)
- [AwsSubmission](#)
- [AwsTeamMember](#)
- [Contact](#)
- [Customer](#)
- [CustomerSummary](#)
- [EngagementCustomer](#)
- [EngagementInvitationSummary](#)
- [ExpectedCustomerSpend](#)
- [LastModifiedDate](#)

- [LifeCycle](#)
- [LifeCycleSummary](#)
- [Marketing](#)
- [MonetaryValue](#)
- [NextStepsHistory](#)
- [OpportunityEngagementInvitationSort](#)
- [OpportunityInvitationPayload](#)
- [OpportunitySort](#)
- [OpportunitySummary](#)
- [Payload](#)
- [ProfileNextStepsHistory](#)
- [Project](#)
- [ProjectDetails](#)
- [ProjectSummary](#)
- [Receiver](#)
- [RelatedEntityIdentifiers](#)
- [SenderContact](#)
- [SoftwareRevenue](#)
- [SolutionBase](#)
- [SolutionSort](#)
- [ValidationExceptionError](#)

# Account

Specifies the Customer's account details associated with the Opportunity.

## Contents

### Note

In the following list, the required parameters are described first.

### CompanyName

Specifies the end Customer's company name associated with the Opportunity.

Type: String

Length Constraints: Minimum length of 0. Maximum length of 120.

Required: Yes

### Address

Specifies the end Customer's address details associated with the Opportunity.

Type: [Address](#) object

Required: No

### AwsAccountId

Specifies the Customer AWS account ID associated with the Opportunity.

Type: String

Pattern: `^[0-9]{12}$`

Required: No

### Duns

Indicates the Customer DUNS number, if available.

Type: String

Pattern: `^[0-9]{9}$`

Required: No

## Industry

Specifies the industry the end Customer belongs to that's associated with the Opportunity . It refers to the category or sector where the customer's business operates. This is a required field.

Type: String

Valid Values: Aerospace | Agriculture | Automotive | Computers and Electronics | Consumer Goods | Education | Energy - Oil and Gas | Energy - Power and Utilities | Financial Services | Gaming | Government | Healthcare | Hospitality | Life Sciences | Manufacturing | Marketing and Advertising | Media and Entertainment | Mining | Non-Profit Organization | Professional Services | Real Estate and Construction | Retail | Software and Internet | Telecommunications | Transportation and Logistics | Travel | Wholesale and Distribution | Other

Required: No

## OtherIndustry

Specifies the end Customer's industry associated with the Opportunity, when the selected value in the Industry field is Other.

Type: String

Length Constraints: Minimum length of 0. Maximum length of 255.

Required: No

## WebsiteUrl

Specifies the end customer's company website URL associated with the Opportunity. This value is crucial to map the customer within the AWS CRM system. This field is required in all cases except when the opportunity is related to national security.

Type: String

Length Constraints: Minimum length of 4. Maximum length of 255.

Required: No

## See Also

For more information about using this API in one of the language-specific AWS SDKs, see the following:

- [AWS SDK for C++](#)
- [AWS SDK for Java V2](#)
- [AWS SDK for Ruby V3](#)

# AccountReceiver

Contains the account details of the partner who received the Engagement Invitation, including the AWS account ID and company name.

## Contents

### Note

In the following list, the required parameters are described first.

### AwsAccountId

Indicates the AWS account ID of the partner who received the Engagement Invitation. This is a unique identifier for managing engagements with specific AWS accounts.

Type: String

Pattern: `^[0-9]{12}$`

Required: Yes

### Alias

Represents the alias of the partner account receiving the Engagement Invitation, making it easier to identify and track the recipient in reports or logs.

Type: String

Length Constraints: Minimum length of 0. Maximum length of 80.

Pattern: `^[\\p{L}\\p{N}\\p{P}\\p{Z}]+$`

Required: No

## See Also

For more information about using this API in one of the language-specific AWS SDKs, see the following:

- [AWS SDK for C++](#)
- [AWS SDK for Java V2](#)
- [AWS SDK for Ruby V3](#)



# AccountSummary

An object that contains an Account's subset of fields.

## Contents

### Note

In the following list, the required parameters are described first.

### CompanyName

Specifies the end Customer's company name associated with the Opportunity.

Type: String

Length Constraints: Minimum length of 0. Maximum length of 120.

Required: Yes

### Address

Specifies the end Customer's address details associated with the Opportunity.

Type: [AddressSummary](#) object

Required: No

### Industry

Specifies which industry the end Customer belongs to associated with the Opportunity . It refers to the category or sector that the customer's business operates in.

To submit a value outside the picklist, use Other.

Conditionally mandatory if Other is selected for Industry Vertical in LOVs.

Type: String

Valid Values: Aerospace | Agriculture | Automotive | Computers and Electronics | Consumer Goods | Education | Energy - Oil and Gas | Energy - Power and Utilities | Financial Services | Gaming | Government |

Healthcare | Hospitality | Life Sciences | Manufacturing | Marketing and Advertising | Media and Entertainment | Mining | Non-Profit Organization | Professional Services | Real Estate and Construction | Retail | Software and Internet | Telecommunications | Transportation and Logistics | Travel | Wholesale and Distribution | Other

Required: No

### **OtherIndustry**

Specifies the end Customer's industry associated with the Opportunity, when the selected value in the Industry field is Other. This field is relevant when the customer's industry doesn't fall under the predefined picklist values and requires a custom description.

Type: String

Length Constraints: Minimum length of 0. Maximum length of 255.

Required: No

### **WebsiteUrl**

Specifies the end customer's company website URL associated with the Opportunity. This value is crucial to map the customer within the AWS CRM system.

Type: String

Length Constraints: Minimum length of 4. Maximum length of 255.

Required: No

## **See Also**

For more information about using this API in one of the language-specific AWS SDKs, see the following:

- [AWS SDK for C++](#)
- [AWS SDK for Java V2](#)
- [AWS SDK for Ruby V3](#)

# Address

Specifies the end Customer's address details associated with the Opportunity.

## Contents

### Note

In the following list, the required parameters are described first.

### City

Specifies the end Customer's city associated with the Opportunity.

Type: String

Length Constraints: Minimum length of 0. Maximum length of 255.

Required: No

### CountryCode

Specifies the end Customer's country associated with the Opportunity.

Type: String

Valid Values: US | AF | AX | AL | DZ | AS | AD | AO | AI | AQ | AG | AR | AM  
| AW | AU | AT | AZ | BS | BH | BD | BB | BY | BE | BZ | BJ | BM | BT |  
BO | BQ | BA | BW | BV | BR | IO | BN | BG | BF | BI | KH | CM | CA | CV  
| KY | CF | TD | CL | CN | CX | CC | CO | KM | CG | CK | CR | CI | HR |  
CU | CW | CY | CZ | CD | DK | DJ | DM | DO | EC | EG | SV | GQ | ER | EE  
| ET | FK | FO | FJ | FI | FR | GF | PF | TF | GA | GM | GE | DE | GH |  
GI | GR | GL | GD | GP | GU | GT | GG | GN | GW | GY | HT | HM | VA | HN  
| HK | HU | IS | IN | ID | IR | IQ | IE | IM | IL | IT | JM | JP | JE |  
JO | KZ | KE | KI | KR | KW | KG | LA | LV | LB | LS | LR | LY | LI | LT  
| LU | MO | MK | MG | MW | MY | MV | ML | MT | MH | MQ | MR | MU | YT |  
MX | FM | MD | MC | MN | ME | MS | MA | MZ | MM | NA | NR | NP | NL | AN  
| NC | NZ | NI | NE | NG | NU | NF | MP | NO | OM | PK | PW | PS | PA |  
PG | PY | PE | PH | PN | PL | PT | PR | QA | RE | RO | RU | RW | BL | SH

| KN | LC | MF | PM | VC | WS | SM | ST | SA | SN | RS | SC | SL | SG |  
SX | SK | SI | SB | SO | ZA | GS | SS | ES | LK | SD | SR | SJ | SZ | SE  
| CH | SY | TW | TJ | TZ | TH | TL | TG | TK | TO | TT | TN | TR | TM |  
TC | TV | UG | UA | AE | GB | UM | UY | UZ | VU | VE | VN | VG | VI | WF  
| EH | YE | ZM | ZW

Required: No

### PostalCode

Specifies the end Customer's postal code associated with the Opportunity.

Type: String

Length Constraints: Minimum length of 0. Maximum length of 20.

Required: No

### StateOrRegion

Specifies the end Customer's state or region associated with the Opportunity.

Valid values: Alabama | Alaska | American Samoa | Arizona | Arkansas |  
California | Colorado | Connecticut | Delaware | Dist. of Columbia  
| Federated States of Micronesia | Florida | Georgia | Guam | Hawaii  
| Idaho | Illinois | Indiana | Iowa | Kansas | Kentucky | Louisiana  
| Maine | Marshall Islands | Maryland | Massachusetts | Michigan |  
Minnesota | Mississippi | Missouri | Montana | Nebraska | Nevada | New  
Hampshire | New Jersey | New Mexico | New York | North Carolina | North  
Dakota | Northern Mariana Islands | Ohio | Oklahoma | Oregon | Palau  
| Pennsylvania | Puerto Rico | Rhode Island | South Carolina | South  
Dakota | Tennessee | Texas | Utah | Vermont | Virginia | Virgin Islands  
| Washington | West Virginia | Wisconsin | Wyoming | APO/AE | AFO/FPO |  
FPO, AP

Type: String

Required: No

### StreetAddress

Specifies the end Customer's street address associated with the Opportunity.

Type: String

Length Constraints: Minimum length of 0. Maximum length of 255.

Required: No

## See Also

For more information about using this API in one of the language-specific AWS SDKs, see the following:

- [AWS SDK for C++](#)
- [AWS SDK for Java V2](#)
- [AWS SDK for Ruby V3](#)

# AddressSummary

An object that contains an Address object's subset of fields.

## Contents

### Note

In the following list, the required parameters are described first.

### City

Specifies the end Customer's city associated with the Opportunity.

Type: String

Length Constraints: Minimum length of 0. Maximum length of 255.

Required: No

### CountryCode

Specifies the end Customer's country associated with the Opportunity.

Type: String

Valid Values: US | AF | AX | AL | DZ | AS | AD | AO | AI | AQ | AG | AR | AM  
 | AW | AU | AT | AZ | BS | BH | BD | BB | BY | BE | BZ | BJ | BM | BT |  
 BO | BQ | BA | BW | BV | BR | IO | BN | BG | BF | BI | KH | CM | CA | CV  
 | KY | CF | TD | CL | CN | CX | CC | CO | KM | CG | CK | CR | CI | HR |  
 CU | CW | CY | CZ | CD | DK | DJ | DM | DO | EC | EG | SV | GQ | ER | EE  
 | ET | FK | FO | FJ | FI | FR | GF | PF | TF | GA | GM | GE | DE | GH |  
 GI | GR | GL | GD | GP | GU | GT | GG | GN | GW | GY | HT | HM | VA | HN  
 | HK | HU | IS | IN | ID | IR | IQ | IE | IM | IL | IT | JM | JP | JE |  
 JO | KZ | KE | KI | KR | KW | KG | LA | LV | LB | LS | LR | LY | LI | LT  
 | LU | MO | MK | MG | MW | MY | MV | ML | MT | MH | MQ | MR | MU | YT |  
 MX | FM | MD | MC | MN | ME | MS | MA | MZ | MM | NA | NR | NP | NL | AN  
 | NC | NZ | NI | NE | NG | NU | NF | MP | NO | OM | PK | PW | PS | PA |  
 PG | PY | PE | PH | PN | PL | PT | PR | QA | RE | RO | RU | RW | BL | SH  
 | KN | LC | MF | PM | VC | WS | SM | ST | SA | SN | RS | SC | SL | SG |

SX | SK | SI | SB | SO | ZA | GS | SS | ES | LK | SD | SR | SJ | SZ | SE  
| CH | SY | TW | TJ | TZ | TH | TL | TG | TK | TO | TT | TN | TR | TM |  
TC | TV | UG | UA | AE | GB | UM | UY | UZ | VU | VE | VN | VG | VI | WF  
| EH | YE | ZM | ZW

Required: No

## PostalCode

Specifies the end Customer's postal code associated with the Opportunity.

Type: String

Length Constraints: Minimum length of 0. Maximum length of 20.

Required: No

## StateOrRegion

Specifies the end Customer's state or region associated with the Opportunity.

Valid values: Alabama | Alaska | American Samoa | Arizona | Arkansas | California | Colorado | Connecticut | Delaware | Dist. of Columbia | Federated States of Micronesia | Florida | Georgia | Guam | Hawaii | Idaho | Illinois | Indiana | Iowa | Kansas | Kentucky | Louisiana | Maine | Marshall Islands | Maryland | Massachusetts | Michigan | Minnesota | Mississippi | Missouri | Montana | Nebraska | Nevada | New Hampshire | New Jersey | New Mexico | New York | North Carolina | North Dakota | Northern Mariana Islands | Ohio | Oklahoma | Oregon | Palau | Pennsylvania | Puerto Rico | Rhode Island | South Carolina | South Dakota | Tennessee | Texas | Utah | Vermont | Virginia | Virgin Islands | Washington | West Virginia | Wisconsin | Wyoming | APO/AE | AFO/FPO | FPO, AP

Type: String

Required: No

## See Also

For more information about using this API in one of the language-specific AWS SDKs, see the following:

- [AWS SDK for C++](#)
- [AWS SDK for Java V2](#)
- [AWS SDK for Ruby V3](#)



# AssigneeContact

Represents the contact details of the individual assigned to manage the opportunity within the partner organization. This ensures that there is a clear point of contact for the opportunity's progress and updates.

## Contents

### Note

In the following list, the required parameters are described first.

### BusinessTitle

Specifies the business title of the assignee managing the opportunity. This helps clarify the individual's role and responsibilities within the organization. Use the value `PartnerAccountManager` to update details of the opportunity owner.

Type: String

Length Constraints: Minimum length of 0. Maximum length of 80.

Required: Yes

### Email

Provides the email address of the assignee. This email is used for communications and notifications related to the opportunity.

Type: String

Length Constraints: Minimum length of 0. Maximum length of 80.

Pattern: `^[a-z0-9!#$%&'*/=?^_`{|}~-]+(?:\. [a-z0-9!#$%&'*/=?^_`{|}~-]+)*@(?:[a-z0-9](?:[a-z0-9-]*[a-z0-9])?\.)+[a-z0-9](?:[a-z0-9-]*[a-z0-9])?$`

Required: Yes

## FirstName

Specifies the first name of the assignee managing the opportunity. The system automatically retrieves this value from the user profile by referencing the associated email address.

Type: String

Length Constraints: Minimum length of 0. Maximum length of 80.

Required: Yes

## LastName

Specifies the last name of the assignee managing the opportunity. The system automatically retrieves this value from the user profile by referencing the associated email address.

Type: String

Length Constraints: Minimum length of 0. Maximum length of 80.

Required: Yes

## See Also

For more information about using this API in one of the language-specific AWS SDKs, see the following:

- [AWS SDK for C++](#)
- [AWS SDK for Java V2](#)
- [AWS SDK for Ruby V3](#)

# AwsOpportunityCustomer

Represents the customer associated with the AWS opportunity. This field captures key details about the customer that are necessary for managing the opportunity.

## Contents

### Note

In the following list, the required parameters are described first.

## Contacts

Provides a list of customer contacts involved in the opportunity. These contacts may include decision-makers, influencers, and other key stakeholders within the customer's organization.

Type: Array of [Contact](#) objects

Required: No

## See Also

For more information about using this API in one of the language-specific AWS SDKs, see the following:

- [AWS SDK for C++](#)
- [AWS SDK for Java V2](#)
- [AWS SDK for Ruby V3](#)

# AwsOpportunityInsights

Contains insights provided by AWS for the opportunity, offering recommendations and analysis that can help the partner optimize their engagement and strategy.

## Contents

### Note

In the following list, the required parameters are described first.

### EngagementScore

Represents a score assigned by AWS to indicate the level of engagement and potential success for the opportunity. This score helps partners prioritize their efforts.

Type: String

Valid Values: High | Medium | Low

Required: No

### NextBestActions

Provides recommendations from AWS on the next best actions to take in order to move the opportunity forward and increase the likelihood of success.

Type: String

Required: No

## See Also

For more information about using this API in one of the language-specific AWS SDKs, see the following:

- [AWS SDK for C++](#)
- [AWS SDK for Java V2](#)
- [AWS SDK for Ruby V3](#)



# AwsOpportunityLifeCycle

Tracks the lifecycle of the AWS opportunity, including stages such as qualification, validation, and closure. This field helps partners understand the current status and progression of the opportunity.

## Contents

### Note

In the following list, the required parameters are described first.

### ClosedLostReason

Indicates the reason why an opportunity was marked as Closed Lost. This helps in understanding the context behind the lost opportunity and aids in refining future strategies.

Type: String

Valid Values: Administrative | Business Associate Agreement | Company Acquired/Dissolved | Competitive Offering | Customer Data Requirement | Customer Deficiency | Customer Experience | Delay / Cancellation of Project | Duplicate | Duplicate Opportunity | Executive Blocker | Failed Vetting | Feature Limitation | Financial/Commercial | Insufficient Amazon Value | Insufficient AWS Value | International Constraints | Legal / Tax / Regulatory | Legal Terms and Conditions | Lost to Competitor | Lost to Competitor - Google | Lost to Competitor - Microsoft | Lost to Competitor - Other | Lost to Competitor - Rackspace | Lost to Competitor - SoftLayer | Lost to Competitor - VMWare | No Customer Reference | No Integration Resources | No Opportunity | No Perceived Value of MP | No Response | Not Committed to AWS | No Update | On Premises Deployment | Other | Other (Details in Description) | Partner Gap | Past Due | People/Relationship/Governance | Platform Technology Limitation | Preference for Competitor | Price | Product/Technology | Product Not on AWS | Security / Compliance | Self-Service | Technical Limitations | Term Sheet Impasse

Required: No

## NextSteps

Specifies the immediate next steps required to progress the opportunity. These steps are based on AWS guidance and the current stage of the opportunity.

Type: String

Length Constraints: Minimum length of 0. Maximum length of 255.

Required: No

## NextStepsHistory

Provides a historical log of previous next steps that were taken to move the opportunity forward. This helps in tracking the decision-making process and identifying any delays or obstacles encountered.

Type: Array of [ProfileNextStepsHistory](#) objects

Array Members: Minimum number of 0 items. Maximum number of 50 items.

Required: No

## Stage

Represents the current stage of the opportunity in its lifecycle, such as Qualification, Validation, or Closed Won. This helps in understanding the opportunity's progress.

Type: String

Valid Values: Not Started | In Progress | Prospect | Engaged | Identified | Qualify | Research | Seller Engaged | Evaluating | Seller Registered | Term Sheet Negotiation | Contract Negotiation | Onboarding | Building Integration | Qualified | On-hold | Technical Validation | Business Validation | Committed | Launched | Deferred to Partner | Closed Lost | Completed | Closed Incomplete

Required: No

## TargetCloseDate

Indicates the expected date by which the opportunity is projected to close. This field helps in planning resources and timelines for both the partner and AWS.

Type: String

Pattern: `^[1-9][0-9]{3}-(0[1-9]|1[012])-(0[1-9]|[12][0-9]|3[01])$`

Required: No

## See Also

For more information about using this API in one of the language-specific AWS SDKs, see the following:

- [AWS SDK for C++](#)
- [AWS SDK for Java V2](#)
- [AWS SDK for Ruby V3](#)



# AwsOpportunityProject

Captures details about the project associated with the opportunity, including objectives, scope, and customer requirements.

## Contents

### Note

In the following list, the required parameters are described first.

## ExpectedCustomerSpend

Indicates the expected spending by the customer over the course of the project. This value helps partners and AWS estimate the financial impact of the opportunity. Use the [AWS Pricing Calculator](#) to create an estimate of the customer's total spend. If only annual recurring revenue (ARR) is available, distribute it across 12 months to provide an average monthly value.

Type: Array of [ExpectedCustomerSpend](#) objects

Array Members: Minimum number of 1 item.

Required: No

## See Also

For more information about using this API in one of the language-specific AWS SDKs, see the following:

- [AWS SDK for C++](#)
- [AWS SDK for Java V2](#)
- [AWS SDK for Ruby V3](#)

# AwsOpportunityRelatedEntities

Represents other entities related to the AWS opportunity, such as AWS products, partner solutions, and marketplace offers. These associations help build a complete picture of the solution being sold.

## Contents

### Note

In the following list, the required parameters are described first.

### AwsProducts

Specifies the AWS products associated with the opportunity. This field helps track the specific products that are part of the proposed solution.

Type: Array of strings

Required: No

### Solutions

Specifies the partner solutions related to the opportunity. These solutions represent the partner's offerings that are being positioned as part of the overall AWS opportunity.

Type: Array of strings

Pattern: `^S-[0-9]{1,19}$`

Required: No

## See Also

For more information about using this API in one of the language-specific AWS SDKs, see the following:

- [AWS SDK for C++](#)
- [AWS SDK for Java V2](#)
- [AWS SDK for Ruby V3](#)



# AwsSubmission

Indicates the level of AWS involvement in the opportunity. This field helps track AWS participation throughout the engagement, such as providing technical support, deal assistance, and sales support.

## Contents

### Note

In the following list, the required parameters are described first.

### InvolvementType

Specifies the type of AWS involvement in the opportunity, such as co-selling, deal support, or technical consultation. This helps categorize the nature of AWS participation.

Type: String

Valid Values: For Visibility Only | Co-Sell

Required: Yes

### Visibility

Determines who can view AWS involvement in the opportunity. Typically, this field is set to Full for most cases, but it may be restricted based on special program requirements or confidentiality needs.

Type: String

Valid Values: Full | Limited

Required: No

## See Also

For more information about using this API in one of the language-specific AWS SDKs, see the following:

- [AWS SDK for C++](#)
- [AWS SDK for Java V2](#)
- [AWS SDK for Ruby V3](#)

# AwsTeamMember

Represents an AWS team member for the engagement. This structure includes details such as name, email, and business title.

## Contents

### Note

In the following list, the required parameters are described first.

### BusinessTitle

Specifies the AWS team member's business title and indicates their organizational role.

Type: String

Valid Values: AWSSalesRep | AWSAccountOwner | WWPSPDM | PDM | PSM | ISVSM

Required: No

### Email

Provides the AWS team member's email address.

Type: String

Length Constraints: Minimum length of 0. Maximum length of 80.

Pattern: `^[a-z0-9!#$%&'*/=?^_`{|}~-]+(?:\. [a-z0-9!#$%&'*/=?^_`{|}~-]+)*@(?:[a-z0-9](?:[a-z0-9-]*[a-z0-9])?\.)+[a-z0-9](?:[a-z0-9-]*[a-z0-9])?$`

Required: No

### FirstName

Provides the AWS team member's first name.

Type: String

Length Constraints: Minimum length of 0. Maximum length of 80.

Required: No

## **LastName**

Provides the AWS team member's last name.

Type: String

Length Constraints: Minimum length of 0. Maximum length of 80.

Required: No

## **See Also**

For more information about using this API in one of the language-specific AWS SDKs, see the following:

- [AWS SDK for C++](#)
- [AWS SDK for Java V2](#)
- [AWS SDK for Ruby V3](#)

# Contact

An object that contains a Customer Partner's contact details.

## Contents

### Note

In the following list, the required parameters are described first.

### BusinessTitle

The partner contact's title (job title or role) associated with the Opportunity. `BusinessTitle` supports either `PartnerAccountManager` or `OpportunityOwner`.

Type: String

Length Constraints: Minimum length of 0. Maximum length of 80.

Required: No

### Email

The contact's email address associated with the Opportunity.

Type: String

Length Constraints: Minimum length of 0. Maximum length of 80.

Pattern: `^[a-z0-9!#$%&'*/=?^_`{|}~-]+(?:\. [a-z0-9!#$%&'*/=?^_`{|}~-]+)*@(?:[a-z0-9](?:[a-z0-9-]*[a-z0-9])?\.)+[a-z0-9](?:[a-z0-9-]*[a-z0-9])?$`

Required: No

### FirstName

The contact's first name associated with the Opportunity.

Type: String

Length Constraints: Minimum length of 0. Maximum length of 80.



Required: No

## LastName

The contact's last name associated with the Opportunity.

Type: String

Length Constraints: Minimum length of 0. Maximum length of 80.

Required: No

## Phone

The contact's phone number associated with the Opportunity.

Type: String

Length Constraints: Minimum length of 0. Maximum length of 40.

Pattern: `^\+[1-9]\d{1,14}$`

Required: No

## See Also

For more information about using this API in one of the language-specific AWS SDKs, see the following:

- [AWS SDK for C++](#)
- [AWS SDK for Java V2](#)
- [AWS SDK for Ruby V3](#)

# Customer

An object that contains the customer's Account and Contact.

## Contents

### Note

In the following list, the required parameters are described first.

### Account

An object that contains the customer's account details.

Type: [Account](#) object

Required: No

### Contacts

Represents the contact details for individuals associated with the customer of the Opportunity. This field captures relevant contacts, including decision-makers, influencers, and technical stakeholders within the customer organization. These contacts are key to progressing the opportunity.

Type: Array of [Contact](#) objects

Required: No

## See Also

For more information about using this API in one of the language-specific AWS SDKs, see the following:

- [AWS SDK for C++](#)
- [AWS SDK for Java V2](#)
- [AWS SDK for Ruby V3](#)

# CustomerSummary

An object that contains a Customer object's subset of fields.

## Contents

### Note

In the following list, the required parameters are described first.

## Account

An object that contains a customer's account details.

Type: [AccountSummary](#) object

Required: No

## See Also

For more information about using this API in one of the language-specific AWS SDKs, see the following:

- [AWS SDK for C++](#)
- [AWS SDK for Java V2](#)
- [AWS SDK for Ruby V3](#)

# EngagementCustomer

Contains details about the customer associated with the Engagement Invitation, including key company information and industry.

## Contents

### Note

In the following list, the required parameters are described first.

### CompanyName

Represents the name of the customer's company associated with the Engagement Invitation. This field is used to identify the customer.

Type: String

Length Constraints: Minimum length of 1. Maximum length of 120.

Pattern: `^[\p{L}\p{N}\p{P}\p{Z}]+$`

Required: Yes

### CountryCode

Indicates the country in which the customer's company operates. This field is useful for understanding regional requirements or compliance needs.

Type: String

Valid Values: US | AF | AX | AL | DZ | AS | AD | AO | AI | AQ | AG | AR | AM  
| AW | AU | AT | AZ | BS | BH | BD | BB | BY | BE | BZ | BJ | BM | BT |  
BO | BQ | BA | BW | BV | BR | IO | BN | BG | BF | BI | KH | CM | CA | CV  
| KY | CF | TD | CL | CN | CX | CC | CO | KM | CG | CK | CR | CI | HR |  
CU | CW | CY | CZ | CD | DK | DJ | DM | DO | EC | EG | SV | GQ | ER | EE  
| ET | FK | FO | FJ | FI | FR | GF | PF | TF | GA | GM | GE | DE | GH |  
GI | GR | GL | GD | GP | GU | GT | GG | GN | GW | GY | HT | HM | VA | HN  
| HK | HU | IS | IN | ID | IR | IQ | IE | IM | IL | IT | JM | JP | JE |  
JO | KZ | KE | KI | KR | KW | KG | LA | LV | LB | LS | LR | LY | LI | LT

| LU | MO | MK | MG | MW | MY | MV | ML | MT | MH | MQ | MR | MU | YT |  
 MX | FM | MD | MC | MN | ME | MS | MA | MZ | MM | NA | NR | NP | NL | AN  
 | NC | NZ | NI | NE | NG | NU | NF | MP | NO | OM | PK | PW | PS | PA |  
 PG | PY | PE | PH | PN | PL | PT | PR | QA | RE | RO | RU | RW | BL | SH  
 | KN | LC | MF | PM | VC | WS | SM | ST | SA | SN | RS | SC | SL | SG |  
 SX | SK | SI | SB | SO | ZA | GS | SS | ES | LK | SD | SR | SJ | SZ | SE  
 | CH | SY | TW | TJ | TZ | TH | TL | TG | TK | TO | TT | TN | TR | TM |  
 TC | TV | UG | UA | AE | GB | UM | UY | UZ | VU | VE | VN | VG | VI | WF  
 | EH | YE | ZM | ZW

Required: Yes

## Industry

Specifies the industry to which the customer's company belongs. This field helps categorize the opportunity based on the customer's business sector.

Type: String

Valid Values: Aerospace | Agriculture | Automotive | Computers and Electronics | Consumer Goods | Education | Energy - Oil and Gas | Energy - Power and Utilities | Financial Services | Gaming | Government | Healthcare | Hospitality | Life Sciences | Manufacturing | Marketing and Advertising | Media and Entertainment | Mining | Non-Profit Organization | Professional Services | Real Estate and Construction | Retail | Software and Internet | Telecommunications | Transportation and Logistics | Travel | Wholesale and Distribution | Other

Required: Yes

## WebsiteUrl

Provides the website URL of the customer's company. This field helps partners verify the legitimacy and size of the customer organization.

Type: String

Length Constraints: Minimum length of 4. Maximum length of 255.

Pattern: `^((http|https)://)??(www[.])?([a-zA-Z0-9]|-)+?([.][a-zA-Z0-9(-|/|=|?)??]+?)?+$`

Required: Yes

## See Also

For more information about using this API in one of the language-specific AWS SDKs, see the following:

- [AWS SDK for C++](#)
- [AWS SDK for Java V2](#)
- [AWS SDK for Ruby V3](#)

# EngagementInvitationSummary

Provides a summarized view of the Engagement Invitation, including key details like the identifier, status, and sender information. This summary helps partners track and manage AWS originated opportunities.

## Contents

### Note

In the following list, the required parameters are described first.

## Catalog

Specifies the catalog in which the Engagement Invitation resides. This can be either the AWS or Sandbox catalog, indicating whether the opportunity is live or being tested.

Type: String

Pattern: `^[a-zA-Z]+$`

Required: Yes

## Id

Represents the unique identifier of the Engagement Invitation. This identifier is used to track the invitation and to manage responses like acceptance or rejection.

Type: String

Length Constraints: Minimum length of 1. Maximum length of 255.

Pattern: `^(arn:.*|engi-[0-9a-z]{13})$`

Required: Yes

## Arn

The Amazon Resource Name (ARN) of the Engagement Invitation. The ARN is a unique identifier that allows partners to reference the invitation in their system and manage its lifecycle.

Type: String

Required: No

### **EngagementTitle**

Provides a short title or description of the Engagement Invitation. This title helps partners quickly identify and differentiate between multiple engagement opportunities.

Type: String

Length Constraints: Minimum length of 1. Maximum length of 40.

Required: No

### **ExpirationDate**

Indicates the date and time when the Engagement Invitation will expire. After this date, the invitation can no longer be accepted, and the opportunity will no longer be available for the partner to engage.

Type: Timestamp

Required: No

### **InvitationDate**

Indicates the date when the Engagement Invitation was sent to the partner. This provides context for when the opportunity was shared and helps in tracking the timeline for engagement.

Type: Timestamp

Required: No

### **PayloadType**

Describes the type of payload associated with the Engagement Invitation, such as Opportunity or MarketplaceOffer. This helps partners understand the nature of the engagement request from AWS.

Type: String

Valid Values: OpportunityInvitation

Required: No



## Receiver

Specifies the partner company or individual that received the Engagement Invitation. This field is important for tracking who the invitation was sent to within the partner organization.

Type: [Receiver](#) object

**Note:** This object is a Union. Only one member of this object can be specified or returned.

Required: No

## SenderAwsAccountId

Specifies the AWS account ID of the sender who initiated the Engagement Invitation. This allows the partner to identify the AWS entity or representative responsible for sharing the opportunity.

Type: String

Pattern: `^(aws|[0-9]{12})$`

Required: No

## SenderCompanyName

Indicates the name of the company or AWS division that sent the Engagement Invitation. This information is useful for partners to know which part of AWS is requesting engagement.

Type: String

Length Constraints: Minimum length of 0. Maximum length of 120.

Required: No

## Status

Represents the current status of the Engagement Invitation, such as Pending, Accepted, or Rejected. The status helps track the progress and response to the invitation.

Type: String

Valid Values: ACCEPTED | PENDING | REJECTED | EXPIRED

Required: No

## See Also

For more information about using this API in one of the language-specific AWS SDKs, see the following:

- [AWS SDK for C++](#)
- [AWS SDK for Java V2](#)
- [AWS SDK for Ruby V3](#)

# ExpectedCustomerSpend

Provides an estimate of the revenue that the partner is expected to generate from the opportunity. This information helps partners assess the financial value of the project.

## Contents

### Note

In the following list, the required parameters are described first.

### Amount

Represents the estimated monthly revenue that the partner expects to earn from the opportunity. This helps in forecasting financial returns.

Type: String

Pattern: `^(0|([1-9][0-9]{0,30}))(\.[0-9]{0,2})?$`

Required: Yes

### CurrencyCode

Indicates the currency in which the revenue estimate is provided. This helps in understanding the financial impact across different markets.

Type: String

Pattern: `^USD$`

Valid Values: USD | EUR | GBP | AUD | CAD | CNY | NZD | INR | JPY | CHF | SEK | AED | AFN | ALL | AMD | ANG | AOA | ARS | AWG | AZN | BAM | BBD | BDT | BGN | BHD | BIF | BMD | BND | BOB | BOV | BRL | BSD | BTN | BWP | BYN | BZD | CDF | CHE | CHW | CLF | CLP | COP | COU | CRC | CUC | CUP | CVE | CZK | DJF | DKK | DOP | DZD | EGP | ERN | ETB | FJD | FKP | GEL | GHS | GIP | GMD | GNF | GTQ | GYD | HKD | HNL | HRK | HTG | HUF | IDR | ILS | IQD | IRR | ISK | JMD | JOD | KES | KGS | KHR | KMF | KPW | KRW | KWD | KYD | KZT | LAK | LBP | LKR | LRD | LSL | LYD | MAD | MDL | MGA |

MKD | MMK | MNT | MOP | MRU | MUR | MVR | MWK | MXN | MXV | MYR | MZN |  
NAD | NGN | NIO | NOK | NPR | OMR | PAB | PEN | PGK | PHP | PKR | PLN |  
PYG | QAR | RON | RSD | RUB | RWF | SAR | SBD | SCR | SDG | SGD | SHP |  
SLL | SOS | SRD | SSP | STN | SVC | SYP | SZL | THB | TJS | TMT | TND |  
TOP | TRY | TTD | TWD | TZS | UAH | UGX | USN | UYI | UYU | UZS | VEF |  
VND | VUV | WST | XAF | XCD | XDR | XOF | XPF | XSU | XUA | YER | ZAR |  
ZMW | ZWL

Required: Yes

## Frequency

Indicates how frequently the customer is expected to spend the projected amount. This can include values such as `Monthly`, `Quarterly`, or `Annually`. The default value is `Monthly`, representing recurring monthly spend.

Type: String

Valid Values: `Monthly`

Required: Yes

## TargetCompany

Specifies the name of the partner company that is expected to generate revenue from the opportunity. This field helps track the partner's involvement in the opportunity.

Type: String

Length Constraints: Minimum length of 1. Maximum length of 80.

Required: Yes

## See Also

For more information about using this API in one of the language-specific AWS SDKs, see the following:

- [AWS SDK for C++](#)
- [AWS SDK for Java V2](#)
- [AWS SDK for Ruby V3](#)



# LastModifiedDate

Defines a filter to retrieve opportunities based on the last modified date. This filter is useful for tracking changes or updates to opportunities over time.

## Contents

### Note

In the following list, the required parameters are described first.

### AfterLastModifiedDate

Specifies the date after which the opportunities were modified. Use this filter to retrieve only those opportunities that were modified after a given timestamp.

Type: Timestamp

Required: No

### BeforeLastModifiedDate

Specifies the date before which the opportunities were modified. Use this filter to retrieve only those opportunities that were modified before a given timestamp.

Type: Timestamp

Required: No

## See Also

For more information about using this API in one of the language-specific AWS SDKs, see the following:

- [AWS SDK for C++](#)
- [AWS SDK for Java V2](#)
- [AWS SDK for Ruby V3](#)

# LifeCycle

An object that contains the Opportunity lifecycle's details.

## Contents

### Note

In the following list, the required parameters are described first.

### ClosedLostReason

Specifies the reason code when an opportunity is marked as *Closed Lost*. When you select an appropriate reason code, you communicate the context for closing the Opportunity, and aid in accurate reports and analysis of opportunity outcomes. The possible values are:

- **Customer Deficiency:** The customer lacked necessary resources or capabilities.
- **Delay/Cancellation of Project:** The project was delayed or canceled.
- **Legal/Tax/Regulatory:** Legal, tax, or regulatory issues prevented progress.
- **Lost to Competitor—Google:** The opportunity was lost to Google.
- **Lost to Competitor—Microsoft:** The opportunity was lost to Microsoft.
- **Lost to Competitor—SoftLayer:** The opportunity was lost to SoftLayer.
- **Lost to Competitor—VMWare:** The opportunity was lost to VMWare.
- **Lost to Competitor—Other:** The opportunity was lost to a competitor not listed above.
- **No Opportunity:** There was no opportunity to pursue.
- **On Premises Deployment:** The customer chose an on-premises solution.
- **Partner Gap:** The partner lacked necessary resources or capabilities.
- **Price:** The price was not competitive or acceptable to the customer.
- **Security/Compliance:** Security or compliance issues prevented progress.
- **Technical Limitations:** Technical limitations prevented progress.
- **Customer Experience:** Issues related to the customer's experience impacted the decision.
- **Other:** Any reason not covered by the other values.
- **People/Relationship/Governance:** Issues related to people, relationships, or governance.

- **Product/Technology:** Issues related to the product or technology.
- **Financial/Commercial:** Financial or commercial issues impacted the decision.

Type: String

Valid Values: Customer Deficiency | Delay / Cancellation of Project | Legal / Tax / Regulatory | Lost to Competitor - Google | Lost to Competitor - Microsoft | Lost to Competitor - SoftLayer | Lost to Competitor - VMWare | Lost to Competitor - Other | No Opportunity | On Premises Deployment | Partner Gap | Price | Security / Compliance | Technical Limitations | Customer Experience | Other | People/Relationship/Governance | Product/Technology | Financial/Commercial

Required: No

### **NextSteps**

Specifies the upcoming actions or tasks for the Opportunity. Use this field to communicate with AWS about the next actions required for the Opportunity.

Type: String

Length Constraints: Minimum length of 0. Maximum length of 255.

Required: No

### **NextStepsHistory**

Captures a chronological record of the next steps or actions planned or taken for the current opportunity, along with the timestamp.

Type: Array of [NextStepsHistory](#) objects

Array Members: Minimum number of 0 items. Maximum number of 50 items.

Required: No

### **ReviewComments**

Indicates why an opportunity was sent back for further details. Partners must take corrective action based on the ReviewComments.

Type: String



Required: No

## ReviewStatus

Indicates the review status of an opportunity referred by a partner. This field is read-only and only applicable for partner referrals. The possible values are:

- Pending Submission: Not submitted for validation (editable).
- Submitted: Submitted for validation, and AWS hasn't reviewed it (read-only).
- In Review: AWS is validating (read-only).
- Action Required: Issues that AWS highlights need to be addressed. Partners should use the `UpdateOpportunity` API action to update the opportunity, and ensure all required changes are made. Only these fields are editable when the `Lifecycle.ReviewStatus` is `Action Required`:
  - `Customer.Account.Address.City`
  - `Customer.Account.Address.CountryCode`
  - `Customer.Account.Address.PostalCode`
  - `Customer.Account.Address.StateOrRegion`
  - `Customer.Account.Address.StreetAddress`
  - `Customer.Account.WebsiteUrl`
  - `LifeCycle.TargetCloseDate`
  - `Project.ExpectedMonthlyAWSRevenue.Amount`
  - `Project.ExpectedMonthlyAWSRevenue.CurrencyCode`
  - `Project.CustomerBusinessProblem`
  - `PartnerOpportunityIdentifier`

After updates, the opportunity re-enters the validation phase. This process repeats until all issues are resolved, and the opportunity's `Lifecycle.ReviewStatus` is set to `Approved` or `Rejected`.

- Approved: Validated and converted into the AWS seller's pipeline (editable).
- Rejected: Disqualified (read-only).

Type: String

Valid Values: Pending Submission | Submitted | In review | Approved | Rejected | Action Required

Required: No

## ReviewStatusReason

Indicates the reason a decision was made during the opportunity review process. This field combines the reasons for both disqualified and action required statuses, and provide clarity for why an opportunity was disqualified or requires further action.

Type: String

Required: No

## Stage

Specifies the current stage of the Opportunity's lifecycle as it maps to AWS stages from the current stage in the partner CRM. This field provides a translated value of the stage, and offers insight into the Opportunity's progression in the sales cycle, according to AWS definitions.

### Note

A lead and a prospect must be further matured to a Qualified opportunity before submission. Opportunities that were closed/lost before submission aren't suitable for submission.

The descriptions of each sales stage are:

- **Prospect:** AWS identifies the opportunity. It can be active (Comes directly from the end customer through a lead) or latent (Your account team believes it exists based on research, account plans, sales plays).
- **Qualified:** Your account team engaged with the prospect/end customer to discuss viability and understand requirements. The prospect/end customer agreed that the opportunity is real, of interest, and may solve key business/technical needs.
- **Technical Validation:** All parties understand the implementation plan.
- **Business Validation:** Pricing was proposed, and all parties agree to the steps to close.
- **Committed:** The customer signed the contract, but AWS hasn't started billing.
- **Launched:** The workload is complete, and AWS has started billing.
- **Closed Lost:** The opportunity is lost, and there are no steps to move forward.

Type: String

Valid Values: Prospect | Qualified | Technical Validation | Business Validation | Committed | Launched | Closed Lost

Required: No

### **TargetCloseDate**

Specifies the date when AWS expects to start significant billing, when the project finishes, and when it moves into production. This field informs the AWS seller about when the opportunity launches and starts to incur AWS usage.

Ensure the Target Close Date isn't in the past.

Type: String

Pattern: `^[1-9][0-9]{3}-(0[1-9]|1[012])-(0[1-9]|[12][0-9]|3[01])$`

Required: No

## **See Also**

For more information about using this API in one of the language-specific AWS SDKs, see the following:

- [AWS SDK for C++](#)
- [AWS SDK for Java V2](#)
- [AWS SDK for Ruby V3](#)

# LifeCycleSummary

An object that contains a `LifeCycle` object's subset of fields.

## Contents

### Note

In the following list, the required parameters are described first.

### ClosedLostReason

Specifies the reason code when an opportunity is marked as *Closed Lost*. When you select an appropriate reason code, you communicate the context for closing the Opportunity, and aid in accurate reports and analysis of opportunity outcomes.

Type: String

Valid Values: Customer Deficiency | Delay / Cancellation of Project | Legal / Tax / Regulatory | Lost to Competitor - Google | Lost to Competitor - Microsoft | Lost to Competitor - SoftLayer | Lost to Competitor - VMWare | Lost to Competitor - Other | No Opportunity | On Premises Deployment | Partner Gap | Price | Security / Compliance | Technical Limitations | Customer Experience | Other | People/Relationship/Governance | Product/Technology | Financial/Commercial

Required: No

### NextSteps

Specifies the upcoming actions or tasks for the Opportunity. This field is utilized to communicate to AWS the next actions required for the Opportunity.

Type: String

Length Constraints: Minimum length of 0. Maximum length of 255.

Required: No

## ReviewComments

Indicates why an opportunity was sent back for further details. Partners must take corrective action based on the ReviewComments.

Type: String

Required: No

## ReviewStatus

Indicates the review status of a partner referred opportunity. This field is read-only and only applicable for partner referrals. Valid values:

- Pending Submission: Not submitted for validation (editable).
- Submitted: Submitted for validation and not yet AWS reviewed (read-only).
- In Review: Undergoing AWS validation (read-only).
- Action Required: Address any issues AWS highlights. Use the UpdateOpportunity API action to update the opportunity, and ensure you make all required changes. Only these fields are editable when the Lifecycle.ReviewStatus is Action Required:
  - Customer.Account.Address.City
  - Customer.Account.Address.CountryCode
  - Customer.Account.Address.PostalCode
  - Customer.Account.Address.StateOrRegion
  - Customer.Account.Address.StreetAddress
  - Customer.Account.WebsiteUrl
  - LifeCycle.TargetCloseDate
  - Project.ExpectedCustomerSpend.Amount
  - Project.ExpectedCustomerSpend.CurrencyCode
  - Project.CustomerBusinessProblem
  - PartnerOpportunityIdentifier

After updates, the opportunity re-enters the validation phase. This process repeats until all issues are resolved, and the opportunity's Lifecycle.ReviewStatus is set to Approved or Rejected.

- Approved: Validated and converted into the AWS seller's pipeline (editable).
- Rejected: Disqualified (read-only).

Type: String

Valid Values: Pending Submission | Submitted | In review | Approved | Rejected | Action Required

Required: No

### ReviewStatusReason

Indicates the reason a specific decision was taken during the opportunity review process. This field combines the reasons for both disqualified and action required statuses, and provides clarity for why an opportunity was disqualified or required further action.

Type: String

Required: No

### Stage

Specifies the current stage of the Opportunity's lifecycle as it maps to AWS stages from the current stage in the partner CRM. This field provides a translated value of the stage, and offers insight into the Opportunity's progression in the sales cycle, according to AWS definitions.

#### Note

A lead and a prospect must be further matured to a Qualified opportunity before submission. Opportunities that were closed/lost before submission aren't suitable for submission.

The descriptions of each sales stage are:

- **Prospect:** AWS identifies the opportunity. It can be active (Comes directly from the end customer through a lead) or latent (Your account team believes it exists based on research, account plans, sales plays).
- **Qualified:** Your account team engaged with the prospect/end customer to discuss viability and understand requirements. The prospect/end customer agreed that the opportunity is real, of interest, and may solve key business/technical needs.
- **Technical Validation:** All parties understand the implementation plan.
- **Business Validation:** Pricing has been proposed, Pricing was proposed, and all parties agree to the steps to close.

- **Committed:** The customer signed the contract, but AWS hasn't started billing.
- **Launched:** The workload is complete, and AWS has started billing.
- **Closed Lost:** The opportunity is lost, and there are no steps to move forward.

Type: String

Valid Values: Prospect | Qualified | Technical Validation | Business Validation | Committed | Launched | Closed Lost

Required: No

### **TargetCloseDate**

Specifies the date when AWS expects to start significant billing, when the project finishes, and when it moves into production. This field informs the AWS seller about when the opportunity launches and starts to incur AWS usage.

Ensure the Target Close Date isn't in the past.

Type: String

Pattern: `^[1-9][0-9]{3}-(0[1-9]|1[012])-(0[1-9]|[12][0-9]|3[01])$`

Required: No

## **See Also**

For more information about using this API in one of the language-specific AWS SDKs, see the following:

- [AWS SDK for C++](#)
- [AWS SDK for Java V2](#)
- [AWS SDK for Ruby V3](#)

# Marketing

An object that contains marketing details for the Opportunity.

## Contents

### Note

In the following list, the required parameters are described first.

### **AwsFundingUsed**

Indicates if the Opportunity is a marketing development fund (MDF) funded activity.

Type: String

Valid Values: Yes | No

Required: No

### **CampaignName**

Specifies the Opportunity marketing campaign code. The AWS campaign code is a reference to specific marketing initiatives, promotions, or activities. This field captures the identifier used to track and categorize the Opportunity within marketing campaigns. If you don't have a campaign code, contact your AWS point of contact to obtain one.

Type: String

Required: No

### **Channels**

Specifies the Opportunity's channel that the marketing activity is associated with or was contacted through. This field provides information about the specific marketing channel that contributed to the generation of the lead or contact.

Type: Array of strings

Valid Values: AWS Marketing Central | Content Syndication | Display | Email | Live Event | Out Of Home (OOH) | Print | Search | Social | Telemarketing | TV | Video | Virtual Event



Required: No

## Source

Indicates if the Opportunity was sourced from an AWS marketing activity. Use the value `Marketing Activity`. Use `None` if it's not associated with an AWS marketing activity. This field helps AWS track the return on marketing investments and enables better distribution of marketing budgets among partners.

Type: String

Valid Values: `Marketing Activity` | `None`

Required: No

## UseCases

Specifies the marketing activity use case or purpose that led to the Opportunity's creation or contact. This field captures the context or marketing activity's execution's intention and the direct correlation to the generated opportunity or contact. Must be empty when `Marketing.AWSFundingUsed = No`.

Valid values: `AI/ML` | `Analytics` | `Application Integration` | `Blockchain` | `Business Applications` | `Cloud Financial Management` | `Compute` | `Containers` | `Customer Engagement` | `Databases` | `Developer Tools` | `End User Computing` | `Front End Web & Mobile` | `Game Tech` | `IoT` | `Management & Governance` | `Media Services` | `Migration & Transfer` | `Networking & Content Delivery` | `Quantum Technologies` | `Robotics` | `Satellite` | `Security` | `Serverless` | `Storage` | `VR & AR`

Type: Array of strings

Required: No

## See Also

For more information about using this API in one of the language-specific AWS SDKs, see the following:

- [AWS SDK for C++](#)
- [AWS SDK for Java V2](#)

- [AWS SDK for Ruby V3](#)

# MonetaryValue

Specifies payments details.

## Contents

### Note

In the following list, the required parameters are described first.

### Amount

Specifies the payment amount.

Type: String

Pattern: `^(0|([1-9][0-9]{0,30}))(\.[0-9]{0,2})?$`

Required: Yes

### CurrencyCode

Specifies the payment currency.

Type: String

Valid Values: USD | EUR | GBP | AUD | CAD | CNY | NZD | INR | JPY | CHF | SEK | AED | AFN | ALL | AMD | ANG | AOA | ARS | AWG | AZN | BAM | BBD | BDT | BGN | BHD | BIF | BMD | BND | BOB | BOV | BRL | BSD | BTN | BWP | BYN | BZD | CDF | CHE | CHW | CLF | CLP | COP | COU | CRC | CUC | CUP | CVE | CZK | DJF | DKK | DOP | DZD | EGP | ERN | ETB | FJD | FKP | GEL | GHS | GIP | GMD | GNF | GTQ | GYD | HKD | HNL | HRK | HTG | HUF | IDR | ILS | IQD | IRR | ISK | JMD | JOD | KES | KGS | KHR | KMF | KPW | KRW | KWD | KYD | KZT | LAK | LBP | LKR | LRD | LSL | LYD | MAD | MDL | MGA | MKD | MMK | MNT | MOP | MRU | MUR | MVR | MWK | MXN | MXV | MYR | MZN | NAD | NGN | NIO | NOK | NPR | OMR | PAB | PEN | PGK | PHP | PKR | PLN | PYG | QAR | RON | RSD | RUB | RWF | SAR | SBD | SCR | SDG | SGD | SHP | SLL | SOS | SRD | SSP | STN | SVC | SYP | SZL | THB | TJS | TMT | TND | TOP | TRY | TTD | TWD | TZS | UAH | UGX | USN | UYI | UYU | UZS | VEF |

VND | VUV | WST | XAF | XCD | XDR | XOF | XPF | XSU | XUA | YER | ZAR |  
ZMW | ZWL

Required: Yes

## See Also

For more information about using this API in one of the language-specific AWS SDKs, see the following:

- [AWS SDK for C++](#)
- [AWS SDK for Java V2](#)
- [AWS SDK for Ruby V3](#)

# NextStepsHistory

Read-only; shows the last 50 values and change dates for the NextSteps field.

## Contents

### Note

In the following list, the required parameters are described first.

### Time

Indicates the step execution time.

Type: Timestamp

Required: Yes

### Value

Indicates the step's execution details.

Type: String

Required: Yes

## See Also

For more information about using this API in one of the language-specific AWS SDKs, see the following:

- [AWS SDK for C++](#)
- [AWS SDK for Java V2](#)
- [AWS SDK for Ruby V3](#)

# OpportunityEngagementInvitationSort

Defines sorting options for retrieving Engagement Invitations. Sorting can be done based on various criteria like the invitation date or status.

## Contents

### Note

In the following list, the required parameters are described first.

### SortBy

Specifies the field by which the Engagement Invitations are sorted. Common values include `InvitationDate` and `Status`.

Type: String

Valid Values: `InvitationDate`

Required: Yes

### SortOrder

Defines the order in which the Engagement Invitations are sorted. The values can be `ASC` (ascending) or `DESC` (descending).

Type: String

Valid Values: `ASCENDING` | `DESCENDING`

Required: Yes

## See Also

For more information about using this API in one of the language-specific AWS SDKs, see the following:

- [AWS SDK for C++](#)

- [AWS SDK for Java V2](#)
- [AWS SDK for Ruby V3](#)

# OpportunityInvitationPayload

Represents the data payload of an Engagement Invitation for a specific opportunity. This contains detailed information that partners use to evaluate the engagement.

## Contents

### Note

In the following list, the required parameters are described first.

### Customer

Contains information about the customer related to the opportunity in the Engagement Invitation. This data helps partners understand the customer's profile and requirements.

Type: [EngagementCustomer](#) object

Required: Yes

### Project

Describes the project details associated with the opportunity, including the customer's needs and the scope of work expected to be performed.

Type: [ProjectDetails](#) object

Required: Yes

### ReceiverResponsibilities

Outlines the responsibilities or expectations of the receiver in the context of the invitation.

Type: Array of strings

Valid Values: Distributor | Reseller | Hardware Partner | Managed Service Provider | Software Partner | Services Partner | Training Partner | Co-Sell Facilitator | Facilitator

Required: Yes



## SenderContacts

Represents the contact details of the AWS representatives involved in sending the Engagement Invitation. These contacts are key stakeholders for the opportunity.

Type: Array of [SenderContact](#) objects

Array Members: Minimum number of 1 item. Maximum number of 3 items.

Required: No

## See Also

For more information about using this API in one of the language-specific AWS SDKs, see the following:

- [AWS SDK for C++](#)
- [AWS SDK for Java V2](#)
- [AWS SDK for Ruby V3](#)

# OpportunitySort

Object that configures response sorting.

## Contents

### Note

In the following list, the required parameters are described first.

### SortBy

Field name to sort by.

Type: String

Valid Values: LastModifiedDate | Identifier | CustomerCompanyName

Required: Yes

### SortOrder

Sort order.

Default: Descending

Type: String

Valid Values: ASCENDING | DESCENDING

Required: Yes

## See Also

For more information about using this API in one of the language-specific AWS SDKs, see the following:

- [AWS SDK for C++](#)
- [AWS SDK for Java V2](#)
- [AWS SDK for Ruby V3](#)



# OpportunitySummary

An object that contains an Opportunity's subset of fields.

## Contents

### Note

In the following list, the required parameters are described first.

## Catalog

Specifies the catalog associated with the opportunity, either AWS or Sandbox. This indicates the environment in which the opportunity is managed.

Type: String

Pattern: `^[a-zA-Z]+$`

Required: Yes

## CreatedDate

DateTime when the Opportunity was last created.

Type: Timestamp

Required: No

## Customer

An object that contains the Opportunity's customer details.

Type: [CustomerSummary](#) object

Required: No

## Id

Read-only, system-generated Opportunity unique identifier.

Type: String

Pattern: `^0[0-9]{1,19}$`

Required: No

### **LastModifiedDate**

DateTime when the Opportunity was last modified.

Type: Timestamp

Required: No

### **LifeCycle**

An object that contains the Opportunity's lifecycle details.

Type: [LifeCycleSummary](#) object

Required: No

### **OpportunityType**

Specifies opportunity type as a renewal, new, or expansion.

Opportunity types:

- **New Opportunity:** Represents a new business opportunity with a potential customer that's not previously engaged with your solutions or services.
- **Renewal Opportunity:** Represents an opportunity to renew an existing contract or subscription with a current customer, ensuring continuity of service.
- **Expansion Opportunity:** Represents an opportunity to expand the scope of an existing contract or subscription, either by adding new services or increasing the volume of existing services for a current customer.

Type: String

Valid Values: Net New Business | Flat Renewal | Expansion

Required: No

### **PartnerOpportunityIdentifier**

Specifies the Opportunity's unique identifier in the partner's CRM system. This value is essential to track and reconcile because it's included in the outbound payload sent back to the partner. It allows partners to link an opportunity to their CRM.

Type: String

Required: No

## Project

An object that contains the Opportunity's project details summary.

Type: [ProjectSummary](#) object

Required: No

## See Also

For more information about using this API in one of the language-specific AWS SDKs, see the following:

- [AWS SDK for C++](#)
- [AWS SDK for Java V2](#)
- [AWS SDK for Ruby V3](#)

# Payload

Contains the data payload associated with the Engagement Invitation. This payload includes essential details related to the AWS opportunity and is used by partners to evaluate whether to accept or reject the engagement.

## Contents

### Note

In the following list, the required parameters are described first.

### Important

This data type is a UNION, so only one of the following members can be specified when used or returned.

## OpportunityInvitation

Specifies the details of the opportunity invitation within the Engagement Invitation payload. This data helps partners understand the context, scope, and expected involvement for the opportunity from AWS.

Type: [OpportunityInvitationPayload](#) object

Required: No

## See Also

For more information about using this API in one of the language-specific AWS SDKs, see the following:

- [AWS SDK for C++](#)
- [AWS SDK for Java V2](#)
- [AWS SDK for Ruby V3](#)

# ProfileNextStepsHistory

Tracks the history of next steps associated with the opportunity. This field captures the actions planned for the future and their timeline.

## Contents

### Note

In the following list, the required parameters are described first.

### Time

Indicates the date and time when a particular next step was recorded or planned. This helps in managing the timeline for the opportunity.

Type: Timestamp

Required: Yes

### Value

Represents the details of the next step recorded, such as follow-up actions or decisions made. This field helps in tracking progress and ensuring alignment with project goals.

Type: String

Required: Yes

## See Also

For more information about using this API in one of the language-specific AWS SDKs, see the following:

- [AWS SDK for C++](#)
- [AWS SDK for Java V2](#)
- [AWS SDK for Ruby V3](#)



# Project

An object that contains the Opportunity's project details.

## Contents

### Note

In the following list, the required parameters are described first.

### **AdditionalComments**

Captures additional comments or information for the Opportunity that weren't captured in other fields.

Type: String

Length Constraints: Minimum length of 1. Maximum length of 255.

Required: No

### **ApnPrograms**

Specifies the Amazon Partner Network (APN) program that influenced the Opportunity. APN programs refer to specific partner programs or initiatives that can impact the Opportunity.

Valid values: APN Immersion Days | APN Solution Space | ATO (Authority to Operate) | AWS Marketplace Campaign | IS Immersion Day SFID Program | ISV Workload Migration | Migration Acceleration Program | P3 | Partner Launch Initiative | Partner Opportunity Acceleration Funded | The Next Smart | VMware Cloud on AWS | Well-Architected | Windows | Workspaces/AppStream Accelerator Program | WWPS NDPP

Type: Array of strings

Required: No

### **CompetitorName**

Name of the Opportunity's competitor (if any). Use `Other` to submit a value not in the picklist.

Type: String

Valid Values: Oracle Cloud | On-Prem | Co-location | Akamai | AliCloud | Google Cloud Platform | IBM Softlayer | Microsoft Azure | Other- Cost Optimization | No Competition | \*Other

Required: No

### **CustomerBusinessProblem**

Describes the problem the end customer has, and how the partner is helping. Utilize this field to provide a clear and concise narrative that outlines the specific business challenge or issue the customer has. Elaborate on how the partner's solution or offerings align to resolve the customer's business problem. Include relevant information about the partner's value proposition, unique selling points, and expertise to tackle the issue. Offer insights on how the proposed solution meets the customer's needs and provides value. Use concise language and precise descriptions to convey the context and significance of the Opportunity. The content in this field helps AWS understand the nature of the Opportunity and the strategic fit of the partner's solution.

Type: String

Length Constraints: Minimum length of 20. Maximum length of 2000.

Required: No

### **CustomerUseCase**

Specifies the proposed solution focus or type of workload for the Opportunity. This field captures the primary use case or objective of the proposed solution, and provides context and clarity to the addressed workload.

Valid values: AI Machine Learning and Analytics | Archiving | Big Data: Data Warehouse / Data Integration / ETL / Data Lake / BI | Blockchain | Business Applications: Mainframe Modernization | Business Applications & Contact Center | Business Applications & SAP Production | Centralized Operations Management | Cloud Management Tools | Cloud Management Tools & DevOps with Continuous Integration & Continuous Delivery (CICD) | Configuration, Compliance & Auditing | Connected Services | Containers & Serverless | Content Delivery & Edge Services | Database | Edge Computing / End User Computing | Energy | Enterprise Governance & Controls | Enterprise Resource Planning | Financial Services |

Healthcare and Life Sciences | High Performance Computing | Hybrid Application Platform | Industrial Software | IOT | Manufacturing, Supply Chain and Operations | Media & High performance computing (HPC) | Migration / Database Migration | Monitoring, logging and performance | Monitoring & Observability | Networking | Outpost | SAP | Security & Compliance | Storage & Backup | Training | VMC | VMWare | Web development & DevOps

Type: String

Required: No

### **DeliveryModels**

Specifies the deployment or consumption model for your solution or service in the Opportunity's context. You can select multiple options.

Options' descriptions from the Delivery Model field are:

- SaaS or PaaS: Your AWS based solution deployed as SaaS or PaaS in your AWS environment.
- BYOL or AMI: Your AWS based solution deployed as BYOL or AMI in the end customer's AWS environment.
- Managed Services: The end customer's AWS business management (For example: Consulting, design, implementation, billing support, cost optimization, technical support).
- Professional Services: Offerings to help enterprise end customers achieve specific business outcomes for enterprise cloud adoption (For example: Advisory or transformation planning).
- Resell: AWS accounts and billing management for your customers.
- Other: Delivery model not described above.

Type: Array of strings

Valid Values: SaaS or PaaS | BYOL or AMI | Managed Services | Professional Services | Resell | Other

Required: No

### **ExpectedCustomerSpend**

Represents the estimated amount that the customer is expected to spend on AWS services related to the opportunity. This helps in evaluating the potential financial value of the opportunity for AWS.

Type: Array of [ExpectedCustomerSpend](#) objects

Array Members: Minimum number of 1 item.

Required: No

### **OtherCompetitorNames**

Only allowed when CompetitorNames has Other selected.

Type: String

Length Constraints: Minimum length of 0. Maximum length of 255.

Required: No

### **OtherSolutionDescription**

Specifies the offered solution for the customer's business problem when the RelatedEntityIdentifiers.Solutions field value is Other.

Type: String

Length Constraints: Minimum length of 0. Maximum length of 255.

Required: No

### **RelatedOpportunityIdentifier**

Specifies the current opportunity's parent opportunity identifier.

Type: String

Pattern: `^0[0-9]{1,19}$`

Required: No

### **SalesActivities**

Specifies the Opportunity's sales activities conducted with the end customer. These activities help drive AWS assignment priority.

Valid values:

- **Initialized discussions with customer:** Initial conversations with the customer to understand their needs and introduce your solution.

- **Customer has shown interest in solution:** After initial discussions, the customer is interested in your solution.
- **Conducted POC / Demo:** You conducted a proof of concept (POC) or demonstration of the solution for the customer.
- **In evaluation / planning stage:** The customer is evaluating the solution and planning potential implementation.
- **Agreed on solution to Business Problem:** Both parties agree on how the solution addresses the customer's business problem.
- **Completed Action Plan:** A detailed action plan is complete and outlines the steps for implementation.
- **Finalized Deployment Need:** Both parties agree with and finalized the deployment needs.
- **SOW Signed:** Both parties signed a statement of work (SOW), and formalize the agreement and detail the project scope and deliverables.

Type: Array of strings

Valid Values: Initialized discussions with customer | Customer has shown interest in solution | Conducted POC / Demo | In evaluation / planning stage | Agreed on solution to Business Problem | Completed Action Plan | Finalized Deployment Need | SOW Signed

Required: No

## Title

Specifies the Opportunity's title or name.

Type: String

Length Constraints: Minimum length of 0. Maximum length of 255.

Required: No

## See Also

For more information about using this API in one of the language-specific AWS SDKs, see the following:

- [AWS SDK for C++](#)

- [AWS SDK for Java V2](#)
- [AWS SDK for Ruby V3](#)

# ProjectDetails

Contains details about the project associated with the Engagement Invitation, including the business problem and expected outcomes.

## Contents

### Note

In the following list, the required parameters are described first.

### BusinessProblem

Describes the business problem that the project aims to solve. This information is crucial for understanding the project's goals and objectives.

Type: String

Length Constraints: Minimum length of 20. Maximum length of 255.

Required: Yes

### ExpectedCustomerSpend

Contains revenue estimates for the partner related to the project. This field provides an idea of the financial potential of the opportunity for the partner.

Type: Array of [ExpectedCustomerSpend](#) objects

Array Members: Minimum number of 1 item.

Required: Yes

### TargetCompletionDate

Specifies the estimated date of project completion. This field helps track the project timeline and manage expectations.

Type: String

Pattern: `^[1-9][0-9]{3}-(0[1-9]|1[012])-(0[1-9]|[12][0-9]|3[01])$`

Required: Yes

## Title

Specifies the title of the project. This title helps partners quickly identify and understand the focus of the project.

Type: String

Length Constraints: Minimum length of 1. Maximum length of 255.

Required: Yes

## See Also

For more information about using this API in one of the language-specific AWS SDKs, see the following:

- [AWS SDK for C++](#)
- [AWS SDK for Java V2](#)
- [AWS SDK for Ruby V3](#)



# ProjectSummary

An object that contains a Project object's subset of fields.

## Contents

### Note

In the following list, the required parameters are described first.

## DeliveryModels

Specifies your solution or service's deployment or consumption model in the Opportunity's context. You can select multiple options.

Options' descriptions from the Delivery Model field are:

- SaaS or PaaS: Your AWS based solution deployed as SaaS or PaaS in your AWS environment.
- BYOL or AMI: Your AWS based solution deployed as BYOL or AMI in the end customer's AWS environment.
- Managed Services: The end customer's AWS business management (For example: Consulting, design, implementation, billing support, cost optimization, technical support).
- Professional Services: Offerings to help enterprise end customers achieve specific business outcomes for enterprise cloud adoption (For example: Advisory or transformation planning).
- Resell: AWS accounts and billing management for your customers.
- Other: Delivery model not described above.

Type: Array of strings

Valid Values: SaaS or PaaS | BYOL or AMI | Managed Services | Professional Services | Resell | Other

Required: No

## ExpectedCustomerSpend

Provides a summary of the expected customer spend for the project, offering a high-level view of the potential financial impact.

Type: Array of [ExpectedCustomerSpend](#) objects

Array Members: Minimum number of 1 item.

Required: No

## See Also

For more information about using this API in one of the language-specific AWS SDKs, see the following:

- [AWS SDK for C++](#)
- [AWS SDK for Java V2](#)
- [AWS SDK for Ruby V3](#)

# Receiver

Represents the entity that received the Engagement Invitation, including account and company details. This field is essential for tracking the partner who is being invited to collaborate.

## Contents

### Note

In the following list, the required parameters are described first.

### Important

This data type is a UNION, so only one of the following members can be specified when used or returned.

## Account

Specifies the AWS account of the partner who received the Engagement Invitation. This field is used to track the invitation recipient within the AWS ecosystem.

Type: [AccountReceiver](#) object

Required: No

## See Also

For more information about using this API in one of the language-specific AWS SDKs, see the following:

- [AWS SDK for C++](#)
- [AWS SDK for Java V2](#)
- [AWS SDK for Ruby V3](#)

## RelatedEntityIdentifiers

This field provides the associations' information for other entities with the opportunity. These entities include identifiers for `AWSProducts`, `Partner Solutions`, and `AWSMarketplaceOffers`.

### Contents

#### Note

In the following list, the required parameters are described first.

#### **AWSMarketplaceOffers**

Takes one value per opportunity. Each value is an Amazon Resource Name (ARN), in this format: `"offers": ["arn:aws:aws-marketplace:us-east-1:999999999999:AWSMarketplace/Offer/offer-sampleOffer32"]`.

Use the [ListEntities](#) action in the Marketplace Catalog APIs for a list of offers in the associated Marketplace seller account.

Type: Array of strings

Pattern: `^arn:aws:aws-marketplace:[a-z]{1,2}-[a-z]*-\d+:\d{12}:AWSMarketplace/Offer/.*$`

Required: No

#### **AWSProducts**

Enables the association of specific AWS products with the Opportunity. Partners can indicate the relevant AWS products for the Opportunity's solution and align with the customer's needs. Returns multiple values separated by commas. For example, `"AWSProducts" : ["AmazonRedshift", "AWSAppFabric", "AWSCleanRooms"]`.

Use the file with the list of AWS products hosted on GitHub: [AWS products](#).

Type: Array of strings

Required: No

## Solutions

Enables partner solutions or offerings' association with an opportunity. To associate a solution, provide the solution's unique identifier, which you can obtain with the `ListSolutions` operation.

If the specific solution identifier is not available, you can use the value `Other` and provide details about the solution in the `otherSolutionOffered` field. However, once the opportunity reaches the `Committed` stage or beyond, the `Other` value cannot be used, and a valid solution identifier must be provided.

By associating the relevant solutions with the opportunity, you can clearly communicate the offerings that are being considered or implemented to address the customer's business problem.

Type: Array of strings

Pattern: `^S-[0-9]{1,19}$`

Required: No

## See Also

For more information about using this API in one of the language-specific AWS SDKs, see the following:

- [AWS SDK for C++](#)
- [AWS SDK for Java V2](#)
- [AWS SDK for Ruby V3](#)

# SenderContact

An object that contains the details of the sender-provided contact person for the `EngagementInvitation`.

## Contents

### Note

In the following list, the required parameters are described first.

### Email

The sender-provided contact's email address associated with the `EngagementInvitation`.

Type: String

Length Constraints: Minimum length of 0. Maximum length of 80.

Pattern: `^[a-zA-Z0-9.!#$%&'*/=?^_{|}~-]+@[a-zA-Z0-9-]+(?:\.[a-zA-Z0-9-]+)*$`

Required: Yes

### BusinessTitle

The sender-provided contact's title (job title or role) associated with the `EngagementInvitation`.

Type: String

Length Constraints: Minimum length of 0. Maximum length of 80.

Required: No

### FirstName

The sender-provided contact's last name associated with the `EngagementInvitation`.

Type: String

Length Constraints: Minimum length of 0. Maximum length of 80.

Required: No

## LastName

The sender-provided contact's first name associated with the EngagementInvitation.

Type: String

Length Constraints: Minimum length of 0. Maximum length of 80.

Required: No

## Phone

The sender-provided contact's phone number associated with the EngagementInvitation.

Type: String

Length Constraints: Minimum length of 0. Maximum length of 40.

Pattern: `^\+[1-9]\d{1,14}$`

Required: No

## See Also

For more information about using this API in one of the language-specific AWS SDKs, see the following:

- [AWS SDK for C++](#)
- [AWS SDK for Java V2](#)
- [AWS SDK for Ruby V3](#)

# SoftwareRevenue

Specifies a customer's procurement terms details. Required only for partners in eligible programs.

## Contents

### Note

In the following list, the required parameters are described first.

### DeliveryModel

Specifies the customer's intended payment type agreement or procurement method to acquire the solution or service outlined in the Opportunity.

Type: String

Valid Values: Contract | Pay-as-you-go | Subscription

Required: No

### EffectiveDate

Specifies the Opportunity's customer engagement start date for the contract's effectiveness.

Type: String

Pattern: `^[1-9][0-9]{3}-(0[1-9]|1[012])-(0[1-9]|[12][0-9]|3[01])$`

Required: No

### ExpirationDate

Specifies the expiration date for the contract between the customer and AWS partner. It signifies the termination date of the agreed-upon engagement period between both parties.

Type: String

Pattern: `^[1-9][0-9]{3}-(0[1-9]|1[012])-(0[1-9]|[12][0-9]|3[01])$`

Required: No



## Value

Specifies the payment value (amount and currency).

Type: [MonetaryValue](#) object

Required: No

## See Also

For more information about using this API in one of the language-specific AWS SDKs, see the following:

- [AWS SDK for C++](#)
- [AWS SDK for Java V2](#)
- [AWS SDK for Ruby V3](#)

# SolutionBase

Specifies minimal information for the solution offered to solve the customer's business problem.

## Contents

### Note

In the following list, the required parameters are described first.

## Catalog

Specifies the catalog in which the solution is hosted, either AWS or Sandbox. This helps partners differentiate between live solutions and those in testing environments.

Type: String

Pattern: `^[a-zA-Z]+$`

Required: Yes

## Category

Specifies the solution category, which helps to categorize and organize the solutions partners offer. Valid values: Software Product | Consulting Service | Hardware Product | Communications Product | Professional Service | Managed Service | Value-Added Resale AWS Service | Distribution Service | Training Service | Merger and Acquisition Advising Service.

Type: String

Required: Yes

## CreatedDate

Indicates the solution creation date. This is useful to track and audit.

Type: Timestamp

Required: Yes

## Id

Enables the association of solutions (offerings) to opportunities.

Type: String

Pattern: `^S-[0-9]{1,19}$`

Required: Yes

## Name

Specifies the solution name.

Type: String

Required: Yes

## Status

Specifies the solution's current status, which indicates its state in the system. Valid values: `Active` | `Inactive` | `Draft`. The status helps partners and AWS track the solution's lifecycle and availability. Filter for `Active` solutions for association to an opportunity.

Type: String

Valid Values: `Active` | `Inactive` | `Draft`

Required: Yes

## See Also

For more information about using this API in one of the language-specific AWS SDKs, see the following:

- [AWS SDK for C++](#)
- [AWS SDK for Java V2](#)
- [AWS SDK for Ruby V3](#)

# SolutionSort

Configures the solutions' response sorting that enables partners to order solutions based on specified attributes.

## Contents

### Note

In the following list, the required parameters are described first.

### SortBy

Specifies the attribute to sort by, such as Name, CreatedDate, or Status.

Type: String

Valid Values: Identifier | Name | Status | Category | CreatedDate

Required: Yes

### SortOrder

Specifies the sorting order, either Ascending or Descending. The default is Descending.

Type: String

Valid Values: ASCENDING | DESCENDING

Required: Yes

## See Also

For more information about using this API in one of the language-specific AWS SDKs, see the following:

- [AWS SDK for C++](#)
- [AWS SDK for Java V2](#)
- [AWS SDK for Ruby V3](#)



# ValidationExceptionError

Indicates an invalid value for a field.

- *REQUIRED\_FIELD\_MISSING*: The request is missing a required field.

Fix: Verify your request payload includes all required fields.

- *INVALID\_ENUM\_VALUE*: The enum field value isn't an accepted values.

Fix: Check the documentation for the list of valid enum values, and update your request with a valid value.

- *INVALID\_STRING\_FORMAT*: The string format is invalid.

Fix: Confirm that the string is in the expected format (For example: email address, date).

- *INVALID\_VALUE*: The value isn't valid.

Fix: Confirm that the value meets the expected criteria and is within the allowable range or set.

- *TOO\_MANY\_VALUES*: There are too many values in a field that expects fewer entries.

Fix: Reduce the number of values to match the expected limit.

- *ACTION\_NOT\_PERMITTED*: The action isn't permitted due to current state or permissions.

Fix: Verify that the action is appropriate for the current state, and that you have the necessary permissions to perform it.

- *DUPLICATE\_KEY\_VALUE*: The value in a field duplicates a value that must be unique.

Fix: Verify that the value is unique and doesn't duplicate an existing value in the system.

## Contents

### Note

In the following list, the required parameters are described first.

## Code

Specifies the error code for the invalid field value.

Type: String

Valid Values: REQUIRED\_FIELD\_MISSING | INVALID\_ENUM\_VALUE |  
INVALID\_STRING\_FORMAT | INVALID\_VALUE | TOO\_MANY\_VALUES |  
INVALID\_RESOURCE\_STATE | DUPLICATE\_KEY\_VALUE | VALUE\_OUT\_OF\_RANGE |  
ACTION\_NOT\_PERMITTED

Required: Yes

### Message

Specifies the detailed error message for the invalid field value.

Type: String

Required: Yes

### FieldName

Specifies the field name with the invalid value.

Type: String

Required: No

## See Also

For more information about using this API in one of the language-specific AWS SDKs, see the following:

- [AWS SDK for C++](#)
- [AWS SDK for Java V2](#)
- [AWS SDK for Ruby V3](#)

# Common Errors

This section lists the errors common to the API actions of all AWS services. For errors specific to an API action for this service, see the topic for that API action.

## **AccessDeniedException**

You do not have sufficient access to perform this action.

HTTP Status Code: 400

## **IncompleteSignature**

The request signature does not conform to AWS standards.

HTTP Status Code: 400

## **InternalFailure**

The request processing has failed because of an unknown error, exception or failure.

HTTP Status Code: 500

## **InvalidAction**

The action or operation requested is invalid. Verify that the action is typed correctly.

HTTP Status Code: 400

## **InvalidClientTokenId**

The X.509 certificate or AWS access key ID provided does not exist in our records.

HTTP Status Code: 403

## **NotAuthorized**

You do not have permission to perform this action.

HTTP Status Code: 400

## **OptInRequired**

The AWS access key ID needs a subscription for the service.

HTTP Status Code: 403



**RequestExpired**

The request reached the service more than 15 minutes after the date stamp on the request or more than 15 minutes after the request expiration date (such as for pre-signed URLs), or the date stamp on the request is more than 15 minutes in the future.

HTTP Status Code: 400

**ServiceUnavailable**

The request has failed due to a temporary failure of the server.

HTTP Status Code: 503

**ThrottlingException**

The request was denied due to request throttling.

HTTP Status Code: 400

**ValidationError**

The input fails to satisfy the constraints specified by an AWS service.

HTTP Status Code: 400

# Common Parameters

The following list contains the parameters that all actions use for signing Signature Version 4 requests with a query string. Any action-specific parameters are listed in the topic for that action. For more information about Signature Version 4, see [Signing AWS API requests](#) in the *IAM User Guide*.

## Action

The action to be performed.

Type: string

Required: Yes

## Version

The API version that the request is written for, expressed in the format YYYY-MM-DD.

Type: string

Required: Yes

## X-Amz-Algorithm

The hash algorithm that you used to create the request signature.

Condition: Specify this parameter when you include authentication information in a query string instead of in the HTTP authorization header.

Type: string

Valid Values: AWS4-HMAC-SHA256

Required: Conditional

## X-Amz-Credential

The credential scope value, which is a string that includes your access key, the date, the region you are targeting, the service you are requesting, and a termination string ("aws4\_request"). The value is expressed in the following format: *access\_key/YYYYMMDD/region/service/aws4\_request*.

For more information, see [Create a signed AWS API request](#) in the *IAM User Guide*.

Condition: Specify this parameter when you include authentication information in a query string instead of in the HTTP authorization header.

Type: string

Required: Conditional

### **X-Amz-Date**

The date that is used to create the signature. The format must be ISO 8601 basic format (YYYYMMDD'T'HHMMSS'Z'). For example, the following date time is a valid X-Amz-Date value: 20120325T120000Z.

Condition: X-Amz-Date is optional for all requests; it can be used to override the date used for signing requests. If the Date header is specified in the ISO 8601 basic format, X-Amz-Date is not required. When X-Amz-Date is used, it always overrides the value of the Date header. For more information, see [Elements of an AWS API request signature](#) in the *IAM User Guide*.

Type: string

Required: Conditional

### **X-Amz-Security-Token**

The temporary security token that was obtained through a call to AWS Security Token Service (AWS STS). For a list of services that support temporary security credentials from AWS STS, see [AWS services that work with IAM](#) in the *IAM User Guide*.

Condition: If you're using temporary security credentials from AWS STS, you must include the security token.

Type: string

Required: Conditional

### **X-Amz-Signature**

Specifies the hex-encoded signature that was calculated from the string to sign and the derived signing key.

Condition: Specify this parameter when you include authentication information in a query string instead of in the HTTP authorization header.

Type: string

Required: Conditional

### **X-Amz-SignedHeaders**

Specifies all the HTTP headers that were included as part of the canonical request. For more information about specifying signed headers, see [Create a signed AWS API request](#) in the *IAM User Guide*.

Condition: Specify this parameter when you include authentication information in a query string instead of in the HTTP authorization header.

Type: string

Required: Conditional

# Release notes

This page contains a summary of the significant changes to the documentation for the AWS Partner Central API, starting with the most recent update.

## Revision history

Change	Description	Date
RC 3	<ul style="list-style-type: none"><li>Updated API permission policies: Policies have been updated to reflect the new actions introduced in this release. Ensure your IAM roles and permissions are adjusted accordingly.</li><li>Custom header usage details: Added details on how to use the custom header X-Amzn-User-Agent to help audit and measure API usage.</li><li>Replaced actions with asynchronous actions: Replaced <code>AcceptOpportunityEngagementInvitation</code> with the asynchronous action <code>StartEngagementByAcceptingInvitationTask</code> and payload format has changed with respect to RC2.</li><li>Entity and action renaming: Changed <code>OpportunityEngagementInvita</code></li></ul>	2024-10-17

Change	Description	Date
	<p>tion to Engagemen tInvitation . The attributes for these actions have also changed to align with the new entity. The following actions were replaced:</p> <ul style="list-style-type: none"> <li>• GetOpportunityEnga gementInvitation is now GetEngage mentInvitation . Multiple attributes in the invitation have been changed, added, or removed.</li> <li>• ListOpportunityEng agementIn vitations is now ListEngagementInvi tations .</li> <li>• RejectOpportunityE ngagement Invitation is now RejectEngagementIn vitation .</li> <li>• AssignOpportunity parameter update: AssignOpportunity now takes Assignee instead of AssigneeE mail . Update your implementations accordi ngly.</li> </ul>	

Change	Description	Date
	<ul style="list-style-type: none"><li>• <code>SubmitOpportunity</code> functionality change: <code>SubmitOpportunity</code> is now performed by the asynchronous action <code>StartEngagementFromOpportunityTask</code> . <code>SubmitOpportunity</code> now accepts <code>InvolvementType</code> and <code>Visibility</code> .</li><li>• Attribute renaming and expansion: <code>EstimatedAwsMonthlyRevenue</code> changed to <code>ExpectedCustomerSpend</code> . <code>ExpectedCustomerSpend</code> now includes new attributes, such as <code>Frequency</code> and <code>TargetCompany</code> .</li><li>• New action for AWS opportunity summary: Opportunity visibility is now provided through a separate action called <code>GetAwsOpportunitySummary</code> .</li><li>• Workflow updates for working with opportunities: The workflow for <i>Working with your opportunities</i> was updated to use the new</li></ul>	

Change	Description	Date
	<p>actions introduced in this release.</p> <ul style="list-style-type: none"> <li>• Workflow updates for working with opportunities: The workflow for <i>Working with opportunities</i> was updated to use <code>EngagementInvitations</code> , which improves handling opportunities provided by AWS.</li> <li>• Workflow updates for tracking updates: The workflow to <i>Track Updates</i> is now <i>Working with opportunity updates</i>, enhancing clarity and efficiency in monitoring opportunity status.</li> <li>• New filters for listing actions: New filters are available for <code>ListSolutions</code> and <code>ListOpportunities</code> actions. <ul style="list-style-type: none"> <li>• For <code>ListSolutions</code> , the new filters are <code>FilterCategory</code> , <code>FilterIdentifier</code> , and <code>FilterStatus</code> .</li> <li>• For <code>ListOpportunities</code> , the new filters are <code>FilterCustomerCompanyName</code> , <code>FilterIde</code></li> </ul> </li> </ul>	



Change	Description	Date
	<p>ntifier , FilterLas tModifiedDate , FilterLifeCycleApp rovalStatus , FilterLifeCycleSta ge , and FilterOri gin .</p> <ul style="list-style-type: none"> <li>• Removal of AccessControl subobject: The AccessControl subobject in the opportunity model was removed. NationalSecurity is now a top-level attribute.</li> <li>• Attributes relocated to GetAwsOpportunitySummary : Attributes such as AWSOpportunityTeam , insights (EngagementScore , NextBestAction ), origin, and InvolvementType are now available through GetAwsOpportunitySummary instead of GetOpportunity .</li> <li>• Introduction of InvolvementType field: Introduced the InvolvementType field to differentiate between cosell and visibility-only opportunities.</li> <li>• Event name updates: Events were updated with</li> </ul>	

Change	Description	Date
	<p>to reflect the changes. For example, <i>Opportunity engagement invitation created</i> is now <i>Engagement invitation created</i>.</p> <ul style="list-style-type: none"> <li>• Response payload updates: All response payloads now include an ID and/or ARN.</li> <li>• Request payload updates: All request payloads now use identifiers as input, which accept either an ID or ARN.</li> <li>• Engagement entity update: The title attribute in the engagement entity was renamed EngagementTitle .</li> <li>• Filter prefix removal: All filters no longer include the filter prefix, simplifying the filtering mechanism.</li> <li>• StartEngagementFromOpportunity action update: The attribute AwsInvolvement was changed to AwsSubmission .</li> <li>• Invitation project details update: Invitation.ProjectDetails.TargetCompletionDate was renamed</li> </ul>	

Change	Description	Date
	<p>Invitation.ProjectDetails.EstimatedCompletionDate .</p> <ul style="list-style-type: none"> <li>• Revenue estimate update: Invitation.PartnerRevenueEstimate is now ExpectedCustomerSpend . The data type changed from one object to an array containing one object.</li> <li>• Receiver account update: The field ReceiverAccount was renamed AccountReceiver .</li> <li>• Engagement invitation new attribute: SenderContact attribute was introduced for engagement invitations.</li> <li>• Customer.Contact is now an array instead of an object. OpportunityOwner , PartnerAccountManager are supported values as BusinessTitle .</li> <li>• PartnerOpportunityTeam is now called OpportunityTeam .</li> <li>• APNPrograms is now ApnPrograms</li> </ul>	

Change	Description	Date
	<ul style="list-style-type: none"><li>• Engagement invitation statuses were updated.</li><li>• ListEngagementInvitations now requires ParticipantType as RECEIVER.</li></ul>	

Change	Description	Date
RC 2	<ul style="list-style-type: none"><li>• Introduced a new entity called OpportunityEngagementInvitation.</li><li>• Introduced a new action: ListOpportunityEngagementInvitations.</li><li>• Introduced a new action: GetOpportunityEngagementInvitation.</li><li>• Introduced a new event: "Opportunity Engagement Invitation Created".</li><li>• Replaced AcceptOpportunity with AcceptOpportunityEngagementInvitation.</li><li>• Replaced RejectOpportunity with RejectOpportunityEngagementInvitation.</li><li>• Replaced "Opportunity Accepted" with "Opportunity Engagement Invitation Accepted".</li><li>• Replaced "Opportunity Rejected" with "Opportunity Engagement Invitation Rejected".</li><li>• PrimaryNeedsFromAWS changed to PrimaryNeedsFromAws.</li></ul>	2024-08-07

Change	Description	Date
	<ul style="list-style-type: none"><li>• AWSOpportunityTeam changed to AwsOpportunityTeam .</li><li>• AWSSalesLifeCycle changed to AwsSalesLifeCycle .</li><li>• PrimaryNeedsFromAWSSChangeReason changed to PrimaryNeedsFromAwsChangeReason .</li><li>• AWSAccountId changed to AwsAccountId .</li><li>• ExpectedMonthlyAWSRevenue changed to ExpectedMonthlyAwsRevenue .</li><li>• AWSFundingUsed changed to AwsFundingUsed .</li><li>• AWSMarketplaceOffers changed to AwsMarketplaceOffers .</li><li>• Country changed to CountryCode .</li><li>• PartnerOpportunityContact changed to PartnerOpportunityTeam .</li><li>• Updated field Contact.Title to Contact.BusinessTitle .</li></ul>	

Change	Description	Date
	<ul style="list-style-type: none"><li>• Updated field ContactInfo to OwnerInfo .</li><li>• Changed AWS Team from a map to a list.</li><li>• Added details about the list of accepted Rejection Reasons.</li><li>• Provided information on how to use Client Token.</li><li>• Included details on how to use UpdateOpportunity.</li><li>• Added guidance on using AWS Products and Partner Solutions.</li><li>• Provided details about the OpportunityEngagementInvitation entity.</li><li>• Updated StateOrRegion to include a revised list of accepted values.</li><li>• Implemented multiple bug fixes to improve performance and error messaging.</li></ul>	

Change	Description	Date
RC 1	<ul style="list-style-type: none"><li data-bbox="592 226 1027 1119">• [Breaking] Renaming of ApprovalStatus to ReviewStatus: We have renamed the ApprovalStatus field to ReviewStatus to better reflect its purpose. Additionally, we're introducing a new status, Pending Submission, to indicate a draft opportunity. The ReviewStatus will now accept the following values: Pending Submission, Submitted, In Review, Approved, Rejected, and Action Required. The former Draft status will be replaced by Pending Submission.</li><li data-bbox="592 1140 1027 1841">• [Breaking] Introduction of SubmitOpportunity Action: A new action, SubmitOpportunity, has been introduced. Unlike the current behavior where CreateOpportunity also submits the opportunity, you can now create an opportunity in the Pending Submission state without linking a Solution or AWS Product immediately. To complete the submission, use the AssociateOpportuni</li></ul>	2024-06-21



Change	Description	Date
	<p>ty action to link a solution or product, followed by SubmitOpportunity. This separation provides better API response performance and a flexible preparation phase before submission.</p> <ul style="list-style-type: none"><li>• [Breaking] Requirement of a Catalog Parameter and Deprecation of Sandbox Endpoint: The 'gamma' endpoint (partnercentral-selling-gamma.us-east-1.amazonaws.com) will become unavailable after 7/30/2024. All API actions now require a Catalog parameter to specify whether the operation is performed on the Sandbox or AWS catalog. Notification rules will now filter on catalog instead of environmentName.</li><li>• [Breaking] Renaming of OpportunityIdentifier to Identifier: Actions AssignOpportunity, AcceptOpportunity, and RejectOpportunity now take Identifier instead of OpportunityIdentifier to keep consistent with UpdateOpportunity.</li></ul>	

Change	Description	Date
	<ul style="list-style-type: none"><li>• Changes from type Enum to String for APNProgram CustomerUseCase, and UseCase: We will be converting Project.APNPrograms, Marketing.ActivityUseCases, and Project.CustomerUseCase from enumeration type to string type to reduce the risks associated with changing values. These fields will accept values only from predefined lists but not natively available in the SDKs.</li><li>• Enhanced Error Handling: Error handling within the APIs has been significantly improved to facilitate easier debugging and quicker resolution of issues. The new error handling structures errors in two stages: 1. Request Validation Failed: Checks for data types and format, or 2. Business Validation Failed: All issues in a payload will be listed in one response, specifying the field that has errors. This consolidated feedback allows you to troubleshoot and correct errors more efficiently.</li></ul>	

Change	Description	Date
	<p>Errors codes and formats have been standardized.</p> <ul style="list-style-type: none"><li>• Client Source Identifier: Ability for partners include the X-Amzn-User-Agent header in their requests, which helps identify the source of the traffic. Use the format [Solution Name including solution provider]   [Version] For Example: AWS Partner CRM Connector   v2.0.1</li><li>• Bug fix, already deployed, no change to SDK] Opportunity Creation and AWS Account ID: Partners can now launch an opportunity while changing the AWS Account ID from null to a valid value without encountering errors. Previously, a bug prevented partners from performing these actions separately.</li><li>• Bug fix, already deployed, no change to SDK] Solution Association with New Opportunities: Partners can associate a solution with a newly created opportunity. Before, when partners created a new opportuni</li></ul>	

Change	Description	Date
	<p>ty and simultaneously associated a solution, the solution information was being lost. This issue has been resolved.</p> <ul style="list-style-type: none"><li>• Bug fix, already deployed, no change to SDK] Opportunity Owner's Details Display: The issue where some opportunities were displaying the owner's details in a combined "LastName" field instead of the expected "Email", "FirstName", and "LastName" fields has been corrected.</li><li>• Bug fix, already deployed, no change to SDK] Customer.Account.WebsiteUrl Field Optional: The Customer.Account.WebsiteUrl field has been made optional when AccessControls.NationalSecurity field is "Yes" thus aligning the API behavior with the existing UI behavior. If the AccessControls.NationalSecurity field is "No" or null, the WebsiteUrl field will be required as a business validation.</li></ul>	

Change	Description	Date
	<ul style="list-style-type: none"><li data-bbox="592 212 1023 768">• Bug fix, already deployed, no change to SDK] AWS Account ID Requirement for Consulting Partners: The inconsistency in the UI that showed the AWS Account ID field as optional for Consulting Partners has been resolved. It is now a conditional mandatory field, as per the documentation.</li><li data-bbox="592 793 1023 1497">• Bug fix, To be deployed on 6/19, no change to SDK] Stage of a Co-sell Opportunity to Closed Lost: Partners can now successfully update the Stage of a Co-sell Opportunity to Closed Lost, as long as a Closed Lost Reason is provided. This resolves the previous error stating "Missing Required Field: Closed Lost Reason is required when closing the opportunity."</li><li data-bbox="592 1522 1023 1785">• Documentation] Improvements to documentation: Made several improvements to documentation to reflect the changes.</li></ul>	

Change	Description	Date
	<ul style="list-style-type: none"><li>• Known issues with a pending fix and list of upcoming features:<ul style="list-style-type: none"><li>• While performing AssociateOpportunity action with Solutions or Products, the error messages from Offers are shown incorrectly.</li><li>• Ability to remotely create opportunities and simulate AWS validation process in Sandbox</li><li>• Postal Code returns null when it is of the format XXXXX-XXXX for US.</li><li>• Next Steps and Next Step History are not available for opportunities that are marked as "Do not need support from AWS."</li><li>• Unable to get historical opportunities with Customer Business Problem descriptions longer than 255 characters.</li><li>• Ability to delete opportunities that are pending submission.</li><li>• LeadSource is not available in the data model.</li></ul></li></ul>	

Change	Description	Date
Beta 5	<ul style="list-style-type: none"><li>• Changed LifeCycle.Approval Status to LifeCycle.ReviewStatus</li><li>• Changed Insights.ReviewComments to LifeCycle.ReviewComments</li><li>• Added LifeCycle.ReviewStatusReason (new attribute)</li><li>• Added New Value "Pending" to PartnerAcceptance.Status</li><li>• Released SDKs for dotnet, java, javascript, python, ruby.</li><li>• Updated API Reference Guide to reflect the above changes.</li></ul>	2024-04-19

Change	Description	Date
Beta 4	<ul style="list-style-type: none"><li>• Added Sandbox Testing: Ability to test Opportunity Event notification in Sandbox.</li><li>• Added Documentation: Introduced Opportunity Event notification sample rules.</li><li>• Added SDK Releases: Released SDKs for Java (V2), Javascript (V2), DotNet (V3), and Python (V3).</li><li>• Updated Date Format: Updated to follow ISO standards.</li></ul>	2024-03-04



Change	Description	Date
Beta 3	<ul style="list-style-type: none"><li>• Added Change Log File: Introduced a change log file for better tracking of updates and changes.</li><li>• Updated API Reference Guide (PDF): Released a new version of the API Reference Guide in PDF format.</li><li>• Updated API Reference Guide (Web Version): Updated the web version of the API Reference Guide.</li><li>• Added DotNet SDK: Released the DotNet SDK, expanding our support for different programming environments.</li><li>• Updated Python Boto 3 SDK (V2): Released Version 2 of the Python Boto 3 SDK, introducing new features and improvements.</li></ul>	2024-01-24
Beta 2	<ul style="list-style-type: none"><li>• Added API Reference Guide (Web Version): Released a new version of the API Reference Guide (Web Version). Note: This version requires a local webserver to be run after extraction for proper functionality.</li></ul>	2024-01-07

Change	Description	Date
Beta 1	<ul style="list-style-type: none"><li>• Added Boto3 (Initial Release): Launched the initial release of Boto3, a Python SDK for our services.</li><li>• Added Beta Program Guide: Introduced a guide for participants in our Beta testing program.</li><li>• Added API Reference Guide (PDF): Uploaded the first version of our API Reference Guide in PDF format, providing comprehensive documentation for our API.</li></ul>	2023-12-15
Beta 0	This initial release provides a suite of functionalities to manage and optimize partner engagements and opportunities in AWS Partner Central.	2023-11-15

# Document history

The following is a list of documentation releases for this API reference.

Change	Description	Date
<a href="#">RC 3 release</a>	Candidate 3 version of the AWS Partner Central API released	October 17, 2024
<a href="#">RC 2 release</a>	Candidate 2 version of the AWS Partner Central API released	August 7, 2024
<a href="#">RC 1 release</a>	Candidate 1 version of the AWS Partner Central API released	June 21, 2024
<a href="#">Beta 5 release</a>	Beta 5 of the AWS Partner Central API released	April 19, 2024
<a href="#">Beta 4 release</a>	Beta 4 of the AWS Partner Central API released	March 4, 2024
<a href="#">Beta 3 release</a>	Beta 3 of the AWS Partner Central API released	January 24, 2024
<a href="#">Beta 2 release</a>	Beta 2 of the AWS Partner Central API released	January 7, 2024
<a href="#">Beta 1 release</a>	Beta 1 of the AWS Partner Central API released	December 15, 2023
<a href="#">Beta 0 release</a>	AWS Partner Central API initial release	November 15, 2023