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UNIVERSITY
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Sandip University, Nashik
School of Computer Sciences and Engineering (SOCSE)
Department of CSF

Report of Value-Added Program

Category of Event	: Value added Program
Title	: “Value added Program On “AWS Cloud Foundation”
Schedule	: 08 August 2023
Venue	: S-108, ‘O’ Building, SOCSE
Duration	: 1 week
Organizing Faculty/ Convener (s)	: Mr. Narendra S. Joshi
Organizing Department	: Department of CTIS, School of Computer Sciences & Engineering
Faculty Coordinators	: Mr. Yogesh R Bhalerao
Total Number of Participants	: 67 Training Completed

Objectives:

1. **Enhance AWS Service Offerings:** The primary goal of a Value-Added Program is to enhance AWS's existing services by adding new features, functionality, or capabilities that address specific customer needs or industry requirements.
2. **Improve Customer Experience:** The program should aim to improve the overall customer experience by providing additional tools, resources, or support that make it easier for AWS customers to use AWS services effectively.
3. **Increase Adoption and Usage:** Encouraging more organizations to adopt and use AWS services is a key objective. Value-added services or solutions can make AWS more attractive and accessible to a wider range of customers.
4. **Optimize Cost and Performance:** Programs may focus on helping customers optimize their AWS usage to achieve cost savings while maintaining or improving performance.
5. **Industry-Specific Solutions:** Some Value-Added Programs may target specific industries (e.g., healthcare, finance, retail) and aim to deliver industry-specific solutions that comply with regulatory requirements and best practices.
6. **Education and Training:** Providing training, certification, or educational resources to help customers and partners better understand and utilize AWS services.
7. **Technical Support:** Offering enhanced technical support, consulting services, or dedicated support teams to assist customers in deploying and managing AWS solutions.
8. **Security and Compliance:** Ensuring that the value-added solutions meet AWS security and compliance standards and helping customers meet their own compliance requirements.
9. **Innovation and Technology Integration:** Collaborating on innovative projects and technologies that can integrate with AWS services, such as IoT, machine learning, or data analytics solutions.
10. **Market Expansion:** Expanding the reach of AWS services into new markets or geographies through partnerships with local or regional organizations.
11. **Customer Success and Satisfaction:** Measuring and improving customer satisfaction and success with AWS services and the value-added solutions provided through the program.
12. **Revenue Growth:** For both AWS and the partner organization, a key objective may be to grow revenue through the sale of value-added services, licenses, or subscriptions.
13. **Ecosystem Development:** Building and nurturing a thriving ecosystem of partners, developers, and customers around AWS services.

Outcomes:

1. **Increased Customer Satisfaction:** Value-added programs often lead to improved customer satisfaction as they provide customers with additional tools, support, and resources to maximize the value of AWS services.
2. **Higher Adoption Rates:** Programs can lead to increased adoption of AWS services as customers find it easier to deploy and manage solutions, resulting in more organizations using AWS for their cloud computing needs.
3. **Cost Savings:** Value-added programs may help customers optimize their AWS usage, leading to cost savings through more efficient resource allocation and utilization.
4. **Enhanced Security and Compliance:** Customers benefit from enhanced security and compliance solutions that are part of the value-added program, helping them meet regulatory requirements and secure their data and applications.
5. **Industry-Specific Solutions:** In some cases, programs deliver industry-specific solutions that address unique industry challenges, resulting in better outcomes for organizations within those industries.
6. **Technical Expertise:** Customers gain access to technical expertise and support that can help them troubleshoot issues, design robust architectures, and ensure their applications run smoothly on AWS.
7. **Training and Skill Development:** Education and training resources offered through the program can lead to improved skills and capabilities among AWS users, empowering them to make the most of AWS services.
8. **Revenue Growth:** Both AWS and the partner organization can experience revenue growth as customers adopt value-added solutions, purchase additional services, or subscribe to premium support.
9. **Market Expansion:** Value-added programs may help AWS expand its market presence by targeting specific regions, industries, or customer segments that were previously underserved.
10. **Innovation:** Collaborative efforts within the program can result in innovative solutions and technologies that benefit AWS customers and the broader cloud computing ecosystem.
11. **Ecosystem Growth:** The program can contribute to the growth and diversification of the AWS ecosystem by attracting new partners and developers who build complementary products and services.
12. **Measurable Impact:** Organizations often measure the success of a value-added program through key performance indicators (KPIs) such as customer retention rates, revenue generated, cost savings achieved, and customer satisfaction scores.
13. **Competitive Advantage:** Customers who benefit from the program may gain a competitive advantage in their respective markets by leveraging advanced AWS capabilities and expertise.
14. **Long-Term Partnerships:** Successful value-added programs can lead to long-term partnerships between AWS and the participating organizations, fostering ongoing collaboration and innovation.

Conclusion:

Value added program successfully completed and students were appreciate with the knowledge they get through this program.

Photographs:



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