

Local currency offers and disbursement

Step-by-Step Guide for AWS Marketplace Sellers

AWS Marketplace sellers now can create private offers and receive disbursements in supported non-USD currencies (EUR, GBP, JPY, AUD) into local bank accounts, and buyers can procure software and services without foreign exchange variability.

Sellers can use one or multiple local bank accounts in [eligible seller jurisdictions](#) to receive disbursements.

Buyers will be invoiced in the same currency used by the Seller in the private offer.

NEW as of Sept 2025: Private offers with usage-based pricing can now be created in supported non-USD currencies.

This guide provides a step-by-step overview for how AWS Marketplace sellers can set up disbursement preference for local bank account and create private offers in non-USD currencies.

Considerations:

1. If you want to use an UK-based bank account, you will need to complete the [Know-Your-Customer](#) and [Bank Account Verification](#) process to onboard onto AWS EMEA.
2. If you want to get disbursed into an UK-based bank account, you will only receive disbursement in EUR and GBP through sales invoiced by AWS EMEA.



Step 1: Log into AWS Marketplace Management Portal

Log into your [AWS Marketplace Management Portal](#) using your AWS Marketplace Seller account. From the **Settings** menu, click on **Payment information**.

Step 2: Provide banking information

Sellers will not be required to use US ACH bank account or Hyperwallet when registering on AWS Marketplace. They can use local bank accounts in [eligible seller jurisdictions](#).

From the **Payment information** menu, navigate to **Bank accounts** and click on **Add bank account** button.

- You can use one bank account or multiple ones to receive disbursements. Please check with your bank directly on what currencies can be disbursed into your bank account.
- To use an UK bank account, you must complete KYC process for AWS EMEA ([See Step 2.1](#)).
- If you are already KYC complaint, you must complete bank account verification for all of your local bank accounts ([See Step 2.2](#)).

The screenshot shows the 'Settings' page in the AWS Marketplace Management Portal. The 'Payment information' tab is selected. The 'Account summary' section displays the following details:

Legal business name	Business location info	Account status	Status description
MP International Seller 101	United States	<ul style="list-style-type: none">✔ Publish paid and free products✔ KYC Verified	You can publish free or paid (including BYOL) products for customers where you collect software charges. Learn more Your account is verified, you will receive your EMEA and Republic of Korea disbursements to the provided bank account.

Below the account summary, there are tabs for 'Public profile', 'Payment information', 'Know your customer (KYC)', 'Service-linked roles', 'Notifications', and 'Tags'. The 'Payment information' tab is active.

The 'Tax information' section includes an 'Update tax information' button and displays the following status:

Tax interview status	DAC7 questionnaire status	Tax documents
⊘ Tax information mismatch.	⚠ Missing information	1099K DAC7

The 'Bank accounts (3)' section has a search bar with the placeholder text 'Find bank account' and buttons for 'View details', 'Edit', and 'Add bank account'.

Select the **payment method** and enter the payment method information and billing address. If you choose to use SWIFT account, you will need to provide bank account details and billing address.

- Business Identifier Code (BIC): also known as SWIFT code, is a code with 8 to 11 characters that identifies banks and financial institutions globally. You can find your BIC in multiple ways, including running a search in your browser or asking your bank directly.
- Billing address: The billing contact information is used to verify the billing address associated with your payment method. This contact is also used for any billing or payment-related communication.
- Using SWIFT accounts may incur costs for incoming disbursement. Reach out to your bank for more details.

For further assistance, please reach out via [Contact Us form](#). Select **Commercial Marketplace, Seller Account and Banking**, and provide details about your request.

Add bank account

To add a bank account, add a unique bank account name, choose the type of payment method and then provide the bank account details.

Payment Method [Info](#)

The payment method can be a US-based ACH account, SWIFT account or Hyperwallet account. SWIFT accounts can be used for any supported currency (AUD, EUR, GBP, JPY, and USD), whereas US-based ACH and Hyperwallet accounts can only use USD.

Payment method

US-based ACH account
An electronic payment delivery system that allows bank and credit union account holders in the United States to transfer funds across the Automated Clearing House(ACH) network. This option is available for USD.

SWIFT account
An electronic payment delivery system that allows bank account holders to transfer funds internationally. This option can be used for the following currencies: AUD, EUR, GBP, JPY, and USD.

SWIFT account [Info](#)

The SWIFT account details include basic account information.

Bank account holder name
Enter the bank account holder's full name.

BIC (SWIFT code) [Info](#)
BIC stands for Bank Identifier Code. It identifies the bank where the funds are to be sent.

BIC (SWIFT code) is typically 8 or 11 characters long.

Account number
Your account number is usually provided by your bank and is specific to your individual account.

Adding SWIFT account may incur costs for incoming wire transfers. You need to reach out to the bank.

Step 2.1: (only for UK bank account)

To use a UK bank account, you must complete [Know-Your-Customer](#) and [Bank Account Verification](#) process to onboard onto AWS EMEA.

Once you have added your UK bank account, select the UK bank account from **Bank accounts**, and click on **View details** button. This will guide you to a banner showing 'Bank account verification required', and click on **Verify bank account** button.

- You will need to consider using a different bank account to receive disbursements in USD, as public subscription transactions will remain in USD.

Note: UK bank account can only receive disbursements in EUR and GBP for sales invoiced by AWS EMEA. If you are using a UK bank account to receive EUR/GBP disbursements, you cannot sell Professional Services in EUR/GBP and get disbursed into your UK bank account. This is due to invoices from Professional Services transactions are only issued by AWS Inc.

For further assistance on the Know-Your-Customer process, please reach out via [Contact Us form](#). Select **Commercial Marketplace, Marketplace Operator Onboarding and EMEA**, and provide details about your request.

Home > Settings > Account 123

Account 123

Edit Delete Verify bank account

Bank account verification required

Due to Know Your Customer (KYC) compliance requirements, your bank account needs to be verified. Verify your bank account by providing a recent statement in order for disbursements to go through Amazon Payment Europe (APE).

Verify bank account X

Bank account summary

Account number **** *456 (SWIFT)	Verification status Not verified	Payment method US-based ACH account
Bank account holder name Henry Smith	Bank account address 7 W 34st, New York, NY, 10011, United States	ARN arn:aws:cloudfront::bbb.cloudfront.net/S LCCSMWOHOFUYO

Step 2.2: (only for sellers who are KYC compliant)

If you are already KYC compliant, you must complete [Bank Account Verification](#) for all of your local bank accounts to receive disbursements. Once you have added your bank accounts, you will see the verification status.

Note: Please ensure you have completed all the tasks under the KYC tab and you are KYC verified (see highlight in yellow below) before you verify your bank accounts. If you have any pending tasks inside the KYC tab or if your account is under KYC review, you will not be able to complete the bank account verification.

The screenshot shows the 'Settings' page in Seller Central. The 'Account summary' section includes: Legal business name (MP International Seller 101), Business location (United States), Account status (Publish paid and free products, **KYC verified**), and Status description. Below this are tabs for Public profile, Payment information, Know your customer (KYC), Service-linked roles, Notifications, and Tags. The 'Tax information' section shows tax interview status (Tax information mismatch), DAC7 questionnaire status (Missing information), and tax documents (1099K, DAC7). The 'Bank accounts' section (3) includes a search bar and a table with columns: Account number, Verification status, Payment method, and Bank account ARN. The table lists three accounts: two 'Verified' (US-based ACH and SWIFT) and one 'Not verified' (SWIFT).

To verify your bank account, click on **View details**. You will see a banner showing **Bank account verification required**, and click on **Verify bank account** button.

The screenshot shows the 'Verify bank account' modal window for 'Account 123'. It features buttons for 'Edit', 'Delete', and 'Verify bank account'. A yellow banner with a warning icon states: 'Bank account verification required. Due to Know Your Customer (KYC) compliance requirements, your bank account needs to be verified. Verify your bank account by providing a recent statement in order for disbursements to go through Amazon Payment Europe (APE)'. A 'Verify bank account' button is also present in the banner. Below the banner is a section for 'Bank account summary'.

Step 3: Add disbursement method

Once you have provided the banking information, navigate back to **Payment information** menu, find **Disbursement methods** and click on **Add disbursement method** button.

Select the disbursement currency from **Currency** dropdown, and select the appropriate **Bank account** for that currency. You can only associate one currency to a bank account. You can use multiple bank accounts and associate each with different currencies.

- UK bank account can only receive disbursements in EUR and GBP from sales invoiced by AWS EMEA.
- US ACH bank account and Hyperwallet can only receive disbursements in USD.
- All disbursements to you will be sent through applicable clearance and settlement systems (ACH, SWIFT transfer) to your designated bank account.

Note: Public offers will remain in USD. You will need to add USD as a disbursement method to create offers and receive disbursements in USD.

NEW as of Sept 2025: Private offers with usage-based pricing can now be created in supported non-USD currencies.

Disbursement method [Info](#)

You can't change the currency of a disbursement method because you might already have offer or payable balance in same currency. However you may switch to a different bank account and update disbursement schedule. UK bank accounts will not be available in the dropdown if you want to receive disbursements in AUD, JPY, and USD at this time.

Currency
British pound | GBP (£)

Bank account
Choose a bank account for the disbursement.

**** *661 (SWIFT) ▼

Step 4: Create ISV direct private offer or [DSOR direct private offer](#)

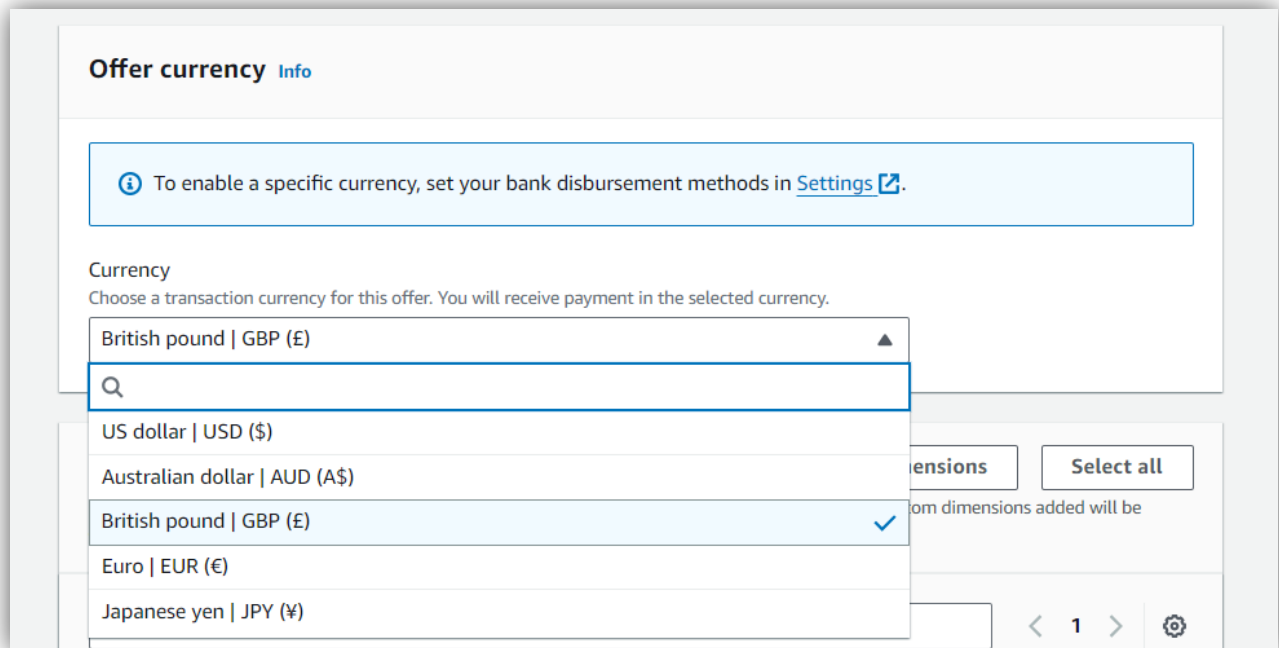
Once you have provided your banking information and configured disbursement preference, you can now create private offers in supported local currencies.

From the **Offers** menu in AWS Marketplace Management Portal, click on **Create private offer**. Select **Direct private offer**, product type and your product under dropdown. At offer creation step 2 (set offer duration and prices), select the currency from the dropdown. You can only create offers in the currency in which you have completed the disbursement preference.

When you finish entering all details, review the offer and click **Create private offer**.

- Please [refer to this guide](#) to understand the offer submission process.

For further assistance on the offer creation process, please reach out via [Contact Us form](#). Select **Commercial Marketplace, Private Offer and Offer Creation**, and provide details about your request.



Step 4: Create Channel Partner Private Offer or [DSOR Channel Partner Offer](#)

Once you have provided your banking information and configured disbursement preference, you can now create CPPO or DSOR Channel Partner Offer in supported local currencies.

As an ISV or DSOR partner, you need to first create a resale authorization. From the **Partners** menu in AWS Marketplace Management Portal, click on **Create opportunity** button.

Under **Discounts and Products**, select the discount type and your product for resale. Select currency from the dropdown.

When you finish entering all details, review the authorization and click on **Create opportunity** button.

Note: Your Channel Partner who will receive the resale authorization can only create CPPO in the same currency.

For further assistance on the offer creation process, please reach out via [Contact Us form](#). Select Commercial Marketplace, Private Offer and Offer Creation, and provide details about your request.

Discounts & Products

Discount type
Choose how you'd like to apply discounts to the public price. For the Individual pricing and Flexible payment schedule discount types, you can use the local currency.

Percentage discount
Apply a single discount rate to all selected products

Individual pricing
Apply a single discount rate to all selected products

Flexible payment schedule
Set a flexible payment schedule

Your product(s) [Info](#)
Choose up to ten of your products to authorize resale by the selected resellers. Local currency is only supported with contract pricing.

Next-Generation Gen AI - SaaS contract solution

To enable a currency, set up the bank disbursement preference for that currency using [Account settings](#).

Currency | [Info](#)
Select supported currency that resellers are authorized to create offers with.

British pound | GBP (£)

Step 5: Create Channel Partner Private Offer or [DSOR Channel Partner Offer](#)

Once you have provided banking information and configured disbursement preference, you can now create CPPO or DSOR Channel Partner Offer in supported local currencies.

As a Channel Partner, once you have received the resale authorization, you can create the offer to the buyer. You can only create the CPPO in the same currency as in the resale authorization.

Note: You will get disbursed in the same currency as the offer.

For further assistance on the offer creation process, please reach out via [Contact Us form](#). Select Commercial Marketplace, Private Offer and Offer Creation, and provide details about your request.

The screenshot shows the 'Create offer' page in the AWS Marketplace management portal. The breadcrumb trail is 'AWS Marketplace management portal > Offers > Create offer'. A sidebar on the left lists five steps: Step 1 (Provide offer information), Step 2 (Set offer duration and prices), Step 3 (Add buyer), Step 4 (Configure legal documentation), and Step 5 (Review and submit). The main content area is titled 'Set offer duration and prices' and contains three sections: 'Product pricing' (noted as set by the ISV), 'Service dates' (with options for 'Start at acceptance' and 'Start at a future date', and 'Contract duration' options of 1, 12, or 24 months), and 'Offer currency' (set to British pound | GBP (£)).

Frequently Asked Questions - Sellers

1. I need assistance on the steps, who should I reach out to?

Please reach out via [Contact Us form](#). For assistance on adding your bank accounts or disbursement methods, select Commercial Marketplace, Seller Account and Banking. For assistance on creating private offers, select Commercial Marketplace, Private Offer and Offer Creation.

2. With what products can I create private offers in non-USD?

You can create non-USD private offers for contract as well as usage-based pricing products, such as SaaS contract, AMI contract or Professional Services.

NEW as of Sept 2025: Addition of usage-based pricing products to non-USD private offer creation.

3. I'm an existing seller, do I need to keep using my US bank account or Hyperwallet?

You can keep using your US ACH bank account or Hyperwallet. However, US ACH and Hyperwallet can only receive disbursements in USD. If you want to receive non-USD disbursements, you must provide banking information including SWIFT details.

4. I'm a new seller, do I need a US bank account or Hyperwallet to register as a seller?

No, US bank account or Hyperwallet is no longer mandatory for seller registration. However you will need to have a bank account that can receive disbursement in USD, as public subscription transactions will remain in USD.

5. In which countries can I use a local bank account?

US, EU, UK, Norway, Switzerland, Israel, UAE, Qatar, Bahrain, Australia, New Zealand, Colombia and Japan. To use UK bank accounts, you must complete the KYC process.

6. Can I use one bank account for multiple currencies?

Yes. Please check with your bank directly what currencies can be disbursed into your bank account. For example, you can use your EU bank account to receive disbursements in EUR, GBP or USD. UK bank account can only receive disbursements in EUR and GBP from EMEA sales invoiced by AWS EMEA). US ACH account and Hyperwallet can only receive disbursements in USD.

Frequently Asked Questions - Sellers

7. Can I create private offer in currency A but receive disbursement in currency B?

No, private offer creation and disbursement will be in the same currency.

8. Can I create Agreement-Based Offer with a new currency?

Yes. When you create an agreement-based offer, you can select a new currency. For CPPO agreement-based offer, ISV will need to set the preferred currency in the resale authorization.

9. Can I choose any of the available non-USD currencies to create the private offer?

Prior to offer creation, you should complete the bank account setup and currency association as disbursement preference. You cannot select the currency if it is not associated to any bank account.

10. Can I create the private offer in any of the available currencies to any buyers?

You can only create the private offer in the currencies the buyer can use to pay their invoices. Supported currencies are based on the buyer's location, please [refer to this guide](#) to learn more.

11. What will happen if the buyer wants to pay in a different currency than the offer currency?

The buyer will be invoiced in the same currency as in the private offer. If they wish to pay in a different currency, please reach out to AWS Support.

12. What will happen if my buyer moves to a location where their invoices are from a new Marketplace entity after accepting an offer in non-USD?

If the buyer moves to a new Marketplace operator location, for example the buyer was receiving invoices in EUR from AWS EMEA and has moved to AUS. Buyer will start receiving invoices from AWS AUS in AUD, you must negotiate a new private offer in the new currency with your buyer. If you do not renegotiate a new offer, the buyer will receive invoices in USD with a variable foreign exchange (FX) rate at the time of invoicing. We will also disburse the funds to you in USD. You will then have to cancel the offer and issue a refund to the buyer if you received a disbursement from the new invoicing entity prior to cancellation.