

Amazon Web Services Marketplace China Listing Fee Rates

亚马逊云科技Marketplace上架费率

This document sets forth the Listing Fee rate model used to calculate the Listing Fees applicable to transactions for your Offering(s). This document is part of the Service Terms for Amazon Web Services Marketplace China Sellers (the “Seller Terms”). Any capitalized terms not defined herein have the definition set forth in the Seller Terms.

本文件列出了用于计算适用于您的“产品”相关交易上架费的上架费率模式。本文件构成《亚马逊云科技Marketplace卖家服务条款》（“卖家条款”）的一部分。本文件使用的所有缩写与双引号内术语与卖家条款中赋予其的含义相同。

1. Listing Fee Rates for purchases through the public marketplace

适用于通过公开市场交易的上架费率

Listing Fee rates for your Offerings purchased through the public marketplace will be calculated on the deployment method.

通过公开市场交易的您的“产品”的上架费率应根据部署方式计算。

A. Table 1: AMI:

表格1: AMI:

Tier 层级	AMI AMI	Listing Fee Rate 上架费率
1	All transaction sizes 所有交易	20%

B. Table 2: SaaS:

表格2: SaaS服务:

Tier 层级	SaaS SaaS服务	Listing Fee Rate 上架费率
1	All transaction sizes 所有交易	3%

2. Listing Fee Rates for Private Offer subscriptions

专属优惠订阅的上架费率

Listing Fee rates for Private Offers will be calculated on a tiered basis (“Tiered Listing Fee Rate” or “TLF”), as determined by the value of a Transaction and the Sales Model (e.g., SaaS). The value of each Transaction, which determines the tier, is calculated based on the total value of the Private Offer. If the Subscriber is paying hourly charges for a product metered by the Amazon Web Services Marketplace China Metering Service, then the Transaction value will be the amount that we billed to the Subscriber each month.

专属优惠的上架费率应分层计算（“分层上架费率”），由每个“交易”的价格和出售方式（例如，SaaS服务）决定。每个“交易”的价格决定其层级，并基于专属优惠的总价计算。如果“用户”对由亚马逊云科技Marketplace Metering Service计量的产品按小时付费，则该等“交易”的交易价格为每月我们向“用户”计费的金額。

Table 3: Tiered Listing Fee Rates for Marketplace Private Offers (SaaS and AMI):
 表格3：适用于Marketplace 专属优惠的分层上架费率（SaaS服务和AMI）：

Tier 层级	Marketplace Private Offers Marketplace 专属优惠	Listing Fee Rate 上架费率
1	Less than RMB 700,000 Yuan 低于70万元人民币	3%
2	Between RMB 700,000 Yuan and RMB 7 million Yuan 等于或高于70万元人民币但低于700万元人民币	2%
3	Greater than RMB 7 million Yuan 等于或高于700万元人民币	1.5%
4	Subscriber retention Renewals* 用户留存续订*	1.5%

* **“Renewals”** means both (i) a Subscriber’s renewal of an existing paid subscription to Your Offering(s) and (ii) a renewal of an existing paid subscription between you and Subscriber that did not originate from but was renewed via Amazon Web Services Marketplace China. For a Renewal as stated in the section (ii) above, Western Cloud reserves the right to require additional information from you to verify the underlying subscription. Failure to provide this information may result in the revocation of the Renewal Listing Fee rate for such transaction.

* **“续订”** 指以下任一，（i）对您的“产品”已有的“用户”付费订阅的续订，或（ii）对您和“用户”的已有付费订阅的续订，该等订阅最初未在亚马逊云科技Marketplace上进行但经由亚马逊云科技Marketplace续订。对于上述（ii）条款中所述的续订，西云数据有权要求您提供额外信息以核验基础订阅。未能按要求提供该等信息可能导致对相应交易适用的续订上架费率的优惠被撤回。

3. Channel Partner Private Offers (CPPO)

渠道合作伙伴专属优惠

CPPO products have a .5% uplift on the listing fee, regardless of the offer type or deployment method. For example, if the product is a SaaS private offer with total contract value less than RMB 700,000 Yuan, the listing fee rate would be 3.5%.

渠道合作伙伴专属优惠产品适用的上架费率均上浮0.5%，无论报价或部署方式为何。例如，如果相关的CPPO产品是SaaS服务专属优惠报价且总价低于70万元人民币，则适用的上架费率应为3.5%。

4. Professional Services

专业服务

All professional service offerings have a 2.5% listing fee for private offers.

所有专业服务产品的专属优惠适用的上架费率为2.5%。