



AWS Oracle Competency

Consulting Partner Validation Checklist

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Introduction

The goal of the AWS Competency Program is to recognize APN Partners who demonstrate technical proficiency and proven customer success in specialized solution areas. The Competency Partner Validation Checklist is intended for APN Partners who are interested in applying for AWS Competency. This checklist provides the criteria necessary to achieve the designation under the AWS Competency Program. APN Partners undergo an audit of their capabilities upon applying for the specific Competency. AWS leverages in-house expertise and a third-party firm to facilitate the audit. AWS reserves the right to make changes to this document at any time.

Expectations of Parties

It is expected that APN Partners will review this document in detail before submitting an application for the AWS Competency Program, even if all of the prerequisites are met. If items in this document are unclear and require further explanation, please contact your Partner Development Representative (PDR) or Partner Development Manager (PDM) as the first step. Your PDR/PDM will contact the Program Office if further assistance is required.

When ready to submit a program application, APN Partners should complete the Partner Self-Assessment column of the AWS Competency Program Validation Checklist set forth below in this document.

To submit your application:

1. Log in to the [APN Partner Central](https://partnercentral.awspartner.com/) (<https://partnercentral.awspartner.com/>), as Alliance Lead
2. Select “View My APN Account” from the left side of the page
3. Scroll to “Program Details” section
4. Select “Update” next to AWS Competency you wish to apply for
5. Fill out Program Application and Click “Submit”
6. Email completed Self-Assessment to competency-checklist@amazon.com

If you have any questions regarding the above instructions, please contact your APN Partner Development Representative/Manager.

AWS will review and aim to respond back with any questions within five (5) business days to initiate scheduling of your audit or to request additional information.

APN Partners should prepare for the audit by reading the Validation Checklist, completing a self-assessment using the checklist, and gathering and organizing objective evidence to share with the auditor on the day of the audit.

AWS recommends that APN Partners have individuals who are able to speak in-depth to the requirements during the audit. The best practice is for the APN Partner to make the following personnel available for the audit: one or more highly technical AWS certified engineers/architects, an operations manager who is responsible for the operations and support elements, and a business development executive to conduct the overview presentation.

AWS Oracle Competency Program Prerequisites

AWS Oracle Competency APN Partners have demonstrated success helping customers architect, deploy, and manage Oracle based software workloads running on the AWS Cloud. Oracle workloads could be customers own workloads based on Oracle technologies such as database, Oracle Fusion MiddleWare (FMW) or Oracle packaged software solutions such Oracle E-Business Suite, PeopleSoft, Siebel etc. By attaining the AWS Oracle Competency, you are demonstrating to our customers that you have deep expertise in designing, implementing, and deploying Oracle workloads in highly available, cost effective and compliant manner.

The following items will be validated by the AWS Competency Program Manager; missing or incomplete information must be addressed prior to scheduling of the validation review.

1.0 APN Program Requirement		Met Y/N
1.1 Program Guidelines	The APN Partner must read the Program Guidelines and Definitions before applying to the Oracle Competency Program. Click here for program details	
1.2 Consulting Partner Tier	Partner must be Advanced or Premier APN Consulting Partner before applying to the Oracle Competency Program.	
1.3 Oracle Partnership	Partner must be listed as an Oracle partner in the OPN Solutions Catalog .	
1.4 Certified Personnel	In addition to the certification/training requirements for APN tier compliance, APN Partner must have: ≥ 4 'AWS Solution Architect Professional' certified personnel, and ≥ 2 'Oracle Certified Professional' certified personnel Evidence of Oracle certificates must be provided by attaching soft copies of the certificates or providing direct URLs to Oracle certificates.	
2.0 AWS Customer Case Studies		Met Y/N
2.1 Oracle - Specific Customer Case Studies	<p>APN Partner must have</p> <ul style="list-style-type: none"> ▪ Four (4) unique AWS customer case studies specific to completed Oracle projects; ▪ Two (2) of the case studies must be publicly referenceable case studies. <p>Among the four (4) unique case studies, two (2) of the case studies (either private or public) must be in reference to implementation of non-database workloads such as Fusion MiddleWare or packaged software such as Oracle E-Business Suite, PeopleSoft, Siebel etc.</p> <p>Case studies must be for projects that are in production, rather than in pilot or proof of concept stage. Projects that are still in development stage will not be accepted. Projects should have been executed within the last 2 years from the date of submission.</p> <p>Partner must provide the following information for each case study:</p> <ul style="list-style-type: none"> ▪ Name of the customer ▪ Current Oracle install-base with the customer, including details of Oracle technologies, products and versions ▪ Problem statement/definition ▪ What you proposed ▪ How AWS services were used as part of the solution ▪ Third party applications or solutions used ▪ Start and end dates of project ▪ Quantified outcomes and results ▪ AWS architecture diagrams with AWS services being used <p>Customer case studies are used to validate your expertise on Oracle practice in general and in AWS in particular. The customer case studies should highlight the unique value proposition and better-</p>	

	together story of the partner solution running on AWS. This information will be requested as part of the Program Application process in Partner Central.	
2.2 Publicly Available Case Studies	<p>2.2.1 Two (2) of the four (4) AWS customer case studies must be public; evidence must be in the form of publicly available case studies, white papers, blog posts. A Partner who has achieved the Government Competency may be exempted from this requirement on approval.</p> <p>2.2.2 Public case studies must be easily discoverable on the Partner’s website, e.g., must be able to navigate to the case study from the Partner’s home page. Partner must provide link to these case studies.</p> <p>2.2.3 Public case studies must include the following:</p> <ul style="list-style-type: none"> ▪ Name of the customer ▪ Current Oracle install-base with the customer, including details of Oracle technologies, products and versions ▪ Problem statement/definition ▪ What you proposed ▪ How AWS services were used as part of the solution ▪ Third party applications or solutions used ▪ Start and end dates of project ▪ Quantified outcomes and results ▪ AWS architecture diagrams with AWS services being used <p><i>Note: Public case studies are used by AWS upon approval into the Competency to showcase the Partner’s demonstrated success in the practice area and provide customers with confidence that Partner has the experience and knowledge needed to develop and deliver solutions to meet their objectives.</i></p> <p><i>Note: For best practice on how to write an accepted Public Case Study See Here</i></p>	
3.0 AWS Oracle Practice and Focus		Met Y/N
3.1 Partner Practice Landing Page	<p>AWS customers are looking for expertise in the development and delivery of Oracle solutions on AWS; a Partner’s internet presence specific to their AWS Oracle practice provides customers with confidence about the Partner’s Oracle capabilities and experience.</p> <p>APN Partner must have a landing page that includes</p> <ul style="list-style-type: none"> ▪ Description of their AWS Oracle practice, ▪ List of AWS solutions and Competency use cases, ▪ List of Oracle solutions or products where the partner has expertise ▪ Technology partnerships and alliances ▪ Links to AWS customer case studies ▪ Any other relevant information supporting the Partner’s expertise related to Oracle and highlighting the partnership with AWS. <p>AWS Oracle practice page must be accessible from Partner’s home page. Home page is not acceptable as a practice page unless Partner is a dedicated AWS Oracle consulting company and home page reflects the Partner’s concentration on AWS Oracle</p> <p><i>Note: For best practice on how to build an accepted APN Partner Practice Landing Page See Here</i></p>	
3.2 Oracle Thought Leadership	<p>AWS Oracle Competency Partners are viewed as having deep domain expertise in Oracle, having developed innovative solutions that leverage AWS services.</p> <p>Specifically, Partner must provide evidence of the ability to communicate and educate on processes, vertical-specific use cases, and anti-patterns.</p> <p>APN Partner must have public-facing materials (e.g., blog posts, press articles, videos, etc.) showcasing the APN Partner’s focus on and expertise in Oracle. Links must be provided to examples of materials published within the last 12 months, examples of customer workshops/education and description of vertical use-cases offered.</p>	
4.0 Partner Self-Assessment		Met Y/N

**4.1 AWS
Competency
Partner Program
Validation
Checklist Self-
Assessment**

APN Partner must conduct a self-assessment of their compliance to the requirements of the AWS Oracle Consulting Partner Validation Checklist.

- APN Partner must complete all sections of the checklist.
- Completed self-assessment must be emailed to competency-checklist@amazon.com, using the following convention for the email subject line: “[APN Partner Name], AWS Oracle Competency Consulting Partner Completed Self-Assessment.”
- It is recommended that APN Partner has their Solutions Architect or Partner Development Manager (PDM) review the completed self-assessment before submitting to AWS. The purpose of this is to ensure the APN Partner’s AWS team is engaged and working to provide recommendations prior to the audit and to help ensure a positive audit experience.

AWS Oracle Consulting Partner Validation Checklist

In preparation for the validation process, APN Partner should become familiar with the items outlined in this checklist and prepare objective evidence, including but not limited to: prepared demonstration to show capabilities, process documentation, and/or actual customer examples. APN Partners are not limited to the four (4) case studies submitted as part of the prerequisite process but should be prepared to describe how the new case studies meet the minimum acceptable criteria for an AWS Oracle case study if being used during the validation.

The AWS Competency Program is guided by [AWS best practices](#) and [Well Architected Framework](#).

1.0 Oracle Practice Overview		Met Y/N
1.1 Customer Presentation	<p>APN Partner has a company overview presentation that sets the stage for customer conversations about their AWS Oracle practice and showcases Partner’s demonstration capabilities.</p> <p>Presentation contains information about the APN Partner’s AWS Oracle practice, including AWS-specific differentiators, e.g., what is unique about the APN Partner’s Oracle practice that can only be accomplished leveraging AWS.</p> <p>Overview presentations contain:</p> <ul style="list-style-type: none"> ▪ Company history ▪ Office locations ▪ Working model (onsite, offshore, nearshore) ▪ Number of employees ▪ Customer profile, including number and size of customers, including industry ▪ Overview of AWS Oracle Practice <p>Evidence must be in the form of a presentation delivered by a business development executive at the beginning of the validation session and should be limited to 15 minutes.</p>	
1.2 AWS Oracle Services Expertise	<p>AWS customers seeking Oracle consulting services view AWS Oracle Competency Partners as the go-to experts in the field. Potential customers often ask for examples of solutions built for other customers when choosing an APN Partner and want confidence that consultants are up to date on AWS Oracle services.</p> <p>For each of the following AWS service categories:</p> <ul style="list-style-type: none"> ▪ Databases - Amazon Relational Database Service (RDS) ▪ Migrations - AWS Database Migration Service (DMS), Snowball, VM Export/Import ▪ Core - AWS core services - EC2, EBS, VPC, S3, ELB, VPN, Direct Connect <p>And the following pillars</p> <ul style="list-style-type: none"> • Reliability • Security • AWS Well Architected Framework <p>APN Partner can provide the following:</p> <ul style="list-style-type: none"> ▪ Examples of customer solutions leveraging each service ▪ If AWS service is not being leveraged by an active customer, a hypothetical use case is available including where that service should be considered and how it will be supported ▪ Description of how services are supported by APN Partner, alone or as part of a solution comprising multiple services <p>Note: Evidence may also be found in the submitted customer case studies (Prerequisites, Section 2.0), AWS Oracle Practice and Focus (Prerequisites, Section 3.0), during the customer presentation (Section 1.1 above), or during review of other sections.</p>	

1.3 Maintaining AWS Expertise	<p>APN Partner can describe how they stay current on AWS Service releases related to their AWS Oracle Practice.</p> <p>Evidence must be in the form of a verbal description on enablement materials leveraged by APN Partner to stay current on AWS services and features.</p>	
1.4 End of Project Customer Satisfaction Survey	<p>APN Partner asks customer to complete AWS Customer Satisfaction Survey at the end of the project. This is accomplished by searching for the Partner in the AWS Partner Solutions Finder and asking Customer to leverage the “Rate this Partner” feature.</p> <p>Evidence must be in the form of a demonstration to show where the “Rate this Partner” feature is located on the AWS Partner Solutions Finder and proof of implementation of this process.</p>	

2.0 Operational Excellence	Met Y/N	Notes
<p>The operational excellence pillar focuses on running and monitoring systems to deliver business value, and continually improving processes and procedures. Key topics include managing and automating changes, responding to events, and defining standards to successfully manage daily operations.</p>		
APN Partner Delivery Model		
2.1 MSP Program Participation and Oracle-Specific Differences	<p>Approved MSP Partners are subject to a rigorous onsite audit covering the full customer engagement lifecycle and are therefore eligible for waiver of a number of requirements in the following sections.</p> <p>If APN Partner manages workloads and is an approved AWS MSP Partner, APN Partner must describe any differences in their practice as it pertains to supporting Oracle workloads on an ongoing basis.</p> <p>Evidence must be in the form of a document listing unique considerations for managing Oracle environments.</p> <p>Note: <i>Compliance with this requirement allows APN Partner to claim a waiver for all requirements listed in this Checklist as “Waived if APN Partner is approved AWS MSP.”</i></p>	N/A
2.2 Oracle specific Disaster Recovery Considerations	<p>APN Partner has incorporated Oracle-specific disaster recovery considerations into disaster recovery planning (e.g., backup, etc).</p> <p>Evidence must be in the form of Oracle-specific disaster recovery considerations especially for downstream services such as EC2 and that those services follow best disaster recovery practices.</p>	Not Eligible for Waiver

3.0 Security		Met Y/N	Notes
The security pillar focuses on protecting information and systems. Key topics include confidentiality and integrity of data, identifying and managing who can do what with privilege management, protecting systems, and establishing controls to detect security events.			
User Security Best Practices			
3.1 Identity and Access Management	<p>APN Partner has a documented Access Management Strategy, including but not limited to: AWS Identity and Access Management (IAM) users, symmetric access keys, asymmetric X.509 certificates, console passwords, and hardware or virtual multi-factor authentication (MFA) devices.</p> <p>Evidence must be in the form of a technology demonstration, process documentation that addresses the above, and one customer example.</p>		Waived if APN Partner is approved AWS MSP
3.2 Protection of Root Account Credentials	<p>APN Partner does not administrate AWS accounts by use of root account credentials.</p> <p>Evidence must be in the form of a technology demonstration.</p>		Waived if APN Partner is approved AWS MSP
3.3 Least Privilege Principle	<p>APN Partner has system that provides access to customer resources to its engineers based on the principle of least privilege. A process for defining and maintaining the appropriate level of access is in place. Access to critical or sensitive data (as defined by the customer) is further controlled by multi-factor or quorum authentication with access-based alerts.</p> <p>Evidence must be in the form of a demonstration of internal capabilities and processes for maintaining least privilege access policies.</p>		Waived if APN Partner is approved AWS MSP
Monitoring and Detection			
3.4 Detective Controls	<p>Activity is monitored appropriately, including by maintenance of logs for capturing performance and security event data, e.g., CloudWatch logs, events, VPC Flow Logs, ELB logs, S3 bucket logs, etc.</p> <p>Evidence must be in the form of an example of logs maintained, including demonstration that logs are retained per customer-agreed retention periods.</p>		Waived if APN Partner is approved AWS MSP
Infrastructure and Data Protection			
3.5 Multi-Factor Authentication	<p>APN Partner ensures that multi-factor authentication is activated on all APN Partner and customer AWS root accounts.</p> <p>APN Partner must show evidence of the use of technology (e.g., AWS Trusted Advisor) for regular auditing of accounts for MFA activation and activation of MFA on new AWS root accounts.</p>		Waived if APN Partner is approved AWS MSP
3.6 Protection of Internal Systems from Attacks	<p>For SaaS Implementations APN Partner has established security policies and procedures to monitor and protect its own systems from attacks.</p> <p>Evidence must be in the form of security policies and procedures; may also be in the form of current industry certification related to information security (e.g., ISO 27001) or proof of infrastructure security and information security management processes and associated approvals.</p>		Waived if APN Partner is approved AWS MSP
3.7 Protection of Customer Systems from Attacks	<p>APN Partner has security policies and procedures to protect its customers' systems from attacks.</p> <p>Evidence must be in the form of security policies and procedures; may also be in the form of industry certification related to information security management (e.g., ISO 27001).</p>		Waived if APN Partner is approved AWS MSP
3.8 Data Encryption	Customer contact and business/personal information is encrypted on all APN Partner systems including Partner, billing, and ticketing systems.		Waived if APN Partner is approved AWS MSP

Evidence must be in the form of documentation of customer information storing systems with proof of encryption.		
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4.0 Reliability		Met Y/N	Notes
The reliability pillar focuses on the ability to prevent, and quickly recover from failures to meet business and customer demand. Key topics include foundational elements around setup, cross project requirements, recovery planning, and how we handle change.			
Application Design for High Availability			
4.1 Application Availability	APN Partner designs applications according to customer needs, factoring in cost of building/maintaining that application to the desired availability levels. Evidence must be in the submitted case studies		Not Eligible for Waiver
4.2 Service Interruption	APN Partner understands and has processes to automatically remediate common causes of service interruption including but not limited to: hardware failure, deployment failure, load induced interruptions, data induced interruptions, credential expiration, failure of dependent services, infrastructure availability related to power or environmental sources, and/or identifier exhaustion (exceeding available capacity). Evidence must be in the form of case studies description how these interruptions are accounted for in customer designs, with description of automated remediation that has been established.		Not Eligible for Waiver

5.0 Performance Efficiency			
For this section, APN Partner must select two (2) of the four (4) submitted customer case studies and discuss performance efficiency considerations for both examples.			
The performance efficiency pillar focuses on using IT and computing resources efficiently. Key topics include selecting the right resource types and sizes based on workload requirements, monitoring performance, and making informed decisions to maintain efficiency as business needs evolve.			
Customer Case Studies for Performance Efficiency Considerations		[Insert Case Study #1 Here]	[Insert Case Study #2 Here]
Selection			
5.1 Database	APN Partner to describe considerations for how they select the right AWS options for hosting databases (e.g. Amazon EC2 vs Amazon RDS) specifically outlining requirements for availability, durability, scalability Evidence must be provided in the form of verbal description as it relates to (2) of the four (4) submitted customer case studies.		
5.2 Migration and Data Transfer	APN Partner to describe considerations for how they select the right migration tools and options for transferring large amounts of data and for minimizing downtime during migration. Evidence must be provided in the form of verbal description as it relates to (2) of the four (4) submitted customer case studies.		

6.0 Cost Optimization		Met Y/N	Notes
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Cost Optimization focuses on avoiding un-needed costs. Key topics include understanding and controlling where money is being spent, selecting the most appropriate and right number of resource types, analyzing spend over time, and scaling to meet business needs without overspending.

Spend Visibility and Tracking

6.1 Usage and Spend Awareness	<p>APN Partner leverages billing and cost management tools to monitor usage and spend.</p> <p>Evidence must be in the form of a demonstration of billing and cost management tools used.</p>	<p>Waived if APN Partner is approved AWS MSP</p>
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AWS Resources

Title	Description
How to Build a Practice Landing Page	Provides guidance how to build a Practice/solution page that will meet the prerequisites of the Program.
How to write a Public Case Study	Provides guidance how to build a Public Customer Case Study that will meet the prerequisites of the Program.
How to build an Architecture Diagram	Provides guidance how to build a architecture diagrams that will meet the prerequisites of the Program.
Partner Readiness Doc	Provides guidance and best practice examples of the Program prerequisites.

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