



AWS DevOps 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 DevOps Competency Program Prerequisites

AWS DevOps Competency Partners provide solutions to, or have deep experience working with businesses to help them implement continuous integration and continuous delivery practices or helping them automate infrastructure provisioning and management with configuration management tools on AWS.

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 Requirements		Met Y/N
1.1 Program Guidelines	The APN Partner must read the Program Guidelines and Definitions before applying to the DevOps Competency Program. Click here for Program details	
1.2 Consulting APN Partner Tier	APN Partner must be Advanced or Premier APN Consulting Partner before applying to the DevOps Competency Program.	
1.3 DevOps Certified Personnel	In addition to the certification/training requirements for APN tier compliance, APN Partner must have: <ul style="list-style-type: none"> ≥ 4 AWS Certified Developer – Associate or AWS Certified SysOps Administrator – Associate ≥ 4 AWS Certified DevOps Engineer – Professional 	
2.0 AWS Customer Case Studies		Met Y/N
2.1 DevOps-Specific Customer Case Studies	<p>APN Partner must have four (4) unique AWS customer case studies specific to completed DevOps projects; two (2) of these case studies must be publicly referenceable case studies.</p> <p>APN Partner must provide the following information for each case study:</p> <ul style="list-style-type: none"> Name of the customer 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 (Case studies must be for projects started within the past 18 months, and must be for projects that are in production*, rather than in pilot or proof of concept stage) Outcome(s)/results <p>This information will be requested as part of the Program Application process in APN Partner Central.</p> <p>Note: 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, except: if a project was in a pilot stage and the Partner can provide evidence that the customer ultimately rejected the project, ending its development, it will be considered.</p>	
2.2 Publicly Available Case Studies	<p>2.2.1 Two (2) of the four (4) AWS customer case studies <u>must be public</u>; evidence must be in the form of publicly available case studies, white papers, or blog posts.</p> <p>Note: For best practice on how to write an accepted Public Case Study See Here.</p> <p>2.2.2 Public case studies must be easily discoverable on the APN Partner’s website, e.g., must be able to navigate to the case study from the APN Partner’s home page. APN 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"> Reference to the customer name, Partner Name, and AWS Problem statement/definition What you proposed How AWS services were used as part of the solution Outcome(s)/results 	

	<p>Note: Public case studies are used by AWS upon approval into the Competency to showcase the APN Partner's demonstrated success in the practice area and provide customers with confidence that APN Partner has the experience and knowledge needed to develop and deliver solutions to meet their objectives.</p>	
2.3 DevOps Specific Case Study Criteria	<p>The DevOps Competency is intended to identify and promote APN Partners who help customers transform their software development and infrastructure management practices to deliver high quality applications and services at high velocity. As a result, the following are guidelines for valid DevOps projects. All case studies must meet these criteria:</p> <ul style="list-style-type: none"> ▪ We are looking for customer use cases that involve transformation from traditional hardware/software development to AWS Cloud-based Infrastructure as Code leveraging AWS design best practices for AWS Services. ▪ We are looking for use cases that involve business transformation in addition to technical process transformation. ▪ 3rd party tools for Configuration Management, Container Services, and CI/CD are acceptable, but the solution must leverage AWS compute, storage, or network services and essential cloud management toolsets such as AWS CloudWatch for resource monitoring and AWS CloudTrail for logging in conjunction with those services to qualify for this program. (In other words, AWS has to play a key role either in DevOps specific services leveraged (AWS CodePipeline, AWS CodeBuild, AWS CodeDeploy, AWS CodeStar, AWS CodeCommit, Amazon Elastic Container Service, AWS Lambda, AWS CloudFormation, AWSOpsWorks, AWS Config, Amazon EC2 Systems Manager, AWS Elastic Beanstalk, AWS X-Ray) OR solution must leverage AWS Infrastructure services with like applicability of AWS DevOps services via 3rd Party toolsets approved in the Technology Category of the AWS DevOps Competency). <p>Case studies must describe customer impact as a result of the move from traditional models to a DevOps approach leveraging AWS.</p>	
3.0 AWS DevOps Practice and Focus		Met Y/N
3.1 APN Partner Practice Landing Page	<p>AWS customers are looking for expertise in the development and delivery of DevOps solutions; an APN Partner's internet presence specific to their AWS DevOps practice provides customers with confidence about the APN Partner's DevOps capabilities and experience.</p> <p>APN Partner must have a landing page that describes their AWS DevOps practice, AWS solutions and Competency use cases, technology solutions, links to AWS customer case studies or case studies, and any other relevant information supporting the APN Partner's expertise related to DevOps and highlighting the partnership with AWS.</p> <p>DevOps practice page must be accessible from APN Partner home page. Home page is not acceptable as a practice page unless APN Partner is a dedicated DevOps consulting company and home page reflects APN Partner's concentration on DevOps.</p> <p>Note: For best practice on how to build an accepted APN Partner Practice Landing Page See Here.</p>	
3.2 DevOps Thought Leadership	<p>AWS DevOps Competency Partners are viewed as having deep domain expertise in DevOps, having developed innovative solutions that leverage AWS services.</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 DevOps. Links must be provided to examples of materials published within the last 12 months.</p>	
4.0 APN Partner Self-Assessment		Met Y/N
4.1 AWS Competency Partner Program Validation Checklist Self-Assessment	<p>APN Partner must conduct a self-assessment of their compliance to the requirements of the AWS DevOps Consulting Partner Validation Checklist.</p> <ul style="list-style-type: none"> ▪ 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], DevOps 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 Partner's AWS team is engaged and working to provide recommendations prior to the audit and to help ensure a positive audit experience.

AWS DevOps 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.

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

1.0 DevOps 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 DevOps capabilities and showcases APN Partner's demonstration capabilities.</p> <p>Presentation contains information about the APN Partner's AWS DevOps capabilities, including AWS-specific differentiators, e.g., what is unique about the APN Partner's practice that can only be accomplished leveraging AWS.</p> <p>Overview presentations contain:</p> <ul style="list-style-type: none"> Company history Office locations Number of employees Customer profile, including number and size of customers, including industry Overview of DevOps philosophy, practices, and tools <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 DevOps Services Leveraged	<p>AWS customers seeking DevOps consultants view AWS DevOps 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 services.</p> <p>For each of the following AWS DevOps services (AWS CodePipeline, AWS CodeBuild, AWS CodeDeploy, AWS CodeStar, AWS CodeCommit, Amazon Elastic Container Service, AWS Lambda, AWS CloudFormation, AWSOpsWorks, AWS Config, Amazon EC2 Systems Manager, AWS Elastic Beanstalk, AWS X-Ray), 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 DevOps 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 DevOps-related AWS Services/tools.</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 DevOps Solution Selling	<p>APN Partner can describe how DevOps opportunities are identified, how their sellers are trained to identify and sell those opportunities, and specific demand generation/lead generation efforts associated to their AWS DevOps practice.</p>	

	Evidence must be in the form of a verbal description how APN Partners engage with customers, their internal sellers, and AWS sellers if applicable.	
1.5 AWS Sales Engagement	<p>APN Partner can describe how and when they engage with AWS sellers and AWS Solutions Architects.</p> <p>Evidence must be in the form of a verbal description for how and when they engage AWS sellers or Solutions Architects on an opportunity or in the form of a demonstration of the AWS Opportunity Management tool with sales qualified opportunities submitted (sales qualified = budget, authority, need, timeline, and competition fields completed).</p>	
1.6 DevOps Training for Internal Personnel	<p>APN Partner has process to ensure that there are sufficient DevOps trained personnel to effectively support customers.</p> <p>Evidence must be in the form of:</p> <ul style="list-style-type: none"> ▪ An established training plan including on-boarding processes that identify job roles (sellers, solutions architects, project managers) and required training paths ▪ A verbal description of methods used to allocate required resources to DevOps projects 	

2.0 Customer Business Transformation		Met Y/N	Notes
<p>DevOps represents a culture shift to encourage collaboration to deliver software more quickly with greater degrees of reliability. Historically many organizations have been vertically structured with poor integration among development, infrastructure, security, and support teams. Frequently these groups report into different organizational structures with different corporate goals and philosophies. Deploying software has predominately been the role of the IT operations group. Fundamentally developers like to build software and change things quickly, whereas IT operations focus on stability and reliability. This mismatch of goals can lead to conflict, and ultimately the business may suffer. APN Partners who help customers shift to a DevOps approach need to understand and address organizational change as a key part of the projects they undertake.</p>			
<p>Planning and Scope of Project: Strong program management skills and processes are essential to the overall success of any customer project; upfront efforts must include clear definition of expected outcomes, scope, deliverables, and the overall project management strategy.</p>			
2.1 Expected Outcomes	<p>APN Partner has processes for working with customers to determine and define expected outcomes associated with the adoption of DevOps methodologies.</p> <p>Evidence must be in the form of verbal description of process for identifying customer expected outcomes.</p>		
2.2 Scope	<p>APN Partner has processes to determine scope of work with specific criteria defining customer project with expected deliverables.</p> <p>Evidence must be in the form of APN Partner description of their approach to project scoping.</p>		
2.3 Statement of Work	<p>APN Partner has SoW template for DevOps projects that can be customized to customer needs.</p> <p>Evidence must be in the form of the signed SoWs used for each of the four (4) DevOps projects for the submitted customer case studies. Customer information may be redacted if specific privacy policies prohibit disclosure of key information.</p>		
2.4 Project Manager	<p>APN Partner assigns Project Manager to each project to ensure project remains on time and within budget.</p> <p>Evidence must be in the form of Project Manager name attached to each of the four (4) referenced projects with additional evidence of project plan utilized.</p>		
2.5 Change Management	<p>APN Partner has processes to document, manage, and respond to requests for changes to the project scope.</p> <p>Evidence must be in the form of change management documentation and/or examples of change requests related to the submitted customer case studies.</p>		

Organizational Change: Organizational change and acceptance is a success factor for DevOps practice adoption; AWS DevOps Competency Partners must have processes and proven success addressing organizational change as part of their solution delivery.			
2.6 Customer Assessment of Internal Organization	<p>APN Partner evaluates customer’s internal organizational structure as basis for providing organizational recommendations to move to DevOps approaches and methodologies.</p> <p>Evidence must be in the form of documented approach to evaluate internal organizational structures as part of project risk assessment.</p>		
2.7 Methodology for Organizational Change Recommendations	<p>APN Partner has a methodology and processes to recommend organizational changes, including identification of plans for various departments (Legal, Finance, HR, and Sales) and addressing the importance of executive sponsorship.</p> <p>Evidence must be in the form of organization change recommendations provided to customers and description of outcomes of those projects.</p>		
Customer Satisfaction: Project-based work relies on clear expectations and successful delivery to those expectations. Measuring customer satisfaction throughout the project, receiving customer acceptance, and measuring post-project customer satisfaction are best practices for driving APN Partner improvements.			
2.8 Customer Acceptance for DevOps Projects	<p>APN Partner has a customer acceptance process.</p> <p>Evidence must be in the form of verbal description, customer training documents, and/or SoW language describing handoff responsibilities and acceptance criteria.</p>		
2.9 Customer Satisfaction Aligned to Project Milestones	<p>APN Partner implements customer satisfaction checkpoints as part of the project plan.</p> <p>Evidence must be in the form of project plan and customer satisfaction results for milestone-defined checkpoints.</p>		
2.10 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 implementations of this process.</p>		

3.0 Technical Transformation		Met Y/N	Notes
Appropriate use of AWS Services is paramount to delivering business value with greater availability, reliability, and reduced cost. As such, DevOps Competency Partners must be experts in AWS best practices in order to educate and train customers on the value of AWS for DevOps practice implementations.			
Infrastructure as Code: A fundamental principle of DevOps is to treat infrastructure the same way developers treat code. AWS provides a DevOps-focused way of creating and maintaining infrastructure. Similar to the way software developers write application code, AWS provides services that enable the creation, deployment, and maintenance of infrastructure in a programmatic, descriptive, and declarative way. These services provide rigor, clarity, and reliability.			
3.1 Templated Infrastructure Provisioning	<p>Developers and systems administrators should have an easy way to create and manage a collection of related AWS resources, provisioning and updating them in an orderly and predictable fashion.</p> <p>APN Partner has methodologies leveraging templated infrastructure provisioning for repeatable deployments. This can include using AWS</p>		

	<p>CloudFormation or leveraging a Technology Partner solution to provision, secure, connect, and run solution infrastructure.</p> <p>Evidence must be in the form of CloudFormation templates or Technology Partner equivalent leveraged for the four (4) submitted customer case studies with description as to how they communicate the need and use of these solutions for repeatable deployments.</p>		
3.2 Configuration Management	<p>APN Partner has process to automatically collect software inventory, apply OS patches, create system images, and configure Windows and Linux operating systems. If EC2 Systems manager is not leveraged, Partner can show documented processes and provide technical demonstration for how configurations and infrastructure updates are managed, and the methods used to automate these functions.</p> <p>Evidence must be in the form of technology demonstration and process documentation provided to customer as part of their DevOps conversion.</p>		
3.3 Policy as Code	<p>Partner has processes and methodologies to conduct AWS resource inventory, configuration history, and configuration change notifications to enable security and governance. If AWS Config is not used, APN Partner can show documented processes and provide technical demonstration of how policies are managed, and the methods used to automate these functions.</p> <p>Evidence must be in the form of technology demonstration and process documentation provided to customer as part of their DevOps conversion.</p>		
<p>Continuous Integration/Continuous Delivery CI/CD: CI/CD are core concepts in a DevOps strategy. The primary goal is to enable the automated deployment of production-ready application code. By using continuous delivery practices and tools, software can be deployed rapidly, repeatedly, and reliably. If a deployment fails, it can be automatically rolled back to previous version.</p>			
3.4 Software Release Workflows	<p>APN Partner has processes to build, test, and deploy code every time there is a code change, based on pre-defined release process models. APN Partner may leverage AWS CodePipeline or equivalent.</p> <p>Evidence must be in the form of process documentation describing software release process and examples of how APN Partner teaches customer how to build software release models.</p>		
3.5 Build and Test Code	<p>APN Partner has processes to compile source code, run tests, and produce software packages that are ready to deploy. As part of this process, APN Partner has processes that support provisioning, managing, and scaling servers according to needs. APN Partners may leverage AWS CodeBuild or equivalent.</p> <p>Evidence must be in the form of process documentation describing development and testing processes and examples of how APN Partner teaches customer how to accomplish the same.</p>		
<p>Version Control: An importance aspect of a DevOps practice is the hosting of secure, highly scalable Git repositories in the cloud.</p>			
3.6 Source Control	<p>APN Partner leverages AWS CodeCommit to host secure and highly scalable private Git repositories. If AWS CodeCommit is not used, APN Partner to provide a detailed description of either hosted Git repository solution or documentation outlining how they operate their own source control system, including how they scale its infrastructure.</p> <p>Evidence must be in the form of demonstration and/or detailed description of how APN Partner sets up source control systems for customers transforming to DevOps approaches.</p>		
<p>Microservices: The use of microservices is an emerging trend in enterprises moving to a DevOps methodology. DevOps teams can build and deploy individual functionalities while enhancing the agility and efficiency gains of their DevOps practice.</p>			

3.7 Container Services/Serverless Computing	<p>APN Partner has evaluated and has methodologies to build and deploy microservices architectures leveraging containers or serverless computing.</p> <p>Evidence must be in the form of documentation of APN Partner’s approach and philosophy leveraging serverless computing and/or containers with customer examples if/where applicable.</p>		
Monitoring and Logging: Communication and collaboration is fundamental in a DevOps strategy. To facilitate this, feedback is critical. In AWS feedback is provided by services such as Amazon CloudWatch and AWS CloudTrail to provide monitoring, alerting, and auditing of infrastructure so developers and operations teams can work together closely and transparently.			
3.8 Cloud and Network Monitoring	<p>APN Partner has methodologies leveraging essential cloud and network monitoring services such as Amazon CloudWatch.</p> <p>Evidence must be in the form of established monitoring, customer metrics, logs, alarms, and dashboards with description for how/why these items are recommended to customers transforming to DevOps approaches.</p>		
3.9 Distributed Tracing	<p>APN Partner has methodologies leveraging AWS X-Ray to Analyze and debug production, distributed applications.</p> <p>Evidence must be in the form of detailed description of use with at least one customer example. If AWS X-Ray is not leveraged, APN Partner can describe appropriate use cases and alternative ways this is accomplished.</p>		
3.10 Activity and API Usage Tracking	<p>APN Partner has methodologies for API and Activity usage tracking via AWS CloudTrail to record AWS API calls and deliver log files.</p> <p>Evidence must be in the form of two (2) of four (4) customer examples with description for how/why these items are recommended to customers transforming to DevOps approaches.</p>		
Platform as a Service: A primary advantage of an effective DevOps practice is the ability to deploy web applications without needing to provision and manage the infrastructure and application stack.			
3.11 Orchestration to Run and Manage Web Apps	<p>APN Partner has deep understanding of and leverages AWS Elastic Beanstalk as an orchestration platform to handle deployments from capacity provisioning, load balancing, auto-scaling to application health monitoring. If an alternate such as Heroku is leveraged, APN Partner to describe reasons for leveraging alternative(s).</p> <p>Evidence must be in the form of demonstration and description of PaaS as part of APN Partner’s DevOps strategy.</p>		
Security: In a DevOps enabled environment, focus on security is still of paramount importance. Infrastructure and company assets need to be protected, and when issues arise they need to be rapidly and effectively addressed.			
3.12 Communication of DevSecOps Best Practices	<p>APN Partner ensures <u>customers</u> understand AWS security processes and technologies as outlined in https://aws.amazon.com/whitepapers/aws-security-best-practices/</p> <p>Evidence must be in the form of onboarding and educational documents provided to customers that specifically cover customer security considerations in the APN Partner’s environment. In addition, evidence must be provided that the APN Partner helps encourage “shift-left” of security practices, i.e., incorporating security guidelines and best practices early in development and as an ongoing part of the development and operations process.</p>		
3.13 Identity and Access Management	<p>APN Partner has a documented Access Management Strategy and leverages those practices as a key aspect to their DevOps solution for customers, including but not limited to: AWS Identity and Access Management (IAM) users, federated roles, AWS Security Token Service (AWS STS) credentials, access keys, console passwords, and hardware or virtual multi-factor authentication (MFA) devices.</p>		

	Evidence must be in the form of a technology demonstration, process documentation that addresses the above, with context to the four (4) submitted DevOps customer examples.		
3.14 Protection of Root Account Credentials	<p>APN Partner does not administrate AWS accounts by use of root account credentials and teaches this to customers.</p> <p>Evidence must be in the form of a technology demonstration and documentation describing this as a best practice to their DevOps transformation customers.</p>		
3.15 Least Privilege Principle	<p>APN Partner has system that provides access to customer resources to its engineers based on the principle of least privilege and makes this a key component of customer security best practices. Customers have 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 security policies for maintaining least privilege access, proof that it is part of customer recommendations, and examples for the four (4) submitted DevOps case studies.</p>		
3.16 Multi-Factor Authentication	<p>APN Partner ensures that multi-factor authentication is activated on all APN Partner and customer AWS root accounts and that this is taught to customers as part of the AWS DevOps methodologies.</p> <p>Evidence must be provided showing of the use of technology for regular auditing of accounts for MFA activation (e.g., using AWS Trusted Advisor) and must show policies and process for activation of MFA on new AWS root accounts along with examples of the four (4) submitted DevOps case studies.</p>		
Optimization: Performance and cost optimization are achieved through the use of effective continual improvement methodologies and by leveraging billing and cost management tools.			
3.17 Internal Performance Reviews	<p>APN Partner recommends to customers to establish a regular cadence to review internal performance and produce recommendations for improvement. Internal optimization involves looking for efficiencies within the customer's operations that result in financial efficiencies, process efficiencies, and/or greater customer satisfaction.</p> <p>Evidence must be in the form of explanation of value to customers with any efficiencies implemented as part of the project timeframe (e.g., billing alerts, etc.).</p>		
3.18 Usage and Spend Awareness and Optimization	<p>APN Partner encourages customers to leverage 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 and proof that spend awareness is part of DevOps recommendations for customers.</p>		

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 perquisites.
AWS DevOps Resources	Learn more about DevOps practices and how AWS can help you by viewing our library of learning resources below.