



# AWS Digital Media Competency Technology Partner Requirements

November 2016

## Program Requirements

Digital Media Competency Partners have demonstrated success helping Media and Entertainment companies (Film & TV Production, Post-Production, Distributors, OVP, Broadcasters, MSO Companies) by delivering solutions that assist in the creation, management, and distribution of digital content.

APN Membership	Complies with Advanced tier <a href="#">APN Technology Partner</a> requirements
AWS Billings	>\$10,000 on AWS (direct or influenced)
AWS Support	Business level+ (view <a href="#">AWS Support</a> plans)
AWS Customer Engagements	<p>≥ 4 AWS customer references specific to completed Digital Media projects</p> <ul style="list-style-type: none"> <li>2 out of the 4 references must be public (i.e., case study, whitepaper, architecture documentation, blog post, etc.)</li> </ul>
AWS Product or Solution	<p>Digital Media product or solution on AWS:</p> <ul style="list-style-type: none"> <li>Product or solution used by Media &amp; Entertainment customers in the creation, management, storage, or distribution of digital media content</li> <li>Passes AWS Technical Assessment</li> <li>Ability to demonstrate product or solution can support 3 or more AWS regions</li> <li>Product approved by AWS Architect Review Board (details submitted during application) and meets <a href="#">AWS Security Best Practices</a></li> <li>Public support statement on website</li> </ul>