

aws  competency

# AWS Government Competency

## Consulting Partner Validation Checklist

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 partner  
network

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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](mailto: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 Government Competency Program Prerequisites

AWS Government Competency Partners provide solutions to, or have deep experience working with Governments 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 Government Competency Program. <a href="#">Click here for Program details</a>	
1.2 Consulting Partner Tier	APN Partner must be an Advanced tier or above APN Consulting Partner before applying to the Government Competency Program.	
1.3 Program Membership	APN Partner must be a member of the Public Sector Partner Program (PSP).	
2.0 AWS Case Studies		Met Y/N
2.1 Government-Specific Case Studies	<p>APN Partner must have four (4) AWS Case Studies specific to completed Government projects;</p> <p>APN Partner must provide the following information for each reference:</p> <ul style="list-style-type: none"><li>Name of the customer</li><li>Problem statement/definition</li><li>What you proposed</li><li>How AWS services were used as part of the solution</li><li>Third party applications or solutions used</li><li>Start and end dates of project (References 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)</li><li>Outcome(s)/results</li></ul> <p>This information will be requested as part of the Program Application process in APN Partner Central.</p> <p><b>Note:</b> 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 APN Partner can provide evidence that the customer ultimately rejected the project, ending its development, it will be considered.</p>	

3.0 AWS Government Practice and Focus		Met Y/N
<b>3.1 Government APN Partner Practice</b>	<p>AWS customers are looking for expertise in the development and delivery of Government solutions on AWS; an APN Partner’s internet presence specific to their AWS Government practice provides customers with confidence about the APN Partner’s Government capabilities and experience.</p> <p>APN Partner must have a landing page that describes their AWS Government practice, AWS solutions and Competency use cases, technology solution, links to AWS case studies, and any other relevant information supporting the APN Partner’s expertise related to Government and highlighting the work on AWS.</p> <p>APN Partner must have a reference architecture for all Government use cases which is optimized for security, reliability, performance, cost optimization, and operational excellence in keeping with AWS best practices as outlined in the <a href="#">AWS Well Architected Framework</a>.</p> <p><i>Note: For best practice on how to build an accepted APN Partner Practice Landing Page <a href="#">See Here</a></i></p>	
4.0 APN Partner Self-Assessment		Met Y/N
<b>4.1 AWS Competency Partner Program Validation Checklist Self-Assessment</b>	<p>APN Partner must conduct a self-assessment of their compliance to the requirements of the AWS Government Consulting Partner Validation Checklist.</p> <ul style="list-style-type: none"> <li>▪ APN Partner must complete all sections of the checklist.</li> <li>▪ Completed self-assessment must be emailed to <a href="mailto:competency-checklist@amazon.com">competency-checklist@amazon.com</a>, using the following convention for the email subject line: “[APN Partner Name], Government Competency Consulting Partner Completed Self-Assessment.”</li> <li>▪ 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.</li> </ul>	

# AWS Government 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) references submitted as part of the prerequisite process but should be prepared to describe how the new references meets the minimum acceptable criteria for an AWS Government reference if being used during the validation. References that incorporate more than one applicable technology or solution may be submitted under multiple solution categories below.

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

1.0 Government Practice Overview		Met Y/N
<b>1.1 Customer Presentation</b>	<p>APN Partner has a company overview presentation that sets the stage for customer conversations about their AWS Government capabilities and showcases APN Partner’s demonstration capabilities.</p> <p>Presentation contains information about the APN Partner’s AWS Government 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"> <li>▪ Company history</li> <li>▪ Office locations</li> <li>▪ Number of employees</li> <li>▪ Customer profile, including number and size of customers, including industry</li> <li>▪ Overview of Government Philosophy, Practices, and Tools</li> </ul> <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>	
<b>1.2 Maintaining AWS Expertise</b>	<p>Partner can describe how they stay current on AWS Services/tools, particularly as it relates to compliance programs (such as FedRAMP, DoD IL2/4/5, etc.) required by the Government.</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>	
<b>1.3 Government Solution Selling</b>	<p>APN Partner can describe how Government 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 Government practice.</p> <p>Evidence must be in the form of a verbal or written description how APN Partner engages with customers, their internal sellers, and AWS sellers if applicable.</p>	
<b>1.4 AWS Sales Engagement</b>	<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 or written description of how and when Partner engages AWS sellers or Solutions Architects on an opportunity or in the form of a demonstration of the <a href="#">AWS Opportunity Management tool</a> with sales qualified opportunities submitted (sales qualified = budget, authority, need, timeline, and competition fields completed).</p>	
<b>1.5 End of Project Customer Satisfaction Survey</b>	<p>APN Partner asks customer to complete AWS Customer Satisfaction Survey at the end of the project. This is accomplished by searching for the APN 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 Solution Design		Met Y/N	Notes
2.1 Solution Capabilities	APN Partner demonstrates that during customer engagements, a complete detailed design document is delivered such that customers and APN Partner are both assured that due diligence, capacity planning, architectural review, and long-term operational process have been assessed for the customer engagement.		
	APN Partner must provide detailed design documents for the four (4) submitted Customer References. Design documents contain the following components:		
	2.1.1 Documentation of customer requirements		
	2.1.2 Assessment of current infrastructure/application environment		
	2.1.3 Architectural details of the proposed design		

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.			
3.1 Identity and Access Management	APN Partner has a documented Access Management Strategy and leverages those practices as a key aspect to their Government 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.		Waived if APN Partner is approved AWS MSP
	Evidence must be in the form of a technology demonstration and process documentation that address the above requirements.		
3.2 Protection of Root Account Credentials	APN Partner does not administer AWS accounts by use of root account credentials and teaches this to customers.		Waived if APN Partner is approved AWS MSP
	Evidence must be in the form of a technology demonstration and documentation describing this as a best practice.		
3.3 Least Privilege Principle	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.		Waived if APN Partner is approved AWS MSP
	Evidence must be in the form of a demonstration of internal capabilities and processes for maintaining least privilege access policies.		
3.4 Multi-Factor Authentication	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 Government methodologies.		Waived if APN Partner is approved AWS MSP
	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.		
3.5 Communication of Security Best Practices	APN Partner ensures customers understand AWS security processes and technologies as outlined in <a href="https://aws.amazon.com/whitepapers/aws-security-best-practices/">https://aws.amazon.com/whitepapers/aws-security-best-practices/</a>		Waived if APN Partner is approved AWS MSP
	Evidence must be in the form of onboarding and governance documents provided to customers that specifically cover customer security considerations in the Partner's environment.		
3.6 Protection of Customer Systems from Attacks	APN Partner has security policies and procedures to protect its customers' systems from attacks.		Waived if APN Partner is approved AWS MSP
	Evidence must be in the form of security policies and procedures.		
3.7 SOC implementation and Incident Response	APN Partner can advise on the design, implementation, and enablement of a SOC. APN Partner provides customers the ability to detect, respond, forensically investigate, and remediate/recover from incidents. APN Partner must have the ability to analyze AWS telemetry including AWS CloudTrail, Amazon GuardDuty Findings, AWS WAF Logs, AWS S3 Access Logs, Amazon VPC Flow Logs, as well as OS and Application logs. APN Partner must have the ability to integrate these		Waived if APN Partner is approved AWS MSP

	security workflows, alerts, and logs into a centralized SIEM and ticketing system.		
	Evidence must be provided in the form of standard IR playbooks and demonstration of automated response plan.		
<b>3.8 Application and Operating System Hardening</b>	APN Partner can provide industry best practices for hardening and configuring applications and operating systems to industry standards or vendor best practices. As an example, this may be to CIS standards or mandating that an application is only using FIPS-certified software libraries.		Not eligible for waiver
	Evidence must be in the form of automated scripts and/or documentation that includes the processes and steps taken to achieve the hardening.		
<b>3.9 Encryption at Rest and in-transit</b>	APN Partner uses best practices to encrypt all sensitive information at-rest, and in-transit including personally identifiable information (PII). For example, at rest encryption using native AWS encryption capabilities, such as server-side encryption with AWS managed keys or AWS KMS. In-transit using secure protocols such as HTTPS, IPsec, and SFTP.		Not eligible for waiver
	Evidence must be in the form of documentation such as a design document. Documentation should include capabilities to monitor, alert, and remediate where applicable when there is configuration drift.		
<b>3.10 Detective Controls</b>	Activity is monitored appropriately, including by maintenance of logs for capturing performance and security event data, e.g., CloudWatch logs, events, GuardDuty, CloudTrail, VPC Flow Logs, ELB logs, S3 bucket logs, etc.		Not eligible for waiver
	Evidence must be in the form of an example of logs maintained, including demonstration that logs are retained per customer-agreed retention periods.		
<b>3.11 Configuration Drift</b>	APN Partner has built mechanisms either for self or customer to detect configuration drift of the environment.		Not eligible for waiver
	Evidence must be provided in the form of templates and scripts to show identification and remediation steps associated with configuration drift.		

4.0 Reliability		Met Y/N	Notes
<b>4.1 Service Availability</b>	APN Partner has process to determine service availability needs for customers. See AWS Reliability Pillar whitepaper for specific considerations and guidance on how to calculate service availability with downstream dependencies.		Waived if APN Partner is approved AWS MSP
	Evidence must be in the form of verbal description and/or process documentation.		
<b>4.2 Application Availability</b>	APN Partner designs applications according to customer needs, factoring in cost of building/maintaining that application to the desired availability levels.		Waived if APN Partner is approved AWS MSP
	Evidence must be in the form of verbal description and/or APN partner documentation leveraged in design process.		
<b>4.3 Monitoring Systems</b>	APN Partner has introduced or modernized a monitoring system that supports software-defined infrastructure and is integrated with deployment and build mechanisms. Monitoring system should also introduce success criteria measurement.		Waived if APN Partner is approved AWS MSP
	Evidence must be in the form of a customer implementation, such as design documentation for monitoring.		
<b>4.4 Automation and Infrastructure as Code</b>	APN Partner has demonstrated competency in the following areas: <ul style="list-style-type: none"> <li>▪ Leveraging infrastructure-as-code tools such as AWS CloudFormation to automate the deployment of AWS services</li> <li>▪ Building and running continuous integration and continuous deployment pipelines in AWS.</li> </ul>		Not eligible for waiver
	Evidence must be in the form of a customer implementation, such as CloudFormation Templates, architecture diagram for CI/CD pipeline.		

## 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.**

<b>Customer Case Studies for Performance Efficiency Considerations</b>		<b>[Insert Case Study #1 Here]</b>	<b>[Insert Case Study #2 Here]</b>
<b>Selection</b>			
<b>5.1 Compute</b>	<p>APN Partner to describe considerations for how they select the right AWS compute options specifically outlining choice of instances, containers, services and functions.</p> <p>Evidence must be provided in the form of verbal description as it relates to two (2) of the four (4) submitted customer case studies.</p>		
<b>5.2 Storage</b>	<p>APN Partner to describe considerations for how they select the right AWS Storage options specifically outlining access method, pattern of access, throughput required, frequency of access, frequency of update, and availability and durability constraints.</p> <p>Evidence must be provided in the form of verbal description as it relates to two (2) of the four (4) submitted customer case studies.</p>		
<b>5.3 Database</b>	<p>APN Partner to describe considerations for how they select the right AWS database options specifically outlining requirements for availability, consistency, partition tolerance, latency, durability, scalability, and query capability.</p> <p>Evidence must be provided in the form of verbal description as it relates to two (2) of the four (4) submitted customer case studies.</p>		
<b>5.4 Network</b>	<p>APN Partner to describe considerations for how they select the right Network options specifically outlining latency, throughput requirements, and location.</p> <p>Evidence must be provided in the form of verbal description as it relates to two (2) of the four (4) submitted customer case studies.</p>		
<b>Performance Monitoring and Review</b>			
<b>5.5 Performance Monitoring</b>	<p>APN Partner introduced, setup and configured a solution to monitoring the environment with automated alerts and remediation [ where applicable].</p> <p>Evidence must be provided in the form of design documents.</p>		

<b>6.0 Operational Excellence</b>		<b>Met Y/N</b>	<b>Notes</b>
<b>6.1 Deployment Checklist</b>	<p>APN Partner uses consistent processes (e.g., checklists) to know when ready to go live with a workload.</p> <p>Evidence must be in the form of completed checklists.</p>		Waived if APN Partner is approved AWS MSP
<b>6.2 Runbooks/ Playbooks</b>	<p>APN Partner uses runbooks that document routine activities and playbooks that guide the issue resolution process.</p> <p>Evidence must be in the form of runbooks/playbooks for relevant components of Government solutions.</p>		
<b>6.3 Automation through Scripting</b>	<p>APN Partner leverages scripting and tagging to automate execution of runbooks if/where applicable.</p> <p>Evidence must be in the form of script library/demonstration.</p>		
<b>6.4 Configuration Management</b>	<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 or 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 or documentation provided to the customer.</p>		

7.0 Cost Optimization		Met Y/N	Notes
<b>7.1 Service and Pricing Models</b>	<p>APN Partner considers cost when selecting AWS services, including optimizing by using the most appropriate services and by selecting the appropriate pricing models to meet cost targets, including by the use of Reserved Instances and Spot Instances and by factoring costs into Region selections.</p> <p>Evidence must be in the form of a description of how Services and Price Models are selected for cost optimization.</p>		Waived if APN Partner is approved AWS MSP
<b>7.2 Cost Management</b>	<p>APN Partner has a methodology to</p> <ul style="list-style-type: none"> <li>Review metrics and provide recommendations to optimize cost.</li> <li>Set up AWS environment to support charge backs in a decentralized IT environment.</li> <li>Accept pre-payments or implement spending caps within a comprehensive billing system</li> </ul> <p>Evidence must be in the form of a customer implementation using AWS native tools and/or 3rd party tools.</p>		Waived if APN Partner is approved AWS MSP

8.0 Compliance (If Applicable)		Met Y/N	Notes
<b>8.1 Controls Mapping</b>	<p>APN Partner has established a standard method for mapping solutions to regulatory standards, such as NIST 800-53, DoD SRG, HIPPA, CIS, etc. to ensure customer solutions adhere to their regulatory requirements.</p> <p>Evidence must be in the form of a controls mapping and/or policy document.</p>		Not eligible for waiver
<b>8.2 Compliant Architecture</b>	<p>APN Partner has developed reference architectures that adhere to the compliance standards, such as NIST 800-53, DoD SRG, HIPPA, CIS, etc.</p> <p>Evidence must be in the form of a customer implementation or reference architecture developed by the APN Partner.</p>		Not eligible for waiver

9.0 Industry Designations		Met Y/N	Notes
Partner must meet all of the criteria in at least one of the below sections to qualify for that industry designation. Final determinations as to whether criteria are satisfied rest solely with AWS.			
<b>Transportation, Facilities, Infrastructure Management</b>	<p>Solutions that allow civic leaders to more efficiently address their complex transportation needs from analytics to fleet and asset management.</p>	<ul style="list-style-type: none"> <li>≥ 2 qualifying references specific to either Transportation, Facilities, or Infrastructure management workloads</li> <li>APN Partner has developed approach and guidance on secure mechanisms to deploy technology infrastructure to geographically distributed locations (i.e., encryption of data in transit and at rest, and authentication of remote devices)</li> <li>Partner has implemented security to protect the communication between devices in field location and AWS backend</li> <li>Ability to securely manage the infrastructure remotely</li> <li>Ability to deactivate devices when they are missing or tampered with</li> <li>Upgrade system and any custom software on remote devices</li> </ul>	
<b>Justice and Public Safety</b>	<p>Solutions that enable law enforcement and public safety agencies to make informed, data-driven decisions, improve operational efficiencies, and securely store and manage video workloads.</p>	<ul style="list-style-type: none"> <li>≥ 2 qualifying references specific to Justice or Public Safety workloads</li> <li>APN Partner has developed approach and guidance on secure mechanisms to deploy technology infrastructure to justice and public safety entities (i.e., encryption of data in transit and at rest, authentication of remote devices)</li> </ul>	

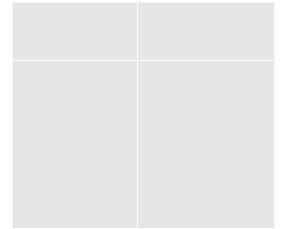
		<ul style="list-style-type: none"> <li>APN Partner has demonstrated ability to meet CJIS, FedRAMP and/or FISMA requirements (if applicable)</li> <li>Demonstrates deep understanding of AWS identity and access management and federation where applicable by providing documentation</li> </ul>		
<b>Public Healthcare</b>	Solutions to increase the agility and innovation of public health organizations while meeting unique data protection requirements.	<ul style="list-style-type: none"> <li>≥ 2 qualifying references specific to Public Healthcare workloads</li> <li>Provide relevant industry Healthcare Certifications</li> <li>Deploy healthcare workloads on AWS</li> <li>Able to deploy HIPAA compliant workloads or workloads referencing GxP (GCP, GMP, GLP) best practices if applicable</li> </ul>		
<b>Financial and Fiscal Affairs</b>	Solutions in financial modeling and analytic systems that ingest, process, and visualize data at scale.	<ul style="list-style-type: none"> <li>≥ 2 qualifying references specific to Financial and Fiscal Affairs workloads</li> <li>Provide list of current billing or revenue management certifications</li> </ul>		
<b>Citizen Services</b>	Solutions to enhance and innovate government engagement with their citizens.	<ul style="list-style-type: none"> <li>≥ 2 qualifying references specific to Citizen Services workloads</li> <li>Proof of using AWS technology to enable citizen services</li> <li>APN Partner has developed approach and guidance on secure mechanisms to deploy technology infrastructure to geographically distributed locations and protecting data for citizens (i.e., encryption of data in transit and at rest, authentication of remote devices)</li> <li>APN Partner has implemented sufficient security to protect the communication between citizens and backend agency systems in AWS</li> <li>Ability to securely manage the infrastructure remotely (where applicable, e.g., IoT)</li> </ul>		
<b>National Security and Defense</b>	Solutions that service the national security and defense community to increase cybersecurity posture and IT agility in a cost-effective way to ensure mission success.	<ul style="list-style-type: none"> <li>≥ 2 qualifying references specific to National Security or Defense workloads</li> <li>Provide details on specific mission-oriented solutions or programs</li> </ul>		
<b>Security and Compliance</b>	Solutions that help government customers build, operate, and certify their systems in accordance with global security and compliance requirements. These governance-focused solutions have automated audit-friendly service features and meet broad security standards and frameworks.	<ul style="list-style-type: none"> <li>≥ 2 qualifying references specific to Security and Compliance solutions or implementations</li> <li>Provide proof of compliance standards and accreditations according to the industry. Examples listed here: <a href="https://aws.amazon.com/compliance/pci-data-privacy-protection-hipaa-soc-fedramp-faqs/">https://aws.amazon.com/compliance/pci-data-privacy-protection-hipaa-soc-fedramp-faqs/</a></li> <li>Provide proof of alignment with NIST Risk Management Framework and/or their Certification and Accreditation with Federal compliance standards such as FISMA or FedRAMP through a Federal Agency and/or the FedRAMP PMO, if applicable</li> <li>Provide proof that product or service supports security alignment within State, Local Government and Educational security standards (e.g., PCI-DSS, CJIS, IRS-1075, HIPAA, FERPA and FISMA, if applicable). Where applicable, the solution should be able to document certification with these standards (e.g., PCI-DSS), Self-Assessment and/or</li> </ul>		

**Open Data**

Services that improve access to publicly available sources of data via data portals, developer tools, and APIs.

adjudication through a State or Local government agency

- ≥ 2 qualifying references specific to Open Data workloads
- Provide proof that open data consulting services have been used to inform decision making by your customers and/or other third parties.



## AWS Resources

Title	Description
<a href="#">How to Build a Practice Landing Page</a>	Provides guidance how to build a Practice/solution page that will meet the prerequisites of the Program.
<a href="#">How to write a Public Case Study</a>	Provides guidance how to build a Public Customer Case Study that will meet the prerequisites of the Program.
<a href="#">How to build an Architecture Diagram</a>	Provides guidance how to build an architecture diagrams that will meet the prerequisites of the Program.
<a href="#">Partner Readiness Doc</a>	Provides guidance and best practice examples of the Program prerequisites.
<a href="#">AWS Government Website</a>	Paving the way for innovation and supporting world-changing projects in government, education and nonprofit organizations

*AWS reserves the right to make changes to the AWS Competency Program at any time and has sole discretion over whether APN Partners qualify for the Program.*