



AWS Migration Competency Technology Partner Validation Checklist

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Introduction

The AWS Migration Competency Consulting Partner Validation Checklist is intended for APN Partners (“Partners”) who are interested in applying for AWS Migration Competency. This checklist provides the criteria necessary to achieve Migration Competency for APN Consulting Partners, under the [AWS Competency Program](#).

The goal is to recognize APN Partners who help customers migrate workloads to AWS while taking advantage of AWS’s security and architectural best practices.

Partners undergo a validation of their capabilities upon applying for AWS Migration Competency, and every 12-24 months thereafter.

AWS reserves the right to make changes to this document at any time, but will do so with effective version control, by including a summary of changes with each document released after Version 1.0. It is expected that APN Partners will review this document in detail *before* submitting an application for the AWS Migration Competency, even if all of the pre-requisites are met. If items in this document are unclear and require further explanation, please contact your AWS 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.

Competency Application and Audit Process

In order to schedule the validation, Partners must submit the Competency application by following the steps outlined below:

- Step #1: Review AWS Migration Competency: Consulting Partner Validation Checklist
- Step #2: Submit AWS Migration Competency Application through the APN Portal
 - Login to the [APN Portal](#)
 - Click “View My APN Account” in left navigation
 - Scroll to AWS Competencies and select Migration Competency
 - Complete the Migration Competency Application

Once your firm’s application has been submitted through the APN Portal, the APN Team will review for compliance, then send the application to an AWS Partner Solutions Architect for technical review.

AWS recommends that Partners have individuals who are able to speak in-depth to the requirements for the technical review.

Program Requirements

Migration Competency Partners provide solutions or have deep experience helping businesses move successfully to AWS, through all phases of complex migration projects, discovery, planning, migration and operations.

AWS Migration Competency – Technology Partner Requirements			
APN Membership	Complies with Advanced tier+ APN Technology Partner requirements		
AWS Support	Business level+ (view Support plans)		
AWS Customer References	<p>≥ 5 AWS Customer References specific to completed Migration projects of 10 applications or more:</p> <ul style="list-style-type: none"> 2 of the 5 AWS Customer References must be public (i.e. case study, architecture documentation, whitepaper, blog post, etc.) 		
AWS Migration Product or Solution	<p>AWS Migration Product or Solution:</p> <ul style="list-style-type: none"> Ability to support 3 or more AWS Regions Requires Well-Architected Review Requires testing in AWS test labs Public support statement on website Product meets AWS Security Best Practices Must offer professional services to support usage Provide train the trainer services for software Provide licensing model that allows for utility consumption 		
AWS Migration Category <i>(Must meet requirements of one to achieve Competency)</i>	<i>Technology for Discovery & Planning</i>	<i>Technology for Workload Mobility</i>	<i>Technology for Application Profiling</i>
	Technology that provides: <ul style="list-style-type: none"> Agent or agentless discovery mechanisms Group discovered resources by application or custom grouping Model applications on AWS Migration plan output or direct integration with a migration technology 	Technology that provides: <ul style="list-style-type: none"> Live capture of server workloads Data synchronization Supports encrypted EBS Volumes Supports multiple versions of Windows and Linux 	Technology that provides: <ul style="list-style-type: none"> Application and DB transaction identification and instrumentation Cross application tracing Performance metrics Broad language support

AWS Migration Competency Partner Validation Checklist

Please review by the Migration category your firm wishes to apply for: Migration Technology for Discovery & Planning, Migration Technology for Workload Mobility, or Migration Technology for Application Profiling.

Migration Technology for Discovery & Planning

Partners that offer discovery and planning technology help customers discover existing application estate and build a comprehensive migration plan. The technology suite allows customers to understand their existing application dependencies and requirements, and decide what to do with each identified component to facilitate a comprehensive migration.

AWS Customer References		Met	Not Met
Customer References	<p>Partner has five (5) AWS customer references of completed Migration projects for mid-market or Enterprise customers. 2 of the 5 references must be public.</p> <p>References include:</p> <ul style="list-style-type: none"> ▪ Name of Customer and AWS Account ID ▪ State of their business prior to your engagement ▪ Problem statement/definition ▪ What you proposed ▪ Outcome(s) ▪ AWS services used ▪ Third party applications or solutions used ▪ Number of distinct applications migrated ▪ Number of source VM's and number of resulting AWS instances 		
Security Best Practices	References must show how migrated environment were deployed against AWS Security Best Practices		
Technology Components		Met	Not Met
Discovery Mechanisms	<p>The technology solution must use either agent or agentless technology to automatically identify IT assets, dependencies, and relationships between assets. This must include :</p> <ul style="list-style-type: none"> ▪ Network configuration ▪ Compute resources (servers, clusters) ▪ Storage resources (LUNs, iSCSi targets, etc.) ▪ Databases (Engine, configuration, utilization metrics) 		
Migration Planning	<p>Technology solution should:</p> <ul style="list-style-type: none"> ▪ Automatically group IT assets by detected dependencies. ▪ Allow engineers to group IT assets together to identify and plan applications and workload layouts ▪ Allow engineers to create a migration plan per application or workload 		
Modeling	<p>Provide a model or recommendations for an AWS implementation to support the application* or workload.* <i>*this may be limited to only commonly known or easily identifiable applications or workloads</i></p>		
Execution Planning	<p>Technology should be capable of at least one of the following:</p> <ul style="list-style-type: none"> ▪ Provide a common programmatic representation of the migration plan for each application and workload ▪ Direct or API integration with a migration solution 		

	<ul style="list-style-type: none"> API Integration with the AWS Discovery Service 		
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Migration Technology for Workload Mobility

Partners that offer application mobility technology help customers execute migrations to AWS. This will include technology to capture server state, configuration, storage and network configuration and the ability to generate equivalent resources on AWS.

AWS Customer References		Met	Not Met
Customer References	Partner has five (5) AWS customer references of completed Migration projects for mid-market or Enterprise customers. 2 of the 5 references must be public. References include: <ul style="list-style-type: none"> Name of Customer and AWS Account ID State of their business prior to your engagement Problem statement/definition What you proposed Outcome(s) AWS services used Third party applications or solutions used Number of distinct applications migrated Number of source VM's and number of resulting AWS instances 		
Security Best Practices	References must show how migrated environment were deployed against AWS Security Best Practices		

Technology Components		Met	Not Met
Live Capture	Technology solution should: <ul style="list-style-type: none"> Capture of IT asset state and configuration Ability to create reasonable AWS assets that reflect IT asset state and configuration, including network layout, server characteristics, configuration, storage and other commons components Be highly automated and allow for headless management 		
Data Synchronization	Technology solution should be capable of at least one of the following: <ul style="list-style-type: none"> Manual storage synchronization over time Automatic scheduled storage synchronization over time Automatic continuous storage synchronization over time 		
Encryption	Technology solution should support the creation of encrypted elastic block storage devices		
Operating System Support	Technology should support all versions of Linus and Windows officially support by AWS		

Migration Technology for Application Profiling

Partners that offer application profiling technology help customers obtain transparency into their applications to capture detailed application dependency mapping and performance baselines. These technology platforms should help users' measure performance after migration and identify variations from pre-migration baselines.

AWS Customer References		Met	Not Met
Customer References	<p>Partner has five (5) AWS customer references of completed Migration projects for mid-market or Enterprise customers. 2 of the 5 references must be public.</p> <p>References include:</p> <ul style="list-style-type: none"> ▪ Name of Customer and AWS Account ID ▪ State of their business prior to your engagement ▪ Problem statement/definition ▪ What you proposed ▪ Outcome(s) ▪ AWS services used ▪ Third party applications or solutions used ▪ Number of distinct applications migrated ▪ Number of source VM's and number of resulting AWS instances 		
Security Best Practices	References must show how migrated environment were deployed against AWS Security Best Practices		
Technology Components		Met	Not Met
Application and DB Transaction Identification & Instrumentation	<p>Technology solution should:</p> <ul style="list-style-type: none"> ▪ Allow instrumentation of common and customer applications through an integration model ▪ Identify application and database configuration 		
Performance Profiling	The technology solution should provide application baseline, peak, and trend based performance profiling		
Cross Application Dependency Profiling	The technology should allow a customer to trace transactions across all applications in the dependency chain for a full view of usage and performance		
Broad Language & Platform Support	Technology should support most common development languages, operating systems, database engine and platforms		