



AWS Mobile Competency Consulting Partner Validation Checklist

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Introduction

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

The goal is to recognize APN Partners whose products help customers implement Mobile solutions, and align to the AWS principles around scalability, availability, reliability and security.

Partners undergo a validation of their capabilities upon applying for AWS Mobile Competency, and every 12-24 months thereafter. AWS leverages an objective third-party auditing firm to facilitate the review.

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 Mobile 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 Mobile Competency: Consulting Partner Validation Checklist
- Step #2: Submit AWS Mobile 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 Mobile Competency
 - Complete the Mobile 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 a third party audit firm to coordinate scheduling of an audit.

AWS recommends that Partners have individuals who are able to speak in-depth to the requirements at the audit.

Upon completion of the audit, the audit firm will submit a report to the APN Team with a recommendation regarding Partner acceptance into the Mobile Competency Program. The final decision regarding acceptance is made solely by the APN Team; Partners will be notified of their status by AWS.

Program Requirements

[Mobile Competency Partners](#) have demonstrated success in helping customers evaluate and use the tools, techniques, and technologies of supporting mobile devices at any scale.

AWS Mobile Competency – Consulting Partner Requirements

APN Membership	Complies with Advanced tier+ APN Consulting Partner requirements
AWS Support	Business level+ (view Support plans)
AWS Certifications	≥ 4 AWS Certified staff (view Certifications)
AWS Customer References	<p>≥ 4 AWS Customer References specific to completed Mobile projects:</p> <ul style="list-style-type: none"> ▪ 2 of the 4 AWS Customer References must be public (i.e. case study, architecture documentation, whitepaper, blog post, etc.) ▪ <i>Recommended:</i> 1 joint AWS Customer Reference with a AWS Mobile Competency Technology Partner
AWS Mobile Practice	<p>AWS Mobile practice or solution</p> <ul style="list-style-type: none"> ▪ AWS Mobile practice or solution leverages the following AWS Services: AWS Mobile Hub, Amazon Cognito, AWS Device Farm, Amazon Mobile Analytics, Amazon Simple Notification Service, Amazon DynamoDB, AWS Lambda, Amazon CloudFront, Amazon Simple Storage Service, Amazon Simple Email Service ▪ AWS public support statement on website with public reference to firm's solutions, tools, and guidance on Mobile ▪ Recommends AWS Security Best Practices

AWS Mobile Competency Partner Validation Checklist

In preparation for the validation process, Partners should become familiar with the items outlined in this document, and prepare objective evidence, including but not limited to: prepared demonstration to show capabilities, process documentation, and/or actual customer examples.

1.0 AWS Customer References		Met	Not Met
1.1 Customer References	<p>1.1.1 Partner has four (4) AWS customer references of completed Mobile projects for mid-market or Enterprise customers. Two (2) 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 ▪ Start and end dates of project ▪ Outcome(s) ▪ Lessons learned ▪ AWS services used ▪ Third party applications or solutions used 		
	<p>1.1.2 Recommended: One (1) of the customer references from 1.1.1 should be a joint reference, with referable content from a Technology Partner with the Mobile Competency. This reference should demonstrate how the Technology Partner relationship was leveraged to provide services to the customer.</p>		

2.0 Solution Design Capabilities		Met	Not Met
2.1 Solution Capabilities	<p>Partner demonstrates that during customer engagements, a complete detailed design document is delivered such that customers and partners are both assured that due diligence, capacity planning, architectural review, and long-term operational process have been assessed for the customer engagement.</p> <p>Evidence must be in the form of four (4) actual customer system detailed design documents that contain the following components:</p>		
	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		
	2.1.4 Details of the system performance, capacity management, and availability measurement systems to be put in place to measure success of proposed design for Mobile workload		
	2.1.5 Assessment of customer's security policies and procedures for Mobile workload with gap identification		
	2.1.6 Detailed design shows that customer infrastructure is architected as per AWS Security Best Practices		
	2.1.7 Detailed design shows that the proposed design addresses security and compliance for Mobile workflows as per AWS Security at Scale and AWS Risk and Compliance .		

3.0 Infrastructure Build		Met	Not Met
3.1 AWS Architecture Best Practices	<p>Partner consistently provides customers with Mobile infrastructure that is aligned with AWS architecture best practices and reference architectures.</p> <p>The detailed design document from section 2 must include an architectural overview that provides the following details:</p> <p>Infrastructure architecture reliably utilizes services like AWS Lambda, Amazon Cognito, Amazon DynamoDB, Amazon Simple Storage Service, and Amazon CloudFront to provide highly available and reliable infrastructure.</p> <p>Infrastructure architecture used for asset distribution must utilize Amazon Simple Storage Service and Amazon CloudFront.</p> <p>Evidence must be in the form of actual customer design recommendations with explanation of the customer scenario for which solution has been developed.</p>		
3.2 Configuration Management	<p>Partner has introduced or modernized design that supports customer Mobile deployment and infrastructure management on AWS.</p> <p>Evidence must be in the form of a technical demonstration or a customer implementation description.</p>		
3.3 Design Patterns for Reuse	<p>Partner has introduced design patterns that help the customer consistently deploy best practices building blocks like AWS Lambda, Amazon Cognito, Amazon DynamoDB, Amazon Simple Storage Service, and Amazon CloudFront.</p> <p>Evidence must be in the form of a technical demonstration of building blocks used in a customer implementation.</p>		
3.4 Monitoring Systems	<p>Partner has introduced or modernized a monitoring system (Amazon CloudWatch) that supports infrastructure and is integrated with deployment and build mechanisms like AWS CloudFormation.</p> <p>Monitoring system should also introduce and measure success criteria measurement.</p> <p>Evidence must be in the form of a technical demonstration or a customer implementation description.</p>		
3.5 Automated Testing Best Practices	<p>Partner has introduced or modernized an automated testing system (AWS Device Farm).</p> <p>Evidence must be in the form of a technical demonstration or a customer implementation description.</p>		

4.0 Security		Met	Not Met
4.1 Security Management	4.1.1 Partner has introduced or modernized a security management system, e.g., AWS CloudTrail and/or AWS Trusted Advisor.		
	Evidence must be in the form of a customer implementation description.		
	4.1.2 Partner has introduced or modernized an infrastructure security management system that specifically scans and audits customer accounts and infrastructure for AWS security and architecture best practices.		
	Evidence must be in the form of a customer implementation description.		
4.2 Security Best Practices	4.2.1 Partner has introduced or modernized systems that support good governance for Mobile, specifically including AWS CloudTrail integration.		
	Evidence must be in the form of a customer implementation description.		
	4.2.2 Partner has introduced or modernized systems that support good governance and security, specifically including AWS Identity and Access Management.		

	<p>Evidence must be in the form of a customer implementation description.</p> <p>4.2.3 Partner utilizes Amazon Cognito to provide temporary credentials for all mobile interactions requiring direct access to AWS resources (DynamoDB tables, SNS, SQS, etc)</p> <p>Evidence must be in the form of a customer implementation description.</p>		
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5.0 AWS Service Knowledge		Met	Not Met
5.1 AWS Services	<p>In addition to their operational capabilities, for each of the following AWS services, Partner must provide the following;</p> <ul style="list-style-type: none"> • Examples of customer solutions leveraging each service • Description of how services are supported by Partner, alone or as part of a solution comprising multiple services 		
	5.1.1 AWS Mobile Hub		
	5.1.2 Amazon Cognito		
	5.1.3 AWS Device Farm		
	5.1.4 Amazon Mobile Analytics		
	5.1.5 Amazon Simple Notification Service		
	5.1.6 Amazon DynamoDB		
	5.1.7 AWS Lambda		
	5.1.8 Amazon CloudFront		
	5.1.9 Amazon Simple Storage Service		
	5.1.10 Amazon Simple Email Service		