



AWS Nonprofit 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 Nonprofit Competency Program Prerequisites

AWS Nonprofit Organization (Nonprofit) 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 Requirement		Met Y/N
1.1 Program Guidelines	The APN Partner must read the Program Guidelines and Definitions before applying to the Nonprofit Competency Program. Click here for program details	
1.1 Consulting Partner Tier	Partner must be Advanced or Premier APN Consulting Partner before applying to the Nonprofit Competency Program.	
2.0 AWS Customer References		Met Y/N
2.1 Nonprofit-Specific Customer References	<p>APN Partner must have four (4) AWS customer references specific to completed Nonprofit projects; two (2) of these references must be publically referenceable case studies.</p> <p>APN Partner must provide the following information for each reference: 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 (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) Outcome(s)/results</p> <p>This information will be requested as part of the Program Application process in APN Partner Central.</p> <p><i>Note: References 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.</i></p>	
2.2 publicly Available Case Studies	<p>2.2.1 Two (2) of the four (4) AWS customer references <u>must be public</u>; evidence must be in the form of publicly available case studies, white papers, or blog posts.</p> <p><i>Note: For best practice on how to write an accepted Public Case Study See Here</i></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 references.</p> <p>2.2.3 Public case studies must include the following: Reference to the customer name, APN Partner Name, and AWS Problem statement/definition What you proposed How AWS services were used as part of the solution Outcome(s)/results</p> <p><i>Note: Public references 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.</i></p>	

3.0 AWS Nonprofit Practice and Focus		Met Y/N
3.1 Nonprofit Partner Practice	<p>APN Partner must have a Nonprofit practice on AWS, including: AWS public support statement on APN Partner’s website detailing the APN APN Partner’s Nonprofit practice on AWS and including public reference to the APN Partner’s solution, practice, or guidance on Nonprofit. For example, an acceptable public support statement is a landing page on the APN Partner’s website that contains various elements, including the AWS solutions and competency use cases, reference architecture, technology partnerships, customer references, sample TCO pricing, and any other relevant information supporting the APN Partner’s expertise related to Nonprofit and highlighting the work with AWS through the APN.</p> <p>A reference architecture for a Nonprofit use case which is optimized for security, reliability, performance, cost optimization, and operational excellence in keeping with AWS best practices as outlined in the AWS Well Architected Framework.</p> <p><i>Note: For best practice on how to build an accepted APN Partner Practice Landing Page See Here</i></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 Nonprofit Consulting Partner Validation Checklist.</p> <p>APN Partner must complete all sections of the checklist.</p> <p>Completed self-assessment must be emailed to competency-checklist@amazon.com, using the following convention for the email subject line: “[APN Partner Name], Nonprofit Competency Consulting Partner Completed Self-Assessment.”</p> <p>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.</p>	

AWS Nonprofit Consulting Partner Validation Checklist

In preparation for the validation process, 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. 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 Nonprofit reference if being used during the validation.

1.0 Nonprofit Practice Overview		Met Y/N
1.1 Customer Presentation	APN Partner has a company overview presentation that sets the stage for customer conversations about their AWS Nonprofit capabilities and showcases APN Partner’s demonstration capabilities.	
	<p>Presentation contains information about the APN Partner’s AWS Nonprofit 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: Company history Office locations Number of employees Customer profile, including number and size of customers, including industry Overview of Nonprofit Philosophy, Practices, and Tools</p> <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 Maintaining AWS Expertise	APN Partner can describe how they stay current on AWS Services/tools.	
	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.	
1.3 Nonprofit Solution Selling	APN Partner can describe how Nonprofit 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 Nonprofit practice.	
	<p>Of</p> <p>Evidence must be in the form of a verbal or written description how APN Partners engage with customers, their internal sellers, and AWS sellers if applicable.</p>	
1.4 AWS Sales Engagement	APN Partner can describe how and when they engage with AWS sellers and AWS Solutions Architects.	
	Evidence must be in the form of a verbal or written description of 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).	

2.0 Solution Design Capabilities		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 Partners 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 must 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		

	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		
	2.1.5 Assessment of customer's security policies and procedures with gap identification		
	2.1.6 Detailed design shows that customer infrastructure is optimized for security, reliability, performance, cost optimization, and operational excellence		

3.0 Security		Met Y/N	Notes
3.1 Security Management	3.1.1 APN Partner has introduced or modernized a security management system. This can include integration into source code analysis tools, security testing frameworks or other mechanisms that allow for seamless threat analysis in development and deployment pipelines. Evidence must be in the form of a customer implementation description.		
	3.1.2 APN 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.		
3.2 Security Best Practices	3.2.1 APN Partner has introduced or modernized systems that support good governance, specifically including, but not limited to, AWS CloudTrail integration. Evidence must be in the form of a customer implementation description.		
	3.2.2 APN Partner has introduced or modernized systems that support good governance and security, specifically including AWS Identity and Access Management. Evidence must be in the form of a customer implementation description.		

4.0 Infrastructure Build Capabilities		Met Y/N	Notes
4.1 AWS Architecture Best Practices	APN Partner consistently provides customers with infrastructure that is aligned with AWS architecture best practices and reference architectures. The detailed design documentation from Section 2 must include an architectural overview that provides the following details: Infrastructure architecture reliably utilizes AWS services to provide security, reliability, and high availability in your solution. Evidence must be in the form of actual customer design recommendations with explanation of the customer scenario for which it was developed.		
	4.2 Configuration Management	APN Partner has introduced or modernized design that supports customer deployment and infrastructure management on AWS. Evidence must be in the form of a customer implementation description.	
4.3 Design Patterns for Reuse	APN Partner has introduced re-usable design patterns that help the customer consistently deploy best practices building blocks. Evidence must be in the form of a customer implementation description.		
4.4 Ephemeral Infrastructure Design Patterns	APN Partner has introduced the concept of scalable and resilient infrastructure as part of designing for failure principles. Evidence must be in the form of a customer implementation description.		
4.5 Monitoring Systems	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.		

	Evidence must be in the form of a customer implementation description.		
4.6 Automation and Infrastructure as Code	4.6.1 APN Partner has demonstrated competency in the following areas: Leveraging infrastructure-as-code tools such as AWS CloudFormation to automate the deployment of AWS services		
	4.6.2 Building and running continuous integration and continuous deployment pipelines in AWS Evidence must be in the form of a customer implementation description.		
4.7 Identity Federation	APN Partner has deployed identity federation using one of the following directory service Solutions: <ul style="list-style-type: none"> ▪ Microsoft Active Directory (AD) ▪ Shibboleth ▪ Other Security Assertion Markup Language (SAML) or OAuth Identity Providers (IdP) 		
	Evidence must be in the form of a customer implementation description.		

5.0 Solution Build Capabilities		Met Y/N	Notes
5.1 Application Migration Capabilities	<p>APN Partner has demonstrated capability to successfully migrate application systems to AWS Cloud from customer premise or other public cloud environment.</p> <p>Evidence must be in the form of four (4) actual customer recommendations with explanation of the customer scenario for which solution has been developed.</p>		
5.2 Managed Services Operations	<p>APN Partner has demonstrated proficiency in this solution area, providing managed service operations for Nonprofit or similar customers.</p> <p>Evidence must be in the form of four (4) actual customer recommendations with explanation of the customer scenario for which solution has been developed.</p>		
5.3 Disaster Recovery and Backup Solutions	<p>APN Partner has demonstrated proficiency in this solution area.</p> <p>Evidence must be in the form of four (4) actual customer recommendations with explanation of the customer scenario for which solution has been developed.</p>		
5.4 Big Data Storage, Integration, and Archiving	<p>APN Partner has demonstrated proficiency in this solution area.</p> <p>Evidence must be in the form of four (4) actual customer recommendations with explanation of the customer scenario for which solution has been developed.</p>		
5.5 Artificial Intelligence and Machine Learning	<p>APN Partner has demonstrated proficiency in this solution area.</p> <p>Evidence must be in the form of four (4) actual customer recommendations with explanation of the customer scenario for which solution has been developed.</p>		
5.6 Internet of Things	<p>APN Partner has demonstrated proficiency in this solution area.</p> <p>Evidence must be in the form of four (4) actual customer recommendations with explanation of the customer scenario for which solution has been developed.</p>		
5.7 Compliant Healthcare Solutions	<p>APN Partner has demonstrated proficiency in healthcare solutions compliant with local patient privacy regulatory requirements.</p>		

	Evidence must be in the form of four (4) actual customer recommendations with explanation of the customer scenario for which solution has been developed.		
5.8 PCI Compliant Solutions	APN Partner has demonstrated proficiency in this solution area. Evidence must be in the form of four (4) actual customer recommendations with explanation of the customer scenario for which solution has been developed.		
5.9 Video Capture, Streaming, and Distribution	APN Partner has demonstrated proficiency in this solution area. Evidence must be in the form of four (4) actual customer recommendations with explanation of the customer scenario for which solution has been developed.		
5.10 Serverless Applications	APN Partner has demonstrated proficiency in this solution area. Evidence must be in the form of four (4) actual customer recommendations with explanation of the customer scenario for which solution has been developed.		
5.11 Micro-services and Containerization	APN Partner has demonstrated proficiency in this solution area. Evidence must be in the form of four (4) actual customer recommendations with explanation of the customer scenario for which solution has been developed.		
5.12 Mobile Solutions	APN Partner has demonstrated proficiency in this solution area. Evidence must be in the form of four (4) actual customer recommendations with explanation of the customer scenario for which solution has been developed.		
5.13 GeoSpatial Solutions	APN Partner has demonstrated proficiency in this solution area. Evidence must be in the form of four (4) actual customer recommendations with explanation of the customer scenario for which solution has been developed.		
5.14 VDI Solutions	APN Partner has demonstrated proficiency in this solution area, successfully deploying Amazon Workspaces environments Evidence must be in the form of four (4) actual customer recommendations with explanation of the customer scenario for which solution has been developed.		
5.15 HPC Solutions	APN Partner has demonstrated proficiency in this solution area. Evidence must be in the form of four (4) actual customer recommendations with explanation of the customer scenario for which solution has been developed.		
5.16 Genomics Solutions	APN Partner has demonstrated proficiency in this solution area. Evidence must be in the form of four (4) actual customer recommendations with explanation of the customer scenario for which solution has been developed.		

6.0 Compliance	Met Y/N	Notes
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6.1 Compliance Identification	Customers with access to protected or personally identifiable information may be subject to local compliance and regulatory requirements. APN Partner must identify the compliance and regulatory programs applicable to the environment they support or manage.		
6.2 Compliance Proficiency	APN Partner must demonstrate knowledge of the compliance and regulatory programs as identified in 4.1 (if any) and provide the following: Description of the programs Documentation of the technical safeguards that are put in place to meet the identified compliance and regulatory requirements. Documentation may be in the form of an assessment (internal or external), and/or a detailed system security assurance plan.		

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 NPO Website	Learn more about Non-Profit on AWS

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