



# AWS Storage Competency Technology Partner Validation Checklist

April 2017  
Version 1.0

## Table of Contents

<b>Introduction .....</b>	<b>3</b>
<b>Competency Application and Audit Process .....</b>	<b>3</b>
<b>Program Policies.....</b>	<b>3</b>
<b>AWS Storage Competency Program Prerequisites.....</b>	<b>5</b>
<b>AWS Storage Technology Partner Validation Checklist.....</b>	<b>7</b>
<b>1.0 AWS Customer References.....</b>	<b>7</b>
<b>2.0 Solution Details .....</b>	<b>7</b>
<b>3.0 Security.....</b>	<b>8</b>

## Introduction

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.

**The goal of the AWS Competency Program is to recognize APN Partners who demonstrate technical proficiency and proven customer success in specialized solution areas.**

APN Partners undergo a validation of their capabilities upon applying for the specific Competency, and every 12 months thereafter. AWS leverages in-house expertise to facilitate the review.

AWS reserves the right to make changes to this document at any time. **It is expected that APN Partners will review this document in detail before submitting a Competency application, 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 Competency Program Team if further assistance is required.

## Competency Application and Audit Process

In order to begin the validation process, please follow the steps outlined below:

- Step #1: Review the Partner Validation Checklist
- Step #2: Submit a 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 the appropriate Competency
  - Complete the Competency Application

Incomplete applications will not be considered and will be rejected.

Once your firm’s application has been submitted through the APN Portal, the APN Team will review for compliance.

AWS recommends that APN Partners have individuals who are able to provide evidence of compliance and to speak in-depth to the requirements available during the validation process.

Upon completion of the review, a recommendation is given to the APN Team regarding APN Partner acceptance into the Competency. The final decision regarding acceptance is made by the APN Team; APN Partners will be notified of their status by AWS.

## Program Policies

An APN Partner's application to the Competency may be rejected at the discretion of the Global Segment Business or Technical Lead. Rejections may be made due to estimated ability to consistently implement technical solutions, lack of current required APN Partner certifications, judgment of the technical or business merit of the proposed solution, perceived lack of solution delivery capabilities, or any other business or technical criteria deemed critical.

Competency status can be revoked at the discretion of the Global Segment Business or Technical Lead. Revocations may be issued due to loss of required APN Partner certifications, lack of progress toward billing or win goals, repeated violations of AWS PR guidelines, evidence of poor customer experience, including cost vectors, when using the solution, or any other business/technical factors that would indicate that the practice or solution may not meet current requirements, or is projected not to meet future requirements.

Competency status must be renewed annually on a calendar year basis. Requirements for renewal may change from year to year, subject to the business and technical needs of AWS and its customers.

## AWS Storage Competency Program Prerequisites

AWS [Storage Competency Partners](#) have demonstrated success helping customers evaluate and use the tools, techniques, and technologies of working with data productively, at any scale.

AWS Storage Competency – Technology Partner Prerequisites	
<b>APN Membership</b>	APN Partner must meet Advanced tier+ APN Technology Partner (view <a href="#">requirements</a> )
<b>AWS Support</b>	APN Partner must have Business level+ Support plan (view <a href="#">Support plans</a> )
<b>AWS Customer References</b>	<p>APN Partner must provide <math>\geq 4</math> AWS customer references specific to completed Storage projects:</p> <ul style="list-style-type: none"> <li>▪ 2 of the 4 AWS customer references must be public (i.e., documented in a case study, white paper, or blog post). Public references must mention AWS, the end customer, and the APN Partner.</li> <li>▪ References must be for projects started within the past 12 months, and must be for projects that are in production, rather than in pilot or proof of concept stage</li> <li>▪ All customer references submitted must have supporting documentation providing evidence of compliance to the requirements of this checklist</li> <li>▪ References must be related directly to the Storage segment, and may not be reused for other segments</li> </ul>
<b>AWS Storage Product or Solution</b>	<p>APN Partner must have a Storage product or solution on AWS, including:</p> <ul style="list-style-type: none"> <li>▪ Availability of product or solution in 3 or more AWS regions</li> <li>▪ Qualifying for and posting an AWS public support statement on APN Partner's website detailing the APN Partner's (Competency) practice on AWS and including public reference to the APN Partner's solution, practice, or guidance on Storage. 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 Storage and highlighting the partnership with AWS through the APN.</li> <li>▪ A reference architecture for a Storage use case which is optimized for security, reliability, performance, cost optimization, and operational excellence</li> <li>▪ Solution must have the ability to run within AWS, or must utilize AWS services from on-premises</li> <li>▪ Solution must have been reviewed through AWS standard architectural review processes, have been found to have no security flaws and been accepted as using AWS best practices</li> <li>▪ Solution must be available in at least three (3) geographic regions, across two (2) different geographies. Availability within GovCloud is highly encouraged.</li> </ul>
<b>AWS Certifications/Training</b>	<ul style="list-style-type: none"> <li>▪ APN Partners with a direct sales force should have 3% of Sales Engineers with AWS Certified Solutions Architect Associate certification, or 1% with AWS Certified Solutions Architect Professional certification</li> </ul>

	<ul style="list-style-type: none"> <li>▪ APN Partners without a direct sales force must have at least five (5) individuals or 1% of their development/DevOps or tech support staff, whichever is greater, with either AWS Certified DevOps Associate, AWS Certified Solutions Architect Associate or AWS Certified Developer Professional certifications</li> </ul>
<b>Consulting Partner</b>	<p>APN Partner must have at least one (1) APN Consulting Partner identified as both qualified in implementing their solution on AWS, and qualified to do so, as identified in the AWS Storage Competency Partner requirements</p>
<b>Technical Requirements</b>	<p>The following technical elements may be used as a basis for rejection:</p> <ul style="list-style-type: none"> <li>▪ Extensive use of interpreted languages, resulting in poor optimization, performance, or availability</li> <li>▪ Insecure storage of credentials, such as keys for authorization, authentication, or encryption</li> <li>▪ Lack of durable storage for solution configuration and customer data, such as backups or persistence to S3</li> <li>▪ Incomplete access models, such as lack of availability beyond a single VPC, or over a VPN connection</li> <li>▪ Ephemeral exposure of secret data without obfuscating it by default, such as a secret key in a user interface</li> <li>▪ Claims that cannot be substantiated, such as creating consistent snapshots across EBS volumes</li> <li>▪ Exposure of customer data to unnecessary risk or loss</li> </ul>

## AWS Storage Technology Partner Validation Checklist

In preparation for the validation process, APN Partners should become familiar with the requirements of this checklist. Supporting documentation (e.g., design and architectural documents) for the submitted customer references must be provided, in order to demonstrate compliance to the below requirements.

1.0 AWS Customer References, Usage, and Wins		Met	Not Met
1.1 Customer References	<p>1.1.1 APN Partner has four (4) AWS customer references of completed Storage projects.</p> <p>APN Partner must provide 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</li> <li>▪ Outcome(s)/results</li> <li>▪ Lessons learned</li> </ul>		
1.2 Public References	<p>2 of the above 4 references are publicly endorsed by the customer.</p> <p>Evidence must be in the form of a publicly available case study, white paper, blog post, or equivalent that includes, as a minimum:</p> <ul style="list-style-type: none"> <li>▪ Reference to customer name, APN Partner name, and AWS</li> <li>▪ Customer problem that was solved</li> <li>▪ How AWS was used as part of the solution</li> <li>▪ Outcome(s)/results</li> </ul> <p>Public references must be easily discoverable on the APN Partner's website.</p>		
1.3 AWS Influenced Usage	APN Partner must have 3PB of S3 influenced usage		
1.4 AWS Wins	<p>APN Partner must have seven (7) documented customer wins on AWS related to the Storage Competency use cases in the last 12 months.</p> <p>Documentation is made through logging of wins via the normal APN entries of customer wins and generation of AWS Win Wires for internal publication to AWS Field Sales</p>		

2.0 Solution Details		Met	Not Met
2.1 Solution Capabilities	<p>APN Partner can demonstrate that their solution works with AWS for storage workloads and is not specific to a customer requirement. APN Partner can also demonstrate that the solution can scale to meet any size of workload.</p> <p>Evidence must be in the form of either of the following components:</p> <ul style="list-style-type: none"> <li>• Product documentation of solutions available to the public on how it helps customer with storage workloads</li> <li>• For solutions offered as a product to deploy: product documentation specific to AWS with clear guidelines on how to implement/use the solution on AWS</li> <li>• For solutions offered as a service to use: architectural details of the SaaS solution implemented on AWS, and details of the performance and availability to help customers optimize storage workloads on AWS.</li> </ul>		
2.2 AWS Consumption Metrics	APN Partner must have implemented the HTTP(S) User-Agent string for Amazon S3 transactions. The string is applied at creation time for each Amazon S3 object and takes the format of:		

	<ul style="list-style-type: none"> <li>• APN/1.0 PARTNER/[0-9]+.[0-9]+ PRODUCT/[0-9]+.[0-9]+ (hybrid solution implementations)</li> <li>• APN/1.0 PARTNER/[0-9]+.[0-9]+ PRODUCT MP/[0-9]+.[0-9]+ (AWS Marketplace solution implementations)</li> </ul> <p>Evidence of this will be gathered through internal AWS reporting that indicates that the solution is registering with the AWS reporting tool via the use of these strings. No other evidence of implementation is accepted. APN Partner is responsible to ensure that the string is maintained and continued to be released in all subsequent releases.</p> <p>APN Partner must be able to validate their string with AWS prior to initial release to ensure it is accurate. Separate strings must be implemented for Marketplace and non-Marketplace offerings as indicated above.</p>		
2.3 AWS Best Practices	<p>APN Partner's product provides customers with storage solutions that are aligned with AWS Architecture Best Practices and reference architectures.</p> <p>Partner must have solution reviewed through an architectural review process that may include the use of the AWS Well Architected Framework to help assess the viability and validity of the solution in context of established AWS best practices. The Well Architected Framework, however, does not constitute the extent or end state of the review process.</p>		

3.0 Security		Met	Not Met
3.1 Security Best Practices	<p>APN Partner has documentation that proves that the solution is aligned as per <a href="#">AWS Security Best Practices</a> and <a href="#">AWS Risk and Compliance</a>.</p>		
3.2 Security Control	<p>APN Partner product or solution has the appropriate security controls:</p> <ul style="list-style-type: none"> <li>• For SaaS solutions, the solution does not in any form or control ask customer to provide their AWS credentials. All access controls are implemented via Cross Account roles.</li> <li>• For product being deployed by the customer, product has features to manage access to AWS resources and APIs using identity federation, IAM users, and IAM roles. IAM roles are preferred over IAM users. The use of the IAM root account must be actively rejected by the application.</li> </ul>		
3.3 Governance and Compliance	<p>Solution has capabilities that support good governance and security, specifically including services such as:</p> <ul style="list-style-type: none"> <li>• AWS Identity and Access Management (IAM)</li> <li>• AWS CloudTrail</li> </ul>		