

The cover page features a background image of two men in an office setting. One man is seated at a desk, focused on his laptop, while another man stands behind him, looking at a computer monitor. The scene is overlaid with a semi-transparent teal and orange geometric pattern of overlapping squares and rectangles. The title text is prominently displayed in white against the darker background.

AWS GovCloud (US) AWS Service Delivery Program Consulting Partner Validation Checklist

January 2019
Version 2.0



This document is provided for informational purposes only and does not create any offer, contractual commitment, promise, or assurance from AWS. Any benefits described herein are at AWS's sole discretion and may be subject to change or termination without notice. This document is not part of, nor does it modify, any agreement between AWS and its customers and/or APN Partners.

Introduction

The goal of the AWS Service Delivery Program is to recognize APN Partners who demonstrate successful customer delivery and experience in specific AWS services. The AWS Service Delivery Validation Checklist is intended to prepare APN Partners who are interested in applying for AWS Service Delivery. This checklist provides the criteria necessary to achieve the designation(s) under the [AWS Service Delivery Program](#).

Expectations of Parties

Once APN Partners have applied to a designation within AWS Service Delivery, APN Partners undergo a validation of their capabilities known as the technical validation upon applying for any AWS Service Delivery designation, and every 12 months thereafter. AWS leverages in-house expertise and may leverage a third-party firm 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 an AWS Service Delivery application, even if pre-requisites 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.

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

- Step #1: Review the Partner Validation Checklist and ensure all requirements are met
- Step #2: Submit an AWS Service Delivery Application through the APN Partner Central
 - Login to the APN Partner Central
 - Click "View My APN Account" in left navigation
 - On this page, first submit the following:
 - Your AWS Service Specific AWS Customer Case Study (2) with attached Architecture Diagrams
 - Your AWS Service Specific Consulting Practice
 - Next, scroll to AWS Service Deliveries and select the AWS service you want to apply for
 - Complete the Service Delivery Application
- Step #3: Email completed Self-Assessment to aws-service-delivery@amazon.com

Incomplete applications will not be considered and will be declined until all requirements are met.

Once your firm's application has been submitted through the APN Partner Central, the APN Team will review for completeness and for compliance with the prerequisites. Next, we send applications to in-house or third-party experts to complete a Technical Validation.

AWS recommends that APN Partners have individuals who are able to 1) provide evidence of compliance and 2) speak in-depth to the technical requirements about the AWS Service during the validation process.

Upon completion of the Technical Validation, APN Partners will receive a final status for the submitted application either confirming or not confirming the APN Partners' acceptance into the Service Delivery Designation. APN Partners may attain one or more AWS Service Delivery Designations. Attaining one designation does not guarantee approval into additional Service Delivery Designations.

AWS Service Delivery Program Prerequisites

AWS Service Delivery Partners have demonstrated success helping customers evaluate and use AWS services productively, at varying levels of complexity, and at scale by completing the below requirements.

The following items must be met before a Technical Validation review will be scheduled. These items will be validated by the AWS Service Delivery Program Manager; any deficiencies must be addressed prior to scheduling a 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 submitting the application. Click here for Program details.	
1.2 Program Requirements	APN Partner is Select, Advanced, or Premier APN Consulting Partner (view requirements)	
2.0 AWS Customer Case Studies		
2.1 AWS Customer Case Studies	APN Partner has two (2) case studies demonstrating successful delivery of the AWS service(s) that are in production to their external customers, rather than in pilot or proof of concept stage. Note: <i>Public-facing references are encouraged over private references, as they may be used by AWS for marketing purposes. Evidence of a publicly referenceable case study must be provided in the form of a case study, white paper, blog post, or equivalent, and must be easily discoverable on the APN Partner's website. For best practice on how to write a Public Case Study See Here</i>	
	APN Partner provides for each reference: <ul style="list-style-type: none"> ▪ Name of the customer ▪ AWS Account ID (Will be used to verify AWS service usage) ▪ 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 ▪ Outcome(s)/results ▪ Lessons Learned 	
2.2 Architectural Diagrams	Submitted case studies must include architectural diagrams. <ul style="list-style-type: none"> ▪ Architectural diagrams must detail how the solution interacts with the AWS Cloud; specifically, what AWS tools and services are used in the solution ▪ Diagrams must also include evidence of AWS best practices for architecture and security Note: <i>For best practice on how to build an accepted Architecture Diagram See Here</i>	
2.3 Partner Practice Landing Page	APN Partner must have an AWS-branded microsite that is related to or specific to AWS service. <ul style="list-style-type: none"> ▪ Evidence must be provided in the form of a public reference to the APN Partner's solution, practice, or service-specific webpages. ▪ APN Partner microsite must be accessible from APN Partner home page; Home page is not acceptable as a microsite. Note: <i>For best practice on how to build an accepted Landing Page See Here</i>	
3.0 APN Partner Self-Assessment		
3.1 Program Validation Checklist Self-Assessment	APN Partner must conduct a self-assessment against designation requirements using the AWS Service Delivery Validation Checklist. <ul style="list-style-type: none"> ▪ APN Partner must complete all sections of the checklist. ▪ Completed self-assessment must be emailed to aws-service-delivery@amazon.com, using the following convention for the email subject line: "[APN Partner Name], Service Delivery Partner Completed Self-Assessment." 	

AWS Service Delivery Program Requirements

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.

AWS GovCloud (US) Approval Criteria

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

AWS GovCloud (US) Validation Checklist	Detailed Description of Evidence	Met Y/N
1.0 Case Study Requirements	<p>Customer implementation description or documentation</p>	
<p>Each Case Study includes the following details regarding AWS GovCloud:</p> <ul style="list-style-type: none"> ▪ Complete system deployment or a significant subsystem of a larger workload must be hosted in the AWS GovCloud (US) region. ▪ The workload may be in steady-state operations at time of application submittal, but deployment must be complete. ▪ Executed across at least three AWS services (e.g. Compute, Storage, Managed Services, etc.) ▪ Attested by customer (Include customer attestation or other proof of meeting contract requirements) ▪ Demonstrate proficiency in architecture and operational skills unique to the AWS GovCloud (US) Region. Standard administration of applications that run in the region will not qualify for technical review. <p>Each Customer Case Study addresses at least one of the deployment patterns, and the workload patterns:</p> <p><u>Deployment</u></p> <ul style="list-style-type: none"> ▪ Reference must demonstrate workload(s) architected for compliance with ITAR, FedRAMP, DOD SRG, CJIS and/or other requirements mandating restricted/US Persons only access. ▪ Reference must demonstrate workload(s) architected for the handling of Controlled Unclassified Information (CUI) as categorized and defined by US Federal Government per Executive Order 13556. ▪ Reference must demonstrate achievement of FedRAMP Moderate or High accreditation for PaaS or SaaS solution offered in the GovCloud Region ▪ Detailed design shows that the proposed design allows for governance and risk management at scale as per AWS Security at Scale and AWS Risk and Compliance. <p><u>Workload</u></p> <ul style="list-style-type: none"> ▪ Large scale three (3) tier web app design and operations, Enterprise IT Implementations: Architecture should include elements operationally unique to AWS GovCloud (US), Public Sector and regulated industry space (i.e. Transit VPC Routing, TIC/CAP integration, PIV/CAC authentication integration, data and network traffic separation and isolation for compliance) 	<p>Customer implementation description, documentation, and proof.</p>	

	<ul style="list-style-type: none"> Large scale migrations: On-prem to cloud, cross-region utilizing AWS native and third-party tools PaaS/SaaS: single and multi-tenant architectures, data and network traffic separation and isolation for compliance, AWS Marketplace integration Governance@Scale: AWS native or third-party tools 		
2.0 AWS Service Requirements	2.1 Template Authoring & composition: <ul style="list-style-type: none"> APN Partner is aware of the compliance programs applicable to the customers depending on their locale (e.g. ITAR, FedRAMP, CJIS, DOD SRG, etc.), and has demonstrated ability to achieve compliance in accordance with the shared security responsibility model. 		

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.
AWS GovCloud Security	View this document for AWS GovCloud security best practices.

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