

The cover page features a background image of two men in an office setting. One man is seated at a desk, working on a laptop, while the other stands behind him. The image 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 dark background.

# AWS Server Migration Service AWS Service Delivery Program Consulting Partner Validation Checklist

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## 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](mailto: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
<b>1.1 Program Guidelines</b>	The APN Partner must read the Program guidelines and Definitions before submitting the application. <a href="#">Click here for Program details.</a>	
<b>1.2 Program Requirements</b>	APN Partner is Select, Advanced, or Premier APN Consulting Partner (view <a href="#">requirements</a> )	
2.0 AWS Customer Case Studies		
<b>2.1 AWS Customer Case Studies</b>	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. <b>Note:</b> <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 <a href="#">See Here</a></i>	
	APN Partner provides for each reference: <ul style="list-style-type: none"> <li>▪ Name of the customer</li> <li>▪ AWS Account ID (Will be used to verify AWS service usage)</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>	
<b>2.2 Architectural Diagrams</b>	Submitted case studies must include architectural diagrams. <ul style="list-style-type: none"> <li>▪ Architectural diagrams must detail how the solution interacts with the AWS Cloud; specifically, what AWS tools and services are used in the solution</li> <li>▪ Diagrams must also include evidence of AWS best practices for architecture and security</li> </ul> <b>Note:</b> <i>For best practice on how to build an accepted Architecture Diagram <a href="#">See Here</a></i>	
<b>2.3 Partner Practice Landing Page</b>	APN Partner must have an AWS-branded microsite that is related to or specific to AWS service. <ul style="list-style-type: none"> <li>▪ Evidence must be provided in the form of a public reference to the APN Partner's solution, practice, or service-specific webpages.</li> <li>▪ APN Partner microsite must be accessible from APN Partner home page; Home page is not acceptable as a microsite.</li> </ul> <b>Note:</b> <i>For best practice on how to build an accepted Landing Page <a href="#">See Here</a></i>	
3.0 APN Partner Self-Assessment		
<b>3.1 Program Validation Checklist Self-Assessment</b>	APN Partner must conduct a self-assessment against designation requirements using the AWS Service Delivery Validation Checklist. <ul style="list-style-type: none"> <li>▪ APN Partner must complete all sections of the checklist.</li> <li>▪ Completed self-assessment must be emailed to <a href="mailto:aws-service-delivery@amazon.com">aws-service-delivery@amazon.com</a>, using the following convention for the email subject line: "[APN Partner Name], Service Delivery Partner Completed Self-Assessment."</li> </ul>	

## 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 Server Migration Service Approval Criteria

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

AWS Server Migration Service Validation Checklist		Detailed Description of Evidence	Met Y/N
1.0 Case Study Requirements	<p><b>Each Customer Case Study includes the following details regarding AWS Server Migration Service:</b></p> <p>Supporting information for the submitted case studies includes the following details:</p> <ul style="list-style-type: none"> <li>▪ On-premise VM environment, versions, and size (TB or GB)</li> <li>▪ Number of AWS SMS Connector deployed</li> <li>▪ Number of VM/Server migrated</li> <li>▪ Number of individual VM larger than 100GB</li> <li>▪ Description of the migration pattern</li> <li>▪ Language or tool used if application was changed as part of migration</li> <li>▪ Description of application testing process</li> <li>▪ Description of application operation and support process</li> <li>▪ Customer downtime tolerance, including a description of how these tolerance requirements were met</li> <li>▪ Planned and Actual RPO/RTO</li> <li>▪ Duration of project from start to end                             <ul style="list-style-type: none"> <li>○ Include date of SMS Connector</li> </ul> </li> <li>▪ CLI, SDKs or Console were used, and a description if so</li> <li>▪ How the SMS Connectors and replication jobs were monitored</li> <li>▪ Reason of why AWS Server Migration Service was used instead of other migration tools</li> <li>▪ Whether there were any challenges</li> <li>▪ Whether any unsupported OS/Kernel/Disk types were encountered</li> </ul>	Customer implementation description or documentation	
	<p><b>Each Customer Case Study addresses at least one of the deployment patterns, and the workload patterns:</b></p> <p><b>Pre-Migration</b></p> <ul style="list-style-type: none"> <li>▪ Evidence of calculated network bandwidth for the servers' migration</li> <li>▪ Evidence the <a href="#">pre-requisites</a> have been completed</li> <li>▪ Mapped the source VM compute to the right EC2 instance                             <ul style="list-style-type: none"> <li>○ Evidence of EC2 right sizing</li> </ul> </li> <li>▪ Address IAM schema on AWS                             <ul style="list-style-type: none"> <li>○ Details about <a href="#">IAM role for SMS Controller</a></li> </ul> </li> <li>▪ Disaster Recovery Plan for servers migrated with SMS</li> <li>▪ Migration schema replicates servers to AWS based on priority, size or functionality</li> <li>▪ Licensing options addressed prior to migration, for Linux, Windows Server and Windows Client</li> <li>▪ Optimization of the migration plan for servers that are constantly have data changes and require low RPO/RTO</li> <li>▪ Optimization of migration plan for on-prem server with large volumes, using data migration services alongside SMS, like Snowball or DMS</li> </ul>	Customer implementation description, documentation, and proof.	

	<ul style="list-style-type: none"> <li>Address service limits as part of the migration plan. If applicable, which workarounds were used to address them?</li> </ul> <p><b>Migration Plan</b> Customer References highlight and address the following information:</p> <ul style="list-style-type: none"> <li>EC2 instances size planning</li> <li>Details on performance testing? What were the results?             <ul style="list-style-type: none"> <li>Were Spot Instances used</li> </ul> </li> <li>Were Reserved Instances used?</li> <li>Provide Landing Zone Design</li> <li>Provide Solution Architecture Diagram</li> <li>Describe the backup strategy for EC2</li> <li>Were all servers licensed as expected, even with BYOL?</li> </ul>		
<p><b>2.0 AWS Service Requirements</b></p>	<p><b>2.1 Solution Characteristics:</b> Each submitted customer reference involves and describes in detail the approach, implementation, and customer acceptance testing for at least two cases providing details as requested per section 1.0</p> <p>Each of the solutions in the submitted customer references includes at least 200 VM migrations.</p>		

## AWS Resources

Title	Description
<a href="#">How to Build a Practice Landing Page</a>	Provides guidance how to build a Practice/solution page that will meet the prerequisites of the Program.
<a href="#">How to Write a Public Case Study</a>	Provides guidance how to build a Public Customer Case Study that will meet the prerequisites of the Program.
<a href="#">How to Build an Architecture Diagram</a>	Provides guidance how to build a architecture diagrams that will meet the prerequisites of the Program.
<a href="#">AWS Server Migration Service User Guide</a>	View the AWS Server Migration Service User Guide and pre-requisites to getting started migrating servers into AWS.
<a href="#">AWS Server Migration Service IAM Setup</a>	View the AWS Server Migration Service User Guide to setting up IAM permissions and security best practices.

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