

AWS Service Delivery Program Partner Profiles

A brief summary of the ideal APN Partner for each AWS Service Delivery Designation

The AWS Service Delivery Program identifies and endorses APN Partners with customer experience and a deep understanding of specific AWS services. Attaining an AWS Service Delivery designation allows APN Partners to differentiate themselves by showcasing their service knowledge and experience to AWS customers. To achieve an AWS Service Delivery Designation, APN Partners are vetted by AWS through a rigorous technical validation.

Consulting Partner

APN Consulting Partners are professional services firms that help customers of all sizes design, architect, build, migrate, and manage their workloads and applications on AWS. Professional services may vary across a wide array of needs including managed services, application development support, and general consulting.

AWS Database Services



Amazon Aurora | [Requirements](#)

[Amazon Aurora Partners](#) deliver new Amazon Aurora implementations and migrate AWS customers to Amazon Aurora. Amazon Aurora Partners are skilled at building services or solutions for Amazon Aurora, a MySQL-compatible relational database engine that combines the speed and availability of high-end commercial databases with the simplicity and cost-effectiveness of open source databases.



Amazon RDS | [Requirements](#)

[Amazon RDS Partners](#) deliver new implementations and migrate AWS customers to Amazon RDS. They offer services or solutions for Amazon RDS, which manages complex and time-consuming administrative tasks such as PostgreSQL software installation and upgrades, storage management, replication for high availability and read throughput, and backups for disaster recovery.



AWS Database Migration Service (DMS) | [Requirements](#)

[AWS Database Migration Service Partners](#) help customers use AWS Database Migration Service to migrate databases to AWS easily and securely while minimizing application downtime. AWS DMS Partners support both homogenous migrations as well as heterogeneous migrations between different database platforms.

AWS Compute Services



Amazon EC2 for Windows Server | [Requirements](#)

[Amazon EC2 for Microsoft Windows Server Partners](#) have expertise in deploying managed, secure, reliable, and high-performing Windows-based solutions on Amazon EC2 Windows. Amazon EC2 for Windows Server Partners help AWS customers plan, implement and manage cloud migration and deployment to maximize benefits, including agility, security and cost efficiency.



AWS Server Migration Service | [Requirements](#)

[AWS Server Migration Service Partners](#) help AWS customers implement AWS SMS to migrate on-premises workloads to AWS, allowing AWS customers to automate, schedule, and track incremental replications of live server volumes. AWS SMS Partners deliver services that are cost-effective, agile, and with control to manage a customized replication schedule designed for large-scale migrations.

AWS Security Service



AWS Web Application Firewall (WAF) | [Requirements](#)

[AWS WAF Partners](#) help customers implement AWS WAF to protect their web applications from common web exploits that could affect application availability, compromise security, or consume excessive resources. AWS WAF Partners create custom rules for AWS customers that block common attack patterns, such as SQL injection or cross-site scripting, and rules that are designed for customer's specific application.

AWS Networking & Content Delivery Services



Amazon CloudFront | [Requirements](#)

[Amazon CloudFront Partners](#) help AWS customers deploy a global content delivery network (CDN) service that accelerates the delivery of websites, APIs, video content or other web assets. By helping customers deploy Amazon CloudFront, Amazon CloudFront Partners give developers and businesses an easy way to optimize performance, accelerate content and reduce costs.



AWS Direct Connect | [Requirements](#) | [Program Guide](#)

[AWS Direct Connect Partners](#) provide flexibility and choices on how to connect with AWS and enhanced monitoring of the network link between AWS Direct Connect Partners and AWS. These APN Partners are exclusively authorized to provision AWS Direct Connect Hosted Connections capacities greater than 500 Mbps.

AWS Serverless Computing Services



AWS Lambda | [Requirements](#)

[AWS Lambda Partners](#) help customers build or migrate their solutions to a microservices architecture running on [serverless computing](#) enabling customers to build services and applications without provisioning or managing servers. AWS Lambda Partners deploy Lambda to take care of everything required to run and scale code with high availability. AWS Lambda Partners set up code to automatically trigger from other AWS services or call directly from any web or mobile app.



Amazon API Gateway | [Requirements](#)

[AWS API Gateway Partners](#) help customers create, publish, maintain, monitor, and secure their APIs at any scale. API Gateway Partners build solutions for AWS customers that handle all the tasks involved in accepting and processing up to hundreds of thousands of concurrent API calls, including traffic management, authorization and access control, monitoring, and API version management.



Amazon DynamoDB | [Requirements](#)

[Amazon DynamoDB Partners](#) help customers deploy Amazon DynamoDB, a fast and flexible [NoSQL database](#) service for all applications that need consistent, single-digit millisecond latency at any scale. Amazon DynamoDB Partners deliver a fully managed, multi-region, multi-master database that provides consistent single-digit millisecond latency, and offers built-in security, backup and restore, and in-memory caching.

AWS Analytics Services



Amazon EMR | [Requirements](#)

[Amazon EMR Partners](#) help customers build and deploy big data analytics applications that makes it easy to run big data frameworks such as Apache Hadoop, Spark, Presto, Hive, and HBase on massively scalable clusters. Amazon EMR Partners build solutions that securely and reliably handle a broad set of big data use cases, including log analysis, web indexing, data transformations (ETL), machine learning, financial analysis, scientific simulation, and bioinformatics.



Amazon Redshift | [Requirements](#)

[Amazon Redshift Partners](#) deliver solutions that work with Amazon Redshift to load, transform and analyze data, share insights, and architect and implement analytics platforms. Amazon Redshift Partners enable customers to receive sub-second results for reports, dashboards, and interactive analysis, for complex queries on any scale, unlocking key data insights.



Amazon Kinesis | [Requirements](#)

[Amazon Kinesis Partners](#) deliver solutions on Kinesis, a platform for streaming data on AWS. Amazon Kinesis Partners enable customers to process and analyze data as it arrives and respond instantly instead of having to wait until data is collected before the processing can begin. Through powerful services, Amazon Kinesis Partners make it easy for customers to load and analyze streaming data and can build custom streaming data applications for specialized needs.



Amazon QuickSight | [Requirements](#)

[Amazon QuickSight Partners](#) enable AWS customers to use this business intelligence service that makes it easy to delivery insights to everyone in their organization. These partners help AWS Customers maximize their data by curating rich, interactive experiences in Amazon QuickSight that help users easily identify trends, outliers, and key business drivers.

AWS Management Tools



AWS CloudFormation | [Requirements](#)

[AWS CloudFormation Partners](#) help AWS customers, developers and system administrators develop an easy way to use infrastructure as code to create and manage a collection of related AWS resources. AWS CloudFormation Partners successfully write AWS CloudFormation Templates to provision and update customer resources in an orderly, repeatable and predictable fashion.



AWS Service Catalog | [Requirements](#)

[AWS Service Catalog Partners](#) help create catalogs of IT services that are approved by the customer's organization for use on AWS. With AWS Service Catalog, customers and partners can centrally manage commonly deployed IT services to help achieve consistent governance and meet compliance requirements while enabling users to self-provision approved services.



AWS Config | [Requirements](#)

[AWS Config Partners](#) enable AWS customers to assess, audit, and evaluate the configurations of their AWS resources. With AWS Config Partners, customers can review changes in configurations and relationships between AWS resources, dive into detailed resource configuration histories, and determine overall compliance against the configurations specified.



AWS Systems Manager | [Requirements](#)

[AWS Systems Manager Partners](#) provide services to help customers control their systems and configuration management for both existing IT tools and DevOps. AWS Systems Manager Partners enable AWS customers to use and implement this management service that automatically collects software inventory, apply OS patches, create system images, and configure Windows and Linux operating systems.

AWS Internet of Things Services



AWS IoT Core | [Requirements](#)

[AWS IoT Core Partners](#) choose the best approach for the design and implementation of IoT solutions that are optimized for cost, reliability, security, performance, and scalability. AWS IoT Core Partners have demonstrated experience and deep technical understanding to leverage the secure and scalable AWS IoT Core platform to build IoT solutions that gather, process, analyze, and act on generated data.



AWS IoT Analytics | [Requirements](#)

[AWS IoT Analytics Partners](#) help AWS Customers build fast and responsive IoT applications on the AWS IoT Analytics service without having to manage hardware or infrastructure. AWS IoT Analytics Partners enable customers to collect and process large amounts of device data, run sophisticated historical and real-time analytics, build dashboards, understand trends, and support AWS services for data ingestion, storage, analytics, visualization, and ML.



AWS IoT Greengrass | [Requirements](#)

[AWS IoT Greengrass Partners](#) improve customer outcomes and enable customer devices to respond quickly to local events, interact with local resources, operate with intermittent connections, stay updated with over-the-air updates, minimize the cost of transmitting IoT data to the cloud, and run IoT data analytics for decision-making insights and optional machine learning (ML) use cases.

AWS GovCloud Skill Program (US Only)



AWS GovCloud (US) | [Requirements](#)

[AWS GovCloud \(US\) Skill Partners](#) help AWS customers with architecting, operating, and managing workloads in the AWS GovCloud (US) region. AWS GovCloud (US) Partners support US government compliance and regulatory requirements including FedRAMP, ITAR, SRG Levels 2 and 4, CJIS Security Policy, and/or HIPAA. They help customers handling sensitive data and workloads implement mission-oriented systems and applications in the AWS GovCloud (US) region that address compliance standards, reduce costs, drive efficiencies, and increase innovation.

AWS Customer Engagement



Amazon Connect | [Requirements](#)

[Amazon Connect Partners](#) help companies improve customer experience and outcomes. By choosing the best approach for the design and implementation of contact center solutions, Amazon Connect Service Delivery Partners offer experience to optimize for cost, reliability, security, performance, and scalability.

For more information on the AWS Service Delivery Program, requirements or partner profile by designation, visit the [AWS Service Delivery Program Page](#).