



# Amazon QuickSight AWS Service Delivery Program Consulting Partner Validation Checklist

March 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 AWS Partner Network Partners (“APN Partners”) who demonstrate successful customer delivery and experience in specific AWS services. The AWS Service Delivery Validation Checklist (“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 AWS 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. APN Partners should ensure that they have the necessary consents to share with the auditor (whether AWS or a third-party) all information contained within the objective evidence or any demonstrations prior to scheduling the audit.

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. AWS may also utilize a third-party firm to facilitate this audit. 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, APN 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.

### Amazon QuickSight Approval Criteria

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

Amazon QuickSight Validation Checklist	Detailed Description of Evidence	Met Y/N	
<p><b>1.0 Case Study Requirements</b></p>	<p><b>Each Case Study demonstrates understanding of Reporting and Analytics by incorporating three or more of the following requirements:</b></p> <ul style="list-style-type: none"> <li>▪ Description of customer use case being addressed includes the current number and type of authors and readers, and estimated total user base</li> <li>▪ Description of services provided by APN Partner (data management, user access and management, dashboarding and migration, user onboarding and training)</li> <li>▪ Description of alternatives considered prior to customer decision, as well as potential savings and benefits (i.e. pain points eliminated) from the adoption of serverless business intelligence (BI)</li> <li>▪ Includes details of user authentication and authorization scheme</li> <li>▪ Include measures taken to comply with security requirements</li> <li>▪ Provide screenshot of dashboard/implementation (with sample or blurred data as appropriate) so that case study can highlight the actual implementation</li> </ul> <p><b>Each Case Study includes guidance provided to the customer on the following characteristics:</b></p> <ul style="list-style-type: none"> <li>▪ Dashboard sharing mechanisms available include at least one of the following:               <ul style="list-style-type: none"> <li>○ Amazon QuickSight-only access</li> <li>○ Embedded Amazon QuickSight content in 3rd party product</li> <li>○ Email reports</li> <li>○ Mobile access</li> </ul> </li> <li>▪ For engagements where the customer will have responsibility for user setup and access:               <ul style="list-style-type: none"> <li>○ IAM, Active Directory or SAML policy definitions</li> </ul> </li> <li>▪ If installation is managed by the APN Partner then provide details of user support plan:               <ul style="list-style-type: none"> <li>○ detail on training and documentation materials provided to the customer to facilitate self-management</li> </ul> </li> <li>▪ Details on what assistance was provided to the customer on how their data sets are prepared for connection to Amazon QuickSight.               <ul style="list-style-type: none"> <li>○ This may include what is the data management strategy, how is data E/T/L handled, what is the data catalogue strategy, how is data governance managed.</li> </ul> </li> </ul>	<p>Customer implementation description or documentation</p>	

<b>2.0 AWS Service Requirements</b>	<b>2.1 Solution Characteristics</b>  Each customer Case Study includes one or more of the following use cases: <ul style="list-style-type: none"> <li>▪ Amazon QuickSight deployed as a BI tool</li> <li>▪ Amazon QuickSight deployed in an embedded capacity</li> <li>▪ Amazon QuickSight Anomaly Detection and Alerts</li> </ul> Each submitted customer reference has: <ul style="list-style-type: none"> <li>▪ at least 5 Provisioned Authors and 20 or more provisioned Readers</li> <li>▪ At least 2 of the following advanced Amazon QuickSight features were used: Table Calculations, Row-Level, Security, Parameters, On Screen Controls, URL Actions, Embedded Dashboards, ML-Insights, natural language narratives, anomaly detection or forecasting capabilities.</li> </ul>	Customer implementation description or documentation	
-------------------------------------	---	--	--

## 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 an architecture diagrams that will meet the prerequisites of the Program.
<a href="#">Amazon QuickSight User Guide</a>	Provides step-by-step instructions on how to get started on Amazon QuickSight.
<a href="#">Preparing Data for Amazon QuickSight</a>	Learn how to prepare your data before using it in Amazon QuickSight.
<a href="#">Building Analyses for Amazon QuickSight</a>	Step-by-step procedure to create a new analysis using Amazon QuickSight.
<a href="#">Managing Users for Amazon QuickSight</a>	Learn how to manage user access to Amazon QuickSight and Amazon QuickSight access to AWS resources.

*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.*