

## Changes made to the Validation Checklists (VCLs) on Feb 14, 2025

### All Checklists

- We've updated our validation checklists with start and end dates for better version tracking. Each checklist will now show Validity Period: Start date: When the checklist is released, Expiration date: 90 days after the next scheduled release. Validity period for each VCL is clearly displayed at the top of each download page for Partners.

### Foundational Technical Review (FTR) for Partner Hosted Solution

- **HOST-001- Confirm your hosting model** has been revised to reflect the latest SaaS product deployment qualification consistent with [AWS Marketplace SaaS product Architecture Guidelines](#)
- **ARC-001 Use root user only by exception** has been revised to use new the AWS organizations feature for managing root account access centrally.
- **ARC-003 - Enable multi-factor authentication (MFA) on the root user for all AWS accounts** has been revised to enable MFA for root access in member accounts.
- **ARC-004 - Remove access keys for the root user Current Control Definition** has been revised to highlight that root user account should only be used for specific tasks for member accounts.
- **RES-001- Architect your product to meet availability targets and uptime service level agreements (SLAs)** has been updated to provide recommendation for Partners to use the Resilience strategy for AWS ISV Partners to review your resilience strategy and make any required changes.

### Software Specializations

- **Common Customer Reference Criteria Pilot [New]:** We are running a pilot with GenAI, Security and Education competencies to evaluate standardizing case study requirements across all VCLs. To view an example of these requirements, please check the Generative AI VCL template [here](#).
- **Migration ISV Competency:** Update checklist to cover vulnerability management for tooling
- **IoT Analytics Delivery** checklist is deprecated.
- **GenAI Software Competency control GAIFMS-001** has been updated to include requirements for AI ethics and responsible AI.

### Service Specializations

- All Service Ready Program (SRP) checklists have been updated to clarify that the solution must be a software.
- **CloudOps Service Competency:** Updated case study quality standards by highlighting that the AWS Partner must demonstrate advanced Cloud Operations capabilities through case studies that showcase collaborative customer engagements focused on solving specific CloudOps challenges while delivering measurable business value.

- **WWPS NPO Competency:** Updated the requirements to be eligible for the competency by extending the definition to include arts/culture and removes education/hospitals from the non-profit scope in alignment with the current segment strategy.

## Changes made to the Validation Checklists (VCLs) on Aug 5<sup>th</sup>, 2024

### Foundational Technical Review (FTR) for Partner Hosted Solution

- Require an architecture diagram for ALL Partner Hosted (SaaS) applications
- Revise IAM-012 to focus only on AWS machine identities. The new requirement is:
  - IAM 012 – Use temporary credentials for applications that run on an AWS to access other AWS resources
- RES-004 updated
  - Minimum resilience testing changed to AZ failure
  - Changed testing to meet “RTO and RPO” to must meet “established targets”

### Changes to Services Competencies

- All Competencies > Accept Well-Architected Review Report for Consulting Competency and SDP Common Customer Example Artifacts if:
  - A partner provides a WAR review report with zero outstanding high-risk issues (HRIs) in the Security, Operational Excellence, and Reliability pillars for the customer case study workload implementation.
  - Goal is to minimize the operational burden for partners without lowering the technical bar of specialization validation
- Consulting Competency > Security
  - Added calibration guide
  - Updated requirements TDRP-008 for Threat Detection and Response Category
  - Updated CORE-004 under Core Security Category
- Consulting Competency > Energy
  - “Energy Competency” changed to “Energy and Utilities Competency”
- Consulting Competency > SMB
  - SIBUS-002 – Added language outlining how AWS defines the Small and Medium Business (SMB) customer segment.
  - Example of AWS Customer Deployments: Added a disclaimer in this section that at least 2 of 4 customer examples submitted are migration use cases.
  - Modified AWS Customer Deployments Example where ACE Opportunity ID are required.
  - Included guidance of where Partners can find their opportunities
- Consulting Competency > IoT
  - Revised section Performance Efficiency (Use Case 1) to Performance Efficiency (Requirements apply to one of the four provided customer examples)
- Consulting Competency > Oracle
  - Updated EXPEF-001 to be a performance specific requirement.
- Consulting Competency > Migration consulting competency to add modernization category (VCL details to be released 08/22)
- Consulting Competency > Automotive
  - Added one practice requirement for Supply Chain Category

## Changes to Technology Competencies

- Technology > Cyber Insurance
  - Added calibration guide
  - Merged CIGEN-003 and CIGEN-004 and switched to automated approach
- Technology > Security
  - Threat Detection and Response Category:
    - Changed the order of the requirements.
    - Significantly updated the XDR requirements.
  - Added a new use case Cyber Asset Attack Surface Management (CAASM) to the Compliance and Privacy category.
  - Updated APSEC-004 Static Code Analysis requirements.
  - Added Software Bill of Materials (SBOM) / Supply Chain Security to the Application Security category [APSEC-006]
- Technology > SMB
  - Example AWS Customer Deployments, added
    - Each case study must be supplemented with the corresponding ACE Opportunity ID.
    - Guidance to ensure partners are using SMB-focused language in their applications
  - Included guidance of where Partners can find their opportunities organized by AWS defined customer segment in Partner Analytics
- Technology > Energy Competency
  - “Energy Competency” changed to “Energy and Utilities Competency”
  - “New Energies” category changed to “Power and Utilities”

## Changes to Service Delivery Program (SDP)

- SDP > Control Tower
  - Remove "What vertical the solution was deployed." in CT-001, since mentioned as a use case in CT-002
  - Removal of "CfCTv2 in a single account environment: Build to the specification listed in the CfCT Github" in CT-003 as a valid use case (see feedback in doc)
- SDP > EC2 Systems Manager
  - SSM-002 list of features updated to include the latest features.
- SDP > Amazon ECS
  - ECS-008 CLI commands updated.

## Changes to Solution Provider Program (SPP)

- Updated Introduction and Expectation of Parties section
- Removed section 1.3 from pre-req
- Updated SPP FTR Guide
- AWS defined customer segment in Partner Analytics

## Changes made to the Validation Checklists (VCLs) on Feb 17<sup>th</sup>, 2024

### Foundational Technical Review (FTR) for Partner Hosted Solution

- Partners will get a waiver for FTR if they have completed Well-Architected Review in the past 12 months with a AWS Employee.
- IAM-002 is updated to use temporary IAM credentials retrieved by assuming a role whenever possible
- NETSEC-001 is updated by removing the requirement to now allow Network ACLs ingress from 0.0.0.0/0 to remove administration ports.

## Changes to Services Competencies

### SAP Competency

Following controls have been removed:

- Prerequisites of SAP on AWS - Specialty certification
- PROPE-003 - Next Generation Managed Services / Automation

### Data & Analytics Competency

Following controls have been modified:

Prerequisites of AWS Data & Analytics Certified Personnel is modified as *“Applicant must have at least 4 employees with valid (unexpired) certifications for AWS Certified Data Analytics - Specialty certification or AWS Certified Data Engineer-Associate certification ”*

### Main Frame Migration Competency

AWS Partners should check the VCL for specific change details.

Overall, the VCL was simplified by: (1) reducing examples of Mainframe modernization projects from 10 to 4 in section 2.1; (2) updating customer examples completed within the past 20 years to 10 years in section 5.0; (3) modifying language with modernization focus for controls: MMPR-003, MMPR-004, MMCE-002, MMCE-003, MMCE-005, MMCE-006, and MMCE-007.

### Networking Competency

Updated NETP-002 to clarify AWS enhanced routing (ingress routing, more specific routing, routing to endpoints/attachments)

### Security Consulting Competency

We updated the VCL language clarity for this competency, AWS partners should check VCL for details. Specific highlights are listed below

- Clarified Competency category and use case structure in the VCL
- Updated VCL requirement IDs to be more consistent with other competencies
- Renamed Web Application Firewall (WAF) category to Web Application and API Protection (WAAP)

## **Level 1 MSSP**

We updated the VCL language clarity for this competency, AWS partners should check VCL for details. Specific highlights are listed below:

- Renamed Web Application Firewall (WAF) Management category to Web Application and API Protection (WAAP) Management
- Renamed Data Privacy Event Monitoring category to Data Protection Event Monitoring
- Updated file link for Supporting Tools for AWS MSSPs

## **Changes to Technology Competencies**

### **Security technology Competency**

We updated the VCL language clarity for this competency, AWS partners should check VCL for details. Specific highlights are listed below:

- Expanded APSEC-005 - Vulnerability Management to cover container environments.
- Renamed Web Application Firewall (WAF) category to Web Application and API Protection (WAAP)
- Removed the following requirements from the Security ISV VCL:
  - SEC-002 - Customer case studies qualifications
  - INFPR-003 - GuardDuty Integration
  - INFPR-012 - Highly available architecture
  - CPR-002 - AWS Security Hub Integration
  - CPR-004 - CIS Benchmark Support
  - CPR-005 – Documentation

### **Containers Technology Competency**

We updated the VCL language clarity for this competency, AWS partners should check VCL for details. Specific highlights are listed below:

1. Clarification that Security category solutions must provide holistic support for all capabilities listed
2. Expanded and refined requirements for Observability solutions

## Changes to Service Delivery

### Amazon EKS SDP

Following controls have been modified:

- EKS-009 -Solutions have proper observability mechanisms in place: Expanded the observability capability and corresponding evidence
- EKS-027 - updated language to leveraging EKS Pod Identities to map IAM roles to service accounts and corresponding evidence

### Amazon Connect SDP

Clarified control requirements for CON-003

## Changes made to the Validation Checklists (VCLs) on August 5<sup>th</sup>, 2023

### Foundational Technical Review (FTR) for Partner Hosted Solution

- Removed following controls
  - **CTL-001** - Configure CloudTrail in all AWS Accounts and in all Regions.
  - **CTL-002** - Store logs in a separate administrative domain with limited access (for

example, a separate AWS account or an equivalent AWS Partner solution).

- **CTL-003** - Protect log storage from unintended access (for example, MFA-delete,

versioning on S3, object lock, or an equivalent solution).

- **CTL-004** - Enable CloudTrail log file integrity validation.
- **S3-002** - Restrict access to S3 buckets that should not have public access.
- **S3-003** - Implement monitoring and alerting to identify when S3 buckets become

public.

- Updated following controls

- **NETSEC-001** – Removed *Implement a process to review all security groups before implementation* and added following requirement: *Ensure no Network ACLs allow ingress from 0.0.0.0/0 to remote server administration ports (CIS 5.1/Security Control EC2.21)*

- **ARC-005** – Develop incident management plans – This controls now cover incident plans in general.

## Changes to Technology Competencies

### Security Technology Competency

- Added following use cases:
  - IDAM-005 - Temporary elevated access management (TEAM) o DATP-009 - Data Security Posture Management (DSPM)

## Changes to Services Competencies

### Storage Consulting Competency

- Following controls have been moved from pre-requisite section to Storage Customer Example Requirements section (Baseline Technical Consideration category):
  - EXBA-003 – Use Cases
  - EXBA-004 – Value-added Services
  - EXBA-005 – AWS Storage Competency Technology Partner Products o EXBA-006 - Unique Customer Examples

### DevOps Consulting Competency

- Added following controls:
  - PROC-001 - Review DevOps Use case fit and calibration guide

### Data and Analytics Competency

- Following controls have been removed:
  - PRRP-003 - Bandwidth Costs
  - PRID-001 - Protection of Internal Systems from Attacks (Waived if AWS Partner is approved AWS MSP)
  - PRL-001 - Lessons Learned (Waived if AWS Partner is approved AWS MSP)
  - PRRE-001 - Planned and Unplanned Event Planning (Waived if AWS Partner is approved AWS MSP)

approved AWS MSP)

### Machine Learning Consulting Competency

- Added following controls:
  - RES-001 - Review ML use case fit and calibration guide

## Migration Consulting Competency

- This checklist has significant changes, AWS Partners should check the VCL for details.

Overall, the VCL was standardized and simplified by: (1) adopting Common Customer Examples Requirements for Well-Architected Framework controls and removing them from migration customer examples requirements section; (2) updating customer examples criteria; (3) simplifying description and evidence requirements for migration- specific controls.

## Service Ready

### AWS Outposts Ready

- Now requires customer examples at the time of application [AWS Graviton](#)
- Now requires customer examples at the time of application [AWS EC2](#)
- Now requires customer examples at the time of application

### EKS Ready

- Clarified the control EKS-001.

## Service Delivery

### Amazon Connect

This checklist has significant controls, suggest to look at actual VCL for details. Overall is that we removed the live assessment but expanded technical controls to cover critical requirements conducted during live demo

- Following controls have been removed
  - Section 1.3 – APN Navigate Completion is removed
  - CON-008 - Amazon Connect Live Demo assessment is removed
- All controls CON-001 to CON-010 have been added/modified

### AWS Lambda

- The following controls have been expanded/adjusted based on Lambda use case advancement
  - LAM-002- Lambda functions should be singular and loosely coupled is modified to “design principles”
  - LAM-004- Solution implements graceful degradation is modified to “failure management”



- LAM-007- Solution Composition Requirements is modified to “performance optimization”

#### Amazon ECS

- Checklist versioning updated for GA release [Windows EC2](#)
- AWS for Microsoft Workloads training has been re-arranged from section 1.3 to 3.2

#### AWS Control Tower

- CT-003 Mandatory customization patterns on top of AWS Control Tower is updated to incorporate Landing Zone accelerator
- CT-004- Partner Customer Configuration Tracking is removed