AWS Well-Architected

AWS Well-Architected Partner Solutions

New tools for automating

Well-Architected Framework Reviews

Lauren Small, Well-Architected ISV Program Manager

AWS Well-Architected ISVs are:

Integrated with the AWS Well-Architected Tool

Validated through the AWS Competency

Designed to reduce time and resources to complete reviews and generate insights

Learn more: https://aws.amazon.com/well-architected-tool/partners/

AWS Well-Architected

Well-Architected Partner Solutions Webinar Series

Date	Partner
On-demand	nOps
On-demand	CloudCheckr
On-demand	Turbot
» Now	Trend Micro Cloud One-Conformity
May 26	Continuity Software

AWS Well-Architected
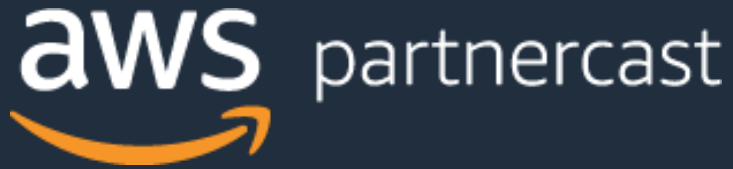
Creating a Roadmap for Cloud Operational Excellence

Cloud One - Conformity

Zack Milem, Channel Security Architect – Trend Micro

May 2021

PartnerCast Agenda

- Cloud One - Conformity Increases your Volume of WAFRs and Builds Revenue
    - Unique benefits for both partners and Customers
    - Free Whitelabled Assessments and reporting for your customers
    - Quick to perform In Depth Assessment and map to compliance needs

- Wrap Up
    - 3 Key Take Aways / Call to Action
    - Resources
    - Q&A

Conformity Opportunities for Partners

Well-Architected Reviews

Partner benefits
- Uncovers service opportunities
- Accelerates time to value
- Satisfies WAPP Requirements
(WAR and HRI reqs)

Customer benefits
- Provides posture validation
- Actionable report
- **Free** (offset by AWS Service Credits)

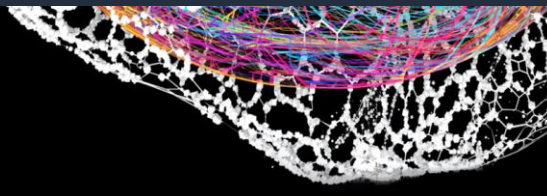## Cloud Conformity Resale

Partner benefits
- Generates partner margin
- Opens the door for Cloud One
- Satisfies APN Requirements
(MRR and Loaded Opps reqs)

Customer benefits
- Continuous assurance and visibility
- Counts towards EDP
- Addresses compliance requirements

Free Health Check for Your Cloud Infrastructure.

Cloud Conformity Infrastructure Report: AWS Well-Architected Framework

generic logo company

AWS Well-Architected

AWS Account: Demo1

Wed Jun 03 2020 17:58:43 GMT+0000 (Coordinated Universal Time)
AWS Well-Architected Report for Demo1 (1 Account)

Summary

789 Filtered Checks **22%** **169** Failed **78%** **620** Succeeded#

Filters applied:

#Compliance Score and percent success metrics are dependent on (1) active / selected filters, (2) data access you have provided on your account(s) or provided to you by your Organisation admin, and (3) controls which Cloud Conformity is able to check for on your cloud infrastructure - this would exclude for example workload across accounts, and organisational processes. Standard and framework control to rule mapping represents the expert opinion of Cloud Conformity and not necessarily that of the standard or framework authority. Rule severities and categories apply to Cloud Conformity's rules and not the controls they are mapped to. Your account(s) compliance with any Framework or Standard should be assessed in conjunction with your own internal review.

What your customer gets:

- Insight into their cloud infrastructure risk posture

- Detailed resolution steps to address cloud misconfigurations

What APN partners get:

- Speak to customers about their cloud resources

- Cloud One & professional services upsell

aws training and certification

Let's look at Cloud One - Conformity

Demo

Key Take Aways / Call to Action

1. Increase the number of WAFRs you can deliver
2. Here to help APN partners develop offerings around Cloud One - Conformity

Resources

Stay "In The Know"

- Link for Trial –   Email us : cloudpartners@trendmicro.com

- Conformity GitHub – https://github.com/cloudconformity
- TrendMicro DevOps Resource Center? - https://www.trendmicro.com/en_us/devops.html

Q&A

Thank you –
Join us for the next
session!

AWS Well-Architected