APJ FasTrack Academy Program

Foundational Technical Review (FTR)

Introductions

Agenda

- Overview of AWS Foundational Technical Review (FTR)
- Review Process
- Common challenges
- Case Study
- Resources and FAQs

Overview of AWS Foundational Technical Review (FTR)

Foundational Technical Review (FTR)

The AWS Foundational Technical Review (FTR):

- Enables Partners to identify and remediate risks in their products or solutions
- Ensures that the products AWS recommends to its customers are following basic security, reliability, and operational excellence best practices
- Is the first step in working with APN

What are the benefits of completing a FTR?

Mitigate Risk Reduce risks around security, reliability, and operational excellence

Review Architecture Review architecture base on AWS Well-Architected Framework

Access Benefit Gain benefit AWS Competency and AWS ISV Accelerate Program

Promote solution Earn AWS badging “Qualified Software” to promote your product

* ’Validated’ status serves as the baseline requirement for co-sell participation.

Offering Component Types of a FTR:

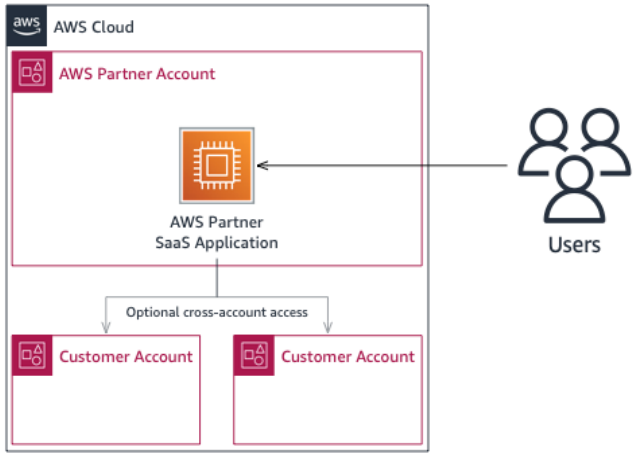
The specific process and requirements for the FTR will depend on how and where the components of your product are deployed and managed. For the purposes of the FTR, components are categorized based on the following attributes:

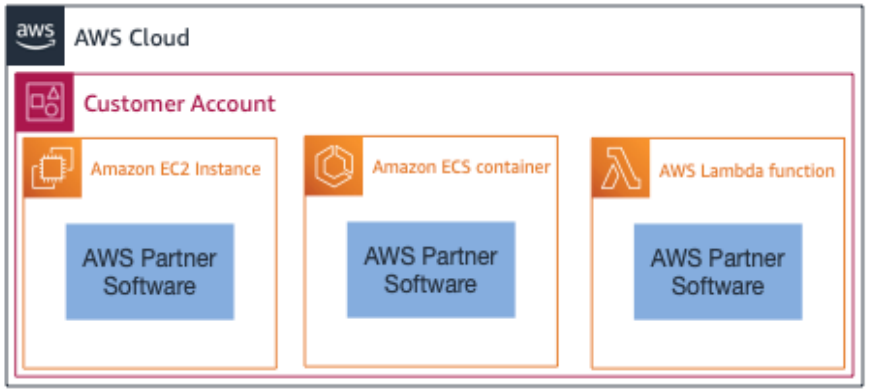
1. Who is responsible for deploying and managing the software (i.e., the AWS

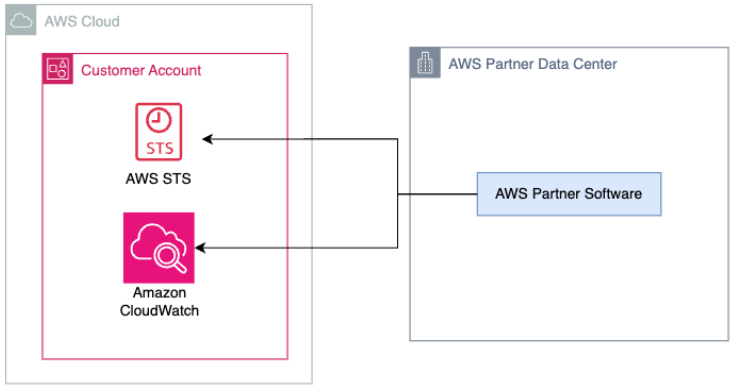
Partner or the customer)

2. Where the software runs (i.e., on AWS or in another environment)

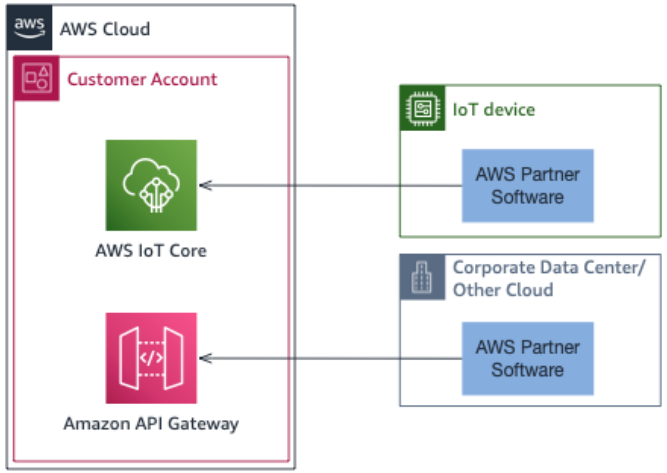
Components of Offerings







Partner Hosted



Customer Deployed

Other

Review Process

Review process

- Submit FTR request in Partner Central for review

- Receive feedback and complete remediations within 6 months from the initial review date

- Identify and complete the appropriate FTR checklist to conduct a self-assessment for an offering
- Generate CIS AWS Foundations Benchmark 1.4 or 3.0 report using AWS Security Hub.

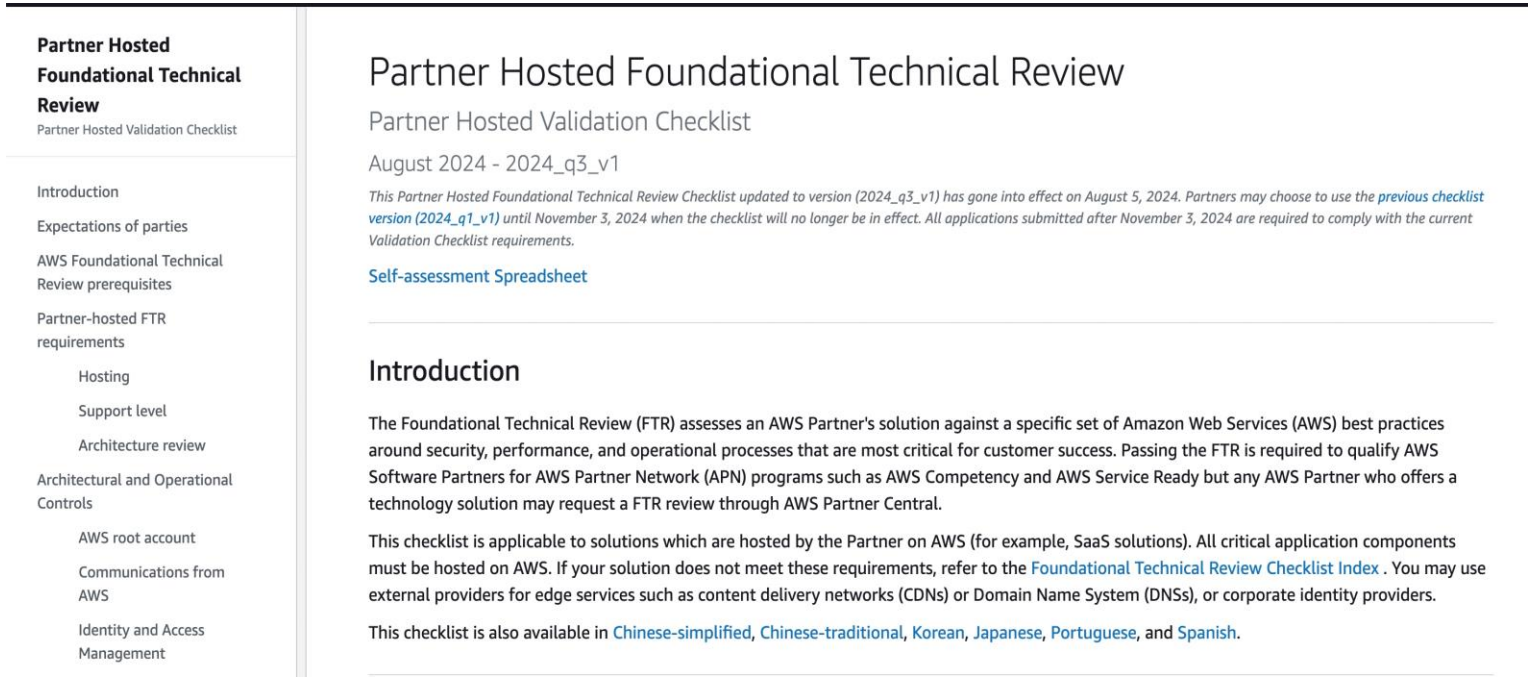
- The system will review your FTR submission and artefacts.
- If all is good, FTR will be approved automatically. Otherwise an AWS Partner Solutions Architect (PSA) will review your submitted documents and contact you via email.

Demo

Common challenges

FTR documentation

- Ensure the Self-Assessment Validation Checklist that applies to your solution is the latest version
- The FTR checklists evolve overtime, and some requirements are added or removed
- Links to the latest version of the checklist for each component type can be found in the AWS Foundational Technical Review Guide

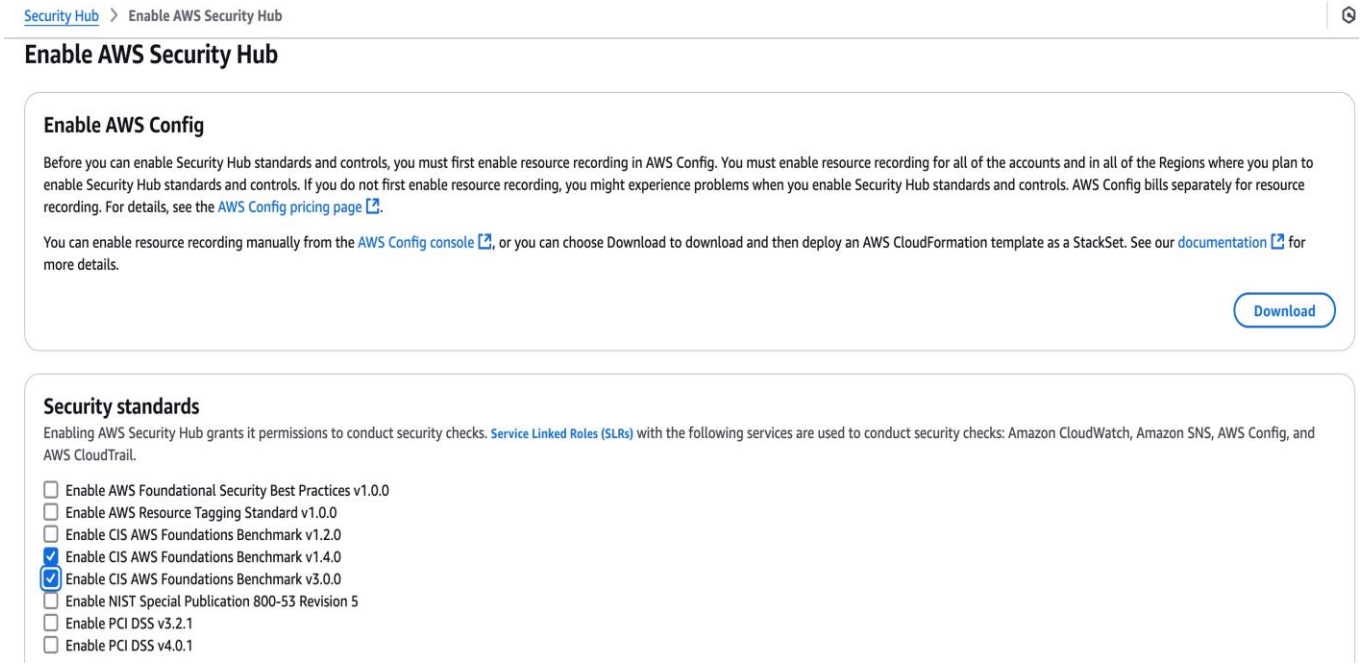


Partner hosted on AWS – Automated Security Report

- For Partner Hosted on AWS FTR reviews, you must submit an automated security report that evaluates your infrastructure

- You can use AWS Security Hub or any other tool that supports the CIS AWS Foundations Benchmark 1.4 or 3.0 to evaluate your AWS accounts.

NOTE: Not all the CIS controls are required to be passed in scope of FTR. Please check the FTR Guide for the required CIS controls.



Resiliency and Disaster Recovery (DR) Section

- In all FTR Reviews, there are requirements around application resiliency and Disaster Recovery (DR) Plans.
  - **Recovery Time Objective (RTO):** is the maximum acceptable delay between the interruption of service and restoration of service. This objective determines what is considered an acceptable time window when service is unavailable and is defined by the organization.
  - **Recovery Point Objective (RPO):** is the maximum acceptable amount of time since the last data recovery point. This objective determines what is considered an acceptable loss of data between the last recovery point and the interruption of service and is defined by the organization.
  - **Resiliency Testing:** Test resiliency to ensure that RTO and RPO are met, both periodically (minimum once a year) and after major updates. The resiliency test must include accidental data loss, instance, and Availability Zone (AZ) failures. At least one Resiliency test that meets RTO and RPO requirements must be completed prior to FTR approval.

Case Study

Thinknam's AWS FTR Success Story: Enhanced Security, Reliability & Compliance

Enhancing Security Enforcement and Improving Reliability

- Improved Identity Management
- Enhanced Log Management
- Robust Backup Strategy

Simplifying Compliance Management

- Enhanced Regulatory Alignment
- Improved Organizational Culture

Reference: https://aws.amazon.com/blogs/apn/thinknum-gains-valuable-benefits-through-the-aws-foundational-technical-review/

"AWS has been Thinknum's trusted partner since our earliest days as a startup," says Gregory Ugwi, Chief Executive Officer at Thinknum.

"The FTR process helped us strengthen our security posture in concrete ways that our clients appreciate, and I sincerely recommend it to other tech companies."

Resources & FAQs

AWS FTR Resources

- AWS Foundational Technical Review Guide.
  - This guide provides guidance for reviewing your software products and detailed instructions for completing an FTR.
- AWS Partner Hosted Solution FTR Calibration Guide.
  - This calibration guide is intended for AWS partners who have applied or are interested in the Foundational Technical Review for Partner Hosted Solution.
- Customer Deployed Foundational Technical Review (FTR) Technical Controls Calibration Guide
  - This calibration guide is intended for AWS partners who have applied or are interested in the Amazon Web Services (AWS) Customer Deployed Foundational Technical Review.
- Partner Hosted Validation Checklist
- Customer-Deployed Validation Checklist

FTR FAQs

Q: Do FTR include code review?

A: No, AWS reviewing your application code is not in scope for an FTR Review.

Q: How long do FTRs remain valid for?

A: Partners are required to renew their *Approved* FTR status every 3 years.

Q: Can we reply with N/A to some requirements?

A: Yes, we acknowledge the diversity in solutions and offerings. We will require an explanation on why you think it doesn't apply.

Call to Action

- **Prepare and request FTR by 30-March-2025**
- **Apply Remediation and get FTR Validated 30-April-2025**

Q&A