

## Description

This course is intended to introduce the basic skills needed to lead pre-sales, AWS technical solutions engagements with customers. Using a simple, case study-based approach, you'll learn frameworks, techniques, and guidelines critical to assessing customer needs, capturing requirements, and translating those requirements into AWS solutions.

## Intended Audience

This course is intended for:

- Partner sales
- Solutions engineers

## Course Objectives

In this course, you will learn how to:

- Lead a technical, solutions engagement with a customer as an AWS Solution Architect
- Design a basic solution using AWS services
- Select appropriate AWS services for a customer's use case
- Anticipate and address customer concerns about digital transformation
- Describe the foundational principles of the AWS Well-Architected Framework
- Identify and apply best-practices and architecture patterns for some typical AWS solutions

## Prerequisites

We recommend that attendees of this course have the following prerequisites:

- [AWS Business Professional accreditation](#)
- [AWS Technical Professional accreditation](#)

## Duration

1 day

## Course Outline

This course covers the following concepts in six learning modules and one resource module:

### Module 1: Course Introduction

#### Section 1: Overview

- i. Learning Objectives
- ii. Your customers are adopting AWS.

#### Section 2: AWS Solution Architecture

- i. What is an AWS Solution Architect?
- ii. What services does AWS offer?
- iii. Guiding principles and Keys to Success

#### Section 3: You Know More Than You Realize

- i. Customer data center technology vs AWS
- ii. The sum is greater than its parts.
- iii. Takeaways

#### Section 4: Building Blocks

- i. Some Key AWS Architectural Concepts
- iv. Review of Core AWS Services and Use Cases

### **Module 2: Common Customer Questions and the Well-Architected Framework**

#### Section 1: AWS Best Practices

- i. Sample customer questions
- ii. The Well-Architected Framework

### **Module 3: Designing a Solution Architecture**

- i. Guiding principles of AWS solution design: Introducing the case study
  - a. Customer case study
- ii. Identifying organizational needs
  - a. Goals vs. Requirements
- iii. Choosing the best AWS services for a customer
- iv. Arriving at a solution design
- v. Migration and cutover strategies
- vi. Review case study solution
- vii. Identifying opportunities for continuous improvement

### **Module 4: Exploring Solution Patterns and Architectures**

- i. Business Applications
- ii. Microservices
- iii. Modern Data Analytics

### **Module 5: Conclusion**

- ii. Diving deeper – Next steps