

DRAFT AGENDA:
Wednesday, December 20th
3:15pm to 5:00pm ET
Arlington County Offices
10th Floor Training Room

Proposed AWS Attendees:

- Kim Majerus, AWS Leader of U.S. State & Local Govt (SLG) Sales
- John Stevenson, AWS Public Policy
- Hardik Bhatt, AWS IOT/Smart City Practice Lead
- Ken Eisner, AWS Educate Lead
- Todd Davis, AWS Mid-Atlantic Sales Leader
- Kelley Dubois – AWS Account Executive
- Brian Tracy – AWS Solutions Architect Leader – East Coast
- Ray Chang – AWS Solutions Architect – Mid-Atlantic

Arlington County Government Attendees:

3:15 to 3:30pm Introductions and welcome remarks by Vice Chair Christian Dorsey

3:30 to 4:15 pm Arlington’s Citizen Priorities

- **Health Equity**

Anita Friedman, Director HHS / Dr. Reuben Varghese, Public Health Director

- **Education**

Raj Adsumilli, Assistant Superintendent, APS

- **Economic & Workforce Development**

Marcy Foster, Director Human Resources/Jason Drake, Division Chief Human Resources

Representative from Arlington Economic Development

- **Transit Strategy**

Michael Moon, Deputy Director Environmental Services, Dennis Leach, Director of Transportation

- **Affordable Housing**

Claude Williamson, Director, Department CPHD,

Anthony Fusarelli, Deputy Director CPHD, David Cristeal, Director Housing,

4:15 to 4:25 Arlington's IT Priorities - Jack Belcher, CIO/Dept. Director DTS

- Digital Equity
- Health Equity
- Innovation

4:25 to 4:40 How AWS engages with and helps customers like Arlington County?

- Examples of from across U.S.
- AWS workforce development programs
- Status of our discussions to date

4:40 to 4:50 Update on HQ2 John Stevenson

4:50 to 5:00pm Next Steps & Conclude

Fireside Chat Theme: A Tale of Two Cities...

Overall, Baltimore and Arlington are two governments with different profiles, but very similar needs and challenges

- **5 minutes - Kim introduction**
- **15 minutes - Baltimore - Frank Johnson**
 - Overview of Baltimore
 - **Frank's vision**
 - Top Initiatives focused on Mayor Pugh's priorities
- **15 minutes - Arlington – Jack Belcher**
 - Overview of Arlington County
 - **Jack's vision**
 - Top Initiatives focused on board priorities
- **15 minutes – Kim ask questions to each Jack and Frank:**

Potential questions

- How have you seen the role of the CIO changing and what changes do you foresee in the next 3-5 years?
- How does the alignment of the city/county government agencies support your vision and ability to move forward?
- What do you look for in a strategic partnership?
- What are you doing for talent development in your organization?
- What is your current culture and are you striving to change that?
- How can AWS/Amazon contribute to a culture of innovation to your city/county?
- Why AWS – where does it play a key role? Why have you chosen to work with AWS over other providers?
- How does AWS serve you best in your position as a leader within your city and county?
- How can AWS help with more collaboration between your peers, to avoid having to reinvent all the time? How can we help you collaborate together with other cities and counties?

10 minutes - Audience Questions