

From: Jack Belcher
Sent: Monday, March 04, 2019 8:45 PM EST
To: frank digiammarino - Amazon Web Services (Frank@outcomebrokers.com) <Frank@outcomebrokers.com>
Subject: FW: Checking In

Picking up the pace. Frank, it was so great to see you. I am so grateful for your friendship and counsel. Next time we meet lets do it over beverages.

Your public service commitment is what is so special. Thank you buddy.

Jack

From: Jack Belcher
Sent: Monday, March 4, 2019 8:27 PM
To: Majerus, Kim <kmajerus@amazon.com>
Subject: Checking In

Kim, we made so much progress in establishing a relationship in December but seems we have not followed up with your challenge to meet regularly.

Later this month, John Bayliss will be with Teresa at the Presideo CIO select briefing in late March, I was hoping this could be the affirmation of the relationship we are attempting to achieve.

We were pleased to meet with Phil Silver and our transportation leaders. It looks like progress is being made there and shortly we will be moving forward with in depth discussions with our health and human services partners.

A side note we are being challenged by the Our Revolution interests to that we are not realizing the synergy we aspired for with Amazon.

We met with your fiber team and toured our footprint, but no response other than initial interest.

All good, but no substantive discussion of steps forward. I really need that cooperative validation.

Just a reminder, my boss continues to ask if we have identified a point of influence within Amazon.

Nothing to worry immediately about, however the longer we delay, the more likely there will be more discontent.

Interested in your perspective.

Jack

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