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Sent: Friday, December 14, 2018 7:02 AM EST

To: Jack Belcher <jbelcher@arlingtonva.us>

Subject: in preparation for next week

Jack, in preparation for next week, I wanted to let you know a few details:

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

--Kelley