

From: Jonah McKenrick <jmmckenr@amazon.com>

Sent: Monday, December 03, 2018 2:12 PM EST

To: Jack Belcher <jbelcher@arlingtonva.us>; CIO <cio@arlingtonva.us>

Subject: Lower Cost, Improve Reliability of Backup and Recovery with AWS

Dear Jack,

Kelley Dubois, Amazon Web Services' (AWS) Senior Account Manager asked that I contact you to schedule some time on your calendar to introduce our services and to learn about your direction for disaster recovery planning.

Disasters are inevitable, whether manmade or natural. IT-infrastructure and data loss should not be. With AWS, you can rapidly recover mission-critical systems while optimizing your disaster recovery (DR) budget. Back up, store, and recover IT systems in seconds, without dedicated data centers or tape.

The AWS Cloud supports simple back-up and restore options – including pilot-light, warm, and hot standby architectures – to meet your recovery-time and recovery-point objectives. With 18 regions and multiple AWS Availability Zones, you can minimize the impact of disasters, any time, from anywhere. Many State and Local Governments are turning to AWS to provide cost-effective, scalable, secure and flexible infrastructure.

I have included some relevant State and Local Government case studies for your reference:

- City of Asheville used AWS to build an agile disaster recovery solution without the time and cost of investing in an on-premises data center. (<http://aws.amazon.com/solutions/case-studies/city-of-asheville/>)
- King County saves \$1 million in First Year by Archiving Data in AWS Cloud. (<https://aws.amazon.com/solutions/case-studies/king-county/>)

I will follow up in a few days to schedule some time on your calendar. Please feel free to call me at (512) 980-1847 if you have any questions in the meantime.

Sincerely,

Jonah McKenrick

Amazon Web Services

State and Local Government

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