

**From:** Davis, Todd <tgdavis@amazon.com>  
**Sent:** Friday, December 07, 2018 11:39 AM EST  
**To:** Jack Belcher <jbelcher@arlingtonva.us>  
**CC:** Boehret, Matt <boehret@amazon.com>; Dubois, Kelley <duboiskd@amazon.com>  
**Subject:** Proposed Meeting Time - Arlington Co./AWS - Dec 19th at 3:00-5:00pm

Hello Jack:

For the meeting with you and your staff that Kim Majerus offered in her email titled, "Congratulations, Arlington!", does the following timeframe work for a 60 to 90 minute meeting?

**Time: 3:00 to 5:00pm on Wednesday, December 19**  
**Location: We can come to your offices or use AWS space available at 4250 N. Fairfax Drive AWS location. Please let us know your preference.**

I have copied Kim's executive assistant, Matt Boehret (who is based in Arlington), to help work on additional logistics. Please feel free to recommend a member of your team that can work with Matt, Kelley and me to set this up.

Thank you,

Todd

**Todd Davis**  
AWS State & Local Govt (SLG) Sales – Southeast  
(m) 913-269-8183

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**From:** Jack Belcher <jbelcher@arlingtonva.us>  
**Date:** Wednesday, December 5, 2018 at 5:04 PM  
**To:** "Davis, Todd" <tgdavis@amazon.com>  
**Cc:** "Boehret, Matt" <boehret@amazon.com>  
**Subject:** RE: Logistics for 12/18 Fireside Chat

Thank you Todd.

Jack Belcher  
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**From:** Davis, Todd [mailto:tgdavis@amazon.com]  
**Sent:** Wednesday, December 05, 2018 4:34 PM  
**To:** Jack Belcher <jbelcher@arlingtonva.us>  
**Cc:** Boehret, Matt <boehret@amazon.com>  
**Subject:** Logistics for 12/18 Fireside Chat

Hello Jack:

Thank you for your call last Friday to confirm your availability to participate in the "Fireside Chat" at the AWS All Hands Meeting for the State & Local Government organization. Here are a few details about the event:

**Date:** Tuesday, December 18<sup>th</sup>  
**Time:** 5:00 to 6:00pm ET (followed by a reception)

**Location:** The Westin Arlington Gateway Hotel  
F. Scott Fitzgerald Ballroom – 2<sup>nd</sup> Floor  
801 N Glebe Rd, Arlington, VA 22203

**Parking:** There is valet parking at the hotel, and several parking decks nearby, including at the Cooperative Plaza two blocks to the East at 900 N. Taylor Street.

**Metro:** As you know, the Westin is a two block walk west of the Ballston Metro stop.

**Reception:** 6pm to ~8pm ET immediately outside the F. Scott Fitzgerald Ballroom  
This is optional, but we hope you can join at least a portion.

Format: This will be an informal and interactive session during which Kim Majerus, the nationwide leader of State & Local Government at AWS, moderates a discussion with both you and with Frank Johnson, CIO of the City of Baltimore City.

Amazon's culture is centered on written and spoken "narratives", so there is no need to prepare Powerpoint slides. Kim will start by asking you to share a short description about your background, role as CIO and top challenges followed by interview-style questions. She will also invite questions from the audience of approximately 90 sales professionals, solution architects, technology specialists, and support functions such as legal and finance.

Next Steps: We are planning a short call to share some potential audience questions with you and to answer any remaining questions you have. More details to follow about that.

Thank you again, and please reply with any questions you have.

Best Regards,

Todd

**Todd Davis**

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