

Content-Type: multipart/signed; protocol="application/x-pkcs7-signature"; micalg=SHA1; boundary="-----_NextPart_000_000D_01D486AB.D2BFECF0" -----_NextPart_000_000D_01D486AB.D2BFECF0 Content-Type: multipart/alternative; boundary="-----_NextPart_001_000E_01D486AB.D2BFECF0" -----_NextPart_001_000E_01D486AB.D2BFECF0 Content-Type: text/plain; charset="utf-8" Content-Transfer-Encoding: quoted-printable
Kim, =20 I=E2=80=99d welcome a chance for at least a quick in-person hello while = here at re:Invent. I=E2=80=99m attending Executive Summit sessions = tomorrow and Thursday. Let me know if you will be in that neighborhood. =20 I work mainly with Kyle Johnson of AWS. =20 Best regards. =20 Scott =20 =20 From: Jack Belcher =20 Sent: Tuesday, November 27, 2018 9:07 PM To: Majerus, Kim Cc: Davis, Todd ; Dubois, Kelley = ; Stephenson, John ; Hanafi, = Faisal ; Tracy, Brian ; Chang, = Ray ; Eisner, Ken ; Boehret, = Matt ; John Bayliss ; = Midkiff, Scott Subject: RE: Congratulations, Arlington! =20 Kim, =20 Understand John Bayliss and Todd have had a fruitful discussion today. = Trying to connect Scott Midkiff, the VP for Technology at Virginia Tech = who is also present at AWS-ReInvent with your team. Hope we can make = these connections. Establishing these relationships, while early, will = be so important for the long term success of our efforts.=20 =20 I reflect on our success in responding to the 9/11 events was the work = we did prior to establish early communications as to who was who. =20 Thank you so much for your reach out and support. =20 Jack =20 From: Majerus, Kim [mailto:kmajerus@amazon.com]=20 Sent: Monday, November 19, 2018 4:33 PM To: Jack Belcher > Cc: Davis, Todd >; = Dubois, Kelley >; = Stephenson, John >; = Hanafi, Faisal >; Tracy, = Brian >; Chang, Ray = >; Eisner, Ken = >; Boehret, Matt = > Subject: Congratulations, Arlington! =20 Jack,=20 =20 Thanks for taking time to connect this afternoon. We=E2=80=99re = excited about the recent announcement on Amazon HQ2 and look forward to = working with you and Arlington to create a lasting partnership which = will deliver success for the citizens and future workforce of Arlington = and surrounding municipalities. =20 I wanted to do a provide an overview of the Amazon Web Services team who = look forward to engaging you and your team, including: =20 Kelley Dubois, AWS Sales Executive Ken Eisner, AWS Educate Lead Ray Chang, AWS Solutions Architect Todd Davis, AWS Southwest Sales Leader Brian Tracy, AWS Solutions Architect Southwest Leader John Stephenson, AWS Policy Faisal Hanafi, State & Local Strategy =20 As a team, we have coordinated internally to bring the best of talent = and support as we build a strong and growing partnership. =20 My assistant, Matthew Boehret has also been copied to help coordinate a = kick off call and follow-up face to face meeting the week of December = 17th. We=E2=80=99ll also look forward to connecting with John Bayliss = in Vegas, next week. =20 Congratulations and we look forward to connecting! =20 -Kim =20 Kim Majerus-Skonie State and Local Government Amazon Web Services =20 kmajerus@amazon.com =20 Mobile: +1-708-267-1034 =20 =20 =20 -----_NextPart_001_000E_01D486AB.D2BFECF0 Content-Type: text/html; charset="utf-8" Content-Transfer-Encoding: quoted-printable

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Kim = Majerus-Skonie

State and Local = Government

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