

From: Midkiff, Scott <midkiff@vt.edu>
Sent: Tuesday, November 27, 2018 11:55 PM EST
To: Davis, Todd <tgdavis@amazon.com>; Jack Belcher <jbelcher@arlingtonva.us>
CC: Majerus, Kim <kmajerus@amazon.com>; Dubois, Kelley <duboiskd@amazon.com>; Stephenson, John <johstep@amazon.com>; Hanafi, Faisal <fhanafi@amazon.com>; Tracy, Brian <trabrian@amazon.com>; Chang, Ray <rchang@amazon.com>; Eisner, Ken <keneisne@amazon.com>; Boehret, Matt <boehret@amazon.com>; John Bayliss <jbayliss@arlingtonva.us>
Subject: RE: Congratulations, Arlington!
Attachment(s): "smime.p7m"

Todd,

Here's my contact information.

Email: midkiff@vt.edu
Cell: 540-676-0969

I'm attending sessions at the Executive Summit (5th level at the Venetian meeting rooms).

Best regards.

Scott

From: Davis, Todd <tgdavis@amazon.com>
Sent: Tuesday, November 27, 2018 11:53 PM
To: Jack Belcher <jbelcher@arlingtonva.us>
Cc: Majerus, Kim <kmajerus@amazon.com>; Dubois, Kelley <duboiskd@amazon.com>; Stephenson, John <johstep@amazon.com>; Hanafi, Faisal <fhanafi@amazon.com>; Tracy, Brian <trabrian@amazon.com>; Chang, Ray <rchang@amazon.com>; Eisner, Ken <keneisne@amazon.com>; Boehret, Matt <boehret@amazon.com>; John Bayliss <jbayliss@arlingtonva.us>; Midkiff, Scott <midkiff@vt.edu>
Subject: Re: Congratulations, Arlington!

Hi Jack:

Yes, it was great to speak with John and Anil earlier today. I'd love to connect with Scott Midkiff from VT while we're all at re:Invent. Can you please pass along his email and/or mobile number?

I look forward to our meeting with Arlington County in December.

Thank you and Best Regards,

Todd

Todd Davis
AWS - State and Local Govt (SLG)
(m) 913-269-8183

On Nov 27, 2018, at 6:06 PM, Jack Belcher <jbelcher@arlingtonva.us> wrote:

Kim,

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.

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.

Thank you so much for your reach out and support.

Jack

From: Majerus, Kim [<mailto:kmajerus@amazon.com>]
Sent: Monday, November 19, 2018 4:33 PM
To: Jack Belcher <jbelcher@arlingtonva.us>
Cc: Davis, Todd <tgdavis@amazon.com>; Dubois, Kelley <duboiskd@amazon.com>; Stephenson, John <johstep@amazon.com>; Hanafi, Faisal <fhanafi@amazon.com>; Tracy, Brian <trabrian@amazon.com>; Chang, Ray <rchang@amazon.com>; Eisner, Ken <keneisne@amazon.com>; Boehret, Matt <boehret@amazon.com>
Subject: Congratulations, Arlington!

Jack,

Thanks for taking time to connect this afternoon. We're 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.

I wanted to do a provide an overview of the Amazon Web Services team who look forward to engaging you and your team, including:

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 Hanafy, State & Local Strategy

As a team, we have coordinated internally to bring the best of talent and support as we build a strong and growing partnership.

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'll also look forward to connecting with John Bayliss in Vegas, next week.

Congratulations and we look forward to connecting!

-Kim

Kim Majerus-Skonie
State and Local Government
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