

**From:** Davis, Todd <tgdavis@amazon.com>  
**Sent:** Friday, December 14, 2018 7:50 AM EST  
**To:** Jack Belcher <jbelcher@arlingtonva.us>  
**CC:** Dubois, Kelley <duboiskd@amazon.com>; Holly Hartell <hhartell@arlingtonva.us>  
**Subject:** Re: Proposed Agenda - 12/19 AWS & Arlington County Meeting

I like these changes and agree that the focus should be on key initiatives and programs for citizens. I can extend this morning's 8:00 to 8:30am call about the Fireside Chat for up to 30 minutes if you would like to discuss then.

Thanks,

-Todd

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**From:** Jack Belcher <jbelcher@arlingtonva.us>  
**Date:** Thursday, December 13, 2018 at 10:15 PM  
**To:** "Davis, Todd" <tgdavis@amazon.com>  
**Cc:** "Dubois, Kelley" <duboiskd@amazon.com>, Holly Hartell <Hhartell@arlingtonva.us>  
**Subject:** RE: Proposed Agenda - 12/19 AWS & Arlington County Meeting

Todd, some initial thoughts we can discuss tomorrow. More dive down into community rather than IT initiatives. My challenge will be assembling the key folks the week before the holiday break. Sooner we can finalize the better. Suggested Changes in **BOLD**

**DRAFT AGENDA:**

Wednesday, December 20<sup>th</sup>  
3:15pm to 5:00pm ET  
Arlington County Offices  
Room TBA

Proposed AWS Attendees:

- Kim Majerus, AWS Leader of U.S. State & Local Govt (SLG) Sales
- John Stevenson, AWS Public Policy
- Hardik Bhatt, AWS IOT/Smart City Practice Lead
- Ken Eisner, AWS Educate Lead
- Todd Davis, AWS Mid-Atlantic Sales Leader
- Kelley Dubois – AWS Account Executive
- Brian Tracy – AWS Solutions Architect Leader – East Coast
- Ray Chang – AWS Solutions Architect – Mid-Atlantic

Arlington County Government Attendees:

3:15 to 3:30pm	Introductions and <b>welcome remarks by Vice Chair Christian Dorsey</b>	
<b>3:30 to 4:15 pm</b>	<b>Arlington's Citizen Priorities</b>	
	• <b>Health Equity</b>	<b>Anita Friedman / Dr. Reuben Varghese</b>
	• <b>Education</b>	<b>Tara Natrass, asst superintendent for instruction</b>
	• <b>Economic &amp; Workforce Development</b>	<b>TBD</b>
	• <b>Transit Strategy – Greg Emanuel. Director of Environmental Services</b>	
	• <b>Affordable Housing – Claude Williamson Director of Community Planning and Development</b>	
<b>4:15 to 4:25</b>	<b>Arlington's IT Priorities</b>	<b>Jack Belcher</b>
	• <b>Digital Equity</b>	
	• <b>Health Equity</b>	
	• <b>Innovation</b>	
<b>4:25 to 4:40</b>	How AWS engages with and helps customers like Arlington County?	
	• Examples of from across U.S.	
	• AWS workforce development programs	
	• Status of our discussions to date	
4:40 to 4:50pm	Update on HQ2	John Stevenson
4:50 to 5:00pm	Next Steps & Conclude	

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**From:** Davis, Todd [mailto:tgdavis@amazon.com]  
**Sent:** Thursday, December 13, 2018 6:57 PM  
**To:** Jack Belcher <jbelcher@arlingtonva.us>

**Cc:** Dubois, Kelley <duboiskd@amazon.com>  
**Subject:** Proposed Agenda - 12/19 AWS & Arlington County Meeting

Hi Jack:

Here is a proposed Agenda for our meeting next Wednesday, December 20<sup>th</sup>. This meeting will provide an opportunity for broader introductions across our teams and to deepen our understanding of the strategic priorities of Arlington County. I understand that you are working to secure the right representatives from the County and that your Commissioner is also planning to attend. Given what must be busy calendars for you and your peers in the week before Christmas, please feel free to adjust/edit/add to this.

**DRAFT AGENDA:**

Wednesday, December 20<sup>th</sup>  
3:15pm to 5:00pm ET  
Arlington County Offices  
Room TBA

Proposed AWS Attendees:

- Kim Majerus, AWS Leader of U.S. State & Local Govt (SLG) Sales
- John Stevenson, AWS Public Policy
- Hardik Bhatt, AWS IOT/Smart City Practice Lead
- Ken Eisner, AWS Educate Lead
- Todd Davis, AWS Mid-Atlantic Sales Leader
- Kelley Dubois – AWS Account Executive
- Brian Tracy – AWS Solutions Architect Leader – East Coast
- Ray Chang – AWS Solutions Architect – Mid-Atlantic

Arlington County Government Attendees:

- Jack Belcher, CIO
- *Please fill in the names and titles of the remaining attendees you plan to include. I understand that you already plan for people like Anita, John Bayliss, your Commissioner, and an IT leader from Arlington County Schools to join.*

3:15 to 3:30pm	Introductions	
3:30 to 3:50pm	Arlington's IT Priorities <ul style="list-style-type: none"><li>• Digital Equity</li><li>• Health Equity</li><li>• Innovation</li></ul>	Jack Belcher
3:50 to 4:20pm	Arlington's Citizen Priorities <ul style="list-style-type: none"><li>• Homelessness</li><li>• Education</li><li>• Economic &amp; Workforce Development</li></ul>	Anita TBD TBD
4:20 to 4:40	How AWS engages with and helps customers like Arlington County? <ul style="list-style-type: none"><li>• Examples of from across U.S.</li><li>• AWS workforce development programs</li><li>• Status of our discussions to date</li></ul>	
4:40 to 4:50pm	Update on HQ2	John Stevenson
4:50 to 5:00pm	Next Steps & Conclude	

Please advise if you think that the discussion on Arlington's top citizen priorities should precede your discussion on IT priorities. I welcome any other changes you see as appropriate.

Thanks and Best Regards,

Todd

**Todd Davis**  
AWS State & Local Govt (SLG) Sales – Southeast  
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