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Sent: Tuesday, June 12, 2018 2:45 AM EDT
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CC: Bhatt, Hardik <hvbhatt@amazon.com>; Byers, Larry <lbyers@amazon.com>
Subject: AWS partnering with Arlington County

Jack and team

Thanks so much for your time last week. I am excited about being able to work with Arlington County again! Below are my notes from our meeting. Please let me know if I am missing anything or have mis-prioritized anything especially in the Next Steps section as this is where I am starting to gather resources internally.

I hope to see you at the Public Sector Summit next week.

Arlington County and Amazon Web Services partnership Meeting

Tuesday, June 5, 2018

Attendees:

ACG

- Jack Belcher – CIO
- John Bayliss - **Technology Infrastructure and Managed Services**
 - Chief of hosting, db, storage, datacenter
- Lou Michaels - CTO
 - Wants to do more with actionable data - SMART
- Anil Gupta – **Manager, Hosting Services**

AWS

- Hardik Bhatt – **WW Public Sector Smart Cities Lead**
- Kelley DuBois – **Account Executive**

Notes

Jacks Initiatives

1. **SMART Streetlights**
2. **Digital Equity** - Access to broadband, healthcare
3. **Health Equity**

Goals for Arlington County

- Serve needs of community
- Move faster, smarter, make better decisions
- Get rid of datacenter
- Form a better relationship w/AWS
- Set up AWS storefront

Next Steps (3-6-9 month)

- **OpenData/Alexa**
 - Brainstorming Session (potentially ProServ, Partner, Connect framework team, Alexa team, Sr. SA, Arlington team)
 - Identify Alexa Skills
 - Arlington will bring 10-20 ideas
- **311 Call Center** - Amazon Connect
- **Block chain Framework** (Anil)
- **SMART** - Framework for sensors
 - Sensor integration for Healthcare
 - Privacy associated with SMART technologies
 - Drive definition of Smart Cities in key departments at Arlington (IT, Public Works, Community Planning & Housing)
- **Video Storage/Video Analytics**
- **Manage/aggregate data**
 - Create outcome based use cases
 - Get rid of datacenter - need migration strategy
- **Simplifying getting Direct Connect**
 - NRCNET - want to virtualize AWS on it for 17-18 jurisdictions
- **Arlington as US Ignite City**