

**From:** Bhatt, Hardik <hvbhatt@amazon.com>  
**Sent:** Tuesday, June 12, 2018 8:59 AM EDT  
**To:** Jack Belcher <jbelcher@arlingtonva.us>  
**CC:** Dubois, Kelley <duboiskd@amazon.com>; Lou Michael <lmichael@arlingtonva.us>; John Bayliss <jbayliss@arlingtonva.us>; Anil Gupta <agupta@arlingtonva.us>; Byers, Larry <lbyers@amazon.com>  
**Subject:** Re: AWS partnering with Arlington County

Thanks Jack. Looking forward to speaking on the 21st and looking guard to the next meeting.

-- Hardik Bhatt  
Leader, smart cities & mobility verticals  
World wide public sector / US state & local governments  
847.846.4071 (m)

On Jun 12, 2018, at 4:30 AM, Jack Belcher <jbelcher@arlingtonva.us> wrote:

Good summary. One item we talked about is connecting my open data team with your Alexa skills team to develop skills to mine our open data for our constituents. Is that possible?

Jack

-

Hardik, thanks again for agreeing to present at the CoG meeting in Loudoun on the 21<sup>st</sup>.

-

Jack Belcher  
Chief Information Officer  
Department of Technology Services  
Suite 612  
2100 Clarendon Boulevard  
Arlington, Virginia 22201  
Office: (703) 228-3220  
[www.ArlingtonVa.US](http://www.ArlingtonVa.US)

---

**From:** Dubois, Kelley [<mailto:duboiskd@amazon.com>]  
**Sent:** Tuesday, June 12, 2018 2:46 AM  
**To:** Jack Belcher <jbelcher@arlingtonva.us>; Lou Michael <lmichael@arlingtonva.us>; John Bayliss <jbayliss@arlingtonva.us>; Anil Gupta <Agupta@arlingtonva.us>  
**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 fmwk 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 fo datacenter - need migration strategy
- Simplifying getting Direct Connect
  - NRCNET - want to virtualize AWS on it for 17-18 jurisdictions
- Arlington as US Ignite City