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WPS207

Partnering to capitalize on public sector innovation

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Partnering to Capitalize on Public Sector Innovation

Rebecca Wetherly

DIRECTOR, WORLDWIDE PUBLIC SECTOR
SYSTEMS INTEGRATOR PARTNERS, AWS



Challenges spurred **a wave of innovation**

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DataHouse

Quickly achieved over **90%** **vaccination** in American Samoa

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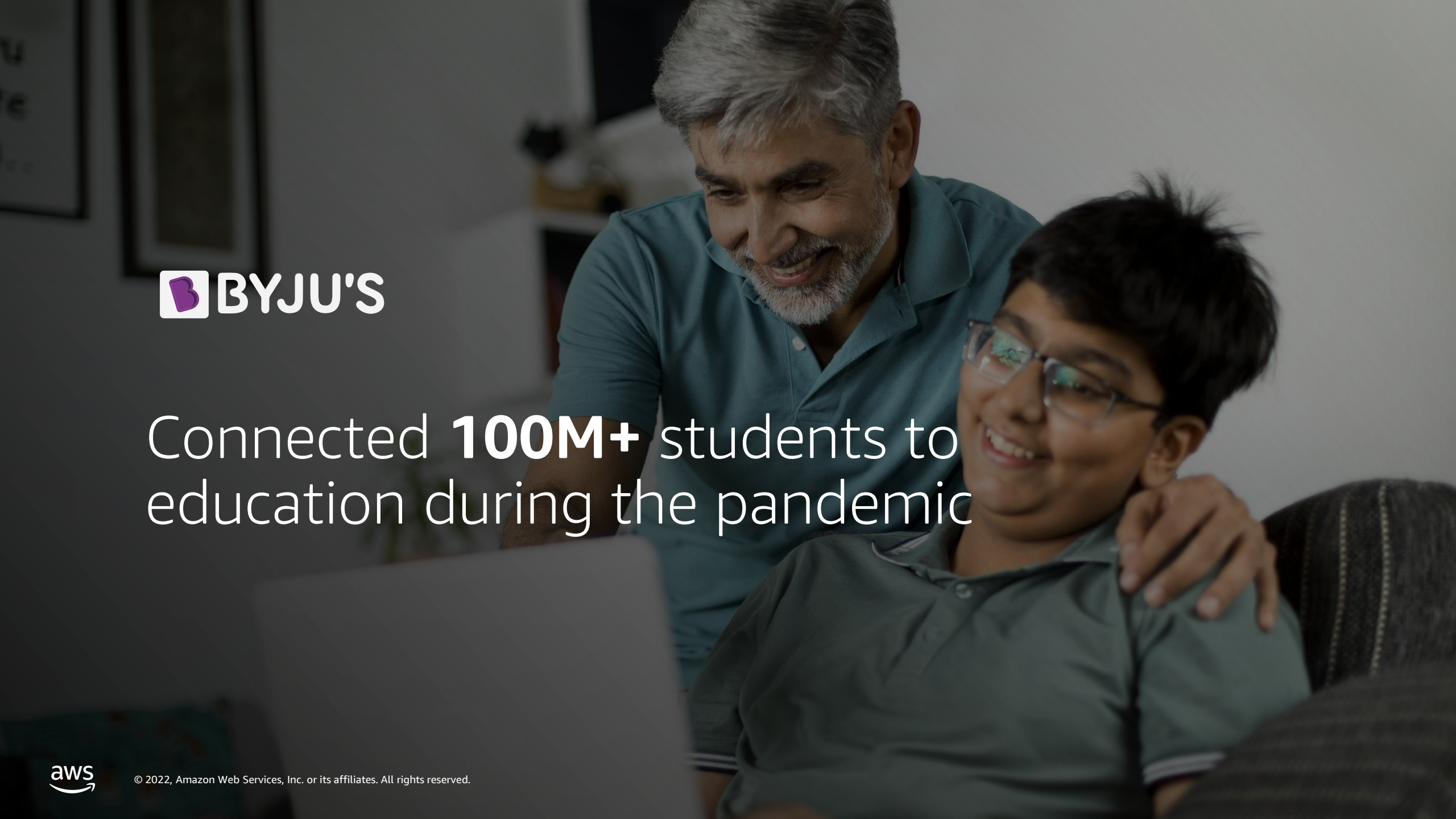


UK Health Security Agency

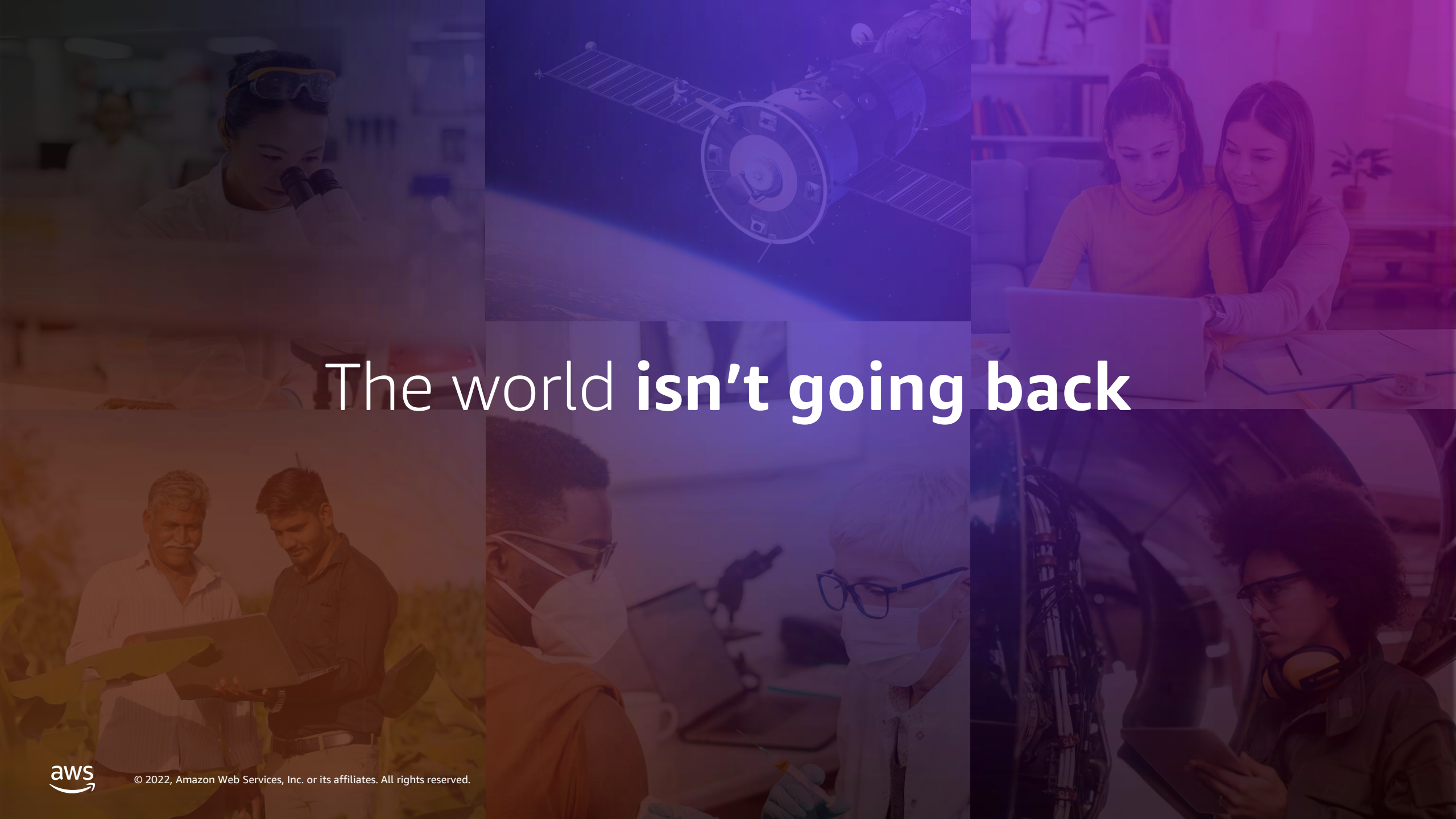
bjss

Launched a solution for **25,000 users** in the UK in less than 2 months

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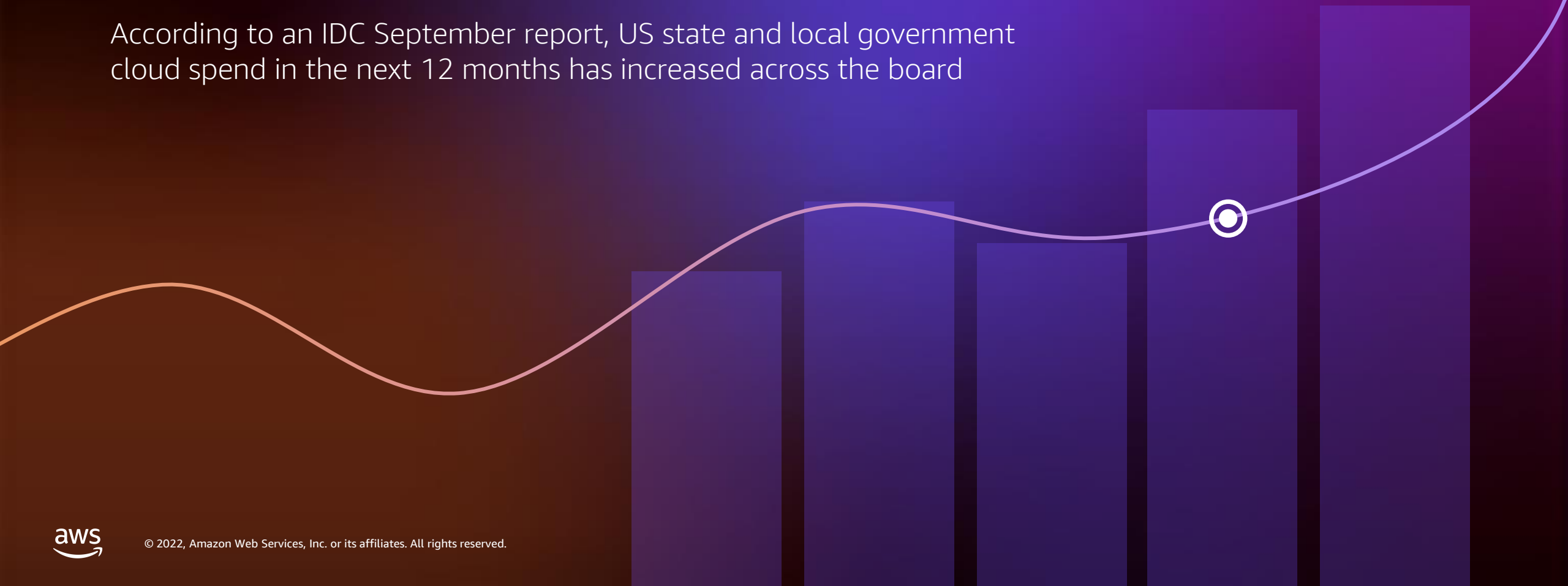


The world **isn’t going back**

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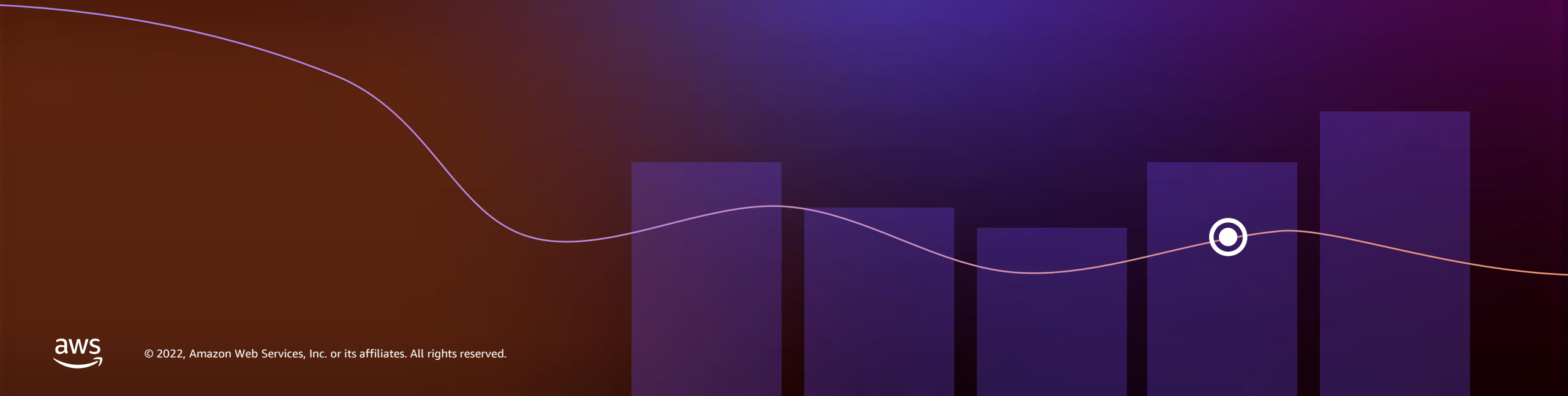
Transformation is **not optional**

According to an IDC September report, US state and local government cloud spend in the next 12 months has increased across the board



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And the public sector has to do it **quickly, with low costs**



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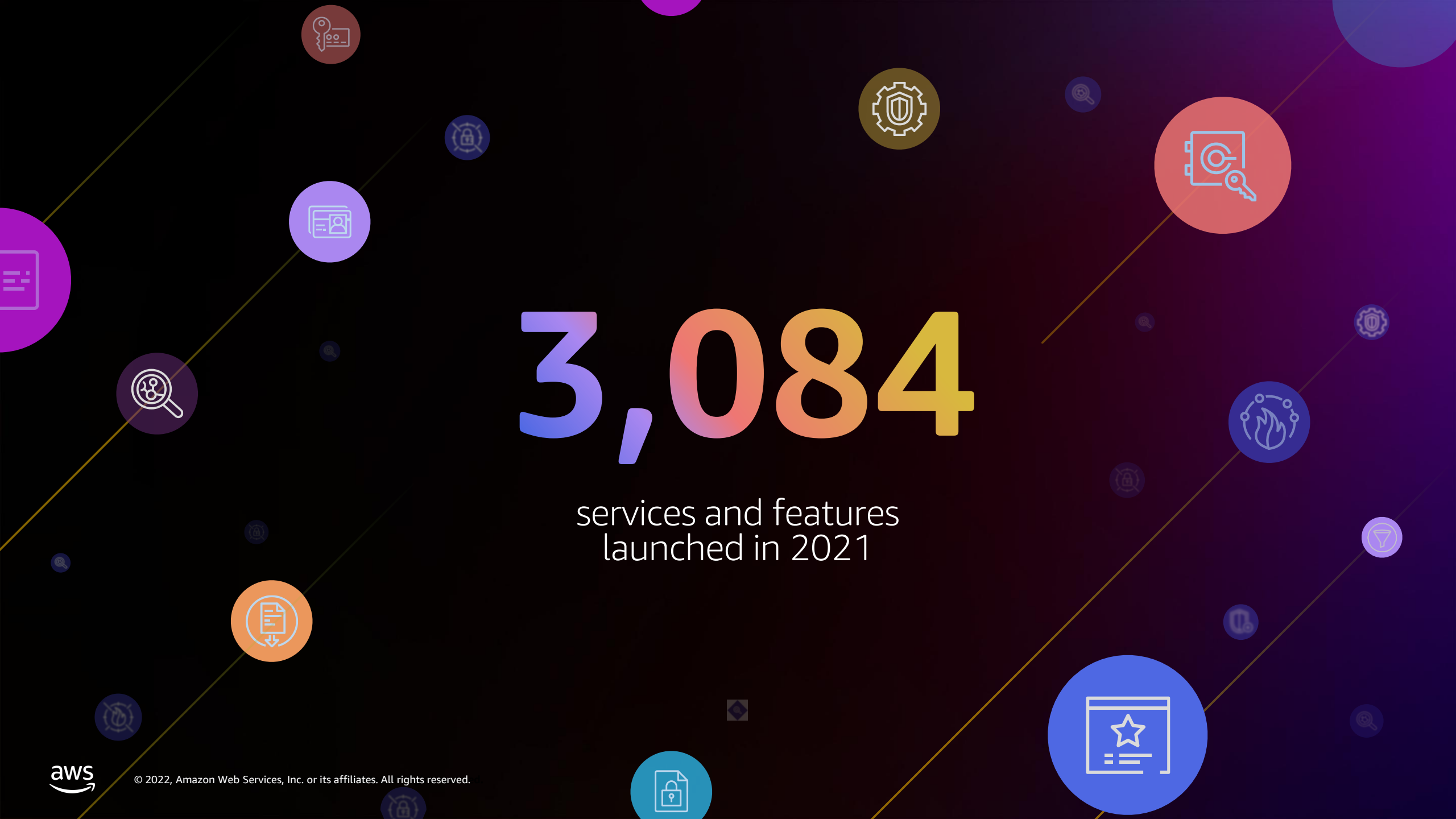


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Broadest and deepest capabilities

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Unmatched experience and maturity

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SPECIAL OLYMPICS USA GAMES 2022

Served 135,000 people on a cutting-edge platform and saved costs up to **82%**

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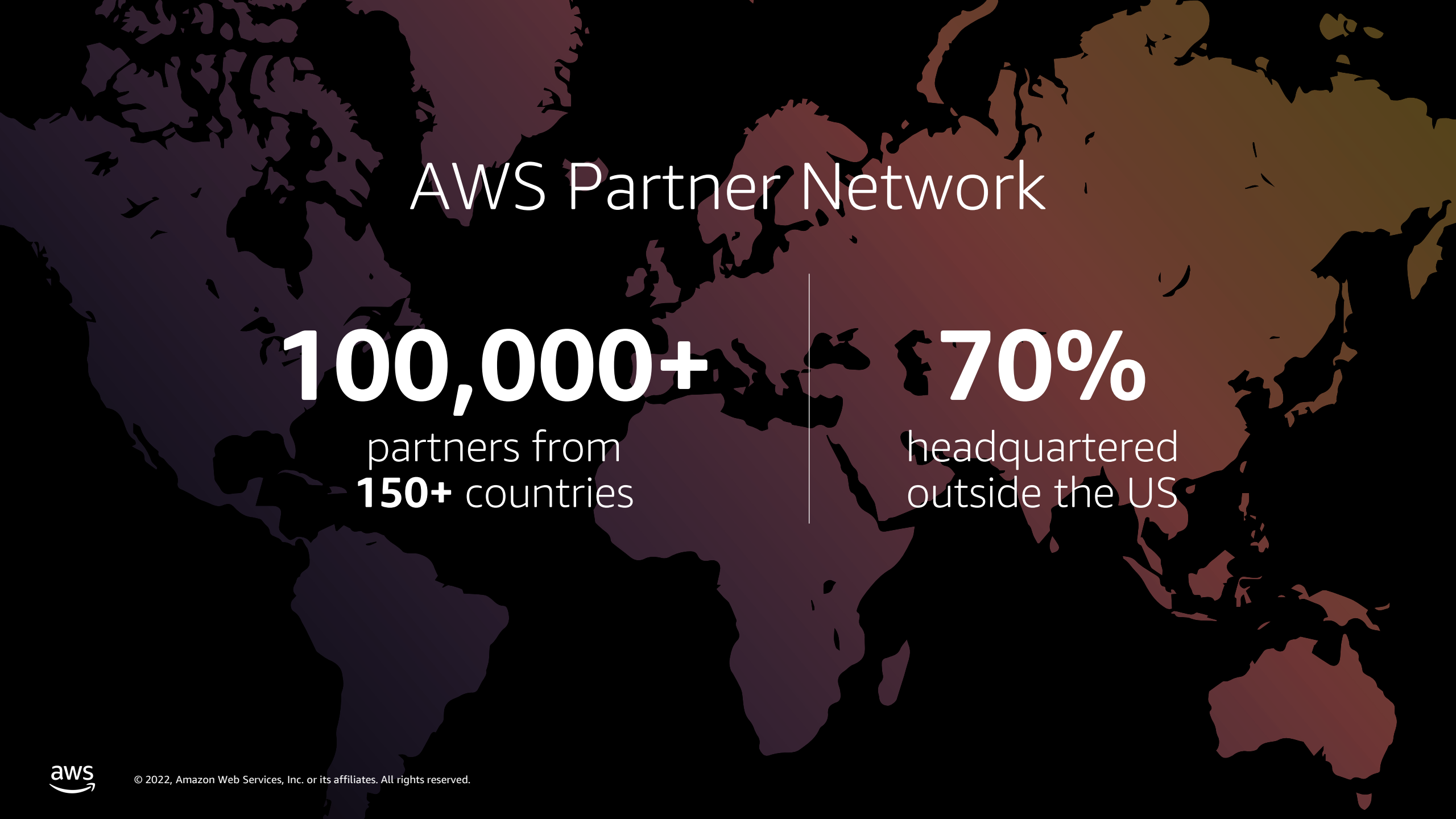


Security is our top priority at AWS

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AWS Partners are the guide on your roadmap to transformation

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AWS SI Partners accelerating **digital transformation**



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Australian Government
Commonwealth Superannuation Corporation

zscaler

Provided secure app access and helped save $200K AUD/year

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Unlocking innovation with AWS



GOVERNMENT



NONPROFITS



AEROSPACE & SATELLITE



HEALTHCARE

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NEW SOLUTION

Nonprofit partner solutions

New AWS Partner Solutions in the AWS Solutions Library

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NEW FEATURE

AWS Ground Station

Wideband digital intermediate frequency as an added feature

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HARVARD
MEDICAL SCHOOL

Dr. Paul Avillach, MD, PhD

ASSISTANT PROFESSOR OF BIOMEDICAL INFORMATICS AND PEDIATRICS
HARVARD MEDICAL SCHOOL – BOSTON CHILDREN'S HOSPITAL

ASSISTANT PROFESSOR OF EPIDEMIOLOGY
HARVARD T.H. CHAN SCHOOL OF PUBLIC HEALTH

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Partner resources

Build it right

- AWS Partner Transformation Program
- APN Navigate tracks
- AWS Marketplace
- AWS Solution Spark Program
- AWS SaaS Factory
- Rapid Adoption Assistance Initiative

Market to sell

- AWS Public Sector Partner Program (PSP)
- Global Security & Compliance Acceleration initiative
- AWS ProServe Ready
- AWS Competency Program
- AWS Think Big for Small Business Program
- AWS Service Validation Programs

Sell to customers

- AWS ISV Accelerate Program
- AWS ISV Workload Migration Program
- AWS Solution Provider Program
- APN Customer Engagements (ACE)

Funding (MAP, MDF, AWS Innovation Sandbox), APN Customer Engagements (ACE), AWS Distribution Program, AWS Startups Program

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NEW

Solution Spark

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criptonube

By Myappsoftware

22 net-new opportunities, $110K ARR, since July

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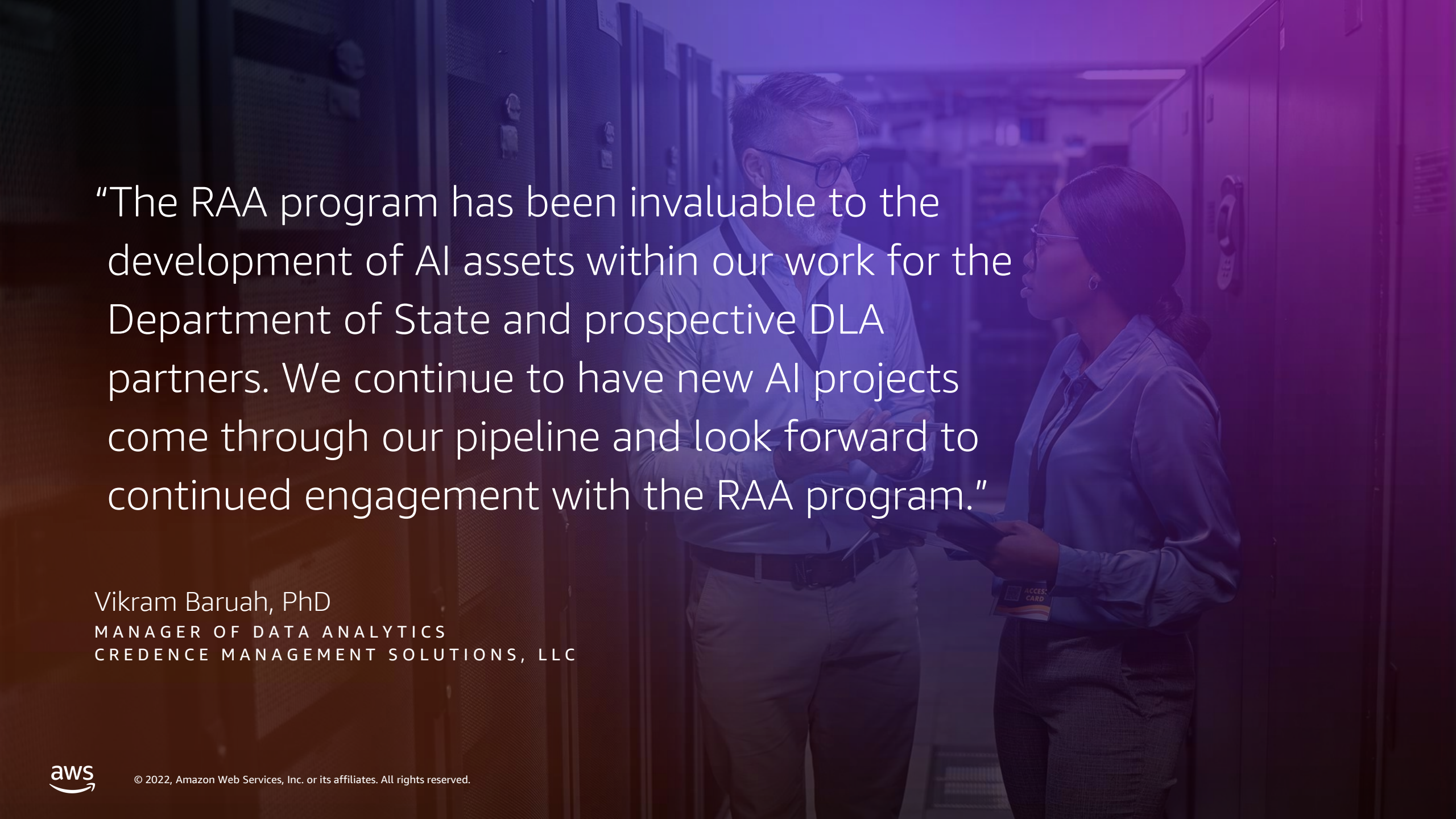
AWS Containers Rapid Adoption Assistance

AVAILABLE TODAY

By 2025, Gartner predicts that **85% of large enterprises*** in mature economies will use container management

*Gartner, "Predicts 2021: Building on Cloud Computing as the New Normal," December 2020 –gartner.com/en/documents/3994453

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"The RAA program has been invaluable to the development of AI assets within our work for the Department of State and prospective DLA partners. We continue to have new AI projects come through our pipeline and look forward to continued engagement with the RAA program."

Vikram Baruah, PhD
MANAGER OF DATA ANALYTICS
CREDENCE MANAGEMENT SOLUTIONS, LLC

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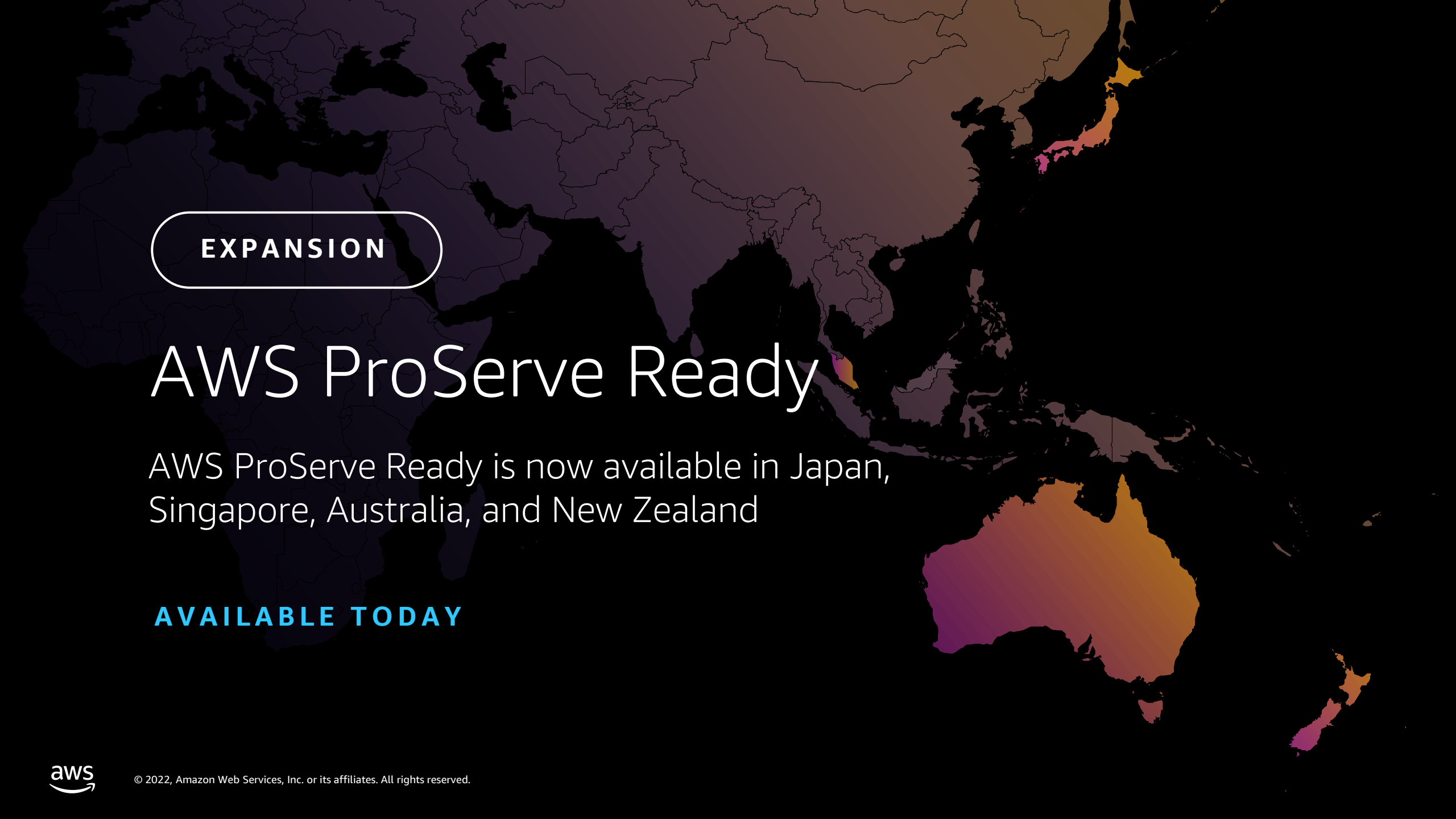
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NEW

Smart City Competency

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EXPANSION

AWS Think Big for Small Business Program

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Public Sector Voice of the Partner:

Soliel & AWS Think Big for Small Business Program

Partner resources

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AWS ISV Accelerate Program

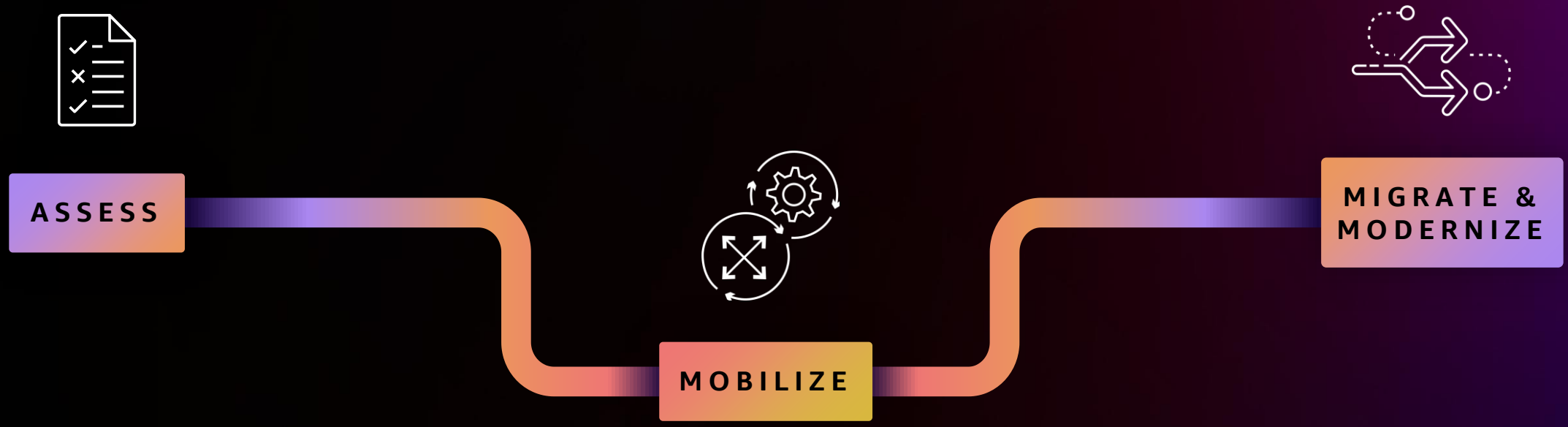
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Migration Acceleration Program



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AWS Worldwide Public Sector VC & Startups

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How partnership leads to success

Nicole Nitowski, MS, PMP

CHIEF INFORMATION OFFICER

NRMP

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THE MATCH

1952

NRMP, The Match, is established

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ANNOUNCEMENT OF RESULTS: TUESDAY, MARCH 19, 1996

USA TODAY NEWSPAPER NOTIFICATION

The NRMP publishes Personal Identification Numbers (PIN) for those Independent Applicants who matched to positions in the national edition of the *USA Today* newspaper on Tuesday, March 19, 1996. Applicants whose PINs are not listed did **not** match to **any** position and should expect to receive their Match Notification Letter and *NRMP Program Results Listing of Filled and Unfilled Programs for the 1996 Match* as described on the following page.

The notification in the *USA Today* provides the following information:

- **PIN followed by no special character indicates that:**

  (1) the applicant matched to a Preliminary or Transitional program on his/her Primary Rank Order List (ROL) and **did not** rank any Advanced program; or

  (2) the applicant matched to a Preliminary or Transitional program on his/her Primary ROL and ranked Categorical programs **only** in specialties which do not offer Advanced programs (e.g., Family Practice, General Surgery, Internal Medicine, Obstetrics/Gynecology, Pathology, Pediatrics); or,

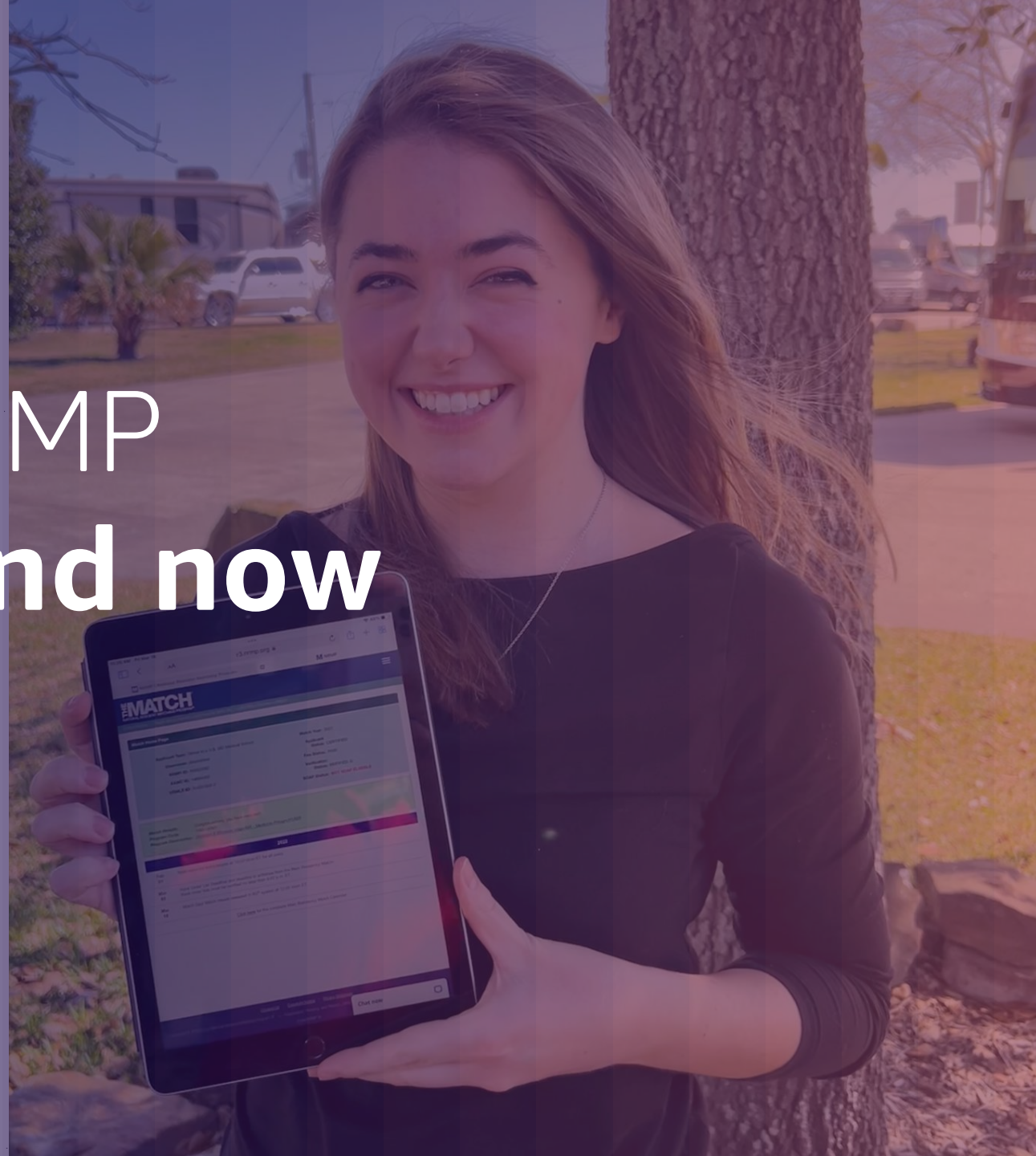
  (3) the applicant matched to a Categorical program on his/her Primary ROL.

  (The applicant will **not** receive a copy of *NRMP Program Results*.)

- **PIN followed by the special character "<"** indicates that the applicant matched to a Preliminary or Transitional program on his/her Primary ROL and **did** rank Categorical or Advanced programs. (The applicant is eligible to seek a position in an unfilled Advanced program and will automatically receive a copy of *NRMP Program Results* as described on the following page.)

- **PIN followed by the special character "*"** indicates that the applicant matched to an Advanced program on his/her Primary ROL and did **not** match to a first-year program. (The applicant is eligible to seek a position in an unfilled Preliminary or Transitional program and will automatically receive a copy of *NRMP Program Results* as described on the following page.)

NRMP
then and now



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THE MATCH

2015

Migrated our core business to AWS





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2016–2019

In 2016, reduced hosting costs by

40% moving from private cloud to AWS . . .

Saved another

30% in the past seven years

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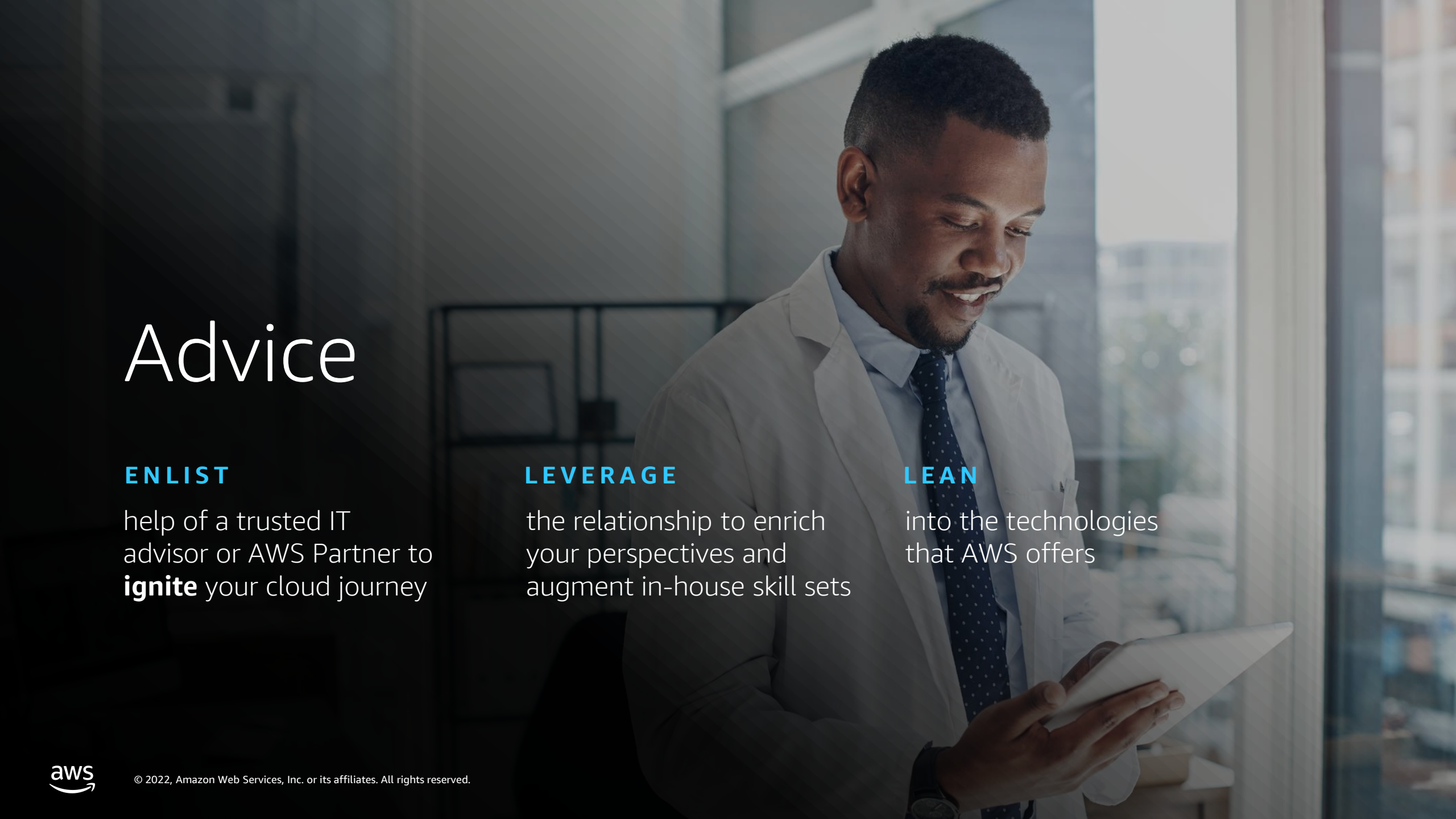
2020



THE MATCH

iMatch Launch

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Advice

ENLIST

help of a trusted IT advisor or AWS Partner to **ignite** your cloud journey

LEVERAGE

the relationship to enrich your perspectives and augment in-house skill sets

LEAN

into the technologies that AWS offers

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THE MATCH®
NATIONAL RESIDENT MATCHING PROGRAM®

Learn more about NRMP

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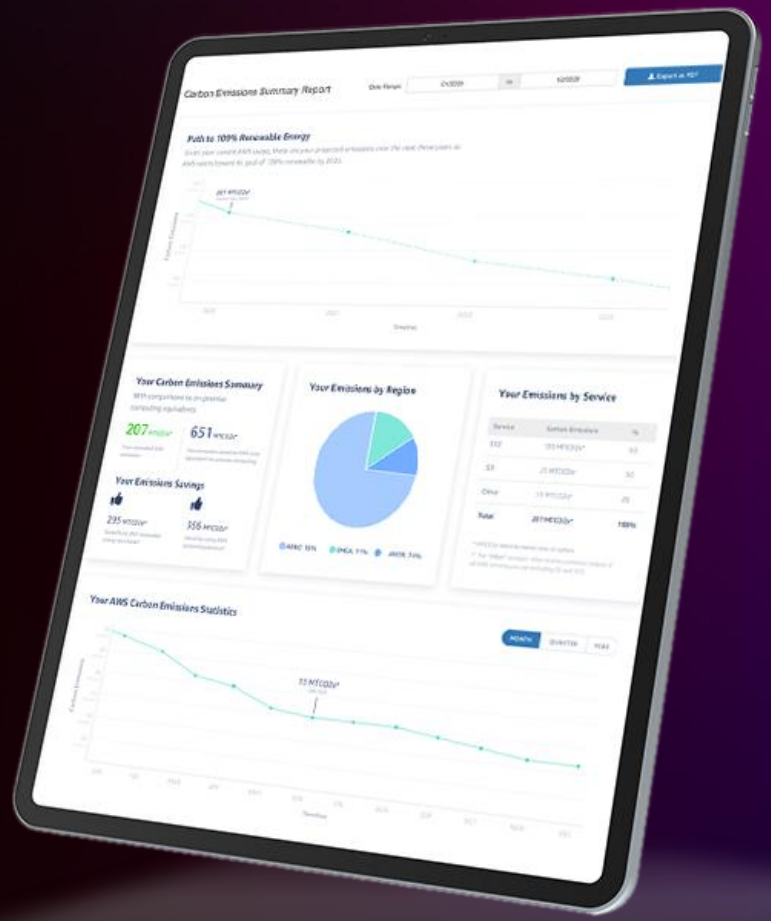


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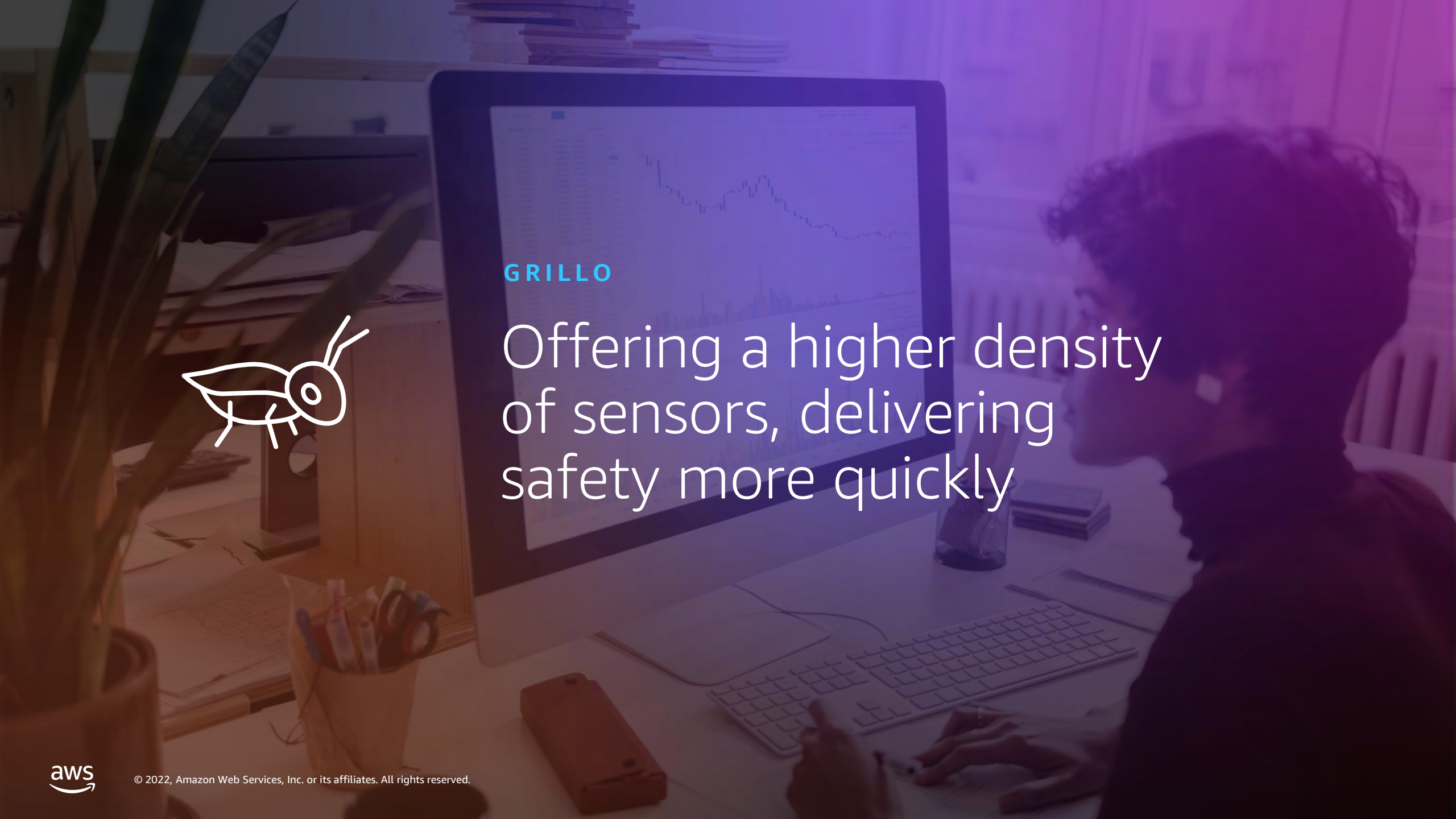
Customer carbon footprint tool

Provides estimates
of the carbon emissions AWS customers have avoided

Empowers customers
who are pushing the limits with the cloud



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GRILLO

Offering a higher density of sensors, delivering safety more quickly

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Lean on the
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Stop by the partner kiosks and start envisioning your cloud journey



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Thank you!



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