WPS211-L

Top 10 announcements to drive growth and value

Sandy Carter
Vice President, Worldwide Public Sector Partners and Programs
Amazon Web Services

aws @Sandy_Carter

© 2021, Amazon Web Services, Inc. or its affiliates. All rights reserved.

Something new!!!



AWS Announcement



Partner Announcement

© 2021, Amazon Web Services, Inc. or its affiliates. All rights reserved.


SHHH, WE'RE TRYING TO BE SOCIAL.
TOM FISH BURNE

AWS Public Sector Partners

grew 54%*

AWS Certifications

grew 40%**

Customers

grew 32%**

* 3Q2020-3Q2021
** Aug 2020–Aug 2021

aws @Sandy_Carter

© 2021, Amazon Web Services, Inc. or its affiliates. All rights reserved.



Over 400 partner meetings in 2021





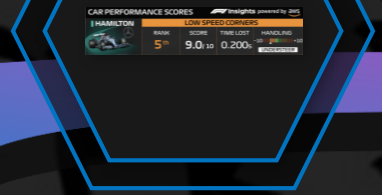


Business meetings in 87 countries and counting…

© 2021, Amazon Web Services, Inc. or its affiliates. All rights reserved.

Data

- 300 IoT Sensors generates 1.1 million Data Points
- 5K simulations generate 550 million data points



Delivery

- AI/ML skills for simulation
- Automotive and race knowledge: Battle forecast
- Predicted Pit Stop Strategy: Pit Stops in under 2 seconds



F1 Insights powered by aws

Destination

- Cloud for agility
- Modernize with AI for curve protection
- Optimized

F1 TM

aws @Sandy_Carter

© 2021, Amazon Web Services, Inc. or its affiliates. All rights reserved.

Drive Change

Drive Together



Drive Innovation

Destination

Data

Delivery

aws @Sandy_Carter

© 2021, Amazon Web Services, Inc. or its affiliates. All rights reserved.

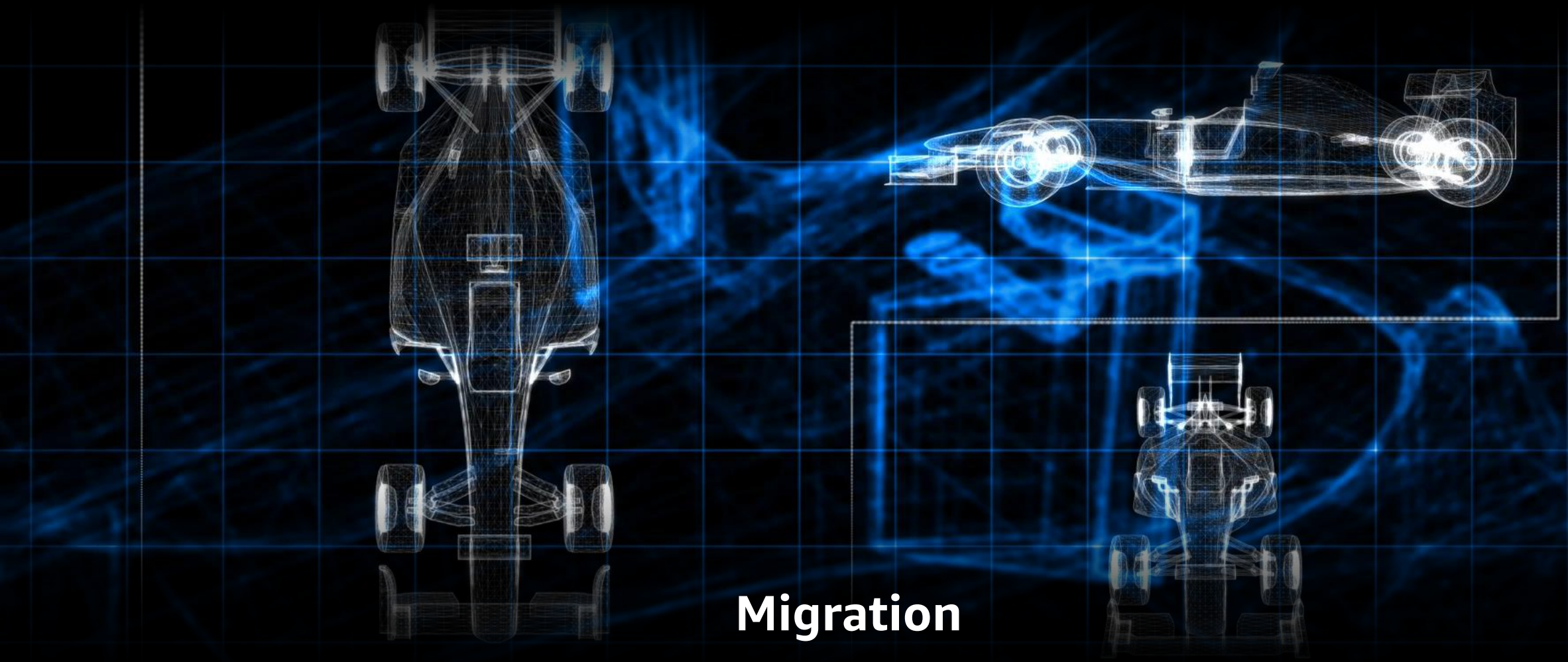


Destination

It’s what you do once you are in the cloud

© 2021, Amazon Web Services, Inc. or its affiliates. All rights reserved.

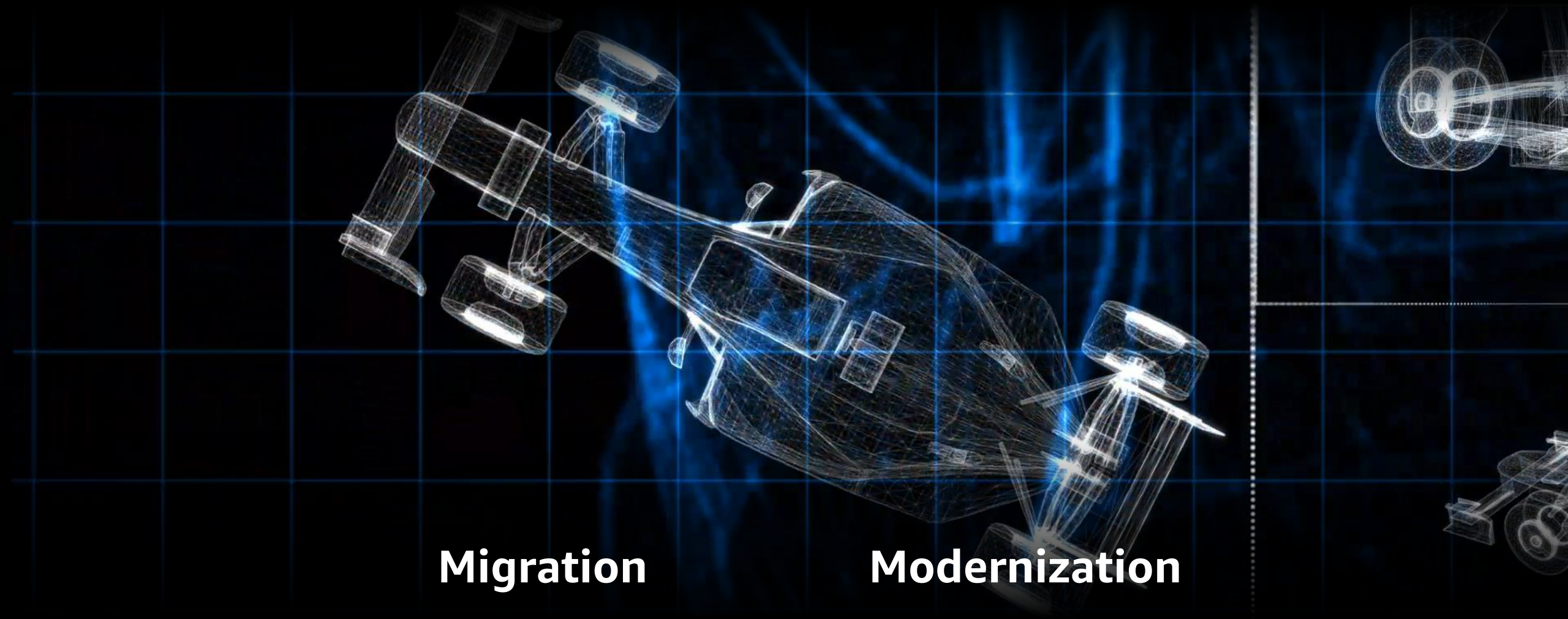
The 3 dimensions of destination



Migration

© 2021, Amazon Web Services, Inc. or its affiliates. All rights reserved.

The 3 dimensions of destination

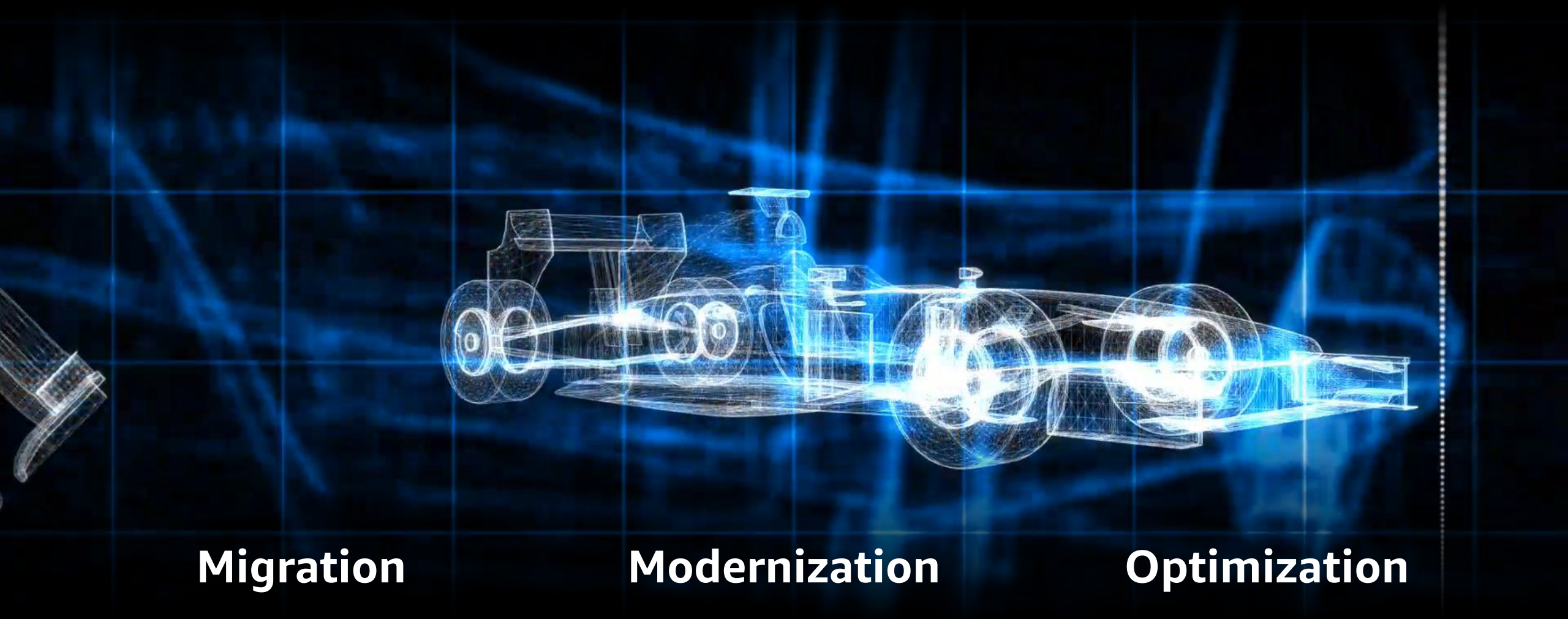


Migration

Modernization

© 2021, Amazon Web Services, Inc. or its affiliates. All rights reserved.

The 3 dimensions of destination



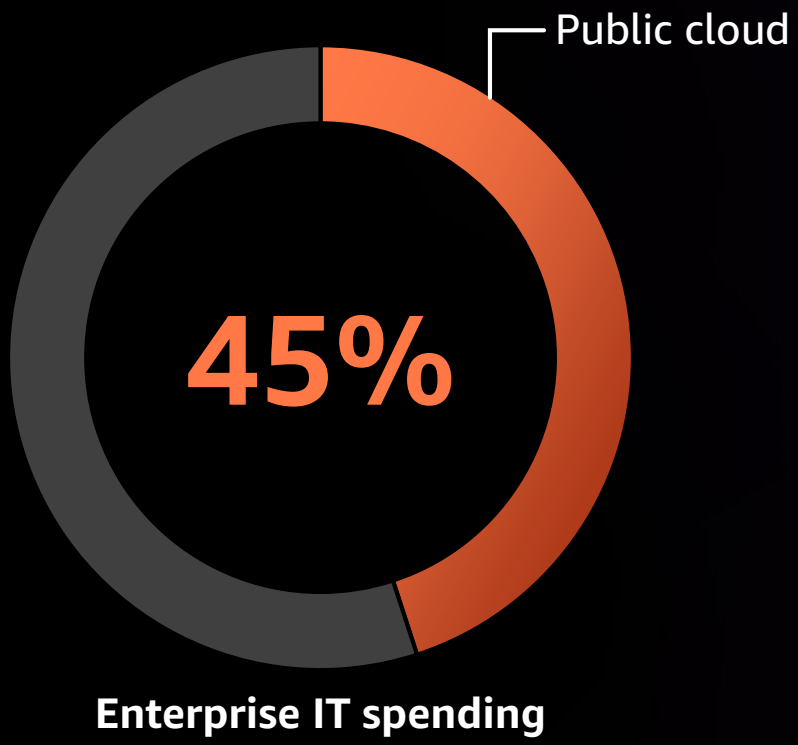
Migration

Modernization

Optimization

© 2021, Amazon Web Services, Inc. or its affiliates. All rights reserved.

Migration can take place in different ways



Mainframe



Application



Data-led



https://www.gartner.com/en/newsroom/press-releases/2021-08-02-gartner-says-four-trends-are-shaping-the-future-of-public-cloud

aws @Sandy_Carter

© 2021, Amazon Web Services, Inc. or its affiliates. All rights reserved.

Migration Acceleration Program (MAP) 2.0

Assess → **Mobilize** → **Migrate & modernize**

AWS cash at each stage to accelerate MAP2.0

Develop business case	Determine project costs	Drive migration & modernization projects

"With MAP we now have an opportunity to make it even easier for our customers to choose Anitian's pre-built SecureCloud and AWS."

ANITIAN

Rakesh Narasimhan
CEO & President at Anitian

aws @Sandy_Carter

© 2021, Amazon Web Services, Inc. or its affiliates. All rights reserved.

Public Sector Partners: Migration competency

2x since re:Invent 2020



Note: This is not a complete list; to view all AWS Migration Competency Partners, visit https://aws.amazon.com/migration/partner-solutions/

aws @Sandy_Carter

© 2021, Amazon Web Services, Inc. or its affiliates. All rights reserved.

Public Sector Partners: Migration competency

2x since re:Invent 2020



Note: This is not a complete list; to view all AWS Migration Competency Partners, visit https://aws.amazon.com/migration/partner-solutions/

aws @Sandy_Carter

© 2021, Amazon Web Services, Inc. or its affiliates. All rights reserved.

AWS Mainframe Modernization

For mainframe migration and modernization that allows you to migrate your on-premises mainframe workloads

Lockheed has an active migration using Micro Focus



We welcome partners that have a mainframe customer to contact their PDM

- The global mainframe modernization services market is expected to reach the valuation of US $108.9B by 2031*
- Potential Market Opportunity between $8B-$24B
- Up to 70% in customer savings when moved to AWS

*https://www.transparencymarketresearch.com/mainframe-modernization-services-market.html

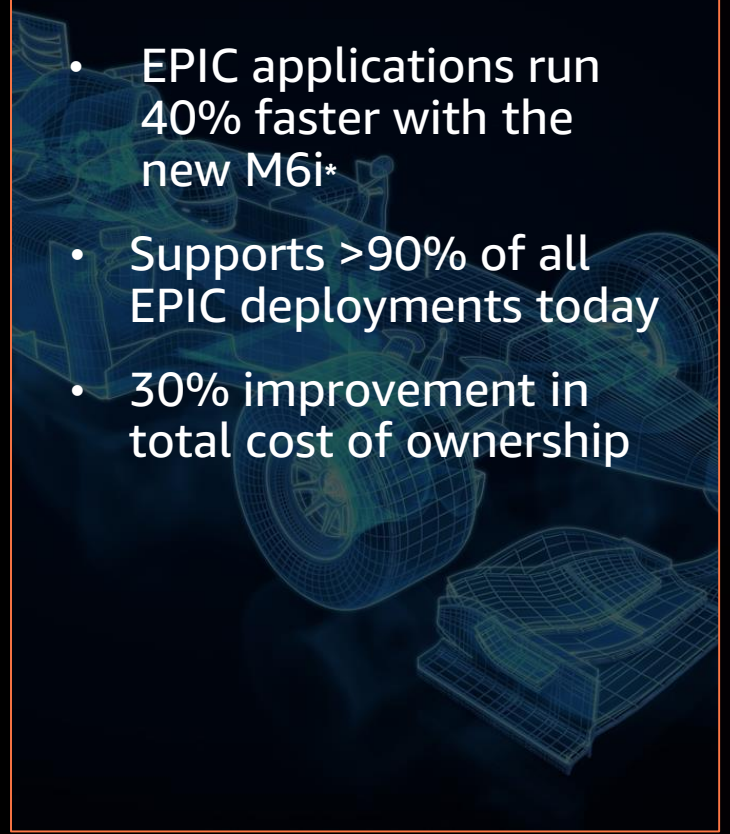
aws @Sandy_Carter

© 2021, Amazon Web Services, Inc. or its affiliates. All rights reserved.

Faster migrations and performance

EPIC on AWS

- EPIC applications run 40% faster with the new M6i*
- Supports >90% of all EPIC deployments today
- 30% improvement in total cost of ownership



EHR Applications Migration Initiative

- Accelerating EHR ISVs to AWS
- Driving EHR Cloud deployment
- Supporting all EHR on AWS use cases

"Deloitte is thrilled to collaborate with AWS on the massive migrations of these critical third-party 'integrated apps' needed to support our customers EHR in the cloud."

Deloitte.

Eric Foote
Managing Director, Healthcare Cloud Engineering,
Deloitte Consulting LLP

© 2021, Amazon Web Services, Inc. or its affiliates. All rights reserved.

Modernization trends

Modernization is the refactoring of legacy technology to maximize resiliency, engineering efficiency, and business agility



$300B

AI/ML
by 2024*****

$1.6T

IoT
by 2025****

$10.9B

Edge
by 2026 *****

$11B

Containers
by 2026******

$67B

Blockchain
by 2026*

Quote: Arthur C. Clarke | * Markets & Markets | **** IDC | ***** Statista Market Watch | ****** Application Container Market Report 2021

aws @Sandy_Carter

© 2021, Amazon Web Services, Inc. or its affiliates. All rights reserved.

Helping partners help customers modernize

AI/ML	IoT	Edge	Containers

1. Rapid Adoption Assistance
- 150 workshops

Abt Associates · INFINITIVE · ARDENTMC · Ironclad · Dovel Technologies

2. GE Healthcare
- Streamlines radiology workflow
- AI diagnostic algorithms
- 20% gain in diagnostic accuracy

GE Healthcare

3. Textract/Slalom Integration
- Intelligent Document Processing
- Integration with AI/ML
- Guarantee precision

slalom

© 2021, Amazon Web Services, Inc. or its affiliates. All rights reserved.

Helping partners help customers modernize

AI/ML	IoT	Edge	Containers

1. Rapid Adoption Assistance

- Announced 9/27
- Six- to eight-week engagement
- Envisioning, enablement, and build

LOCKHEED MARTIN

2. Smart Cities Pilot

- Curate, develop, and support partners
- Smart City IoT solutions
- Power & Utility, Transportation, and Citizen Services
- 18 partners from APJ, US, and LCC

Bigmate, ELITERY, FLUENTGRID, Nimble Vision, esyasoft, SpaceAge LABS, Kalkitech, RUBICON, EASTBANC TECHNOLOGIES, cloudburst, CONSEGNA.CLOUD, vehant TECHNOLOGIES, whyline, smartmation, Quantela, FUSEFORWARD, exanet

© 2021, Amazon Web Services, Inc. or its affiliates. All rights reserved.

Helping partners help customers modernize

AI/ML	IoT	Edge	Containers



Outpost Innovation Center—Intel, World Wide Technology (WWT)

- Evaluate AWS Outposts
- Simulate complex environments
- Host customers





© 2021, Amazon Web Services, Inc. or its affiliates. All rights reserved.

Helping partners help customers modernize

AI/ML	IoT	Edge	Containers



Containers Rapid Adoption Assistance

What is it?

- Six- to eight-week engagement
- Container specialists
  - Envision
  - Enablement
  - Pilot

© 2021, Amazon Web Services, Inc. or its affiliates. All rights reserved.

Blockchain trends

Self-sovereign identity (SSI)

—

Decentralized finance

—

Non-fungible tokens (NFT)

Blockchain Innovation Workshops—contact
sodertom@aws.com

Request a POC
https://aws.amazon.com/managed-blockchain

© 2021, Amazon Web Services, Inc. or its affiliates. All rights reserved.

Optimizing to help partners scale to achieve mission



Offer AWS Best Practices

Build and earn customer trust



Well Architected Frameworks

Allow for better scale, cost, and outcomes



Cloud Adoption Framework

Create an optimized cloud architecture



ProServe Mobilize Engagement

Enable optimized solution build

Offered to partners and by partners

aws @Sandy_Carter

© 2021, Amazon Web Services, Inc. or its affiliates. All rights reserved.

Partners optimize for greater insights



Predictive analytics to manage hiring strategies

Best Practices

SMX

San Nicolás de los Arroyos

Just in time customer service for citizens

Well Architected

whyline



Maxar uses AWS HPC to deliver forecasts 58% faster

Cloud Adoption Framework

MAXAR

© 2021, Amazon Web Services, Inc. or its affiliates. All rights reserved.



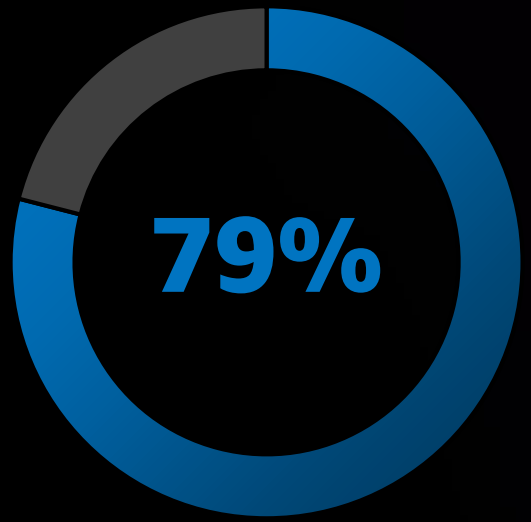
Data

The next wave of innovation will be driven by data

aws @Sandy_Carter

© 2021, Amazon Web Services, Inc. or its affiliates. All rights reserved.

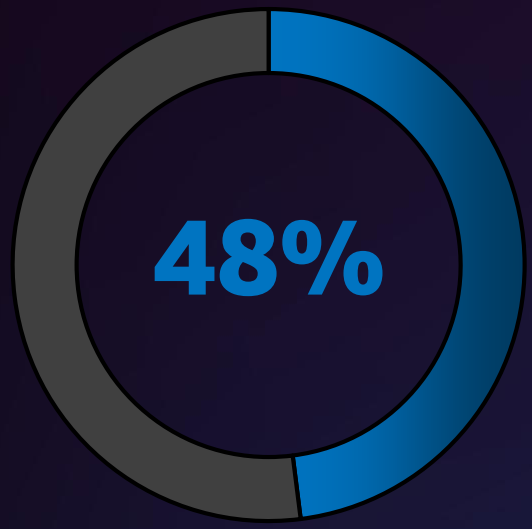
The benefits of becoming data driven



79% want to take advantage for smarter decision making **



5-year ROI[1] of 415%



48% reduced total cost of operations[1]

[1] IDC White Paper report **The Business Value** of AWS Data Lakes, Analytics, and ML Services, June 2020
MiT Technology Review Insights **

aws @Sandy_Carter

© 2021, Amazon Web Services, Inc. or its affiliates. All rights reserved.

The 3 dimensions of data



Data drives all missions

© 2021, Amazon Web Services, Inc. or its affiliates. All rights reserved.

The 3 dimensions of data

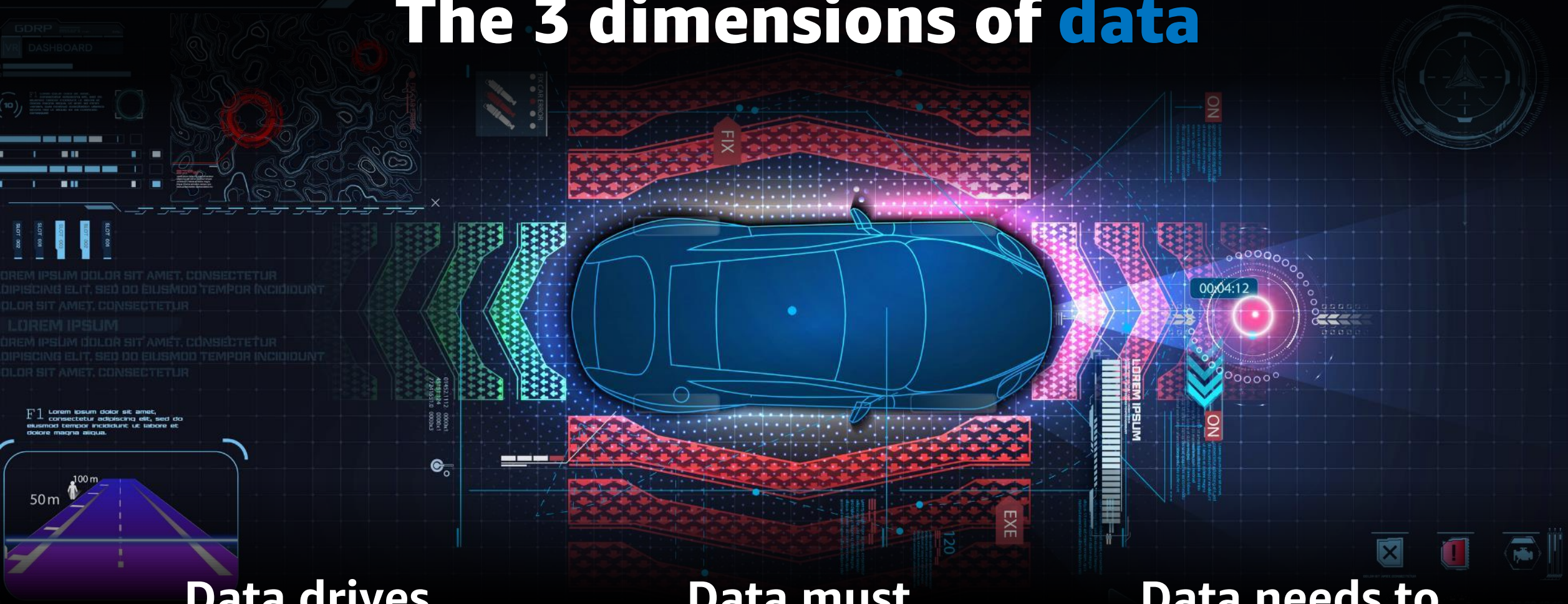


Data drives all missions

Data must be secure

© 2021, Amazon Web Services, Inc. or its affiliates. All rights reserved.

The 3 dimensions of data



Data drives all missions

Data must be secure

Data needs to be accessible

© 2021, Amazon Web Services, Inc. or its affiliates. All rights reserved.

Data drives all missions



Telecommunications

Everywhere, Speed, Latency, Security



Entertainment

Multiscreen, Content, Streaming, Partners



Space

Lower Cost, Smaller, IOST, Climate, Tourism



Government

ESG, National Control, Participation, Trust



Biotech

Huge Data, HPC, AI, Monetization



Travel & Transportation

Electric, Autonomous, Edge, AR/VR, AI



Energy

Renewables, Prosumer, Batteries, AI



Education

Remote, Rankings, Partnerships



Healthcare

Telehealth, Apps, AI, NUI, Partnerships

aws @Sandy_Carter

© 2021, Amazon Web Services, Inc. or its affiliates. All rights reserved.



65% of Decisions Are More Complex Than Two Years Ago

Source: The Future of Data and Analytics: Reengineering the Decision, 2025 (G00732704)

© 2021 Gartner, Inc. and/or its affiliates. All rights reserved. Gartner is a registered trademark of Gartner, Inc. and its affiliates.

Gartner

Top mission use cases



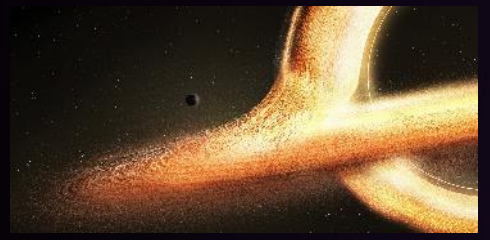
Government
Improved citizen services

Citizen



Healthcare
Accessible biomedical data for improved research

Patient



Space
Geospatial data for sustainability

Climate



Education
Enhanced student outcomes and increased student engagement

Student



Defense
Insight and operational effectiveness via secure interoperability

Military

Data

aws @Sandy_Carter

© 2021, Amazon Web Services, Inc. or its affiliates. All rights reserved.

DEFINE A DATA STRATEGY

Ensuring that **data** is managed and used like an **asset.**

© 2021, Amazon Web Services, Inc. or its affiliates. All rights reserved.

Startups & data are essential to mission!



AWS Health Startup Accelerator

427 startups
in 31 countries



AWS Clean Energy Accelerator

218 startups
in 38 countries



AWS Space Startup Accelerator

193 startups
in 44 countries

© 2021, Amazon Web Services, Inc. or its affiliates. All rights reserved.

Partners add value through data



- ESRI integrates with Amazon RedShift
- Simplifies analysis from multiple sources
- Big geospatial data analytics



- Simulate a disaster response
- Tracks 1M dynamic entities
- Leverages HERE Premier 3D Cities data



- Accelerating humanitarian work by World Food Program (WFP)
- Intelligent supply chain
- Served over 100M people in 80 countries

© 2021, Amazon Web Services, Inc. or its affiliates. All rights reserved.

Unlocking the power of data with security



aws @Sandy_Carter

© 2021, Amazon Web Services, Inc. or its affiliates. All rights reserved.

The critical need to solve security challenges



50%
Growth in Zero Trust



45%
managed
security services



60%
experience threats
to national security



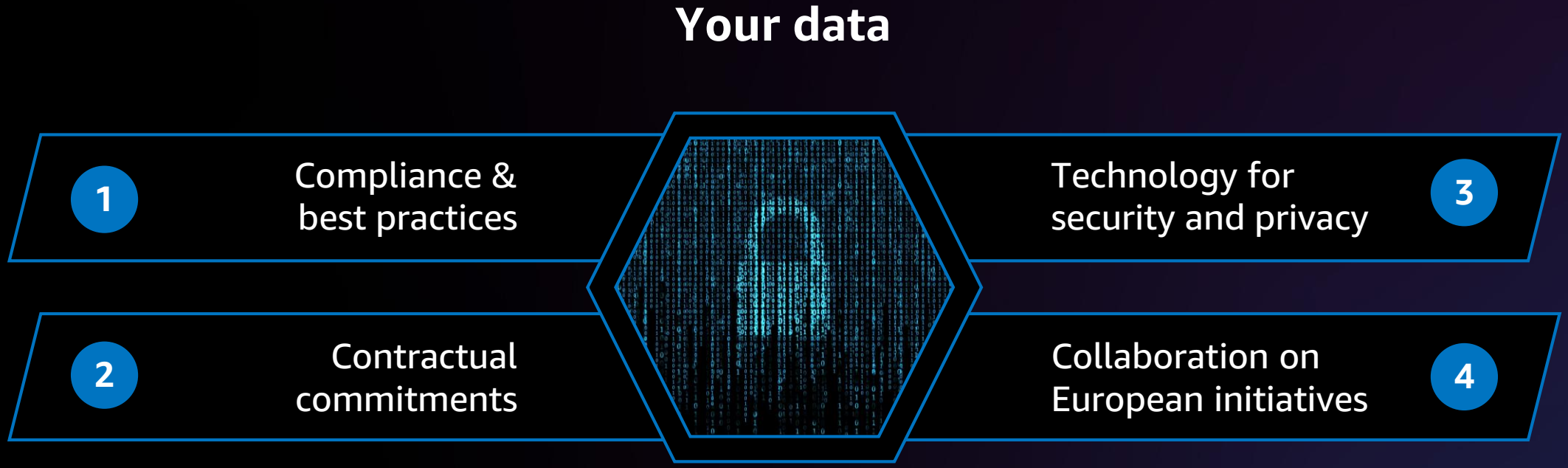
70%
Healthcare orgs fail without
data-driven governance

[1]DC FutureScape: Worldwide Healthcare Industry 2022 Predictions Doc # US47231021
IDC FutureScape: Worldwide National Government2022 Predictions IDC #US47241921

aws @Sandy_Carter

© 2021, Amazon Web Services, Inc. or its affiliates. All rights reserved.

Data protection accelerates innovation



Earning customer trust is the foundation of our business

aws @Sandy_Carter

© 2021, Amazon Web Services, Inc. or its affiliates. All rights reserved.

ATO on AWS: FedRAMP

Program to support ATO/ certification efforts of customers and partners

- Best practices to shorten time to market
- Templates to reduces cost
- Reusable artifacts
- Accelerates security & compliance authorization









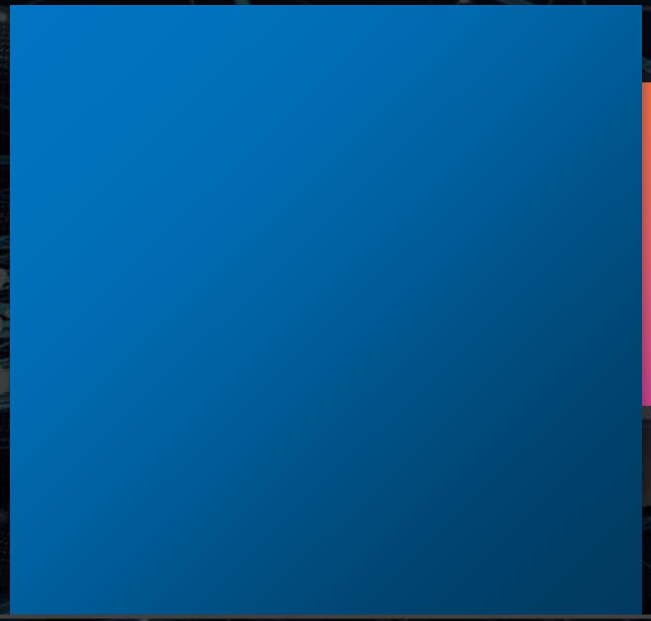


aws @Sandy_Carter

© 2021, Amazon Web Services, Inc. or its affiliates. All rights reserved.

Authority to Operate on AWS: GDPR, PCI, FedRAMP, HIPAA

AWS FedRAMP ATOs



AWS has more than 4x the partner held FedRAMP authorized solutions than other cloud providers

Oct 2021

http://marketplace.fedramp.gov

© 2021, Amazon Web Services, Inc. or its affiliates. All rights reserved.

Run highly sensitive workloads IL5

Partners leveraged ATO to accelerates IL5 security & compliance authorization processes

IL5 Benefits

- Run workloads on DoD CC SRG IL5
- Support mission-critical information
- Accommodate controlled unclassified information (CUI)
- Support unclassified National Security Systems (NSSs)

New 2021

ptc

milCloud 2.0 Powered by CSRA

zscaler

Diligent

splunk>

Palantir

aws @Sandy_Carter

© 2021, Amazon Web Services, Inc. or its affiliates. All rights reserved.

VMware Cloud on AWS GovCloud (US) for US Public Sector

Achieved FedRAMP High Impact level Agency Authority to Operate (ATO)

Achieved FedRAMP Ready High status with the JAB

In process of achieving DoD IL5

Operated by VMware employees who are U.S. citizens on U.S. soil



AWS GovCloud (US)

vmware | aws

https://marketplace.fedramp.gov/#/product/vmware-cloud-on-aws-govcloud-vmc

aws @Sandy_Carter

© 2021, Amazon Web Services, Inc. or its affiliates. All rights reserved.

IronNet



Cyber threat detection and response capability for State of New York

aws @Sandy_Carter

© 2021, Amazon Web Services, Inc. or its affiliates. All rights reserved.

Sam Fatigato

Vice President,
Digital Business Solutions and Services

PRESIDIO®



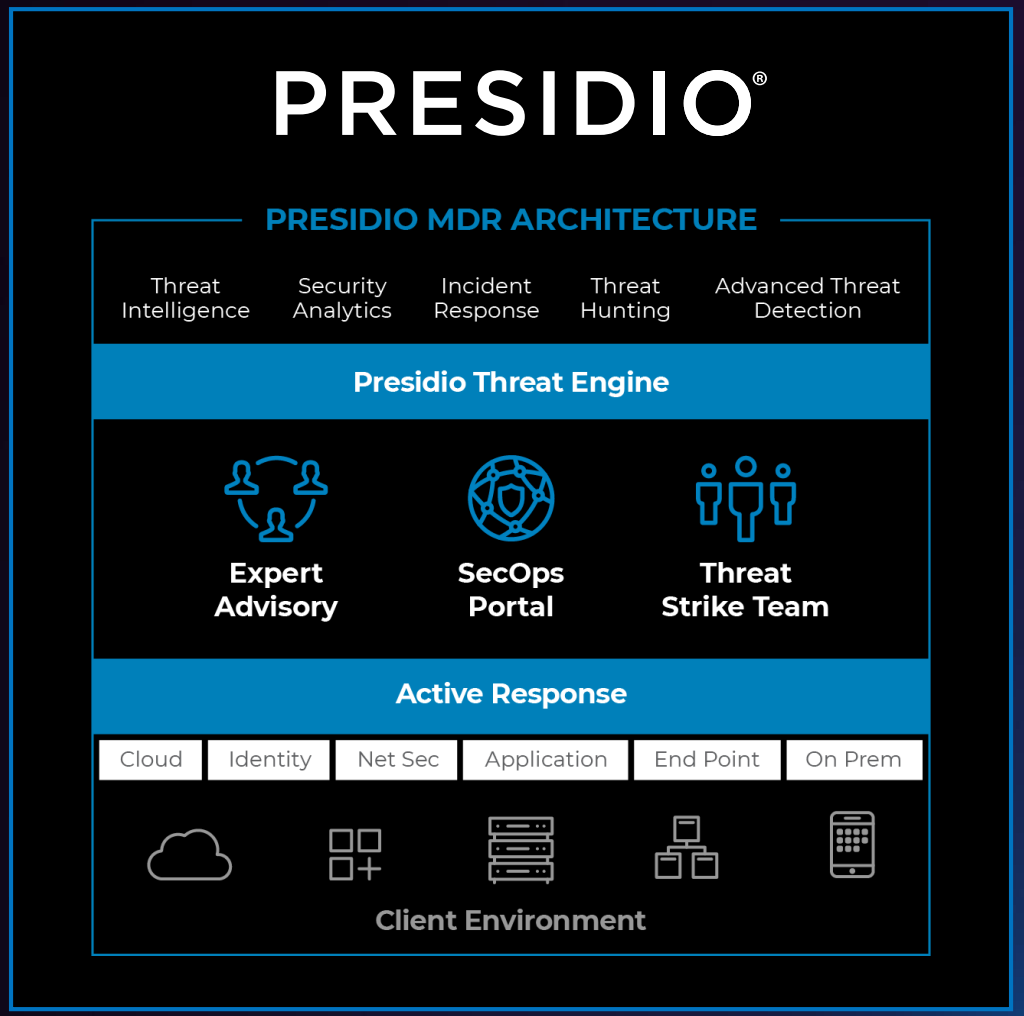
aws @Sandy_Carter

© 2021, Amazon Web Services, Inc. or its affiliates. All rights reserved.

Presidio managed detection & response (MDR)

Cybersecurity defense in seconds

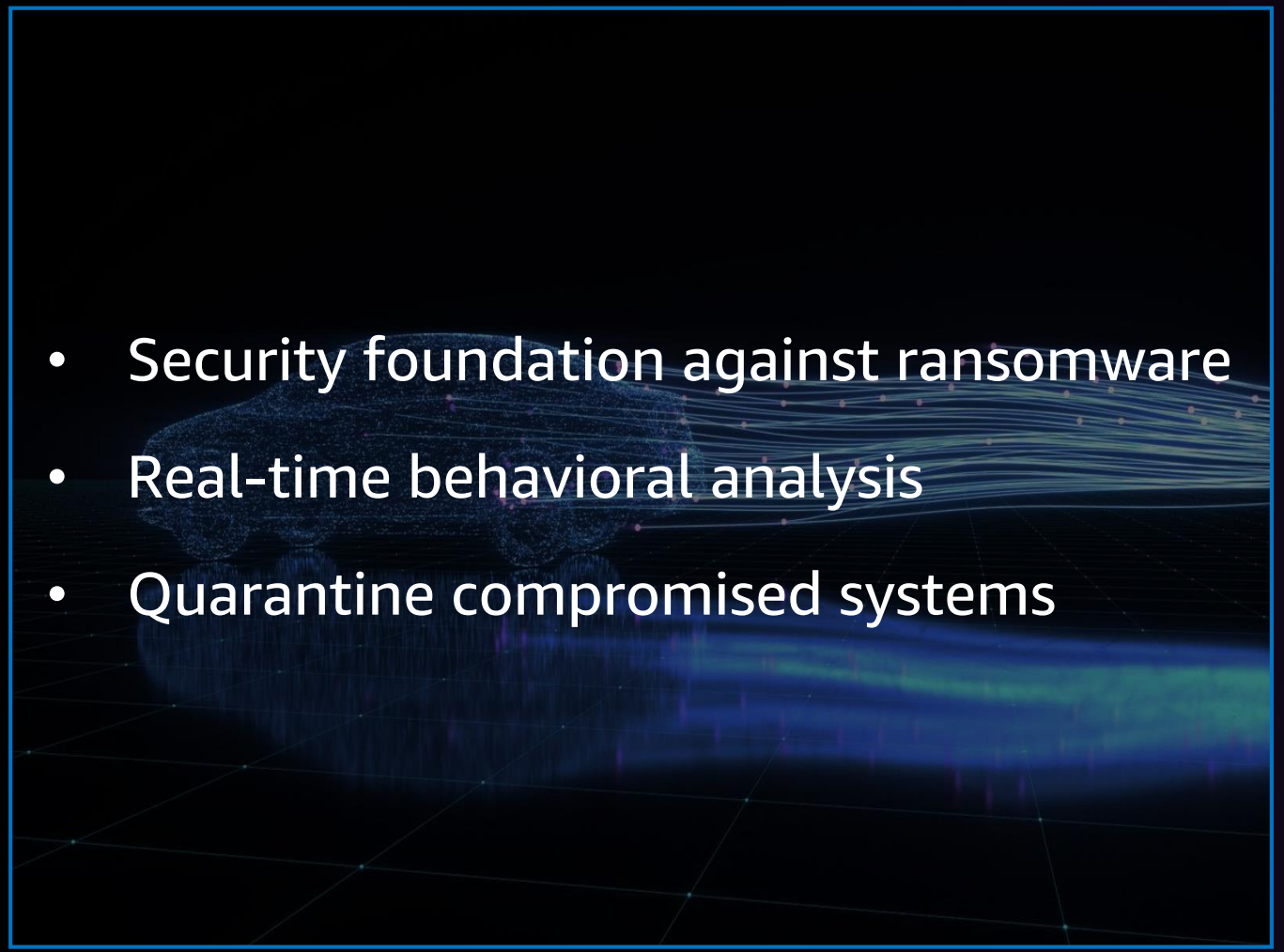
- The SecOps Portal consolidates alerts
- Active Response automates playbooks
- Fast customizable deployment



aws @Sandy_Carter

© 2021, Amazon Web Services, Inc. or its affiliates. All rights reserved.

Ransomware mitigation framework



- Security foundation against ransomware
- Real-time behavioral analysis
- Quarantine compromised systems

CROWDSTRIKE

PRESIDIO®

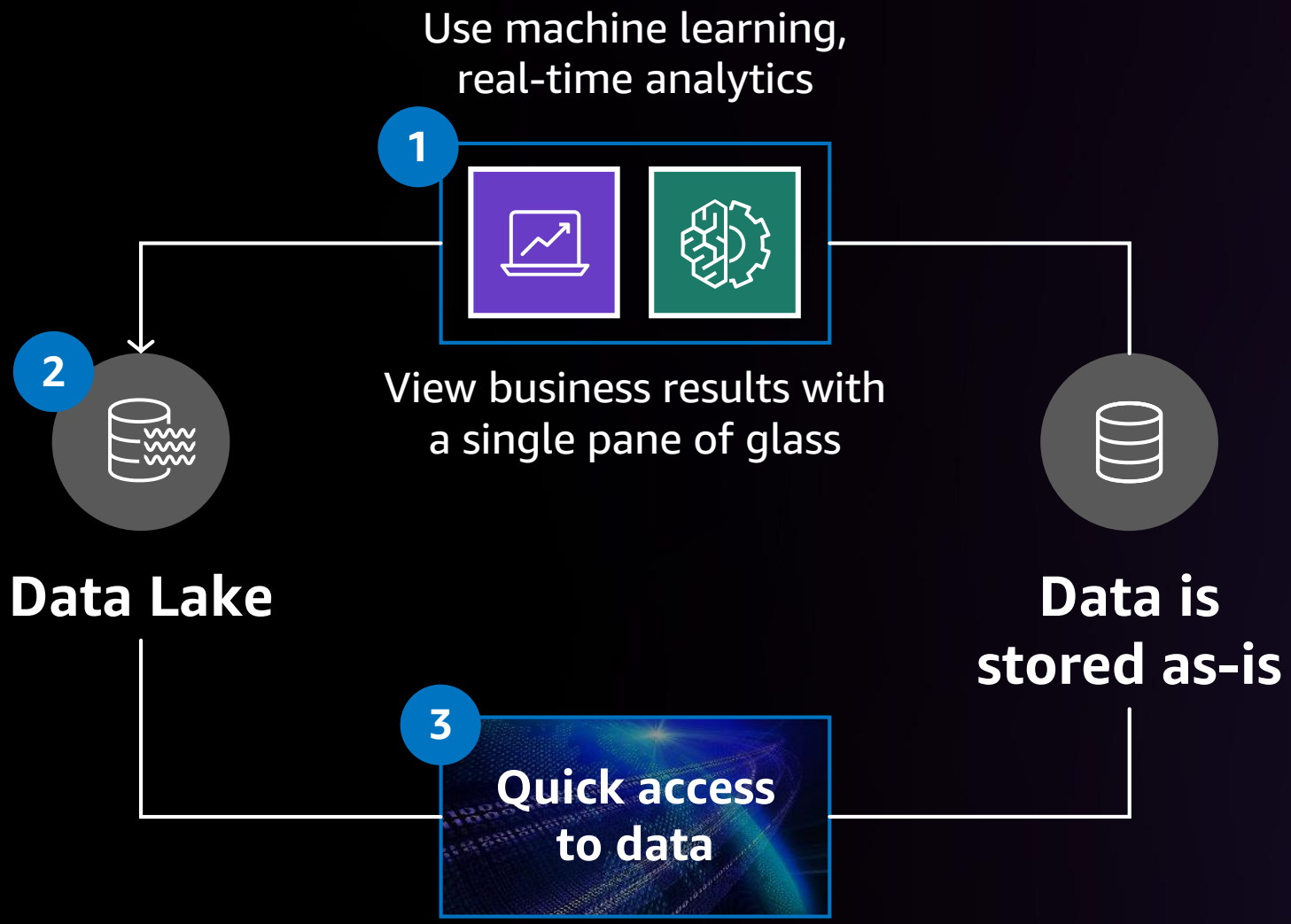
© 2021, Amazon Web Services, Inc. or its affiliates. All rights reserved.

Digital Transformation depends on **Digital Security**

aws @Sandy_Carter

© 2021, Amazon Web Services, Inc. or its affiliates. All rights reserved.

Data needs to be accessible



Data needs to be available to the right person at the right time

© 2021, Amazon Web Services, Inc. or its affiliates. All rights reserved.

Accessibility of data needs to be seamless



1. Single pane of glass to view business results
   - Amazon Redshift Console Integration
   - Impact human services



2. Fast access to Electronic Health Records quickly
   - Rationalize complex data from a data lake



3. Accesses multiple sources of data as is
   - UK Biobank Platform uses a data lake
   - Solve the world's health problems

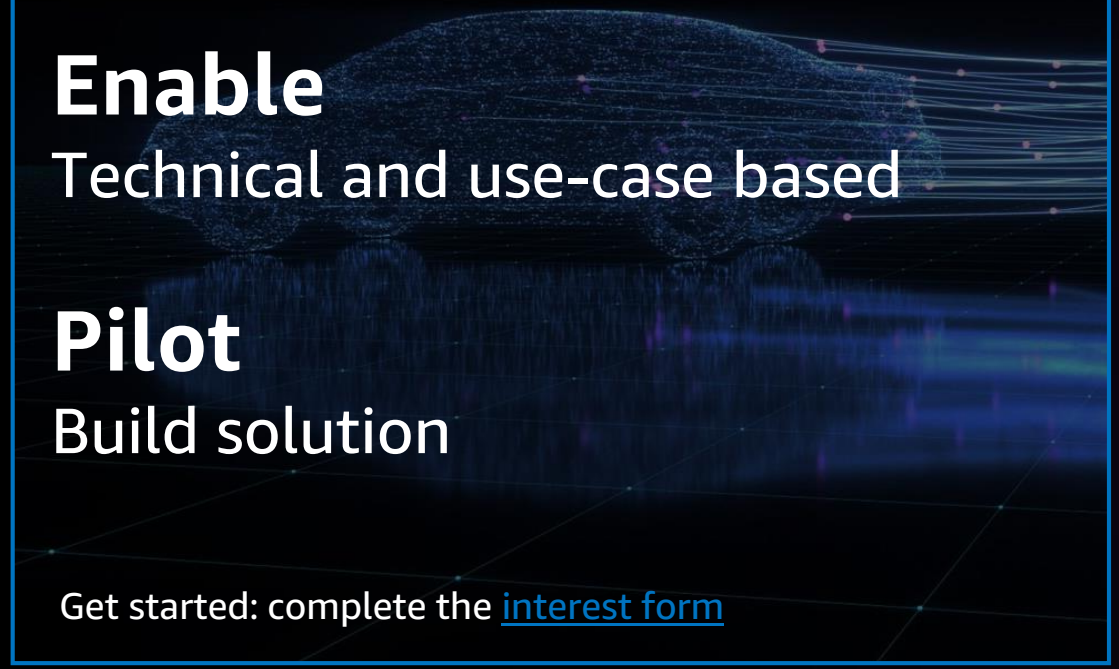
© 2021, Amazon Web Services, Inc. or its affiliates. All rights reserved.

Data and analytics-led rapid adoption assistance

Envision
Roadmap, goals and timeline

Enable
Technical and use-case based

Pilot
Build solution



Get started: complete the interest form

mobilise

leidos

OBSERVIAN

Solid State Scientific Corporation

TECH Connect UNLOCKING VALUE FROM DATA

Telstra

aws @Sandy_Carter

© 2021, Amazon Web Services, Inc. or its affiliates. All rights reserved.

Data-Led Migration Marketplace Private Offers

Partners provide bundled DLM private offers



One stop shop bundles on MarketPlace

- Assessments
- Implementations
- Managed Services

PRESIDIO

SMX

NEPHOS TECHNOLOGIES

mobilise

ΣNQUIZIT

KEYRUS

aws @Sandy_Carter

© 2021, Amazon Web Services, Inc. or its affiliates. All rights reserved.



Delivery

Accelerating the right technical and industry skills

aws @Sandy_Carter

© 2021, Amazon Web Services, Inc. or its affiliates. All rights reserved.



© 2021, Amazon Web Services, Inc. or its affiliates. All rights reserved.

The 3 dimensions of delivery



Skills

Mission expertise

© 2021, Amazon Web Services, Inc. or its affiliates. All rights reserved.

The 3 dimensions of delivery



Skills

Mission expertise

Business outcomes

aws @Sandy_Carter

© 2021, Amazon Web Services, Inc. or its affiliates. All rights reserved.

What is everboarding?





Why is it more important today?

Product release cycles in the cloud are accelerating

Every new feature requires onboarding

Customer employee churn is increasing

© 2021, Amazon Web Services, Inc. or its affiliates. All rights reserved.

Fred Swaniker

CEO

AFRICAN LEADERSHIP GROUP



aws @Sandy_Carter

© 2021, Amazon Web Services, Inc. or its affiliates. All rights reserved.

THE ROOM

Connecting the World to Extraordinary Talent



Employers around the world

Connected to



Millions of vetted, diverse top talent

Powered by



AWS Technology

© 2021, Amazon Web Services, Inc. or its affiliates. All rights reserved.

THE ROOM

Connecting the World to Extraordinary Talent



- Data Lake Built on S3
- AWS Fargate
- Amazon SageMaker for AI/ML

TRIP

The Room Intelligence Platform

© 2021, Amazon Web Services, Inc. or its affiliates. All rights reserved.

THE ROOM

World-class talent



Available now and over the next 6 months

- Full-stack software engineering
- Cloud computing (AWS)
- Business intelligence
- Digital sales
- Data science



Available in the next 12-18 months

- UX & UI design
- AI/machine learning
- Product management
- Cybersecurity
- Salesforce
- Internet of Things

© 2021, Amazon Web Services, Inc. or its affiliates. All rights reserved.



$400 million

TheRoom.com

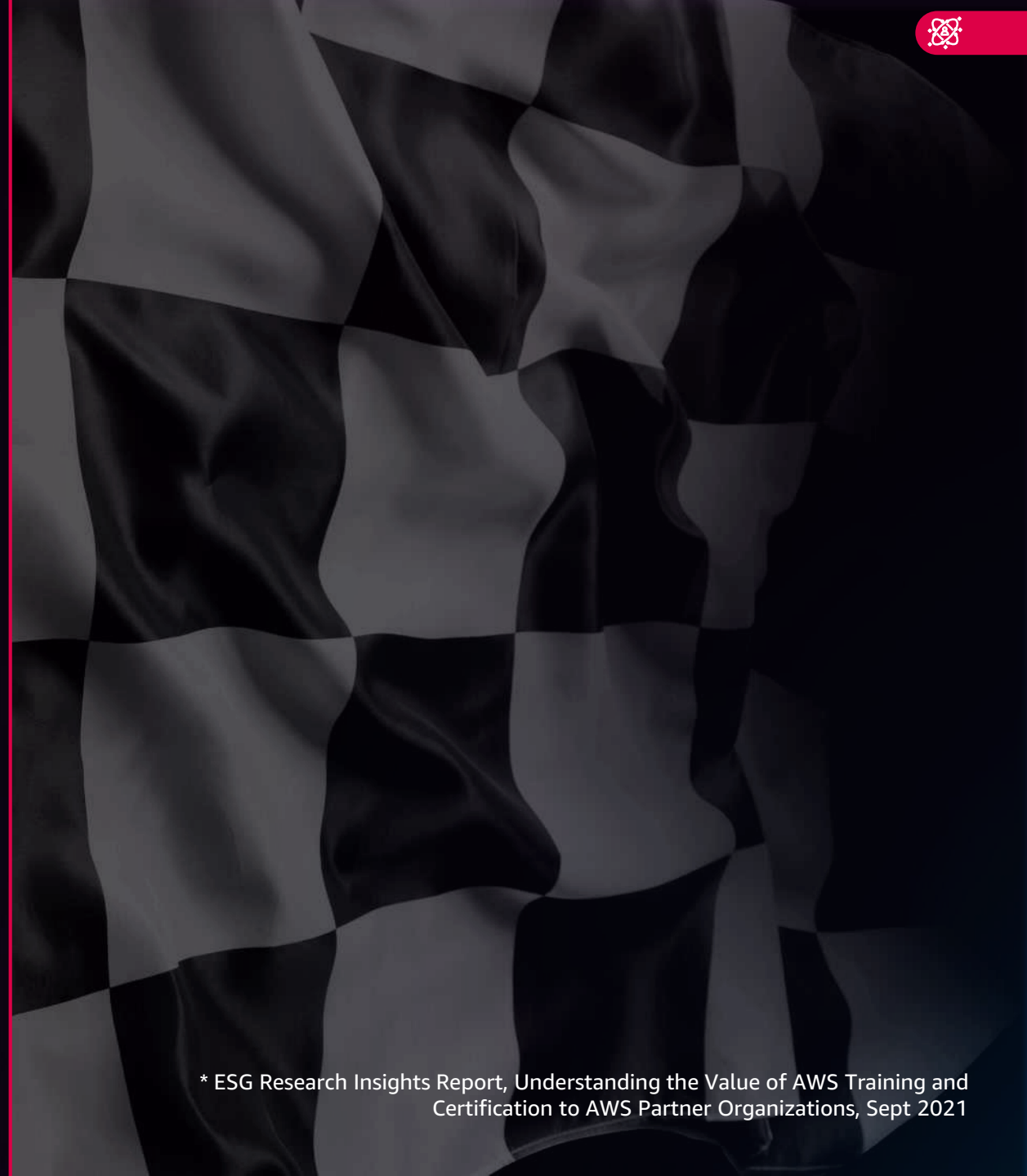
© 2021, Amazon Web Services, Inc. or its affiliates. All rights reserved.

Skills add value to partners

42% higher margin*



Higher value for the customer

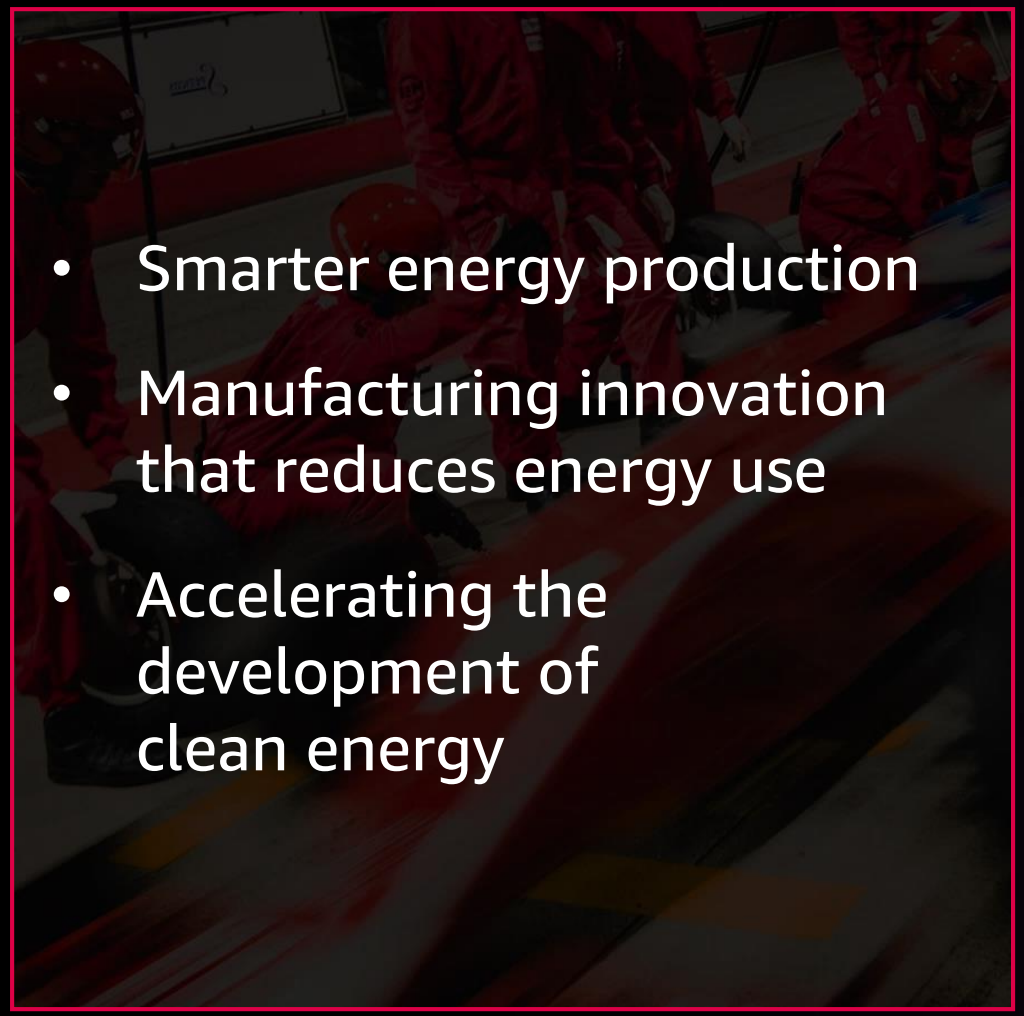


* ESG Research Insights Report, Understanding the Value of AWS Training and Certification to AWS Partner Organizations, Sept 2021

aws @Sandy_Carter

© 2021, Amazon Web Services, Inc. or its affiliates. All rights reserved.

AWS Energy Competency



- Smarter energy production
- Manufacturing innovation that reduces energy use
- Accelerating the development of clean energy

Service Offering Partners

IBM, escala 24x7, epam, KBR, LTI Let's Solve, minfy, softserve, PARIVEDA, TensorIoT, slalom, REPLY, accenture, 47 Lining A Hitachi Vantara Company, BTC, Cloudreach, CONTINO

Software and Hardware Partners

VALIDERE, SeeQ, INT Empowering Visualization, aspentech, FUGRO, NVIDIA, Flutura Actions! Not just Insights, energySYS, tde, QRI, vyn. SmartVideoNotes, SOPTIM, HALLIBURTON, Ambyint, UNLEASH, WELLAWARE

aws @Sandy_Carter

© 2021, Amazon Web Services, Inc. or its affiliates. All rights reserved.

Skills is a balance between industry and tech

Industry — Technology



Government



Education



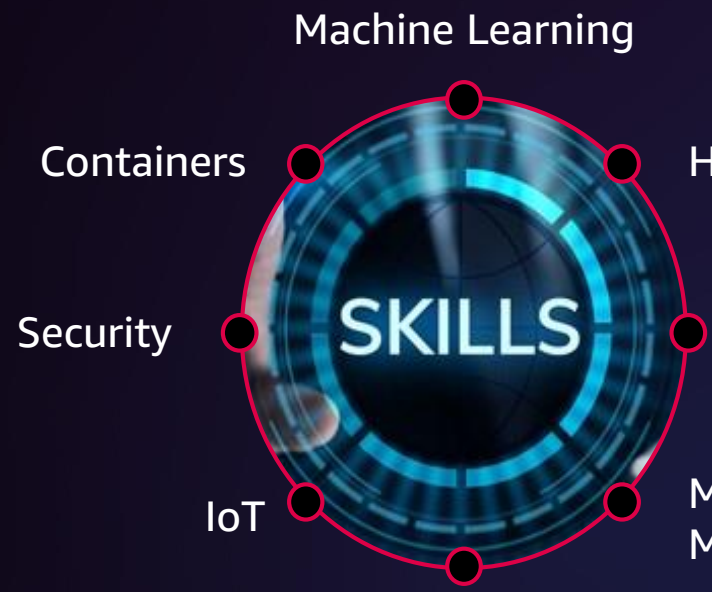
Nonprofit



Public safety and disaster response



Energy



Government Competency is the largest competency in AWS

aws @Sandy_Carter

© 2021, Amazon Web Services, Inc. or its affiliates. All rights reserved.

Structured programs for skills development



Partner Transformation Program (PTP)

- 100-day program
- Technology
- Industry
- Culture
- Governance



ProServe Ready

- *Invite-Only*
- Prepare partners to work with AWS ProServe
- ProServe Best Practices
- Business and Technical training

© 2021, Amazon Web Services, Inc. or its affiliates. All rights reserved.

Mission programs to meet needs in 2022



Think big for small business—communities

- Regionally focused
- Skills training
- Australia, Brazil, Korea, Singapore, and US



AWS Government Competency Enhancement

- Value add
- Federal end customer focused partners

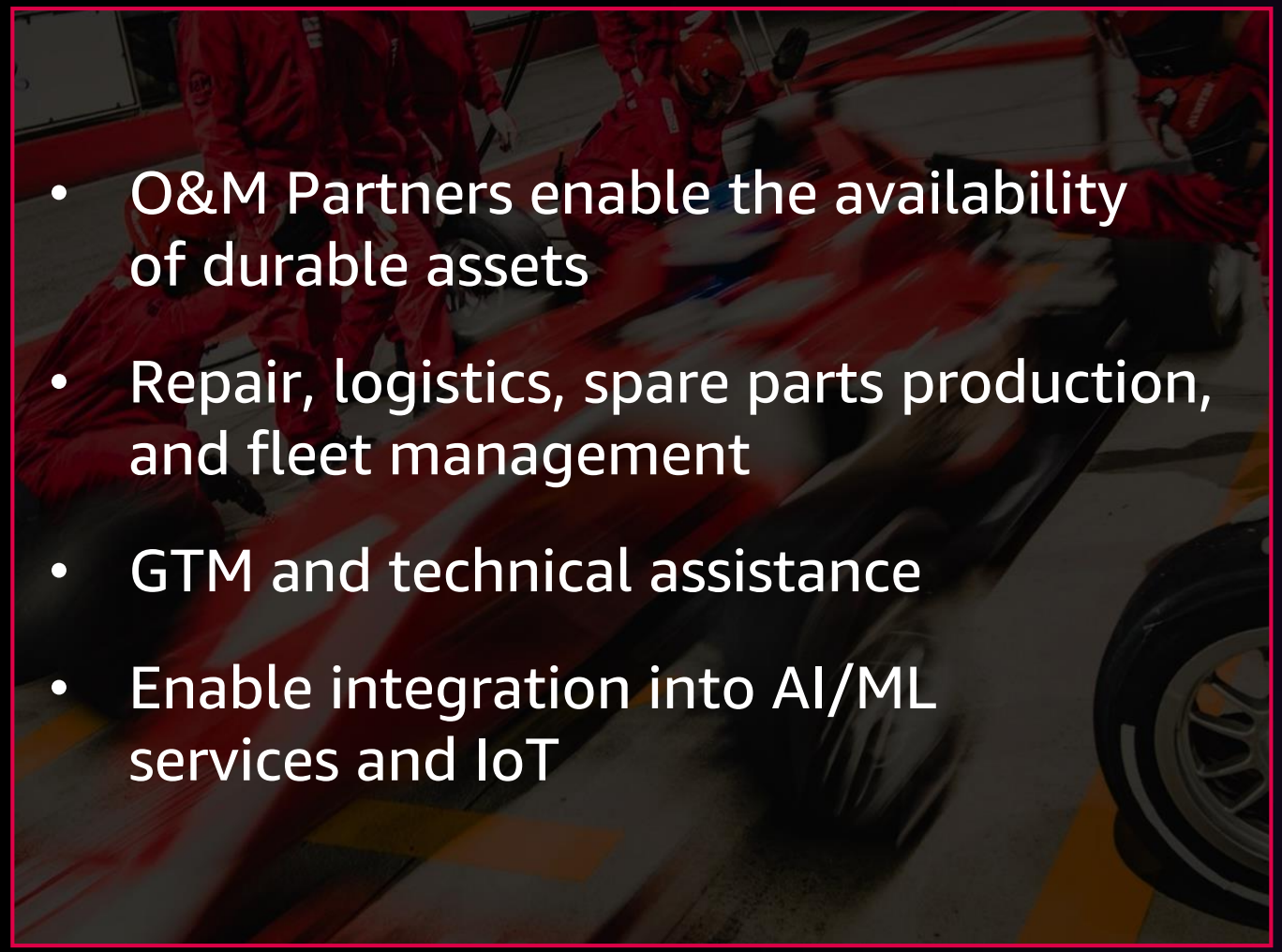


Mission Accelerator Partner Program (MPP) Pilot

- Build offerings
- Address mission needs
- Skills training

© 2021, Amazon Web Services, Inc. or its affiliates. All rights reserved.

Operations and Maintenance powered by AWS



- O&M Partners enable the availability of durable assets
- Repair, logistics, spare parts production, and fleet management
- GTM and technical assistance
- Enable integration into AI/ML services and IoT

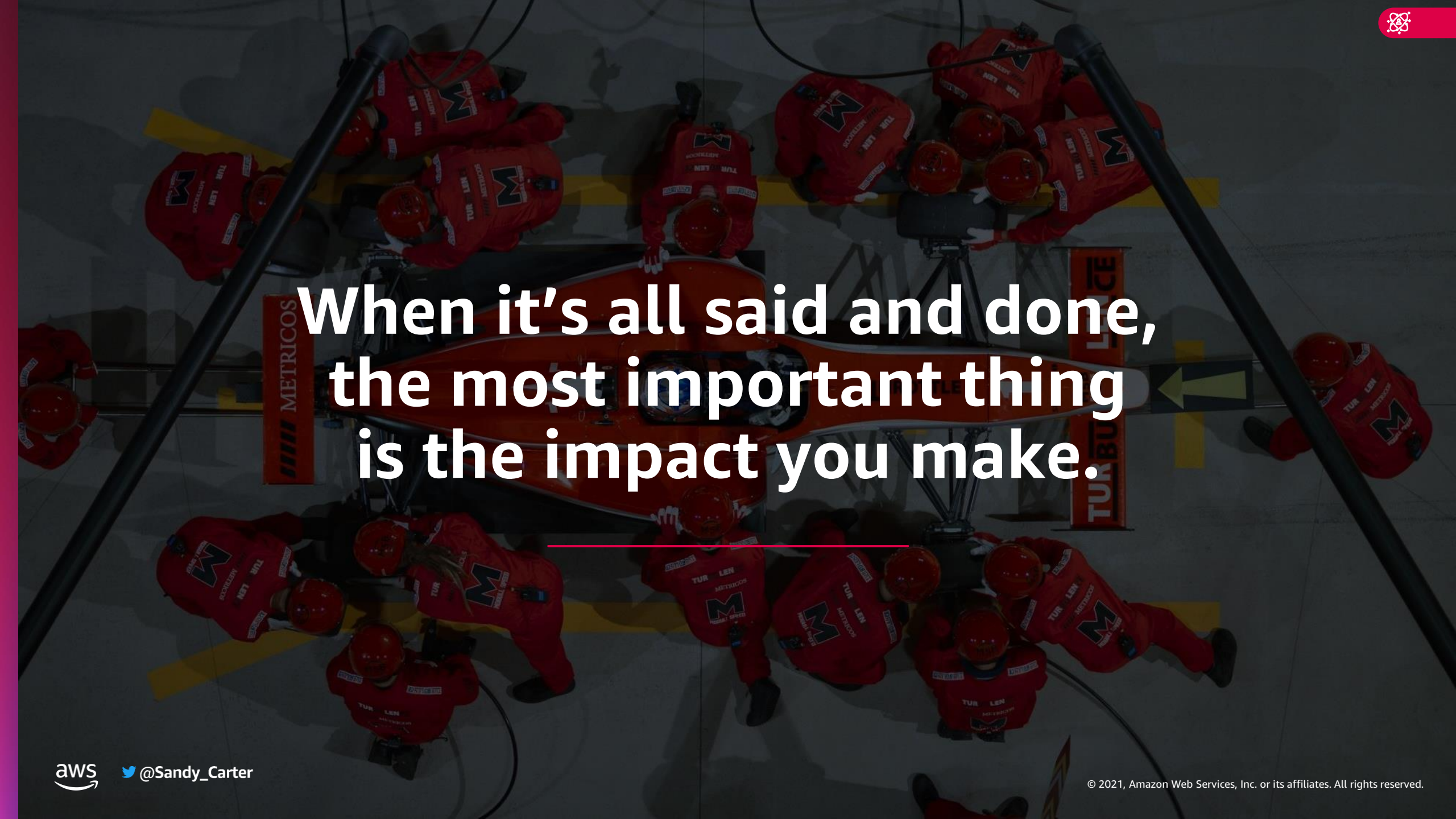
leidos

uncommon
people. purpose. impact.

PAVCON

C3.ai

© 2021, Amazon Web Services, Inc. or its affiliates. All rights reserved.



When it's all said and done, the most important thing is the impact you make.

© 2021, Amazon Web Services, Inc. or its affiliates. All rights reserved.

Business outcomes with our Partners

Buenos Aires Ciudad

Digitized public infrastructure increases citizen satisfaction



Real-time video support for firefighters

Absolutely Positively Wellington City Council

Me Heke Ki Pōneke

Delivering better outcomes to citizens

smartmation

Bigmate

CONSEGNA.CLOUD

CLOUD DELIVERY AND DIGITAL TRANSFORMATION

© 2021, Amazon Web Services, Inc. or its affiliates. All rights reserved.

The 3 dimensions of partnering



Delivery

Accelerating the right technical and industry skills

Data

The next wave of innovation will be driven by data

Destination

It’s what you do once you are in the cloud

aws @Sandy_Carter

© 2021, Amazon Web Services, Inc. or its affiliates. All rights reserved.

The top 10 AWS announcements

Destination

1. AWS Mainframe Modernization
2. EPIC on AWS M6i Performance
3. EHR Migration Initiative
4. Smart Cities Pilot—Market-Ready, Smart City IoT Solutions
5. Containers Rapid Adoption Assistance

Data

6. Data and Analytics-Led Rapid Adoption Assistance
7. Data-Led Migration Marketplace Private Offers

Delivery

8. AWS Energy Competency
9. Think Big For Small Business—Community
10. AWS Government Competency Enhancement—Federal

© 2021, Amazon Web Services, Inc. or its affiliates. All rights reserved.

The top 15 partner announcements

Destination

1. GE Launches workflow automation tool for radiology
2. Textract and Slalom integration for Intelligent Document Processing
3. Outpost Innovation Center—Intel, WWT, and AWS

Data

4. ESRI integrates with Amazon Redshift to expand geodata analysis
5. Unity Technologies, AWS, and Lockheed Martin developed a large-scale disaster relief simulation
6. United Nations World Food Program (WFP) uses Palantir to combat hunger
7. zScaler, PTC, Palantir, GDIT, Divergent and Splunk achieve IL5
8. IronNet develops cyber threat warning system for the New York State Power Authority Defense Consortium
9. Presidio Monitor, Detect and Respond (MDR) Managed Service
10. Presidio, CrowdStrike and CloudEndure establish a Mitigation Kit to defend against ransomware
11. Informatica Amazon Redshift Console integration drives data led migrations for the Public Sector
12. Intelligent Medical Objects (IMO) taps AWS for strategic data migration efforts
13. DNA Nexus launches a platform powered by AWS to solve the worlds health problems

Delivery

14. African Leadership Group — $400 million investment in skills. “The Room” powered by AWS
15. O&M enablement: Leidos, UNCOMN, C2.ai, and PavCon

© 2021, Amazon Web Services, Inc. or its affiliates. All rights reserved.

Actions

Share with your team the blog with details

Learn more with your Account Manager and Partner Development Manager

Continue to provide us input



© 2021, Amazon Web Services, Inc. or its affiliates. All rights reserved.