Subject: Re: Trip Report | Accelerate Your Healthcare Business with AWS
Date: Wednesday, November 27, 2024 at 2:25:38 PM Pacific Standard Time
From: Prabhakar, Shashi
To: Walters, David, amer-hcls-partner-specialists
CC: Velliangiri, Arun, Kapoor, Anshu, Zelt, Denise, Williams, Craig, Rahmani, Shahin, McNabney, Chris
Attachments: image001.png

+Chris, HCLS SA leader.
Great work, team. Love that we worked backwards from the data we gathered.
Let's work closely with our Sales Acct/SA team on those opportunities to accelerate the adoption.
Happy Thanksgiving and please take some time away from work to enjoy with family/friends.

From: "Walters, David" <waltrsd@amazon.com>
Date: Wednesday, November 27, 2024 at 9:51 AM
To: amer-hcls-partner-specialists <amer-hcls-partner-specialists@amazon.com>
Cc: "Velliangiri, Arun" <arunvg@amazon.com>, "Kapoor, Anshu" <anshkpr@amazon.com>, "Zelt, Denise" <denizelt@amazon.com>, "Williams, Craig" <craiwill@amazon.com>, "Prabhakar, Shashi" <shashikp@amazon.com>, "Rahmani, Shahin" <shahinr@amazon.com>
Subject: FW: Trip Report | Accelerate Your Healthcare Business with AWS

Hi HCLS team,

Just wanted to share this work that Arun V drove with our consulting partners and AMER Partner Management. These partners were targeted because they had an open pipeline of opportunities in HCLS and some have requested co-sell support.

Next steps from this session is to follow up on the opportunity support to ensure any critical escalations are handled in the deal lifecycle with the partner.

This is a great example of thought leadership in the healthcare space and a model of what we can do to scale our specialist industry knowledge. Thank you Arun for driving this and looking forward to hearing more from these partners!

-Dave

From: "Kapoor, Anshu" <anshkpr@amazon.com>
Date: Wednesday, November 27, 2024 at 12:37 PM
To: us-consulting-psa-all <us-consulting-psa-all@amazon.com>, us-consulting-partners-pdm-team <us-consulting-partners-pdm-team@amazon.com>
Cc: "Rupani, Shabir" <rupans@amazon.com>, "Wilson, Abby" <abbywil@amazon.com>, "Elezaj, Evan" <elezajee@amazon.com>, "Velliangiri, Arun" <arunvg@amazon.com>, "Walters, David" <waltrsd@amazon.com>
Subject: Trip Report | Accelerate Your Healthcare Business with AWS

Trip Report | Accelerate Your Healthcare Business with AWS

Date: Nov 20, 2024.
Total Attendance: 29 participants across 21 unique partners and 4 Geos
Duration: 1 hour
Overall CSAT: **4/5**
Event Speakers: Arun Velliangiri, Anshu Kapoor
Event Organizer: Anshu Kapoor
Initiative Lead: Shabir Rupani
Event support: Evan Elezaj, Abby Wilson

Event Summary:

We hosted a session to highlight how AWS empowers its healthcare partners to innovate and grow their businesses. Attendees learnt about AWS point-of-view of healthcare industry, the robust set of AWS tools, services, and programs designed to help partners build, deploy, and scale solutions on the AWS Cloud.
Key topics include:

- Insights into AWS's capabilities and strategic vision for the healthcare industry.
- AWS' categorization for subdomains and use cases
- Strategies for healthcare partners to leverage to co-sell their products and services to AWS customers.

Why we did this:
Partners in the initial phases of building their Industry practice require more enablement and build support, while those with established Industry practices, need help with adding more value or enhancing sell strategies. To facilitate this Plan of Action - Industry Solutions was strategized. This session was part of the external partner enablement in the Industry Solutions Plan of Action.
Based on the partner data collected for industry solution build, HCLS was identified as the top industry where partners are building solutions.
The session aimed at accelerating the pipeline of NAMER consulting partners (G/SI) by empowering the partners with knowledge of the industry and identifying areas of co-sell support.
Pipeline details (Qualified+):

1. Opportunity Count: **1826**
2. Opportunity ARR: **$2.36B**

Next Steps:

1. Shared the results of poll with the PDM and PSAs of the partner. PDM/PSAs follow up with partners on practice/solution build.
2. Track the impact of session on opportunity closure in quarters coming up.
3. Track the impact of the session on partner design wins in quarters coming up.

Unique Partners in Attendance (21): Presidio, EPAM, Perficient, Harman, Virtusa, Yash, nClouds, Persistent, Loka, TEKSystems, Keystone Technologies, Intuitive, Citiustech, Appfluid, JBS, Trace3, Mphasis, Softwareone, Quantiphi, Qalius, and Hexaware.

Favorite aspects of event (Anecdotal Feedback):

- Use case / customer examples
- Listening to AWS POV and their Priority Use cases
- it was good overall

Learnings:

- Access to more content related to the presentation
- Less high-level background and more meat about AWS' offerings in this space

Additional insights captured through Webex poll:

- 3 Partners who do not have Healthcare competency are interested to learn more
- 3 Partners need co-sell support with current pipeline opportunities
- Future topics of interest: AWS Healthcare Services and GenAI Use cases in Healthcare
- These partners had their top customers in the sub categories of:
    - Genomics
    - NGOs and NPOs
    - Payors
    - Pharma & Med Devices
    - Providers
    - Vendors

If you have further questions, please reach out to me.

Regards,

Anshu Kapoor – Setup a call with me!
Partner Solutions Architect | Amazon Web Services
Email: anshkpr@amazon.com | Mobile: 732.874.0779
Thoughts on our interaction? Provide feedback here.
Holiday: 11/28, 12/25

Subject: Re: Tech Validation Opportunities
Date: Tuesday, November 26, 2024 at 8:02:10 PM Pacific Standard Time
From: Prabhakar, Shashi
To: Santamaria, Joseph

Yeap, make sense on your comment and that has been our mental model too.
Partner is our scale team and our job is to help them to be self-serve our customers, including Technical validation stage activities.
I will get back to you post re:invent as I dig in more.

Happy Thanksgiving to you and your family/friends!

Thanks,
Shashi.

From: "Santamaria, Joseph" <zssantam@amazon.com>
Date: Tuesday, November 26, 2024 at 2:24 PM
To: "Prabhakar, Shashi" <shashikp@amazon.com>
Subject: FW: Tech Validation Opportunities

Generally they are handled by the partner directly without PSA or Account SA engagement. Below is an email from Shankar showing bar raising ownership! Let me know what you find out in your research

Joseph

From: "Narayanan, Shankar" <sbnaws@amazon.com>
Date: Nov 21, 2024 10:42 PM
Subject: Tech Validation Opportunities
To: "Shanker, Narayan" <narhej@amazon.com>,"George, Gigi" <giggeorg@amazon.com>,"Chriss, Shravanthi" <sgchriss@amazon.com>,"Karam, Liz" <karaeliz@amazon.com>,"Medici, Matt" <medicm@amazon.com>,"Miers, Jeff" <jmaws@amazon.com>,"Vardanova, Ana" <vardaa@amazon.co.uk>,"Williams, Simon" <simonrw@amazon.de>,"Siddiqi, Atif" <atisiddi@amazon.co.uk>
Cc: "Herskowitz, Sara" <herskowh@amazon.com>,"Jones, Kyle" <jnesnky@amazon.com>,"Richard, Bekah" <rebekric@amazon.com>,"Cooper, Bryce" <bvcoop@amazon.com>,"Milano, Vinny" <vmilano@amazon.com>,"Caldwell, Carol" <caroldc@amazon.com>

> Team,

I was in discussion with Kyle this morning, and I believe the SA team is under scrutiny regarding the large number of opportunities at the Tech Validation stage with forecasted 2024 closures. Most of these happen to be partner-attached. My sense is that the majority of these are not actually pending SA reviews or support. I reviewed the ones in my patch, and that was my conclusion, at least for those under my purview. I corrected them appropriately. [Attached Full list]

Can you please review the opportunities you own in your patch and correct them if they are not, in fact, at the Tech Validation stage? If they are at this stage, please work with your SA/SA Leaders to progress them to the next stage or update the close dates.

Thank you
Shankar

Subject: Re: Speaking Request (Trellix)
Date: Thursday, December 5, 2024 at 9:02:35 AM Pacific Standard Time
From: Prabhakar, Shashi
To: Perisho, Alysha, Soto, Darlene
Attachments: image001.png

Hey Alysha,

I am at reinvent. Apologies for the delayed response.
I have added Darlene to help with the schedulings.
Happy to support on the asks.

Thanks.

On Dec 5, 2024 08:19, "Perisho, Alysha" <aperisho@amazon.com> wrote:
Friendly ping Shashi, thank you!

From: "Perisho, Alysha" <aperisho@amazon.com>
Date: Monday, December 2, 2024 at 10:05 AM
To: "Prabhakar, Shashi" <shashikp@amazon.com>
Subject: Speaking Request (Trellix)

Good morning,

Hope you are enjoying reInvent!

The Trellix OneTeam would like to request your presence as a speaker at their technical SKO January 18th (or Monday the 19th) in Orlando, FL. The audience will be primarily SAs, SEs, and the speaking event would be about 20-30 minutes. The audience will include a few external partners, and about 200 people.

Please let me know if you would be interested in joining us!

Alysha Perisho | Account Manager | **Amazon Web Services** | C: (206) 661-3322

Subject: Re: New Adventures Await, but AMER Partner Management and ASP Will Always Be Home
Date: Tuesday, November 26, 2024 at 7:55:43 PM Pacific Standard Time
From: Prabhakar, Shashi
To: Hillary, Kenny
Attachments: image001.png, image002.png, image003.png

Thank you, Kenny from bottom of our heart for everything.
You are an amazing human and you will be a friend forever!
Stay in touch.
Happy Thanksgiving to you and your family & friends.

From: "Hillary, Kenny" <kehillah@amazon.com>
Date: Monday, November 25, 2024 at 2:29 PM
To: amer-leadership <amer-leadership@amazon.com>
Cc: asp-ea-team <asp-ea-team@amazon.com>
Subject: New Adventures Await, but AMER Partner Management and ASP Will Always Be Home

Hi Everyone,

Wow, what a ride it's been! After an incredible 2.5 years journey with AMER Partner Management and ASP, the time has come for me to embark on a new adventure at AWS, with World-Wide Public Sector. As I prepare to transition to my next chapter, I find myself filled with a mix of emotions – gratitude, nostalgia, and excitement for what lies ahead. This team has been an integral part of my life, and the relationships I've forged here have been invaluable.

To the stellar EAs of ASP and AMER – You're the unsung heroes who keep everything running smoothly. You're not just colleagues; you're family. It has been a pleasure working with you all through all the many changes. You've been consistent and kept it moving. I'm going to miss seeing your faces monthly and having Janet get our finance people in line LOL. I expect invites to every happy hour, offsite, and DC visit – no excuses! I do not intend to stray away at all. You all can't get rid of me that easily 😊 .

AMER LT – Once the reorg was announced, I was nervous as I had grown accustomed to our previous team. But after our first offsite last year, all doubts left. It brought new faces and perspectives to the offsites where we celebrated our successes and strengthened our bonds. I knew we had a group of rockstars, like myself lol. Looking back, I can vividly recall the conversations we've shared, the laughter and the camaraderie that made even the most challenging days bearable. Every moment has been cherished. You all have been an amazing group of intelligent, supportive, caring and resilient human beings. You've entertained my many conversations about Marvel, my fur babies, my world travels and love for bourbon and cognac lol Thank you for embracing the authentic me – quirks and all! You all have a special place in my heart and look forward to our continued connection.

Chris, my friend and mentor, our partnership has been nothing short of extraordinary**.** Remember that candid post-interview chat? I wanted to be certain I was going to be with a manager who embraced

every facet of my personality. After that conversation, I knew you were my guy (as I often refer to you LOL). From WWSI to AMER, from APO to ASPO to ASP LOL– we've been through it all together!! We've tackled challenges, celebrated triumphs, and grown both personally and professionally. I am grateful for your guidance, challenges, but also every learning experience. Your dedication, resilience, and commitment to excellence will continue to inspire me and drive me in my new role. I've learned so much from you that I will take along with me. Although I'm confident Stevi will be an amazing addition to the team, I selfishly think that no one will "know you" like I do, my friend. Who else will help you nail those keynote looks now? After all, my pups' names are Milan and Gianni (insider 😊). Thank you for being a great partner, but most of all an amazing leader. I'm part of your family now, so I'm not going anywhere. I've cleared it with our real boss 😊. **Semper Fi!**

The best part? I'm not going far. Think of it as moving to a different neighborhood in the same city. My Slack is always open, so don't be strangers!

As I wrap up, let me leave you with some wisdom from our friends at Marvel, in Captain America: Civil War: " *Compromise where you can. Where you can't, don't. Even if everyone is telling you that something wrong is something right*"

Here's to new beginnings and lasting friendships. Excelsior! Higher, Further, Faster!

Best Regards,

Kenny

Kenny Hillary | he/him/his
Executive Assistant to Jeff Kratz
VP, World-Wide Public Sector Industry Sales
M: (202) 256-0081 | **E:** Kehillah@amazon.com

TRULY HUMAN NOTICE: Getting this email outside of your normal working hours? I am sending you this email at a time that works for me. P*lease don't feel the need to read, reply, or take action outside of your working hours. If an item is time-sensitive, I will let you know in the email title.*

Subject: Re: Happy Thanksgiving
Date: Tuesday, November 26, 2024 at 8:11:32 PM Pacific Standard Time
From: Prabhakar, Shashi
To: Vankamamidi, Sneha
Attachments: image001.png

You and your post 11 pm pings 😊.
It's exactly opposite. You are the Best friend and colleague to work with. Everyone would love to work with you, forever.
Your passion, happiness, and 24x7 smiling face is contagious and spreads around you so quickly.
Thank YOU for choosing me as your close colleague and being such a great longtime friend.
Yessss, I will definitely make sure to give all the extra love to Ansh from you. Please do the same to those two bunnies jumping around you from our end.

From: Sneha Vankamamidi <vankamam@amazon.com>
Date: Tuesday, November 26, 2024 at 8:06 PM
To: "Prabhakar, Shashi" <shashikp@amazon.com>
Subject: Re: Happy Thanksgiving

Super Thankful to Manu who asked me to reach out to you late last year and Super blessed that you took a bet on me… Soo soo glad our paths crossed and I got the opportunity to work under such an honest, empathetic and a thoughtful leader. In my 11 years I worked under several leaders, but JBK and you are the two leaders so far that I can blindly trust in accepting any role/scope/challenge because I know you two will always draw the best out of your team members and will not hesitate to have our back in the right way ❤️ Thank you Boss for just being you…. You get some downtime too before the long week next week and give that little munckin of yours some extra love from Aunty Sneha ❤️

Best Regards,

Sneha Vankamamidi,
Sr. Manager | Partner Solutions Architecture | Ph: +15712496979
Work hard. Have fun. Make history

From: Shashi Prabhakar <shashikp@amazon.com>
Date: Tuesday, November 26, 2024 at 4:32 PM
To: Shashi Prabhakar <shashikp@amazon.com>
Subject: Happy Thanksgiving

Bcc team alias.

As folks in the US celebrate Thanksgiving this week, I wanted to take a pause and reflect on our year together.
In such a fast pace environment at Amazon and at our personal end, I am already feeling overwhelmed while thinking about how the whole year went but at the same time, I feel a sense of accomplishment as a team (with more to do in future).
We started the year with a lot of ambiguity from multiple aspects - Goals, internal team/org alignments, customer/partner experience, leadership, and new team members. This ambiguity brought confusion, stress, and more questions. But one thing remained strong and consistent was every builder's motivation and persistence to make things better. And that's what I want to share my gratitude towards. I am thankful and feel fortunate for working with all of you throughout this year. I will repeat myself here again - Only one thing shapes a company or organization is the people. People build and maintain the culture which drives the behavior and outcome. I am thankful for getting this opportunity of working with each of you.
The happiest moments I had over the year when I got emails from team members, external or internal, about how our builders made a true impact to their business and work streams. I enjoyed and smiled reading every recognition our builders got. And additional smiles seeing all the goals being (overly 😉) Green. The direct impact you are making to our customers, partners, and our business has been a validation of we progressing in the right direction.

I hope everyone takes some time off from work and spend more time with friends, family, and their own wellness.
And while eating, don't count calories - enjoy the food!
Wish you and your family/friends a Happy Thanksgiving!

Thanks again,
Shashi.

Subject: Re: GTM Channel Idea
Date: Tuesday, November 26, 2024 at 8:05:27 PM Pacific Standard Time
From: Prabhakar, Shashi
To: Lee, Soo, Jo, Andrew
CC: Soto, Darlene

It was great catching up today at the Kitchen! Thank you for the intro.
Andrew, nice to meet you!
I have added Darlene to find us time after re:invent to connect. Looking forward!

Happy Thanksgiving to you and your family/friends!
Shashi.

From: "Lee, Soo" <soolee@amazon.com>
Date: Tuesday, November 26, 2024 at 1:31 PM
To: "Prabhakar, Shashi" <shashikp@amazon.com>, "Jo, Andrew" <joaand@amazon.com>
Subject: GTM Channel Idea

Shashi, great to run into and thanks for you idea! Really liked it and worth diving into it.

Andrew Jo had also been looking into ways we could co-innovate and GTM with our customers/partners/vendors. Your idea had a different spin that I think is super interesting. Could you and Andrew collaborate and elaborate on that idea? Thank you.

Soo J. Lee
Email: SooLee@amazon.com || Mobile: 202-257-4245

Subject: Re: FW: AGS L8 pre-re:invent AMA/Objection handling
Date: Wednesday, November 27, 2024 at 7:59:49 AM Pacific Standard Time
From: Prabhakar, Shashi
To: AIML PMM Team, Schwam, Aaron, aiml-pmm

Hi team,

Did we send the recording and presentation deck from this call?
If yes, I was not part of the original invite and was added by Geries. Can you please share them with me too?

Thanks,
Shashi.

From: mlpmmteam@amazon.com
When: 11:30 AM - 1:00 PM November 25, 2024
Subject: FW: AGS L8 pre-re:invent AMA/Objection handling
Location: Chime | ID: 5284 41 4123

-----Original Appointment-----
From: AIML PMM Team <mlpmmteam@amazon.com>
Sent: Wednesday, November 20, 2024 11:57 AM
To: AIML PMM Team; AWS-North-America-Sales-LT; meet@chime.aws; pin+5284414123@chime.aws; Pathak, Rahul; Elaprolu, Sri; Cao, Zhibin; Fontaine, Joe; Frick, Raechel; Koparkar, Shruti; Mohan, Deepak; Robbins, Shane; Wolff, Rebecca; Talukdar, Wrick; Rodriguez, Jaime; Soltero, Eugenio; Deo, Atul; Mehrotra, Ankur; Damodaran, Suresh; Arunagiri, Girish; Thakur, Sumit; ags-area-leaders; agsleadership; Schwam, Aaron; Griswold, Haidee; Devanathan, Sriram; Kunnackal John, Jose; Schagrin, Zoe; Ijaz, Adnan; aiml-pmm
Cc: Seitinger, Susanne; Kane, Ulrike; Lecea, Lisa; Martin, Liz; Sysun, Brendan; Williams, Kimberley; Martinez, Alex; Bade, Sameer; Chen, Gwen; Ball, Jyoti; Chandras, Aartika; Song, Morana; Chen, Erik; Appleton, Kristin; Daniell, Abby; Shi, Jinny; DeFauw, Randy; Buckridee, Bianca; Pearson, Greg; Chism, Blake; Metzger, Patricia; Vendetti, Jackie; Simon, Jamie; Stark, Dan; Porter, Ed; Wheeler, Liz; Birje, Mukund; Sahni, Ishtmeet; Agarwal, Puneet; POND, TODD; Potts, Carol; Johnson, Jerome; Belcher, Amy; Rodriguez, Renzo; Wetherly, Rebecca; Hoff, Christian; Baker, Jamie; Hadinger, Stephan; Pereira De Morais, Cleber; Cunha, Paulo; Kasper, Laurie; Bourgault, Rejean
Subject: FW: AGS L8 pre-re:invent AMA/Objection handling
When: Monday, November 25, 2024 2:30 PM-4:00 PM (UTC-05:00) Eastern Time (US & Canada).
Where: Chime | ID: 5284 41 4123

I encourage all L7/L8 leaders to attend.

Beeta, can you make sure the LOL all have this invite.

From: mlpmmteam@amazon.com
When: 11:30 AM - 1:00 PM November 25, 2024
Subject: AGS L8 pre-re:invent AMA/Objection handling
Location: Chime | ID: 5284 41 4123

This session is recommended for all L7/L8 leaders attending re:Invent.

Dear Sales Leaders,

As leaders in sales, it's crucial we understand both the technology and competitive landscape to inform conversations with customers. We are pleased to invite you to an informative session that will provide an reinforcement of our latest Generative AI messaging and an overview of the competitive landscape for generative AI and equip you to better position Amazon relative to key competitors like Microsoft, OpenAI, and Google. This session will also provide guidance on how to handle common objections and questions from customers.

Agenda:

10 min - Generative AI positioning (portfolio wide) - Susanne Seitinger

10 min - Amazon Q positioning – Aaron Schwam

30 min - Competitive update - Cloud Intelligence team

* Microsoft
* Google
* Open AI

40 min - Q/A with PM leaders and CI

Subject: Re: Engagement Security Update - Nov 16, 2024
Date: Sunday, December 1, 2024 at 7:17:23 PM Pacific Standard Time
From: Prabhakar, Shashi
To: Sharma, Amit
CC: apo-amer-sec-champions
Attachments: image001.png, image002.png, image003.png, image004.png, image005.png, image006.png

Hey Amit,

Overall, I am good and very appreciative of the team sending below updates.
You should know that I rely on below email updates and weekly reminders to keep myself up2date.
This means that what I see is what I believe in and is in my radar.
If you think we are missing something critical, please feel free to add and also vice versa, if there is something not so important, please feel free to drop.

Thanks again,
Shashi.

From: "Sharma, Amit" <amitksh@amazon.com>
Date: Tuesday, November 26, 2024 at 11:36 AM
To: "Prabhakar, Shashi" <shashikp@amazon.com>
Cc: apo-amer-sec-champions <apo-amer-sec-champions@amazon.com>
Subject: Re: Engagement Security Update - Nov 16, 2024

Hi Shashi,
I wanted to get your feedback on the bi-weekly Engagement Security email updates we send. The team would appreciate any critical feedback on the content, formatting, frequency, etc. as we go plan for 2025.

Regards

Amit

From: "Borodachuk, Niko" <nikobrd@amazon.com>
Date: Monday, November 18, 2024 at 6:14 AM
To: "Prabhakar, Shashi" <shashikp@amazon.com>
Cc: apo-amer-sec-champions <apo-amer-sec-champions@amazon.com>, "Soto, Darlene" <darsoto@amazon.com>
Subject: Re: Engagement Security Update - Nov 16, 2024

Hi Shashi,
We are actively working with builders and with other teams.

If you recall in some cases builders provision instances using AMI that do not have all the updates and go to out of SLA right away.
This is not the use case for all of them : out of 8 total out of SLA, 4 were launched out of SLA (50%)
For example this - https://issues.amazon.com/issues/EE-10311 but we are continue identifying more use cases.

Currently no help is needed

Niko Borodachuk
Partner Solutions Architecture

m: +1201-290-9700 – nikobrd@amazon.com

You got AWS technical questions? Get help today at re:Post
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Thoughts on our interaction? Provide feedback here
aws
ACTIVATION DAYS

From: "Prabhakar, Shashi" <shashikp@amazon.com>
Date: Sunday, November 17, 2024 at 4:55 PM
To: "Borodachuk, Niko" <nikobrd@amazon.com>
Cc: apo-amer-sec-champions <apo-amer-sec-champions@amazon.com>, "Soto, Darlene" <darsoto@amazon.com>
Subject: Re: Engagement Security Update - Nov 16, 2024

Thanks, team.
For the Mirador's out of SLA, anything I can do to help?

From: "Borodachuk, Niko" <nikobrd@amazon.com>
Date: Saturday, November 16, 2024 at 11:19 AM
To: "Prabhakar, Shashi" <shashikp@amazon.com>
Cc: apo-amer-sec-champions <apo-amer-sec-champions@amazon.com>, "Soto, Darlene" <darsoto@amazon.com>
Subject: Engagement Security Update - Nov 16, 2024

Hi Shashi,
See below the weekly update

It can also be found in Workdocs.

Call outs for the week:
Mirador Alerter AppSec kick-off meeting scheduled for next week.

Tool	Snapshot	Comments
Mirador	**Findings highlights** Highlights of findings owned by shashikp's team across security programs presented in Mirador. Total open: 98 Within SLA: 34 Out of SLA: 6 Without SLA: 58 Launched out of SLA: 3 OS Patching: 51 Nitro Patching: 0 Proactive Security: 47	We continue to work with owners of Out of SLA findings each week. .
Policy Engine	All PE findings are also in Mirador – related to patching instances	
Priority	No new update.	

Area - Quick Resolution		
Priority Area - Increased visibility into findings	Mirador alerter waiting for AppSec – should be in this current AppSec sprint	
SAS		No change since the last report. Owner is aware.
IMDSv2 Campaign	No active accounts making IMDSv1 calls	IMDS Program team is working to auto enrol accounts to default to IMDSv2. No IMDSv1 calls for our org. No hosts with IMDSv1 enabled.
Engagement Security Training	This report has not been refreshed since Aug 8, 2024 in the dashboard we use	Trying to get latest data

Niko Borodachuk
Partner Solutions Architecture
m: +1201-290-9700 – nikobrd@amazon.com

You got AWS technical questions? Get help today at re:Post
Amazon.com Confidential. Do Not Distribute. This email and any attachments contain information that may be confidential and/or proprietary material for the use of the intended addressee(s) only. If you are not an intended addressee, note that any disclosure, copying, distribution, or use of the contents of this message is prohibited. If you have received this email in error, please notify the sender by reply email and delete the message and its attachments from all computers. Thank you for your cooperation.
Thoughts on our interaction? Provide feedback here

aws
ACTIVATION DAYS

aws

Subject: Re: Discussion Guide- Building New GenAI Tech Partnerships
Date: Sunday, December 1, 2024 at 6:58:20 PM Pacific Standard Time
From: Prabhakar, Shashi
To: Charness, Justin, McHugh, Patrick, Taisch, Adam
Attachments: image001.png

We need to be considerate in asking about their business by knowing these partners before getting in the room.
I would recommend to read on their websites about their product offerings to get a high level understanding so we ask deeper question as needed.
I think retrospective section does a good job to capture their customer needs (and evolution) in GenAI which should help us learn more.

From: "Charness, Justin" <jccharne@amazon.com>
Date: Sunday, December 1, 2024 at 4:18 PM
To: "McHugh, Patrick" <mchup@amazon.com>, "Prabhakar, Shashi" <shashikp@amazon.com>, "Taisch, Adam" <attaisch@amazon.com>
Subject: RE: Discussion Guide- Building New GenAI Tech Partnerships

I can add in the discussion guide- I will also ask during intros

---

From: McHugh, Patrick <mchup@amazon.com>
Sent: Sunday, December 1, 2024 4:15 PM
To: Charness, Justin <jccharne@amazon.com>; Prabhakar, Shashi <shashikp@amazon.com>; Taisch, Adam <attaisch@amazon.com>
Subject: RE: Discussion Guide- Building New GenAI Tech Partnerships

Great. When do we ask them to describe their business? I'd like to understand the business they are trying to win so we can help them win it

Thank You, Gracias, Abraços

Patrick McHugh
AIML Specialty Sales Leader, United States
+1 770 827 7324 (cell + WhatsApp)
Fortitudine Vincimus
Cantemos mientras pasa la vida.
http://linkedin.com/in/patrickmchugh2
AWS Gen AI page, AWS Machine Learning page
AIML internal team Wiki

aws
is how

From: Charness, Justin <jccharne@amazon.com>
Sent: Sunday, December 1, 2024 6:12 PM
To: McHugh, Patrick <mchup@amazon.com>; Prabhakar, Shashi <shashikp@amazon.com>; Taisch, Adam <attaisch@amazon.com>
Subject: RE: Discussion Guide- Building New GenAI Tech Partnerships

I'm going to print the discussion guide so we all have the questions. There will be a notetaker in the room who is going to capture the discussion and create a recap. If you want to take notes separately I'll collect from everyone at the end and give to the notetaker to include in the recap.

This roundtable is focused on new/earlier stage GenAI partnerships. Some are startups, and some are more established ISVs that are earlier in their GenAI journey, or earlier in their GenAI journey on AWS (ie. are primarily built on Azure or GCP.) These are not the ISVs we hear from all the time (which is the point), so the goal is to collect new insights and opinions from new partners- particularly what it takes to "win them" on AWS.

Please arrive 5-10 early!

From: McHugh, Patrick <mchup@amazon.com>
Sent: Sunday, December 1, 2024 4:06 PM
To: Charness, Justin <jccharne@amazon.com>; Prabhakar, Shashi <shashikp@amazon.com>; Taisch, Adam <attaisch@amazon.com>
Subject: RE: Discussion Guide- Building New GenAI Tech Partnerships

This will be a great session. I added 2 questions for you on lines 169 and 181

1. When do we ask them about their business? I have never heard of most of these companies so the table probably needs some context. Will competitors be sitting at the same table?
2. Where to track notes? In the bottom of the Quip?

Thank You, Gracias, Abraços

Patrick McHugh
AIML Specialty Sales Leader, United States
+1 770 827 7324 (cell + WhatsApp)
Fortitudine Vincimus

Cantemos mientras pasa la vida.
http://linkedin.com/in/patrickmchugh2
AWS Gen AI page, AWS Machine Learning page
AIML internal team Wiki

aws
is how

From: Charness, Justin <jccharne@amazon.com>
Sent: Monday, November 25, 2024 4:59 PM
To: McHugh, Patrick <mchup@amazon.com>; Prabhakar, Shashi <shashikp@amazon.com>; Taisch, Adam <attaisch@amazon.com>
Subject: Discussion Guide- Building New GenAI Tech Partnerships

Hi All,

Looking forward to the roundtable next week, Building New GenAI Tech Partnerships. Here is the discussion guide. Please give it a read through and add comments, questions, or things you want to cover. Please plan to arrive :15 early to allow for setup.

In terms of roles/responsibilities- right now I'm planning to drive the agenda/timing and ask the questions to lead off the discussions, but will want each of you to lead the follow-up questions to dig deeper. Think about the things you want to take away and learn from the partners in the room. If you'd rather split the questions up, that works too.

Let me know of any questions in the meantime

Justin

Subject: Re: Confidential: Feedback on Sam Burke L7 Readiness
Date: Friday, November 29, 2024 at 1:11:49 PM Pacific Standard Time
From: Prabhakar, Shashi
To: Thompson, Shannah

Hey Shannah,

I am supportive and would be happy to write the promo feedback for Sam.
Please feel free to issue the request from promo tool.

Thanks,
Shashi.

BTW, you and I were in one of the Director's group training class when we were L7s 😊.

From: "Thompson, Shannah" <tshannah@amazon.com>
Date: Friday, November 29, 2024 at 8:21 AM
To: "Prabhakar, Shashi" <shashikp@amazon.com>
Subject: Confidential: Feedback on Sam Burke L7 Readiness

Hello Shashi

We have not yet met directly 1:1, but I recently stepped in to the Sales Ops leader roles supporting ASP. I'm reaching out as Sam Burke provided your name as a stakeholder who may be able to provide feedback on her readiness at L7. If you are supportive of her readiness at the next level, would you be willing to be a feedback provider on her promo document? Your input would be particularly valuable, given her engagement with you in Sales Operations support on her readiness and areas for continued to development. I can issue you a request via Promote.

If you are not supportive and feel she is not ready at the next level, I'd like to get feedback on areas she needs to continue to develop in. I can look to get a short call between us to discuss.

Thank you in advance
Shannah

Subject: Re: An Expense Report from Marin Clement Mouscadet is Pending Your Approval - Report ID 92DA30D60B5C4543BB8E - Amount (13,543.26 CAD)
Date: Friday, November 29, 2024 at 1:39:18 PM Pacific Standard Time
From: Prabhakar, Shashi
To: Mathew, Neetha

Aah, I saw the cost center at the wrong place, was checking header.
You are right. Thank you. Approved just now.

From: "Mathew, Neetha" <neethamj@amazon.com>
Date: Friday, November 29, 2024 at 1:27 PM
To: "Prabhakar, Shashi" <shashikp@amazon.com>
Subject: RE: An Expense Report from Marin Clement Mouscadet is Pending Your Approval - Report ID 92DA30D60B5C4543BB8E - Amount (13,543.26 CAD)

Hi Shashi,

The expense is related to a Tech summit in EMEA. It should go to Cost Ctr: Field - AGS - EMEA - All - CS (**4286**), even though we are the work flow approvers.

Please see attached an email communication confirming the expense with his previous respective manager and director(the bottom of the mail thread also has the PO and Cost C. info).
Please let me know if the expense is instead going to our cost center and I will follow-up with Marin for correction in the expense report.

Thanks,
Neetha

From: Prabhakar, Shashi <shashikp@amazon.com>
Sent: Friday, November 29, 2024 4:16 PM
To: Mathew, Neetha <neethamj@amazon.com>
Subject: Re: An Expense Report from Marin Clement Mouscadet is Pending Your Approval - Report ID 92DA30D60B5C4543BB8E - Amount (13,543.26 CAD)

Can you please check with Marin on what is this below expense about?
I checked the receipt (attached) but can’t tell. It’s expensed to our Cost Center.

From: Amazon Expenses <AutoNotification@concursolutions.com>

Date: Friday, November 29, 2024 at 7:25 AM

To: "Prabhakar, Shashi" <shashikp@amazon.com>

Subject: An Expense Report from Marin Clement Mouscadet is Pending Your Approval - Report ID 92DA30D60B5C4543BB8E - Amount (13,543.26 CAD)

An Expense Report from Marin Clement Mouscadet is Pending Your Approval - Report ID 92DA30D60B5C4543BB8E - Amount (13,543.26 CAD)

You have a report pending your approval.

Employee Name	Marin Clement Mouscadet
Report Submitted By	Marin Clement Mouscadet
Report Name	Addendum To: 2024 Paris Tech Summit
Report Purpose	
Requested Amount	13,543.26 CAD

Comment History

Anwar Khan 11/25/2024: Hello Marin, Company Meetings or Events: CAD 13543.20 1. The expense review team has identified issues in your supporting expense receipts to claim Home Internet reimbursement. We would request you to kindly take note of our expense report submission guidelines (https://w.amazon.com/bin/viewrev/Concur_Global_Expense#How_to_File_Expenses) and review these expenses for any inconsistency. Please make note of the receipt requirements and ensure that your documentation is in order. If your report requires revision, please take corrective action and then submit the new report. Incase no correction is required, kindly resubmit the same report. 2. Please attach payment proof as supporting document. Thank You, Accounts Payable - Expense Reports. Reason Codes: Need Additional Documentation

The Expense Team has identified expenses that require your review and approval.

Please review the expenses for the following:
i.) Reasonableness of spend (*i.e. the amount is not excessive or unreasonable for the expense(s) submitted*).
ii.) The item(s) are ***necessary*** for the employee to conduct business and alternate frugal options are not available.
iii) Exclude any portion of spend that could be considered personal-in-nature.

If the items do not meet the any of the above requirements, please reject the expense report back to the employee so the appropriate changes can be made.
If you authorize these costs, please be aware that this expense report may be routed to additional inline approvers beyond the L6 manager if needed.

View Report

Subject: RE: [EXTERNAL] Meeting Securiti.ai @ re:Invent
Date: Tuesday, December 3, 2024 at 11:04:08 AM Pacific Standard Time
From: Prabhakar, Shashi
To: Trevor Milestone
CC: Singh, Harpreet, Garay, Amit, Julian Klein, Pham, Joe, Jain, Saachi
Attachments: image001.png, image002.png

Hey team, it was great catching up earlier today. I just now got pulled into another meeting which ends at 5 pm at Palazzo. Is there anyway we can move this meeting to 5:15 pm? I am so sorry for the last minute change? If not, Harpreet can join the meeting then we can catch as a follow up after re:invent?

Apologies again,
Shashi.

On Dec 2, 2024 10:13, Trevor Milestone <trevor.milestone@securiti.ai> wrote:

CAUTION: This email originated from outside of the organization. Do not click links or open attachments unless you can confirm the sender and know the content is safe.

Hi Shashi - hope you had a great Thanksgiving and smooth travels into Las Vegas. Very much looking forward to tomorrow's meeting and introducing you to Securiti's leadership team (Rehan Jalil - CEO) and (Jack Berkowitz - CDO). *Quick note - we have a suite in the Venetian secured for the meeting, however we won't be able to update the exact room number and floor until tomorrow AM -I will be sure to update the calendar invite with exact location as soon as it's available.*

In advance of the session - I've included several resources that provide a nice primer on exactly what we're doing in the GenAI space, along with our core platform capabilities. I've also attached case studies highlighting how joint F500 customers of AWS & Securiti are deploying and using our new Gencore solution to accelerate their GenAI consumption in AWS.

Resources:

- AWS & Securiti AI Infopack - Gencore AI
- Safe Enterprise AI with Amazon Bedrock - Explainer Video
- Securiti Data Command Center - Explainer Video

Thanks,

Trevor

On Tue, Nov 26, 2024 at 10:10 AM Prabhakar, Shashi <shashikp@amazon.com> wrote:

> Hi team,

My apologies. I just accepted it.

Thanks,

Shashi.

From: Trevor Milestone <trevor.milestone@securiti.ai>
Date: Tuesday, November 26, 2024 at 7:32 AM
To: "Singh, Harpreet" <batrahs@amazon.com>
Cc: "Prabhakar, Shashi" <shashikp@amazon.com>, "Garay, Amit" <garamiti@amazon.com>, Julian Klein <julian.klein@securiti.ai>, "Pham, Joe" <joepha@amazon.com>, "Jain, Saachi" <jainsaac@amazon.com>
Subject: RE: [EXTERNAL] Meeting Securiti.ai @ re:Invent

CAUTION: This email originated from outside of the organization. Do not click links or open attachments unless you can confirm the sender and know the content is safe.

Hi @Singh, Harpreet - I saw a decline from Shashi on the invitation sent out. Is this a schedule conflict? If so - happy to send some alternative slots.

On Mon, Nov 25, 2024 at 9:58 AM Trevor Milestone <trevor.milestone@securiti.ai> wrote:

> Great thank you Harpreet - just sent calendar invite everyone's way. Look forward to connecting and introducing you to our leadership team. Thanks,
>
> Trevor
>
> On Mon, Nov 25, 2024 at 9:54 AM Singh, Harpreet <batrahs@amazon.com> wrote:
>
> > Hi Trevor,
> >
> > Nice to meet you as well. Let’s plan to meet @4:00 PM PT on Tuesday.

Thanks

Harpreet Singh

From: Trevor Milestone <trevor.milestone@securiti.ai>
Date: Monday, November 25, 2024 at 6:29 AM
To: "Prabhakar, Shashi" <shashikp@amazon.com>
Cc: "Garay, Amit" <garamiti@amazon.com>, "Singh, Harpreet" <batrahs@amazon.com>, Julian Klein <julian.klein@securiti.ai>, "Pham, Joe" <joepha@amazon.com>, "Jain, Saachi" <jainsaac@amazon.com>
Subject: RE: [EXTERNAL] Meeting Securiti.ai @ re:Invent

CAUTION: This email originated from outside of the organization. Do not click links or open attachments unless you can confirm the sender and know the content is safe.

Thanks much Shashi - and great to meet via email Harpreet.

Let us know if any of the slots provided work well to connect and I will send a calendar invite everyone's way. Thanks!

Trevor

On Fri, Nov 22, 2024 at 10:34 PM Prabhakar, Shashi <shashikp@amazon.com> wrote:

> Hi Trevor,
>
> Nice to meet you as well.
> I have added Harpreet from my team who leads ISV Partner Solutions Architect team.
>
> Harpreet, let's finalize a time and plan to meet Securiti team.
>
> Thanks,
>
> Shashi.

From: Trevor Milestone <trevor.milestone@securiti.ai>
Date: Friday, November 22, 2024 at 9:02 AM
To: "Garay, Amit" <garamiti@amazon.com>
Cc: Julian Klein <julian.klein@securiti.ai>, "Prabhakar, Shashi" <shashikp@amazon.com>, "Pham, Joe" <joepha@amazon.com>, "Jain, Saachi" <jainsaac@amazon.com>
Subject: RE: [EXTERNAL] Meeting Securiti.ai @ re:Invent

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Thank you for the introduction Amit and great to meet via email Shashi. Would be great to connect - have provided some availability below.
Amit - if you have meeting space available that would be great. Otherwise, we have hightop chairs at our booth (#1794) and could meet there. Let us know what works!

Tuesday (3rd):

-
-
- 11:00 - 1:00pm PT
-
-
-
- 2:00 - 2:30pm PT
-
-
-
- 3:00 - 5:00pm PT
-

Wednesday (4th)

-
-
- 9:15 - 11:00am PT
-
-
-
- 2:30 - 4:00p PT

-

Thursday (5th)

-
-
- 8:00 - 10:30am PT
-
-
-
- 1:00 - 3:00pm PT
-

In meantime, wanted to share our, feel free to check out our new Gencore AI solution. Also, here are two links to the AWS marketplace listing of Gencore AI and content on the AWS & Securiti partnership plus product demos.
Thanks,

Trevor

On Fri, Nov 22, 2024 at 10:45 AM Garay, Amit <garamiti@amazon.com> wrote:

> Hi Securiti.ai team,
>
> Shashi Prabhakar, AWS Director, Partner SA AMER, has expressed interest in connecting with you during re:Invent.
>
> @Trevor Milestone, we invite you to initiate the discussion and propose a time that works for both you and Shashi.
>
> If you would like, we can try to assist with booking a meeting room to facilitate your conversation.
>
> Best Regards,

Amit Garay

Senior Partner Development Manager, Cyber Startups, AWS
10 Exchange Pl, Jersey City, NJ, 07302

26th Floor

Schedule Call **E:** garamiti@amazon.com

M: +1 (201) 926-0645
Amazon Chime Me

See Your DataCommand.Center

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Subject: Re: [EXTERNAL] 🎉 Join Us for Our North America Sales Kickoff on December 12th in NYC! 🎉
Date: Wednesday, November 27, 2024 at 4:01:56 PM Pacific Standard Time
From: Prabhakar, Shashi
To: Nôga Simões, Soto, Darlene
CC: Felipe Demetrio de Souza

Hi team,

Looks like we missed this email completely ☹️.
So sorry for the delay.
Also, I am booked for this time so I won't be able to join. Apologies again.
Do we have any other AWS representation? If not, I can look for someone to represent AWS. Please let us know.

If you are based out of US, have a Happy Thanksgiving!
Talk soon.

From: Nôga Simões <noga.simoes@ciandt.com>
Date: Thursday, November 14, 2024 at 5:55 AM
To: "Soto, Darlene" <darsoto@amazon.com>
Cc: "Prabhakar, Shashi" <shashikp@amazon.com>, Felipe Demetrio de Souza <fsouza@ciandt.com>
Subject: RE: [EXTERNAL] 🎉 Join Us for Our North America Sales Kickoff on December 12th in NYC! 🎉

CAUTION: This email originated from outside of the organization. Do not click links or open attachments unless you can confirm the sender and know the content is safe.

Hi Darlene, how are you?

Can you please check if Shashi can make it, please?

Thank you so much!
Kind Regards,

On Fri, Nov 8, 2024 at 5:05 PM Felipe Demetrio de Souza <fsouza@ciandt.com> wrote:

> Image removed by sender.
>
> Dear Shashi, this would be a great way to continue the conversations we started at our event in NY.,
> I hope this message finds you well! 🌟 We're thrilled to announce our very first North America

Sales Kickoff on December 12th!
This kickoff is a fantastic opportunity to meet with our sales team and all the CI&T account executives. We're eager to strengthen our sales connection with you, our valued partner.

Event Details

- Date: December 12th
- Time: All-day event (exact times to be confirmed)
- Location: WeWork, Financial District, NYC (details to be shared soon)

Agenda

In the morning, we will provide an overview of CI&T's strategy for 2025 and the results from our partner area. The afternoon will feature customized breakout sessions designed specifically for each partner, ensuring we address your unique needs and opportunities.
To wrap up the day, we invite you to join us for a Social Happy Hour with our Sales Team and Account Executives, allowing for casual networking and conversations.

RSVP

We'd love for you to join us, so RSVP as soon as possible to this email. We will do our best to make this event a valuable experience for you, including efforts to create a personalized agenda for each partner.
Your insights and participation would be incredibly valuable as we embark on this exciting adventure together. Please let us know if you can make it and any thoughts you might have.

We are looking forward to a fantastic day together!

--

Felipe Demetrio Souza
Global VP of Alliances
My Calendar Page
+1 (484) 682-9989

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--

Nôga Simões Corrêa da Silva Tonin
Partner Manager
5544998045014

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Subject: Happy Thanksgiving
Date: Tuesday, November 26, 2024 at 7:33:51 PM Pacific Standard Time
From: Prabhakar, Shashi
To: Prabhakar, Shashi
BCC: geriesa-directs-extended, apo-tech-extendedlt

Bcc to the extended team.

As folks in the US celebrate Thanksgiving this week, I wanted to take a pause and reflect on our year together.

We started the year with a lot of ambiguity from multiple aspects - Goals, internal team/org alignments, customer/partner experience, and new leadership & team members. This ambiguity brought confusion, and more questions. But one thing remained consistent was willingness of each of you to work together to solve those challenges. I am thankful and feel fortunate for getting the opportunity to work with you all.

I hope everyone takes some time off from work and spend more time with friends, family, and their own wellness.
And while eating, don't count calories - enjoy the food!

Wish you and your family/friends a Happy Thanksgiving!
Shashi.

Subject: FW: [EXTERNAL] 🎉 Join Us for Our North America Sales Kickoff on December 12th in NYC! 🎉
Date: Sunday, December 1, 2024 at 8:18:57 PM Pacific Standard Time
From: Prabhakar, Shashi
To: Potance, Tyler, Katari, Praveen

Tyler,

I missed below email and now looking for someone to fill at their SKO.
Are you in touch with this partner and know someone who should be attending their SKO?
Background from my end: I met them in Aug when I was visiting Brazil. They are big in Brazil. They shared that they want to expand fast in US and asked for my help.
I agreed and they invited me to do a panel talk on GenAI in Oct which I did and now they invited me for this SKO which I can't attend.

Happy to answer anymore question.

Thanks,
Shashi.

From: Felipe Demetrio de Souza <fsouza@ciandt.com>
Date: Wednesday, November 27, 2024 at 4:03 PM
To: "Prabhakar, Shashi" <shashikp@amazon.com>
Cc: Nôga Simões <noga.simoes@ciandt.com>, "Soto, Darlene" <darsoto@amazon.com>
Subject: RE: [EXTERNAL] 🎉 Join Us for Our North America Sales Kickoff on December 12th in NYC! 🎉

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Hey Shashi we do have our pen going, but it would be great to have a pen or some industry folk there.

Let me know if we can make it happen on such a short notice. Count on us if you need any help

Sent from Gmail Mobile, please excuse any typos

On Wed, Nov 27, 2024 at 7:01 PM Prabhakar, Shashi <shashikp@amazon.com> wrote:

> Hi team,

Looks like we missed this email completely ☹️.
So sorry for the delay.
Also, I am booked for this time so I won't be able to join. Apologies again.
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Talk soon.

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Date: Thursday, November 14, 2024 at 5:55 AM
To: "Soto, Darlene" <darsoto@amazon.com>
Cc: "Prabhakar, Shashi" <shashikp@amazon.com>, Felipe Demetrio de Souza <fsouza@ciandt.com>
Subject: RE: [EXTERNAL] 🎉 Join Us for Our North America Sales Kickoff on December 12th in NYC! 🎉

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Kind Regards,

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> ## Event Details
>
> - Date: December 12th
> - Time: All-day event (exact times to be confirmed)
> - Location: WeWork, Financial District, NYC (details to be shared soon)

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To wrap up the day, we invite you to join us for a Social Happy Hour with our Sales Team and Account Executives, allowing for casual networking and conversations.

RSVP

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Your insights and participation would be incredibly valuable as we embark on this exciting adventure together. Please let us know if you can make it and any thoughts you might have.

We are looking forward to a fantastic day together!

--

Felipe Demetrio Souza
Global VP of Alliances
My Calendar Page
+1 (484) 682-9989
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--

Nôga Simões Corrêa da Silva Tonin
Partner Manager
5544998045014
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