

TERRY WISE
VP, Global Alliances and Channels, Amazon Web Services

Welcome

Allianz 

Bernd Heinemann
Board Member,
Allianz Germany

 **Globe**

Pebbles Sy-Manalang
CIO

sumo

Ramin Sayar
President & CEO



Dave McCann
VP, AWS Marketplace, Service
Catalog & Migration Services

slalom

Brad Jackson
CEO



Andy Jassy
CEO

"With all our data sources related and linked together in Amazon Redshift, as orchestrated by Matillion, we have a single source of the truth from which we can push subsets of that data to customer-facing databases to quickly deliver new products. It's an incredibly agile and powerful architecture."
—InfoTrack

"AWS partners are helping change the way we treat cardiovascular diseases."
—American Heart Association

"Within eight weeks of development, we had a beta out to some of our customers. nClouds helped us meet and exceed the aggressive timelines we'd set."
—Onscale

"Running our SaaS platform on ClearDATA on the AWS Cloud takes a lot of guesswork out of compliance and high availability."
—CareCloud

"Prior to SparkPost and AWS, we didn't have the confidence that a new listing email would reach a user quickly. Now it's right there, instantly."
—Zillow

"VerticalChange helps us scale our data and achieve FERPA compliance."
—Child Care Resource Center

"Since implementing Solano CI, we have been able to completely shut down our homegrown CI system."
—Change.org

"Trend Micro is key to protecting our application stack."
—Vantage

"Melbourne IT helps us deliver better customer service and reduced risk."
—ANZ Bank

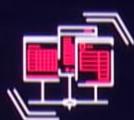
"Using Rescale is critical for us to be able to do this in a matter of a week or a few days, rather than a few months."
—Metabiota

"The collaboration of AWS and VMWare helped us solve a significant disaster recovery problem."
—Scripps Network

"We liked the fact that Apps Associates had a lot of experience moving Oracle databases and applications to AWS."
—Thomas Publishing

Customers tell your story

Your momentum is driving the market



Managed services

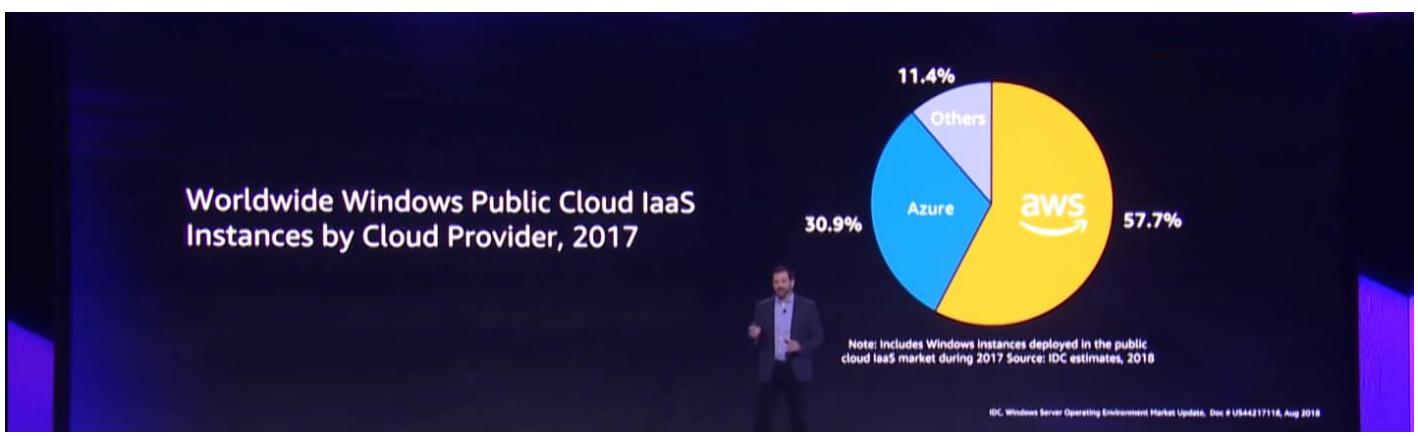
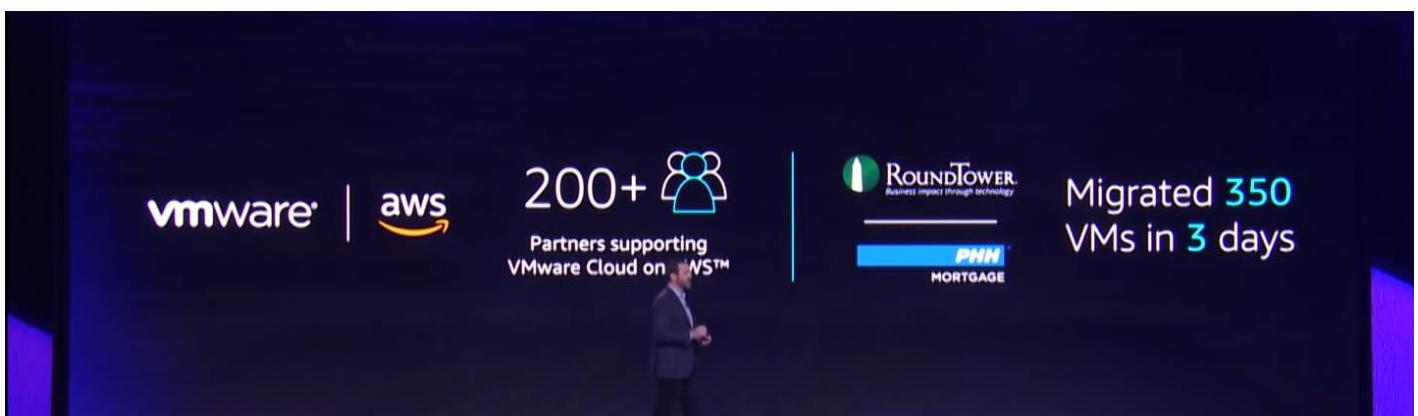
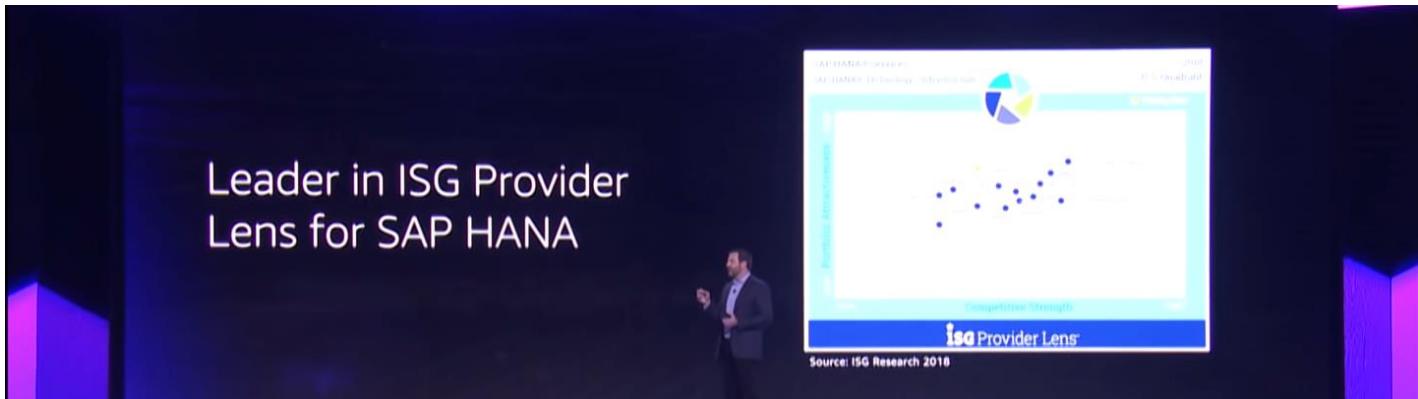
115

Certified
MSP partners

2x

Business
growth rate





PEBBLES SY-MANALANG

CIO, Globe Telecom



7,600 islands

107 million people

7 in 10
are "unbanked"

1 doctor
per 33,000

40%
do not graduate
high school



8 in 10

homes have no broadband access



10%

of communities have no mobile coverage



40%

of people don't have internet access



Our Vision:

We see a Philippines where families' dreams come true, businesses flourish, and the nation is admired



Globe Telecom has a broad reach

65 million
mobile customers

400,000+
micro, small,
& medium enterprises

1.2 million
retailers & distributors



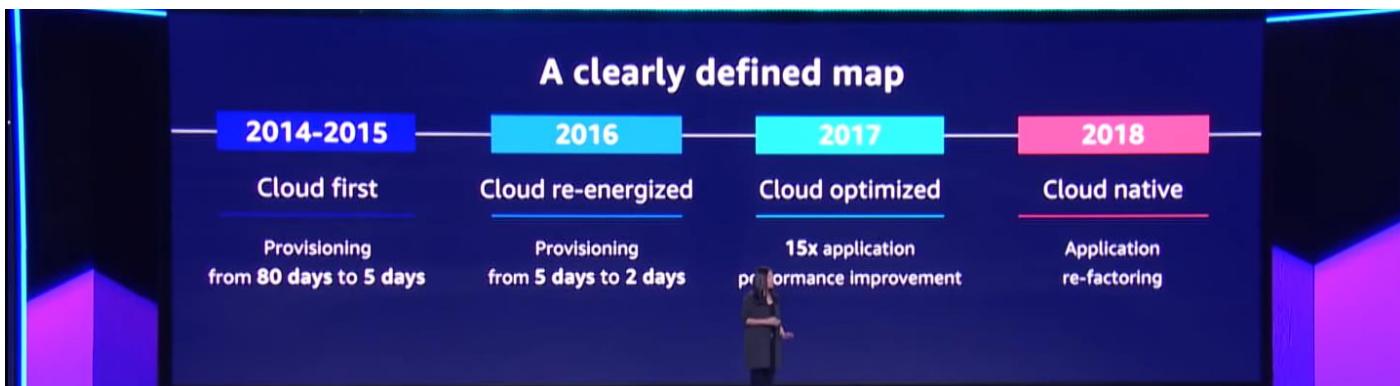
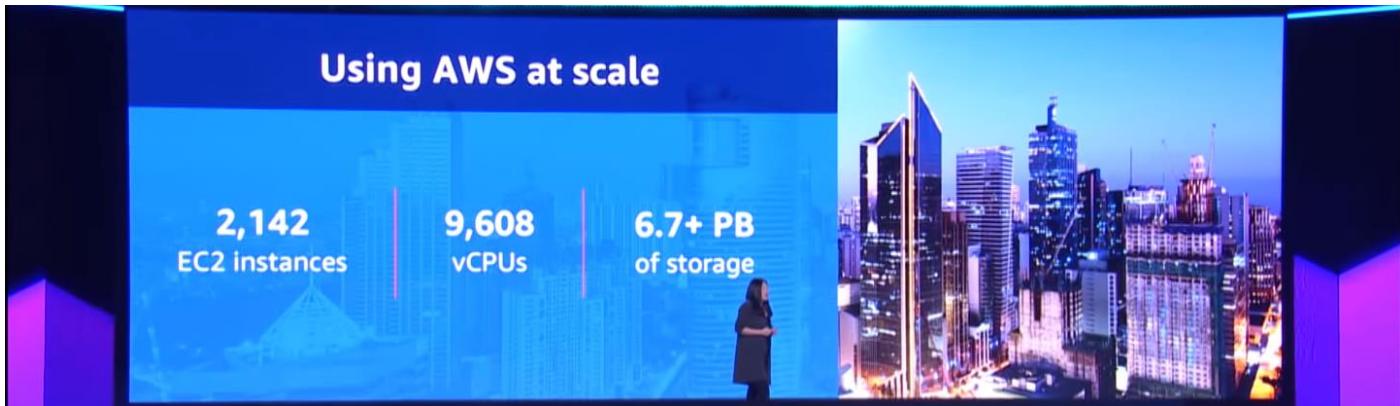
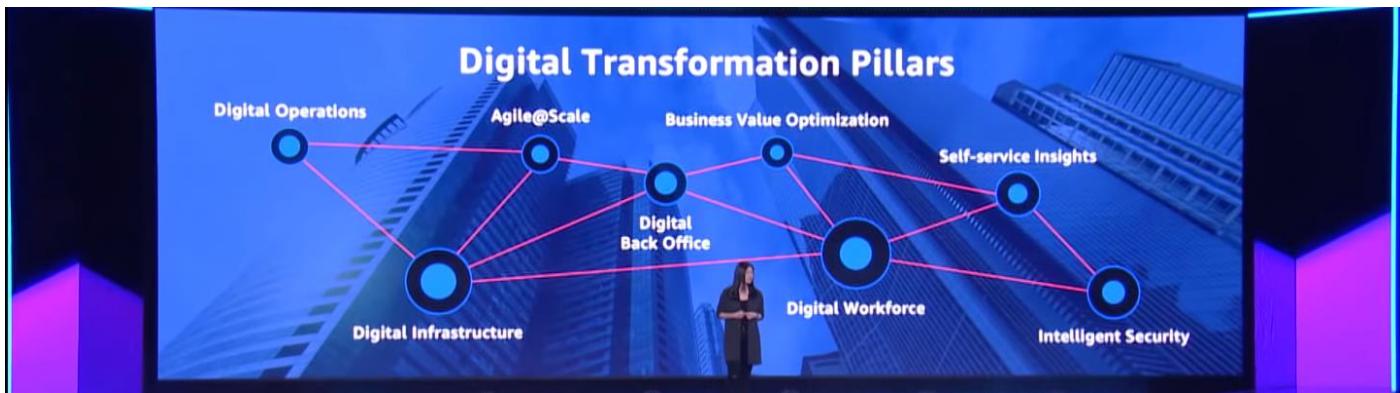
Transactional

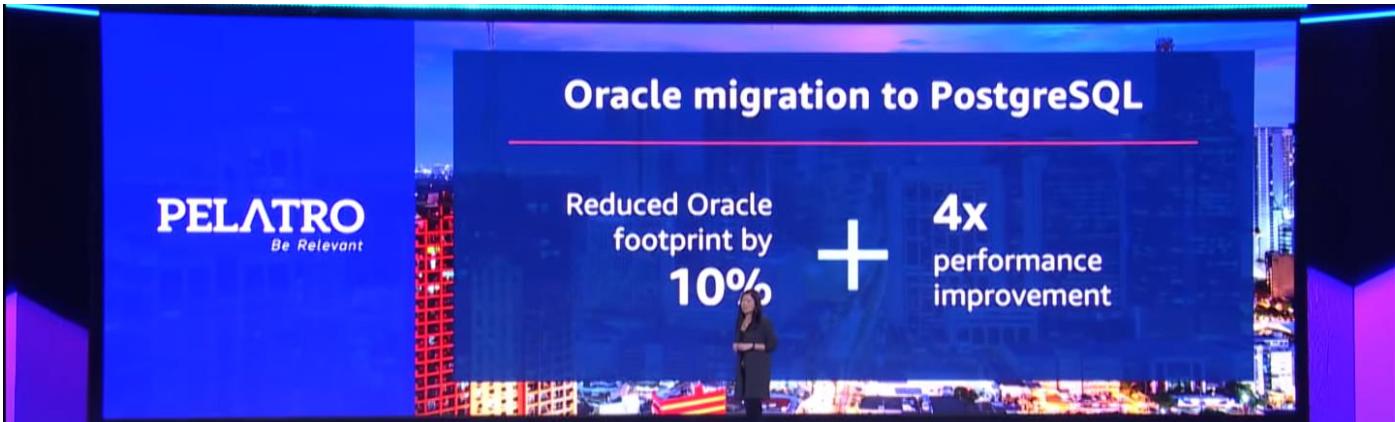
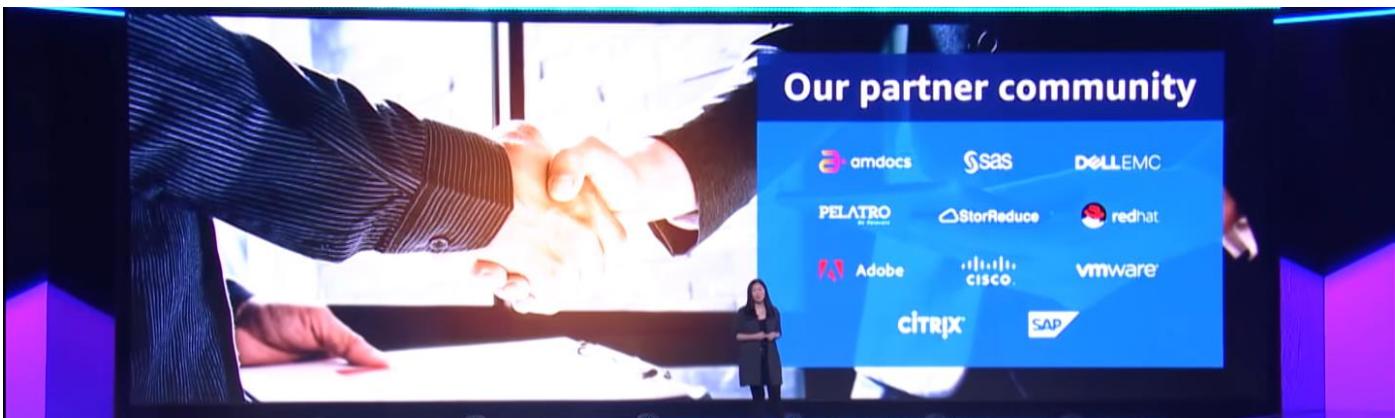
Strategic

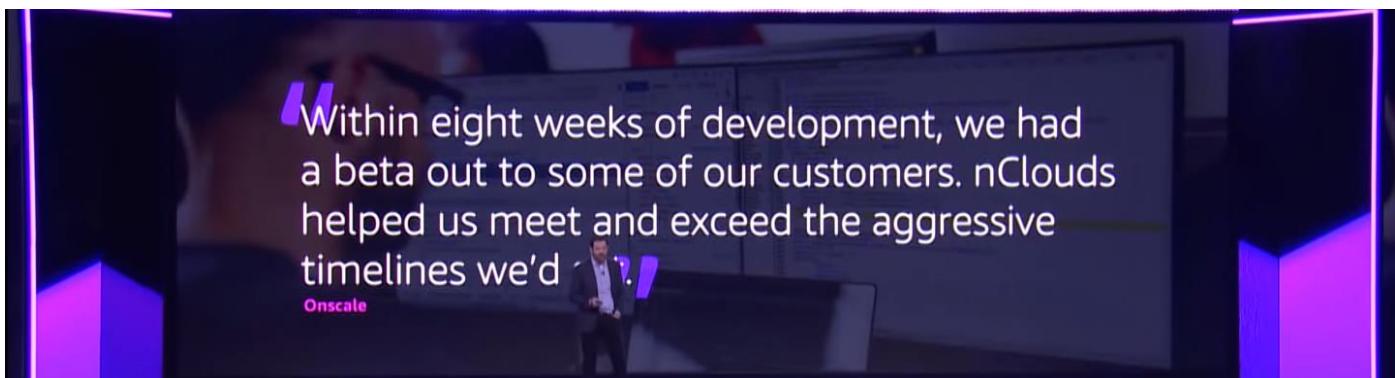
Deliver scalable and reliable platforms

Increase agility and pace of innovation

Keep costs and investments down







You innovate on
behalf of customers



You create long-term,
sustainable businesses

You create long-term,
sustainable businesses





INAWISDOM ➤
madgex

89% data
model accuracy

A medium shot of a stage. On the left, a purple hexagon contains the Amazon SageMaker logo (a stylized brain icon). To the right of the hexagon, a man in a suit is speaking. Text on the screen includes "INAWISDOM ➤" above "madgex", and "89% data model accuracy" below it.

Smartronix

Running **4x** faster
1/100th of cost

Fannie Mae

A medium shot of a stage. On the left, a purple hexagon contains the Serverless logo (a stylized 'A' icon). To the right of the hexagon, a man in a suit is speaking. Text on the screen includes "Smartronix" above "Running 4x faster" and "1/100th of cost". Below the first text is the Fannie Mae logo.

arcus global
Business Services Authority

NHS

42% reduction
in call volume

A medium shot of a stage. On the left, a purple hexagon contains the Amazon Connect logo (a stylized cloud icon). To the right of the hexagon, a man in a suit is speaking. Text on the screen includes "arcus global" and "Business Services Authority" above "NHS". Below these is the text "42% reduction in call volume".

You understand the power of data



Data & analytics

“Data is the new oil. It's valuable, but if unrefined it cannot really be used. It has to be changed into gas, plastic, chemicals, etc. To create a valuable entity that drives profitable activity; so data must be broken down, analyzed for it to have value.”

Clive Humby



Data & analytics

1EB



data moved to AWS

3X



overall growth rate

CloudBerry Lab

Cross-Platform Cloud Backup

DELL EMC

COMMVAULT

rubrik

druva

Veritas

10K+ partners
using AWS
analytics services



Amazon
Athena



Amazon
Redshift



Amazon
EMR



Amazon
Kinesis



Amazon
Elasticsearch



Amazon
QuickSight

Modern Analytics



That **scales** as fast as you **grow**



generates insights on the fly



and turns your machine data



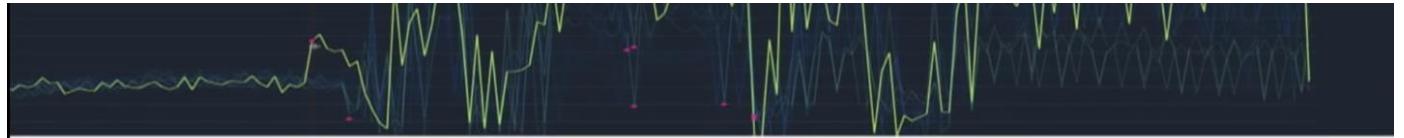
and turns your machine data



into real-time, continuous intelligence



so you know what your customers



are experiencing



as they're experiencing it



Modern Analytics

Requires

You

To transform insights into action



make smarter decisions faster

and turn your continuous intelligence

into seamless customer experiences

This is the promise of

the Analytics Economy

Faster Insights

Smarter Decisions

Happier Customers

A Machine Data Analytics Platform



Designed for Modern Business



Designed for Modern Business



Built for You



s

u

Empowering the People
who Power Modern Business

m

o

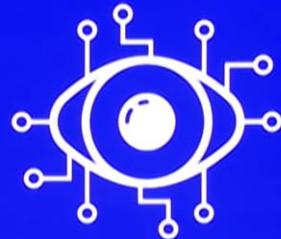


sumo logic



RAMIN SAYAR
President & CEO, Sumo Logic

See business
differently



16 zettabytes
global machine data growth by 2020
fueling the Analytics Economy

Our
platform
evolution



Service

Tool

Solution

Platform

2010

2018

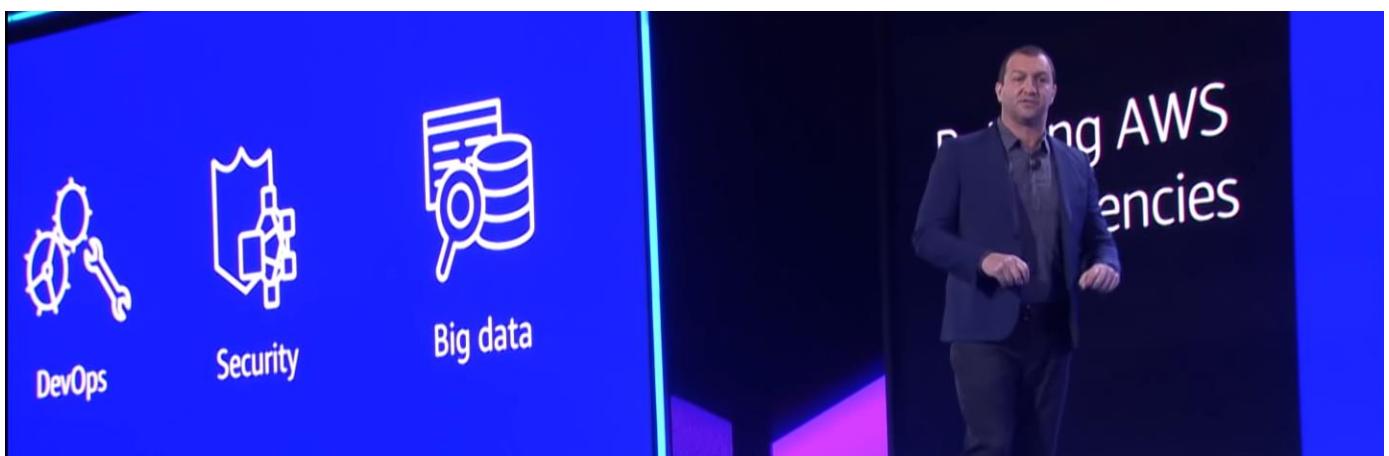
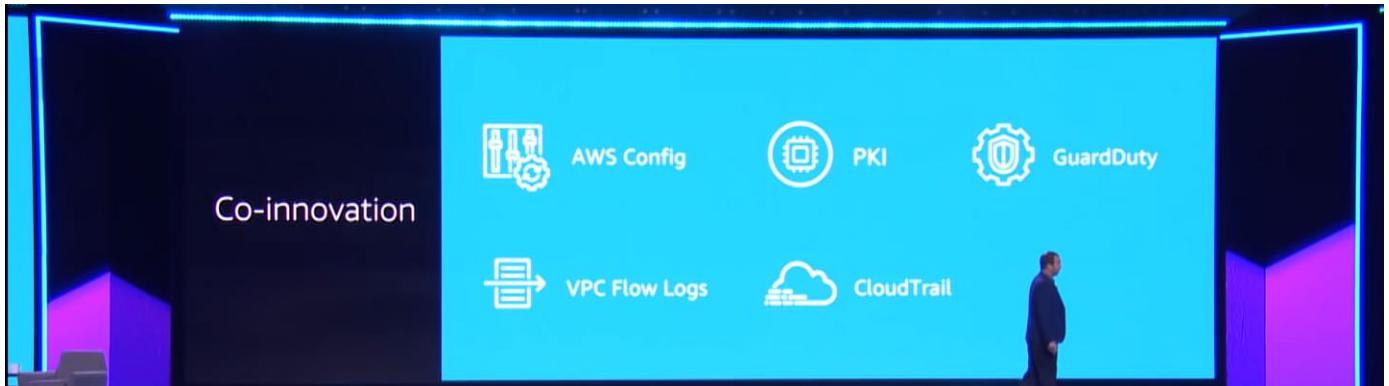
Machine Data Analytics Platform evolution

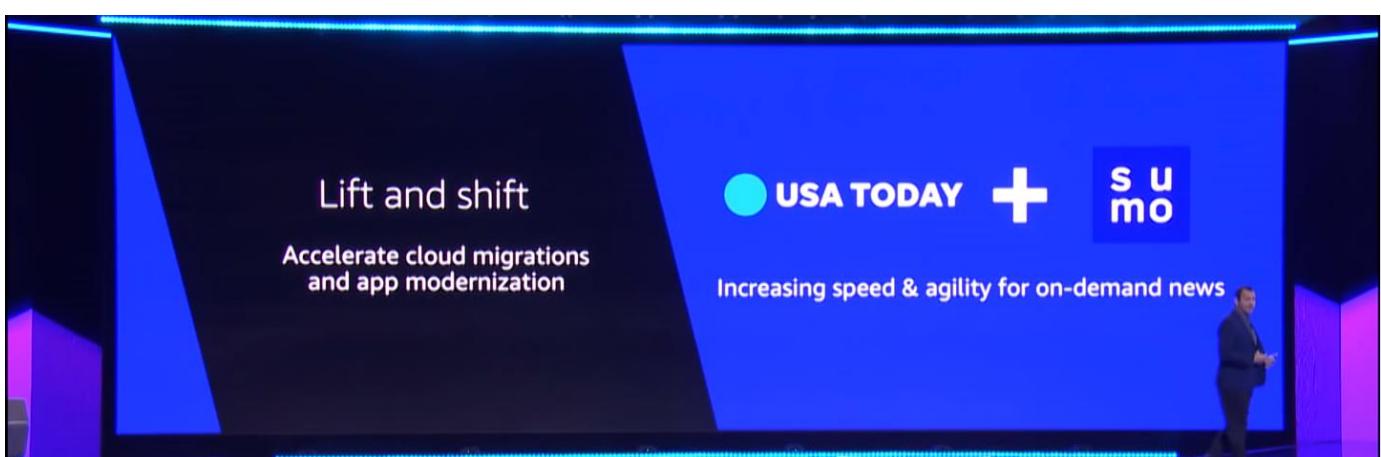
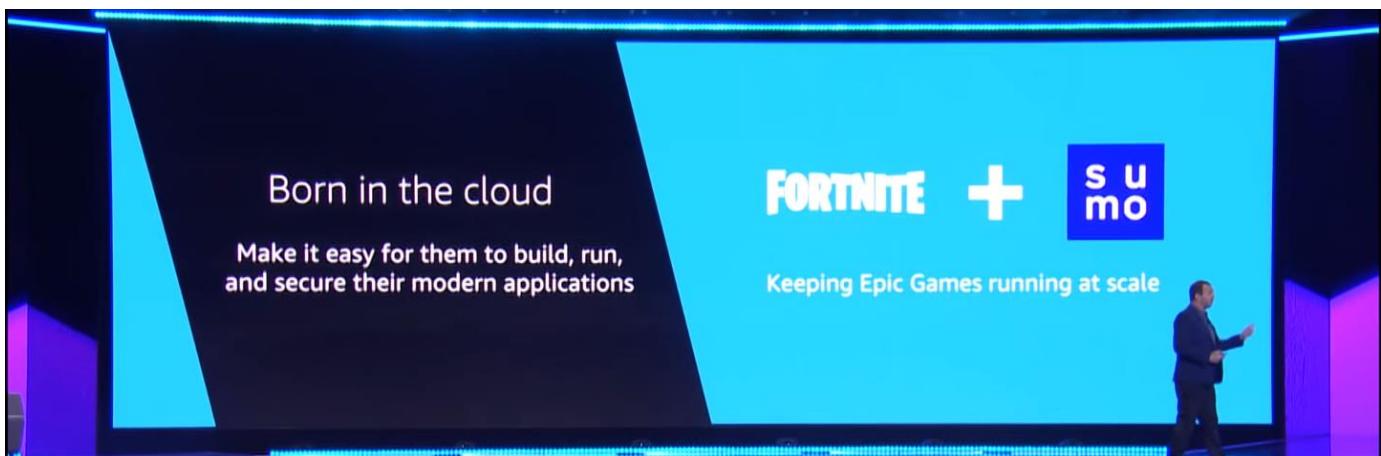
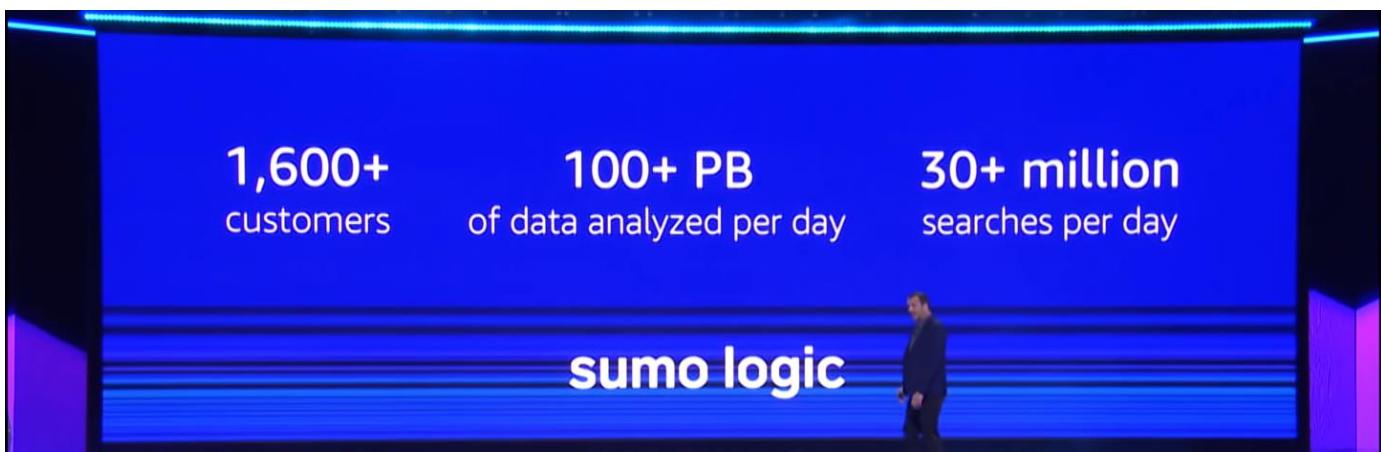
All in on AWS

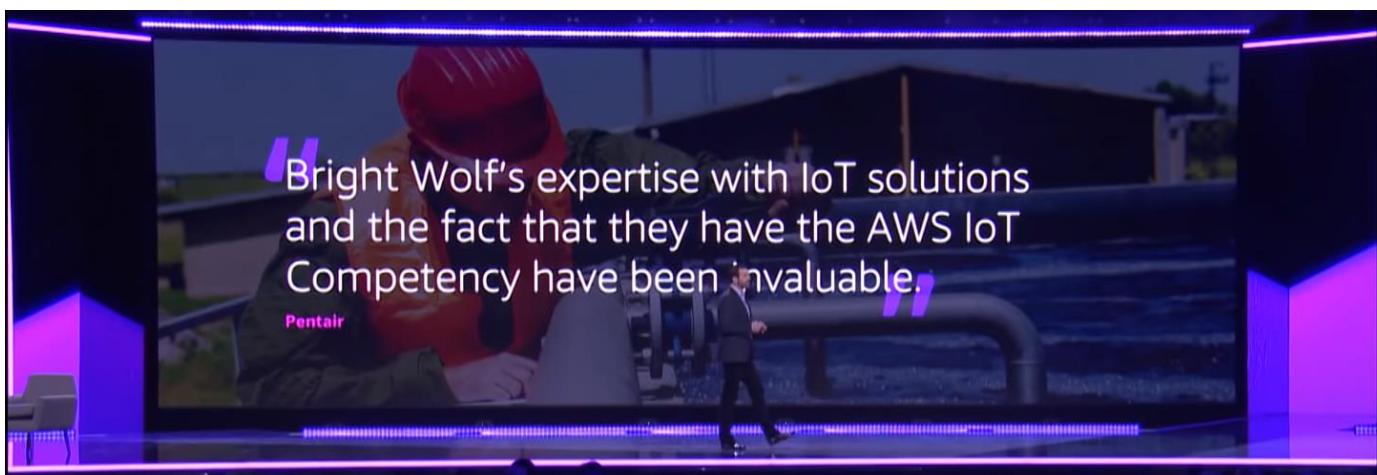
- Amazon EC2
- Amazon S3
- Amazon DynamoDB
- Amazon Elastic Block Store
- Amazon Elasticsearch Service
- Amazon Aurora (MySQL)
- Amazon ElastiCache
- Amazon RDS (MySQL)

- Amazon CloudWatch
- Amazon Aurora (Non-Instance:MySQL)
- Amazon EC2 (Windows)
- Amazon RDS (Non-Instance)
- Amazon GuardDuty
- Amazon Redshift
- AWS Config
- Amazon Simple Queue Service

- Amazon SES
- Amazon RDS (SQL Server)
- AWS CloudTrail
- Amazon EMR
- Amazon RDS (PostgreSQL)
- Amazon WorkSpaces
- Amazon Kinesis
- DynamoDB Accelerator (DAX)







You want prescriptive solutions



Investing in
hybrid solutions



AWS Competency
& Service Delivery
Program designations



NEW!



AWS Container
Competency

AVAILABLE TODAY

Foundation



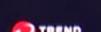
Pivotal

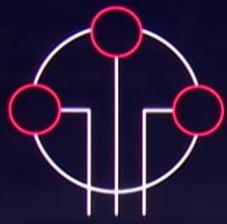


Monitoring
& logging



Security





Internet of Things

Amazon FreeRTOS | AWS Greengrass | AWS IoT Core
AWS IoT Device Management | AWS IoT Device Defender
AWS IoT Analytics | AWS IoT 1-Click | AWS IoT Button



NEW!



AWS Device Qualification Program

Self-validate offerings

AVAILABLE TODAY

AWS IoT Core

DIGI

ESPRESSIF

RUSH0P

ST

AWS IoT Greengrass

AEON

DIGI

Extreme

Hewlett Packard Enterprise

BB

IEI

intel

Lenovo

LOGIC

NXP

RUSH0P

XILINX

Amazon FreeRTOS

ESPRESSIF

Infineon

MICROCHIP

NORDIC

NXP

ST

XILINX

Amazon Kinesis Video Stream

VIVOTEK

Extreme

NEW!



AWS Device Qualification Program

Self-validate offerings

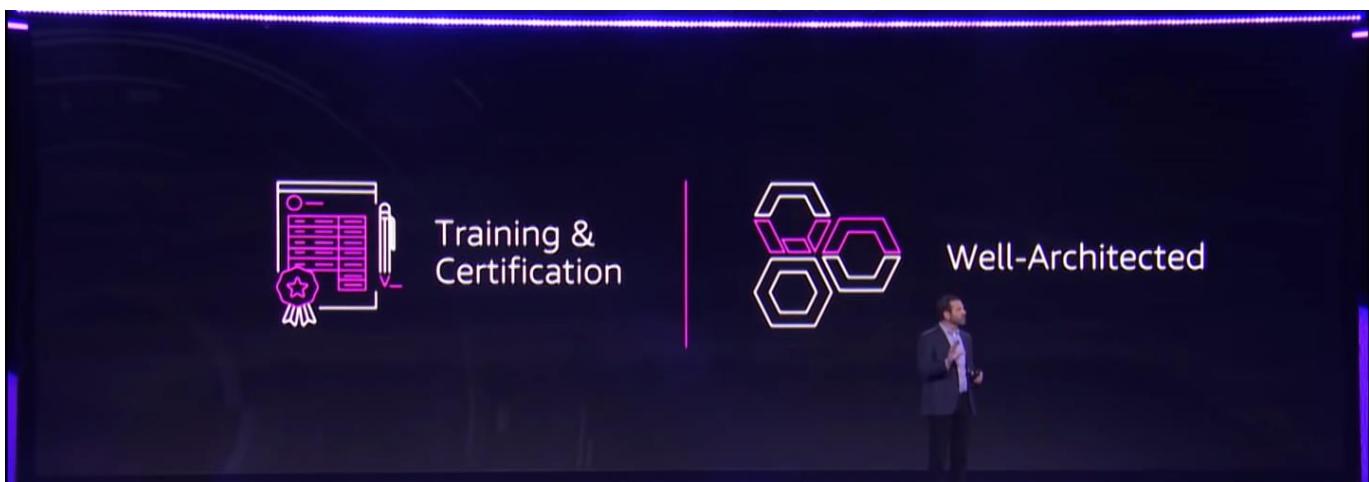
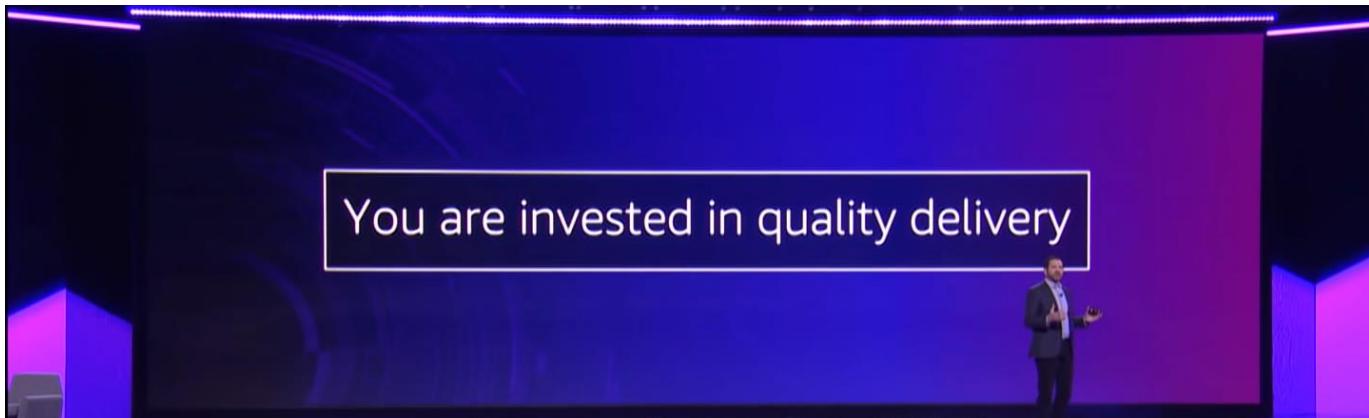
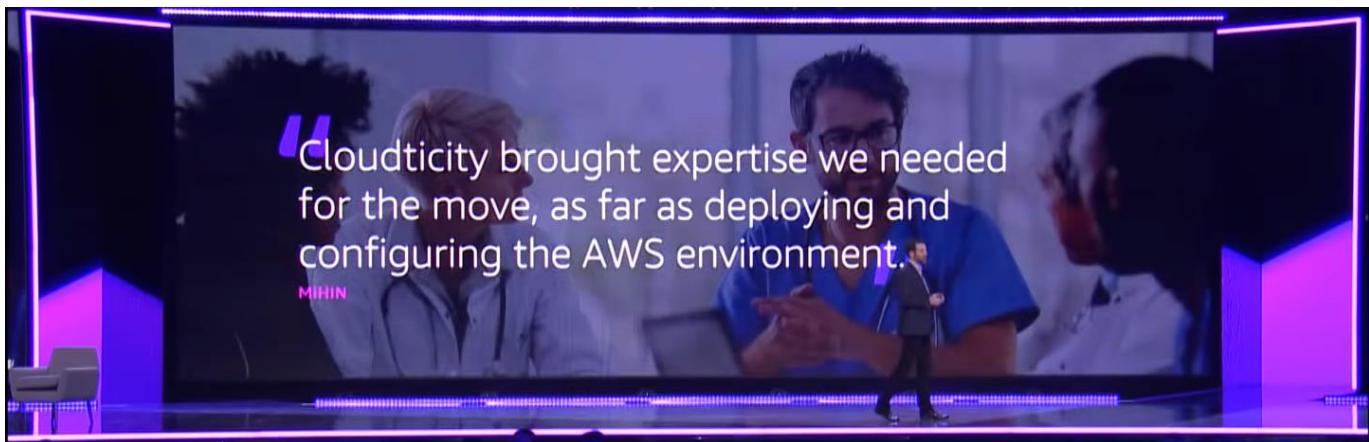
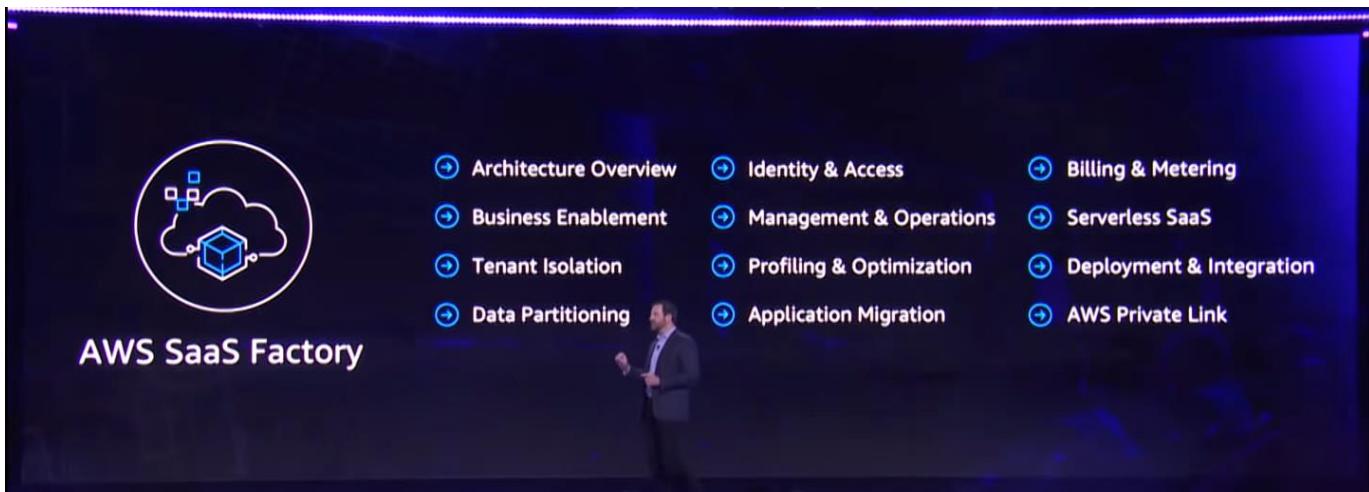
AVAILABLE TODAY



AWS Partner Device Catalog

Curated device directory

AVAILABLE TODAY



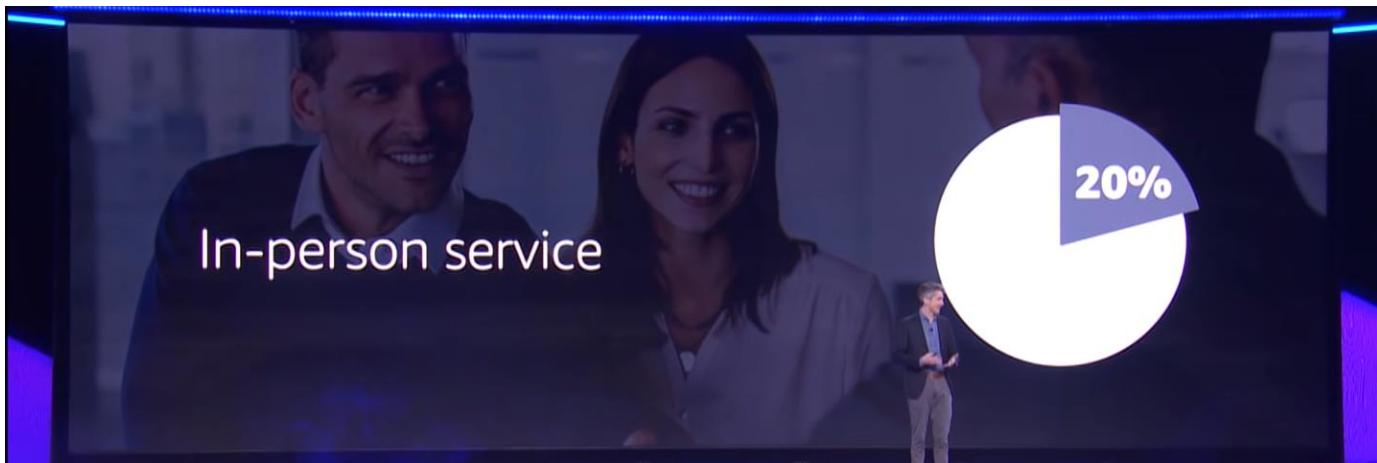
APN Premier Consulting Partners



Congratulations new Premier Consulting Partners









Trust



Allianz

Trust

100% Digital + Human touch



100% Digital + Human touch

Seamless customer experience



Seamless customer experience



One of the **largest**
transformation challenges **ever...**



Cloud is key



Maximum availability
Flexible capacity
Big data and real-time insights



Our cloud journey so far...



We started at the
application layer

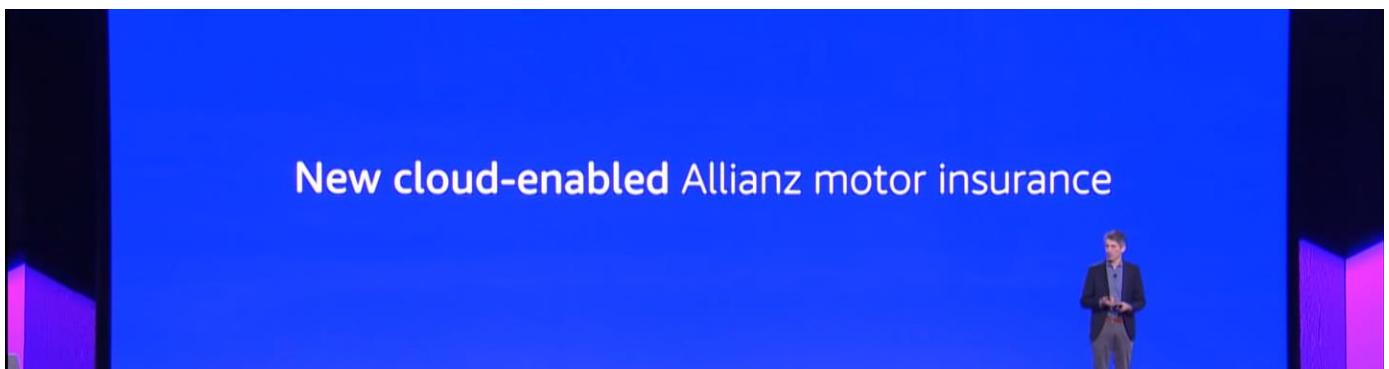




We have also started to move over our customer-facing websites and apps to the cloud



Our strategy is to be cloud-first and started our mainframe migrations for historical data



New product designs, new customer experience, a new seamless design for online and offline, all based on advanced technologies.



60 minutes

Back on the road again

Highest customer satisfaction ever



60 seconds

Quote & Buy route

Doubled new contracts
in 3 months after launch



Opportunities
for AWS Partners

Cloud literacy | Support us!

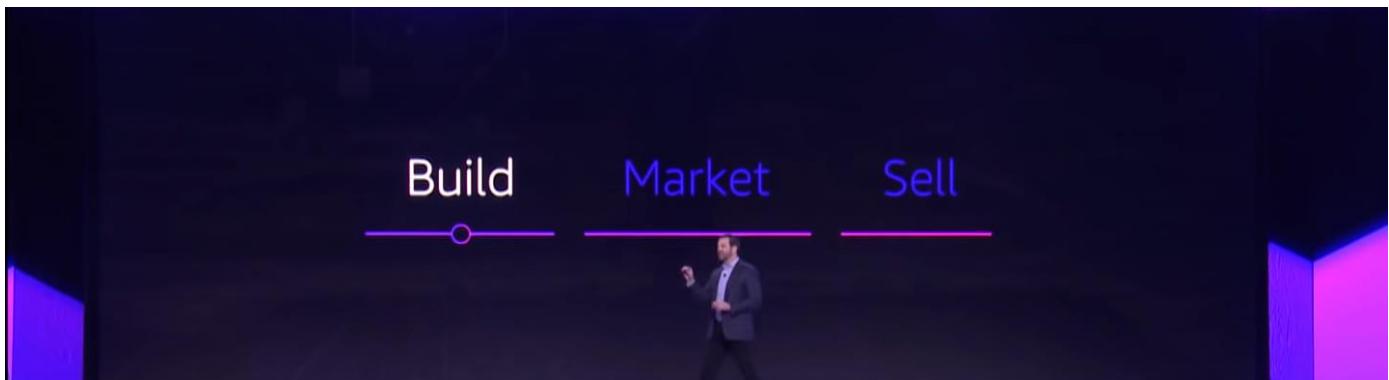
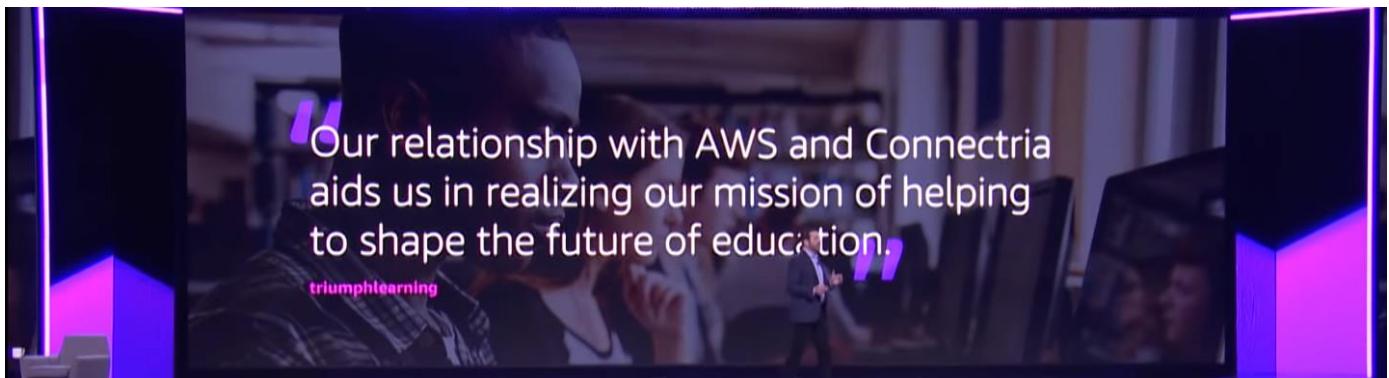
Cutting-edge solutions | Enable us!

Regulatory challenges | Collaborate with us!



Think digital. Be human.





Let us now tell you how AWS intends to help you get to market faster with our field organization.



Build

Market

Sell



AWS Solution Space

Solutions built for featured use cases by AWS and AWS Competency Partners

100+

partner solutions developed by AWS Competency Partners

100,000+

customers have discovered these solutions

25,000+

deployments through related Quick Starts

Build

Market

Sell



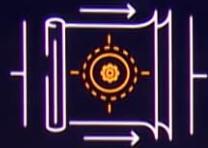
Leads & opportunities

100s of thousands

Marketing leads



Partner Success Managers



APN Program Enhancements

Renaming Standard to Select

Updating program criteria

Introducing new benefits packages

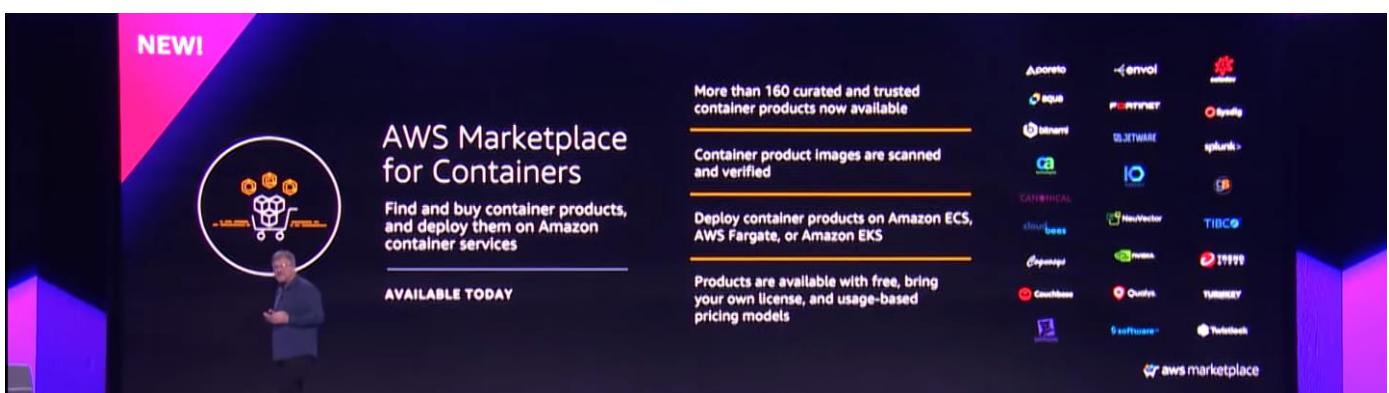
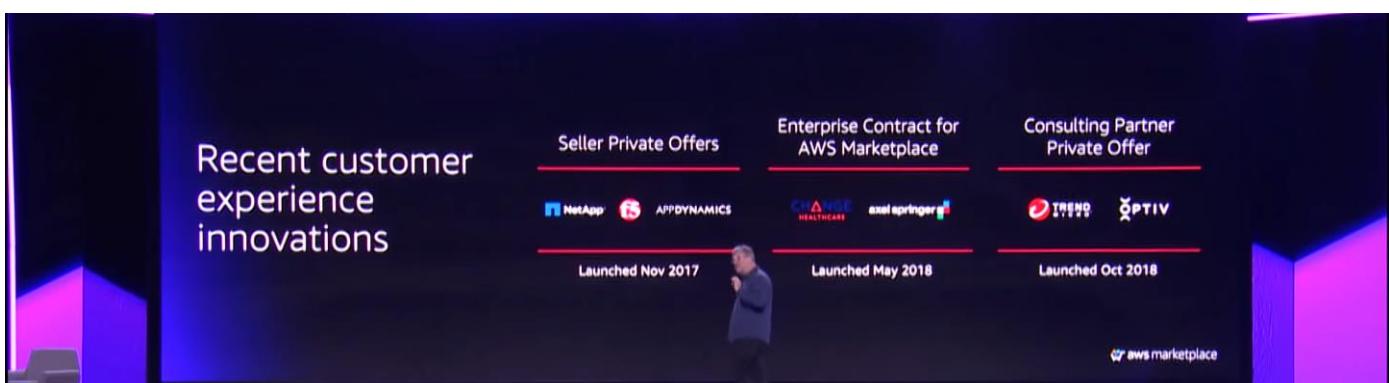
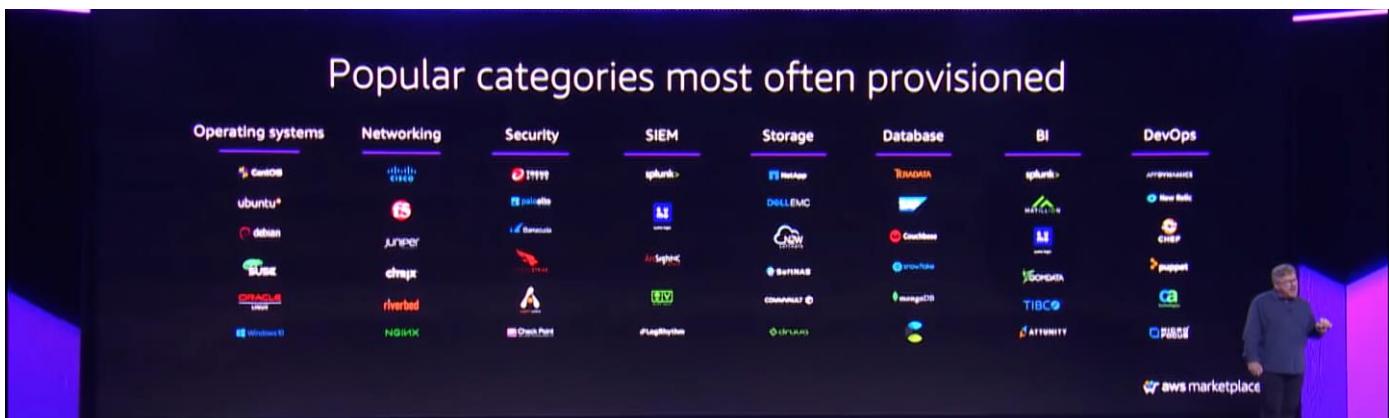
aws marketplace

DAVE MCCANN

VP, AWS Marketplace, Service Catalog & Migration Services,
Amazon Web Services

aws marketplace

Helping customers
migrate, provision,
& govern software



NEW!



Private Marketplace

Create a customized catalog of software products in AWS Marketplace

AVAILABLE TODAY



Govern which products your AWS users are purchasing and deploying

Customize your Private Marketplace with your branding like logo, color, and messaging

Define and control permissions for your users in Private Marketplace

aws marketplace



AWS Service Catalog

Copy to Service Catalog



Service Catalog Connector for ServiceNow

servicenow.

Self-Service Actions



Launched April 2017

Launched May 2018

Launched Oct 2018

Migrate, provision, and govern



AWS Migration Hub



AWS Marketplace



AWS Service Catalog