



## QUESTIONS FOR DISCUSSION WITH AWS

THURSDAY, SEPTEMBER 26, 2019

Meeting Room: *Delta C*

TIME	Strategic Discussion with AWS	OBJECTIVE	ACTION	LEADS
8:40 – 10:10 a.m.  (90 min)		<p><b>Amazon Web Services (AWS) (TAB 2)</b></p> <p><u><b>STRATEGIC</b></u></p> <p><b>Objective:</b> Conversation focused on value for investments, communicating all the features and capabilities of the products that <u>AWS</u> offers.</p> <ul style="list-style-type: none"> <li>Value for investments and communication on products/services features and capabilities.</li> <li>What subscriptions and/or products provide increased value in the cloud?</li> <li>Value of price agreements for products and services across jurisdictions including licensing and change of management implications.</li> <li>Understanding licensing and pricing changes</li> </ul> <p><u><b>COMPANY AND PRODUCT DIRECTION</b></u></p> <p><b>Objective:</b> To understand company and product directions that jurisdictions need to know about and be taking into consideration in the future.</p> <ul style="list-style-type: none"> <li>Better understanding of <u>AWS's</u> new generation of technology</li> <li><u>AWS's</u> Roadmap (6-12 months) indicating architecture of services where there are changes to privacy and security (e.g., data sovereignty and/or data residency issues where there are plans to move dependent 'microservices' out of country and security certification changes).</li> <li>Is there a plan to do a GovCloud in Canada?</li> <li>How does <u>AWS's</u> protect enterprise's data and provide security solutions?</li> </ul>	<p><b>For discussion</b></p>	<p><b>Facilitated by:</b> <b>PSCIOC Co-Chairs</b></p> <p><b>AWS:</b></p> <p>Rejean Bourgault, Leader, Public Sector, Canada</p> <p>Nicole Foster, Head of AWS Public Policy</p> <p>Rob Samuel, AWS, Security &amp; Compliance</p> <p>David Lurie, AWS, Business Development</p> <p><i>This session is open to participants from the Cloud and IT Procurement Working Groups and members' jurisdictions (option for teleconference available)</i></p>



		<ul style="list-style-type: none"> <li>• Can <u>AWS</u> provide a complete Enterprise Content Management system through the products they have available at this time?</li> <li>• Discuss replacement strategy for end of life products.</li> <li>• Cloud to Cloud, provider to provider strategy for their customer base</li> <li>• Data privacy related to approval &amp; authorization.</li> </ul> <p style="text-align: center;"><b><u>COLLABORATION</u></b></p> <p><b><u>Objective:</u></b> Discuss how to build a collaborative pan-Canadian strategic relationship between PSCIOC and <u>AWS</u>.</p> <ul style="list-style-type: none"> <li>• Opportunity to share success stories and use tools to solve business problems.</li> <li>• Examples of how <u>AWS</u> operate in other countries and/or jurisdictions to better understand this business relationship.</li> <li>• Use cases that AWS has globally and what this means for Canada.</li> <li>• How can <u>AWS</u> provide better service across the jurisdictions?</li> </ul>		
10:10 – 10:25 a.m.		<b>BREAK</b>		