

aws SUMMIT

Partner

# Closing

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Thank you to our Attendees

# Thank you to our Sponsors

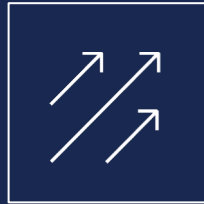
# 2018 Top Priorities



Megatrends



Enterprise  
workloads



MAP



vmware | aws

VMware Cloud™ on AWS

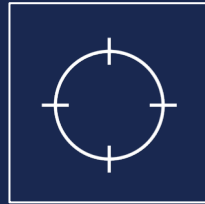


Containers

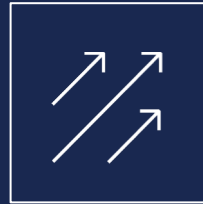
# 2018 Top Priorities



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Containers

Look into: Sagemaker, Lambda, Aurora Redshift, DynamoDB, ECS/EKS/Fargate

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# IT-BUSINESS

## AWS CHANNEL GUIDE



# AWS Invests in Go-To-Market Tools and Resources

## AWS Business Builder



Build



Market



Deliver

10s of  
Millions

of \$ invested in  
go-to-market resources

10s of  
Thousands

of leads as a result of  
demand generation  
campaigns

Thousands

of customer projects  
funded for AWS  
partners

# Delivering with AWS: We're All in this Together

- Focus on successful customer outcomes
- Think long term about the customer
- Start a sales cycle together - end a cycle together
- Be different, and be an expert
  - Get Certified, Get Competencies

"Together, we can deliver on our promise to customers."



Thank you!!

>>> Networking <<<