















aws

Innovation by Design: Think Big, Start Small, and Accelerate Your Mission

Engage | Define | Prioritize | Plan

Kristi Wellington-Baker [she/her] Higher Education Strategy Leader

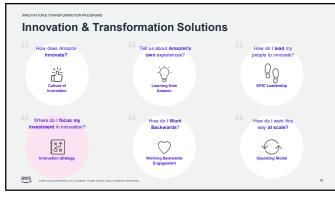
MOUNTONE TRANSFORMATION PROGRAMS Today's Agenda Innovation strategies – the AWS perspective The Imperative to Change

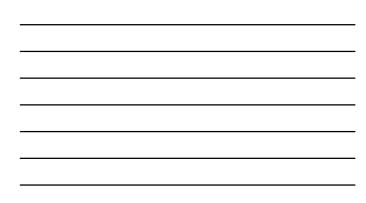
- ✓ Use Cases/Examples
- Innovation Strategy Engagement
- ✓ How We Partner
- Questions & Next Steps

Innovation & Transformation Programs Customer Signals | What We Hear Tell us about How does Amazon Amazon's Innovate? own experiences? " How do I Work How do I lead my people to innovate? Backwards? Where do I focus " my investment in innovation? How do I work this way at scale? aws

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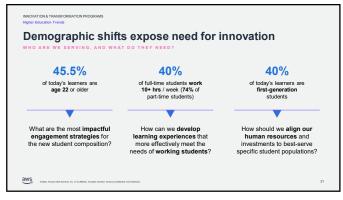
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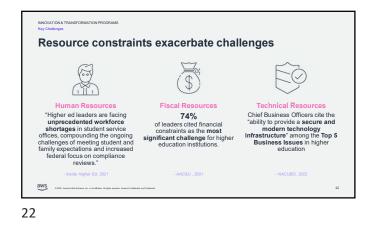






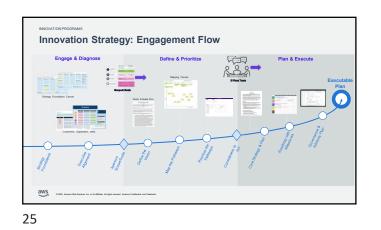






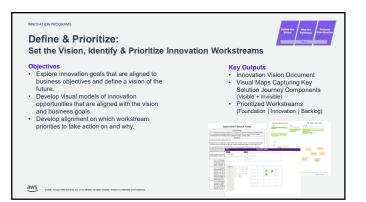




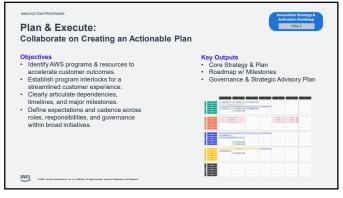




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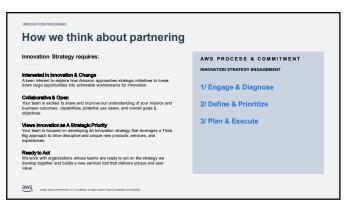
















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How might we create a service that reduces stress, minimizes downtime and let's you drive with confidence – offering carefree maintenance for the road ahead.



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The Ask The automotive market is changing and profits lower. Shoppers are more savvy and expect a experience. This customer approached AWS a AWS innovate with us to take a new industry product to market?" ndustry cha nging

 The Transformation

 • Consumer engagement

 • Automation – Financing, contracting,

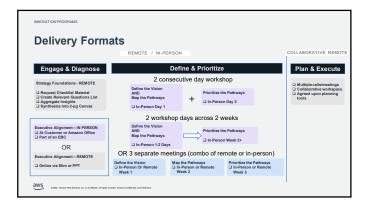
 • Personnel changes (less paperwork,

 • Financing and profit generation
 delivery more va

The Result B2B2C Multi-tenant product launched 25+ Dealers leveraging the platform Industry Firsts ✓ Personalized, all-in reliable Personalized, all-in reliable payments* Financing and aftermarket





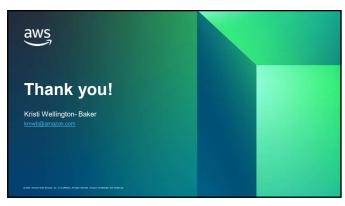


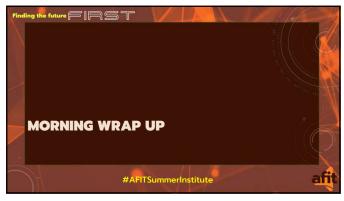




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BibliU

Universal Learning+: Ensure Learning Equity with a Digital-First Strategy

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