



Cloud

Embracing the future

Luis Ayala, Head of Central America & Caribbean Businesses

Topics

- The benefits of embracing cloud technology
 - Value and economies
- New service offerings

Cloud is the **New Normal**



What Is (True) Cloud Computing?



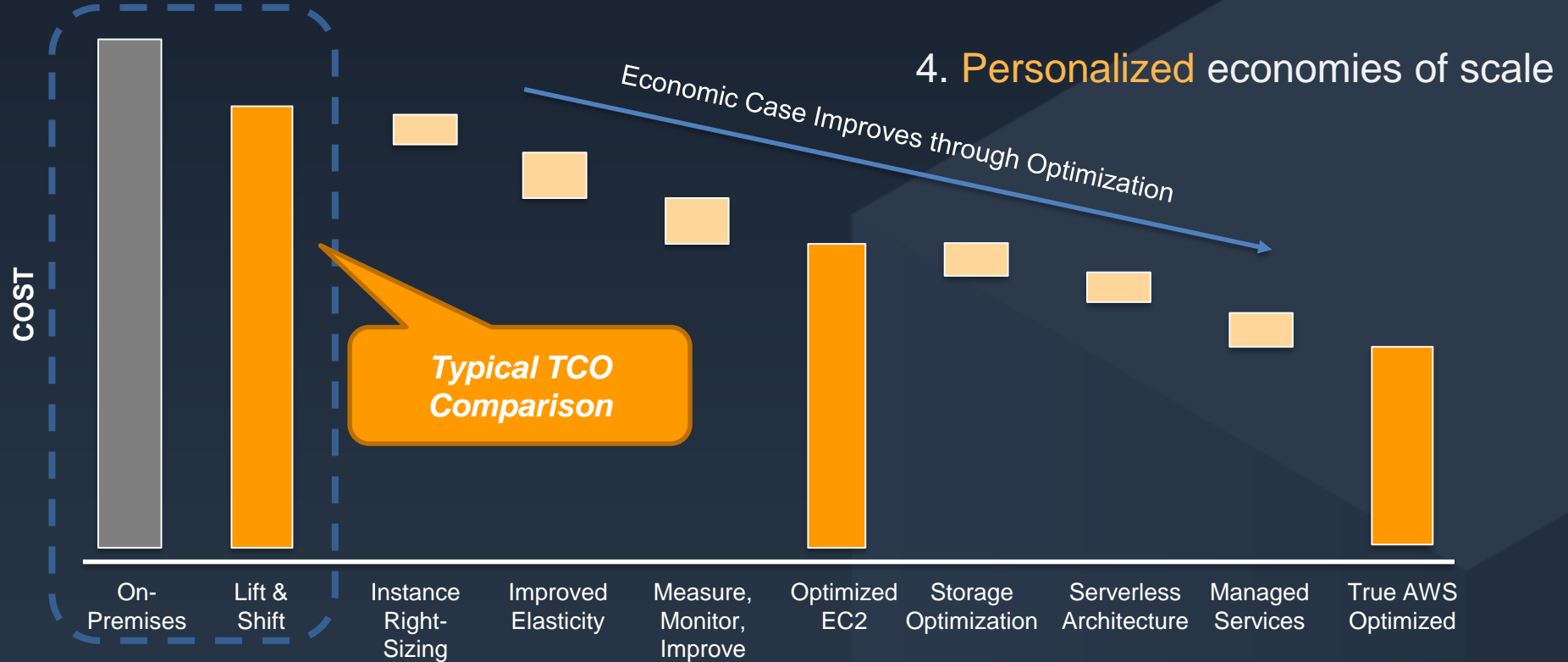
The (1) on-demand delivery of IT resources over public or private networks with (2) zero up-front costs, (3) no long-term contracts, and (4) pay-as-you-go pricing.

1. There **when you need** it
2. You **pay when you** use
3. Use it **when you want**
4. **Personalized** economies of scale

Cost Savings: Economics of the Cloud



Lowering TCO Through Optimization



Lowering TCO Through Optimization





Analytics



Application Integration



AR & VR



AWS Cost Management



Blockchain



Business Applications



Compute



Customer Engagement



Database



Developer Tools



End User Computing



Game Tech



Internet of Things



Machine Learning



Management & Governance



Media Services



Migration & Transfer



Mobile



Networking & Content
Delivery



Robotics



Satellite



Security, Identity &
Compliance



Storage



See All Products

New Services



Introducing AWS Outposts



Fully integrated and **fully managed** AWS infrastructure on-premises

Building on the security, performance & power of the **Nitro system**

Offering the **functionality** as in public AWS regions

Automatically monitored, updated and patched as part of AWS regions

Run AWS wherever you need



Greengrass and Snowball Edge

High volume data ingestion processing at the edge for disconnected scenarios



AWS Outposts

Cloud-based compute, storage and database at your on-premises datacenter



Amazon Web Services

Cloud-based compute, storage and database

Single pane of glass with AWS Management Tools or VMware Cloud

AWS Ground Station

Easily control satellites and ingest data with fully managed ground stations

- No ground stations to build
- Pay-for-what-you-use
- Self-service scheduling
- Immediate access to AWS services
- Innovate rapidly



Would love to chat, thanks!

lfayala@amazon.com