



Right Now

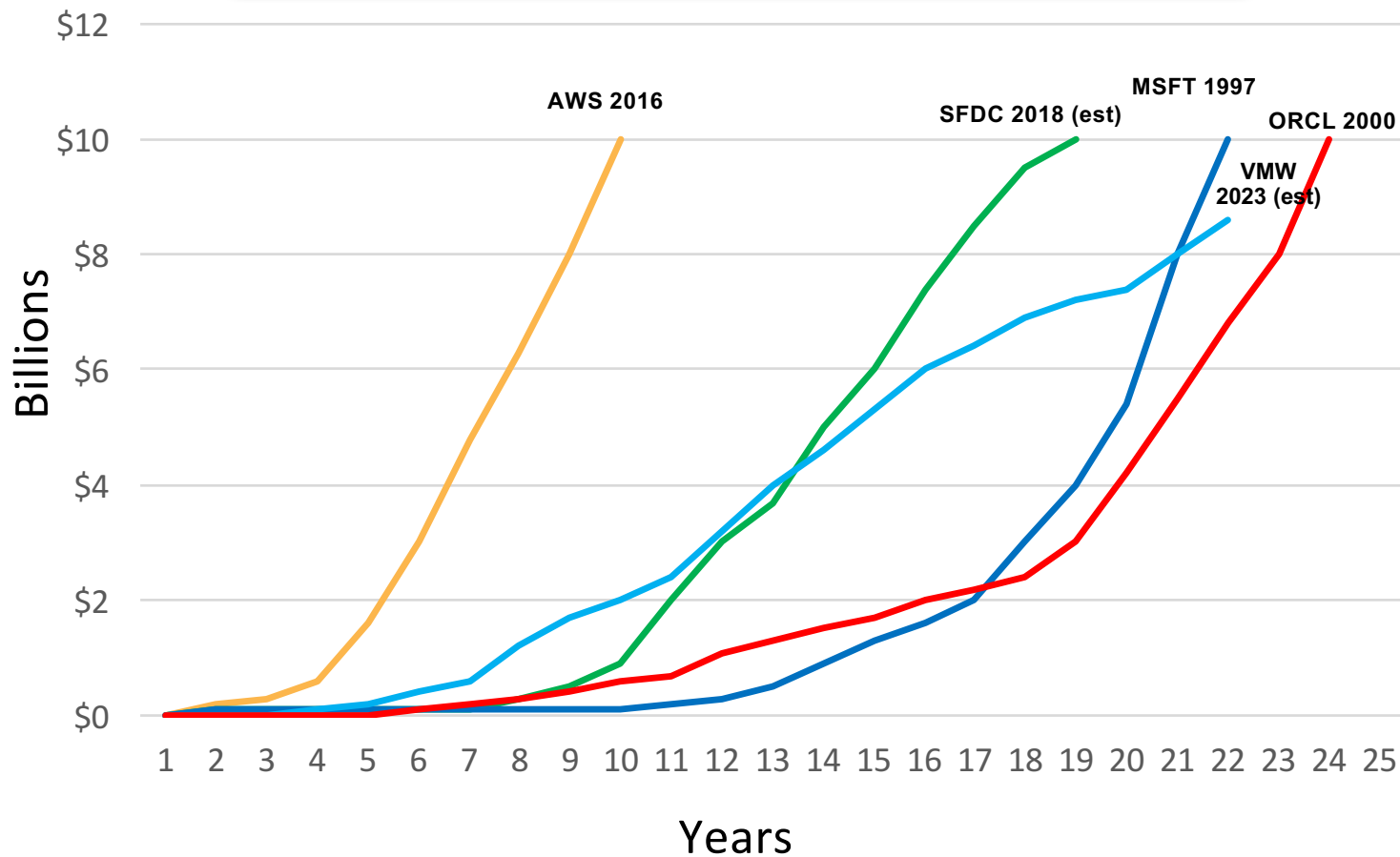


Agenda

- Overview of AWS in the FSI sector
- Security and compliance model
- Technical capabilities/tools
- AWS in South Africa

AWS's Growth Trajectory

Yrs. to \$10B in Revenue - Fastest Growing Tech Firms in History



...has enabled the current tech boom.
The only technology which might come close is the smartphone.

The Atlantic – April '15

...arguably the greatest disruptive force in entire enterprise technology.

Silicon Angle – Nov '15

AWS has more than 10X the computing capacity than the next 14 clouds combined.

Fortune – May '15

Gartner Magic Quadrant for Cloud Infrastructure as a Service (2015)

Figure 1. Magic Quadrant for Cloud Infrastructure as a Service, Worldwide



Gartner "Magic Quadrant for Cloud Infrastructure as a Service," Lydia Leong, Douglas Toombs, Bob Gill, Gregor Petri, Tiny Haynes, August 19, 2013. This Magic Quadrant graphic was published by Gartner, Inc. as part of a larger research note and should be evaluated in the context of the entire report.. The Gartner report is available upon request from [Steven Armstrong \(asteven@amazon.com\)](mailto:asteven@amazon.com). Gartner does not endorse any vendor, product or service depicted in its research publications, and does not advise technology users to select only those vendors with the highest ratings. Gartner research publications consist of the opinions of Gartner's research organization and should not be construed as statements of fact. Gartner disclaims all warranties, expressed or implied, with respect to this research, including any warranties of merchantability or fitness for a particular purpose.

Right Now...

...a **top 10 bank** in the US is planning to own or lease no data centers by 2018.

...AirBnb is hosting **450 000 people** without owning a hotel

...and runs a **5 man operations team** across 1300 servers

...US regulator, FINRA, is in loading today's **35 billion market events** into **Amazon S3** to run surveillance on the US capital markets tonight.

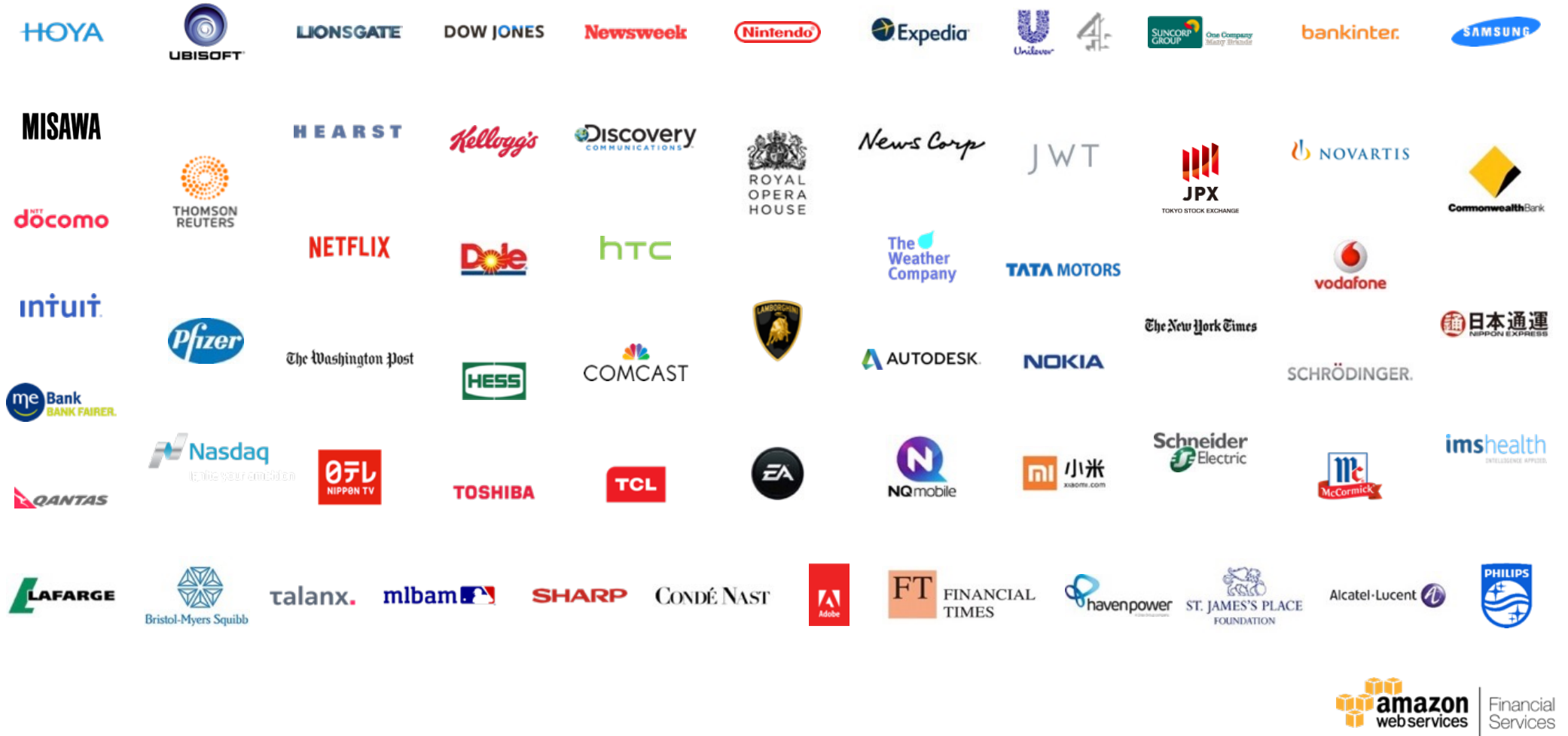
...**A telematics company** in Stellenbosch is tracking vehicles in 40 countries

...FCA UK moves all in to AWS, **first bank in UK all-in with core systems of record**

AWS – Trusted by Financial Services Institutions Worldwide



Thousands of Enterprises are Migrating to AWS



May 25, 2016: **Salesforce** Selects **AWS** as Preferred Cloud Provider

“There is no public cloud infrastructure provider that has more robust enterprise capabilities.”

- Marc Benioff, Chairman & CEO, Salesforce

November 2015: **General Electric** AWS re:Invent Keynote Address

“AWS is our trusted partner who’s going to run our company for the next 140 years. For us this is no longer an experiment, this is no longer a test...it’s inevitable.”

- Jim Fowler, CIO, General Electric

September 2016: SAP - BW/4HANA global press announcement

“...it’s not only what the [SAP] development folks did but it’s also a partner like Amazon who actually came forward and provided a 14 TB [Hana] system. The time it takes to provision that system is unbelievable. It’s amazing and really helps us to deliver simplicity ... We’ve got some big ideas and we’re going to go big with this company”

- Rob Enslin, President of Global Operations. SAP

AWS & Security Agencies, Sensitive healthcare data etc

≡ BUSINESS INSIDER

ENTERPRISE

The CIA Is About To Sign A Game-Changing \$600 Million Deal With Amazon



Julie Bort



Mar. 19, 2013, 3:49 PM 49,534 31

Philips Uses AWS to Analyze 15 PB of Patient Data (7:35)



Financial
Services

What Sets **AWS** Apart



Experience

Building and managing infrastructure since 2006



Service breadth & depth

70+ services to support any workload



Pace of innovation

History of rapid, customer-driven releases



Global footprint

14 regions, 37 availability zones, 59 edge locations



Pricing philosophy

57+ proactive price reductions to date



Ecosystem

Thousands of partners; 2,700+ Marketplace products

Our Global Footprint

Everyday, AWS adds enough new server capacity to support Amazon.com when it was a \$7 billion global enterprise.

14 Regions

(S. Korea launched in January, India in June, 4 additional in 2016: Ohio, Canada, London, China)

35 Availability zones

57 Edge locations

Over 1 million active customers across 190 countries

900+ Government Agencies

3,400+ Educational Institutions

1,000+ Financial Services Organizations



Adoption

“All of our customers are telling us that they’re moving to AWS.”

- President, Global Financial Information & Services Company

The Challenging Enterprise Landscape

Our customers are telling us that they're facing unprecedented challenges due to:

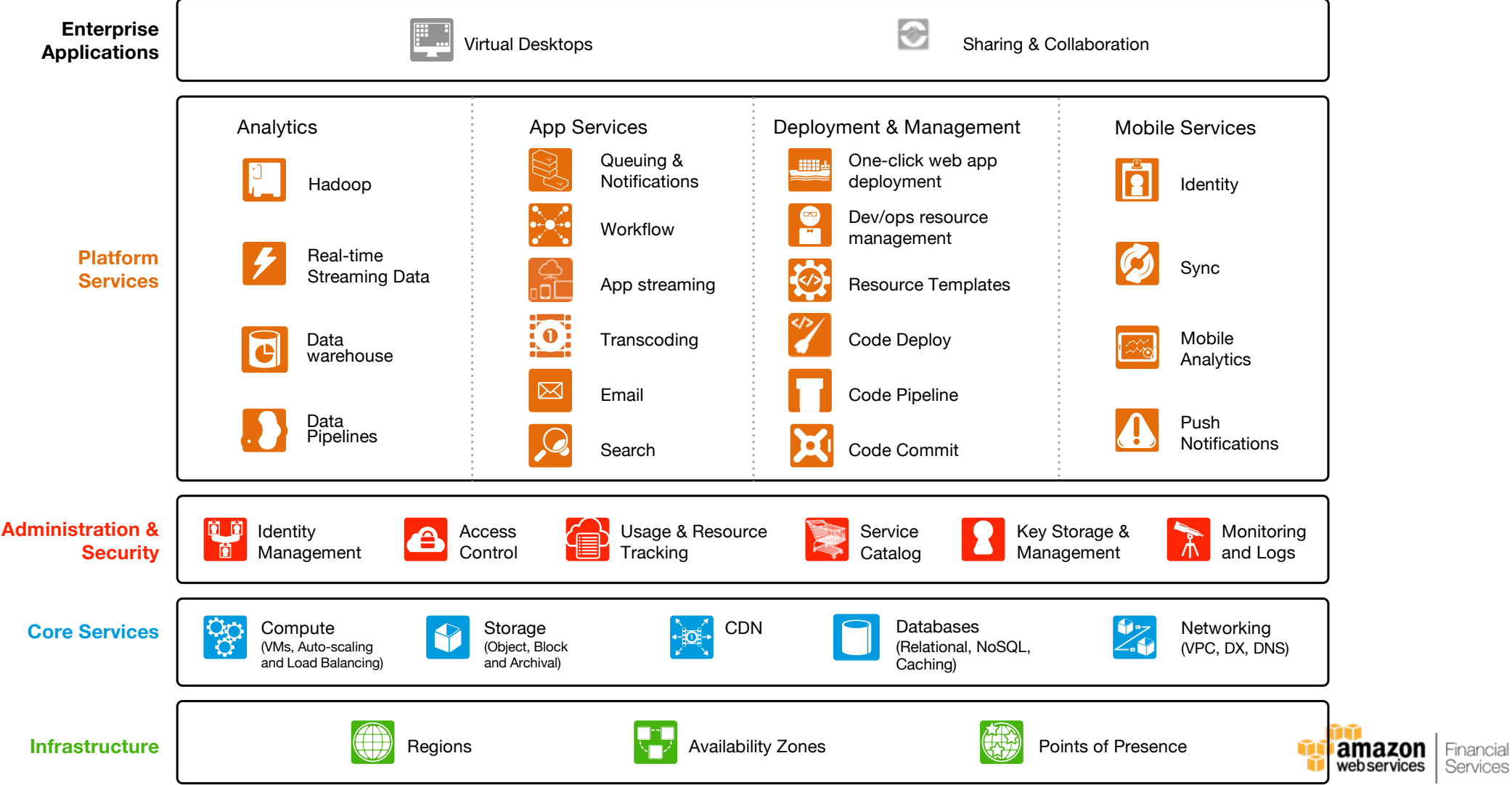
- **Expanding regulatory oversight** and **ever-increasing compliance obligations**
- **Increased competition**, both from traditional peers and new non-traditional players
- **Information Security** – due to increased public scrutiny, the frequency and ferocity of hacking attacks, and regulatory initiatives
- **Rising volumes of data**, and the need to store and *analyze* it for compliance and competitive purposes
- The **rapidly changing compute paradigm** – on-premise is no longer more secure or cost effective, and **IaaS continues to power innovation**
- **Scarce resources** – in all areas including capital outlay, headcount, and skill sets.

Transformation

*“For our market surveillance systems, we are looking at about 40% [savings with AWS], but the real benefits are the business benefits: **we can do things that we physically weren't able to do before, and that is priceless.**”*

– Steve Randich – CIO, FINRA

Depth And Breadth of the Platform and Tools



Innovation

“Digital is the main reason just over half of the companies on the Fortune 500 have disappeared since the year 2000.”

- Pierre Nanterme, CEO, Accenture

AWS Sector Example – The Choice for Innovative FinTech Startups

100%

“Banks aren’t being disrupted by FinTech technology, they’re being disrupted by customer expectations.”

- McKinsey & Company

Percentage of the Inaugural **Forbes FinTech 50** that use **AWS**

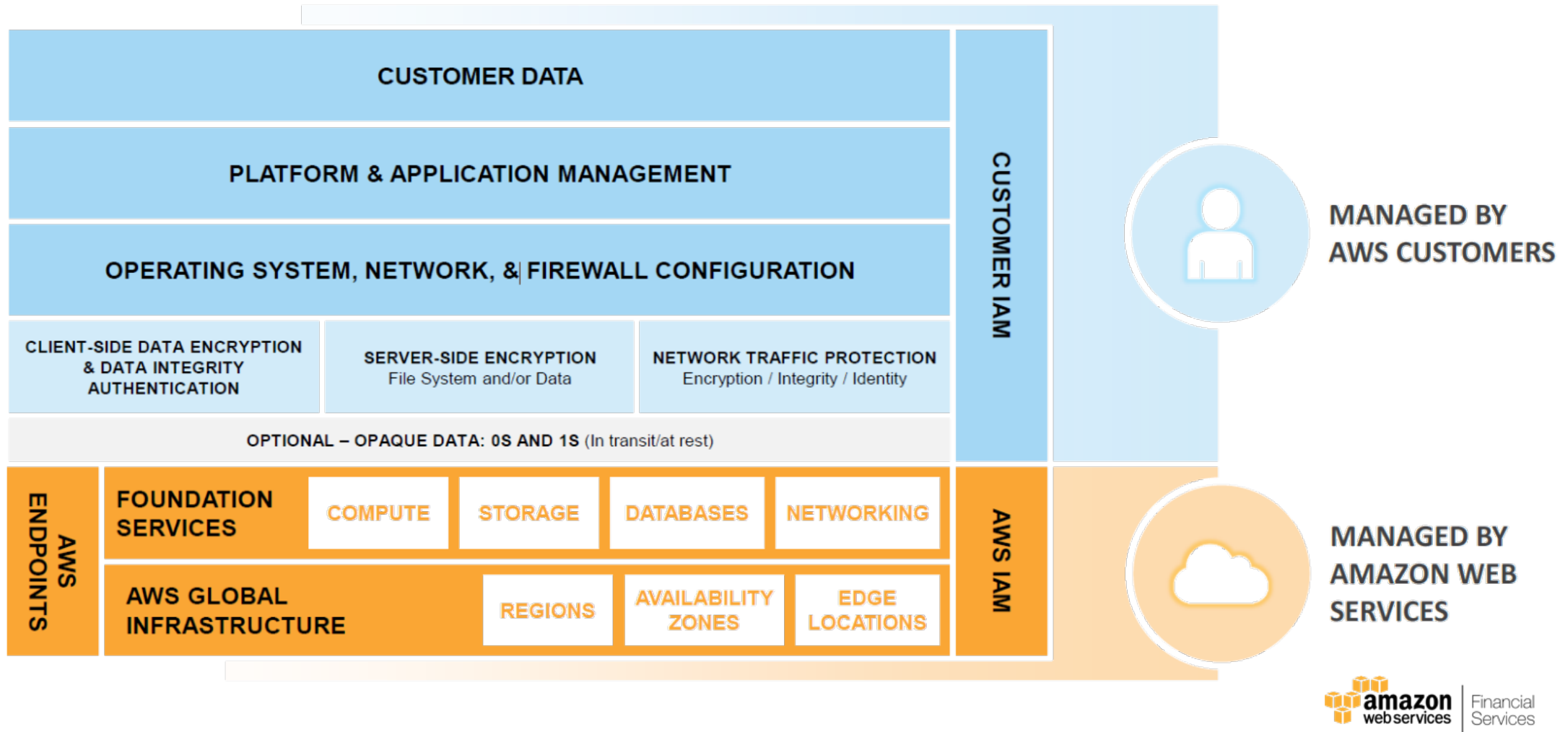


Protection

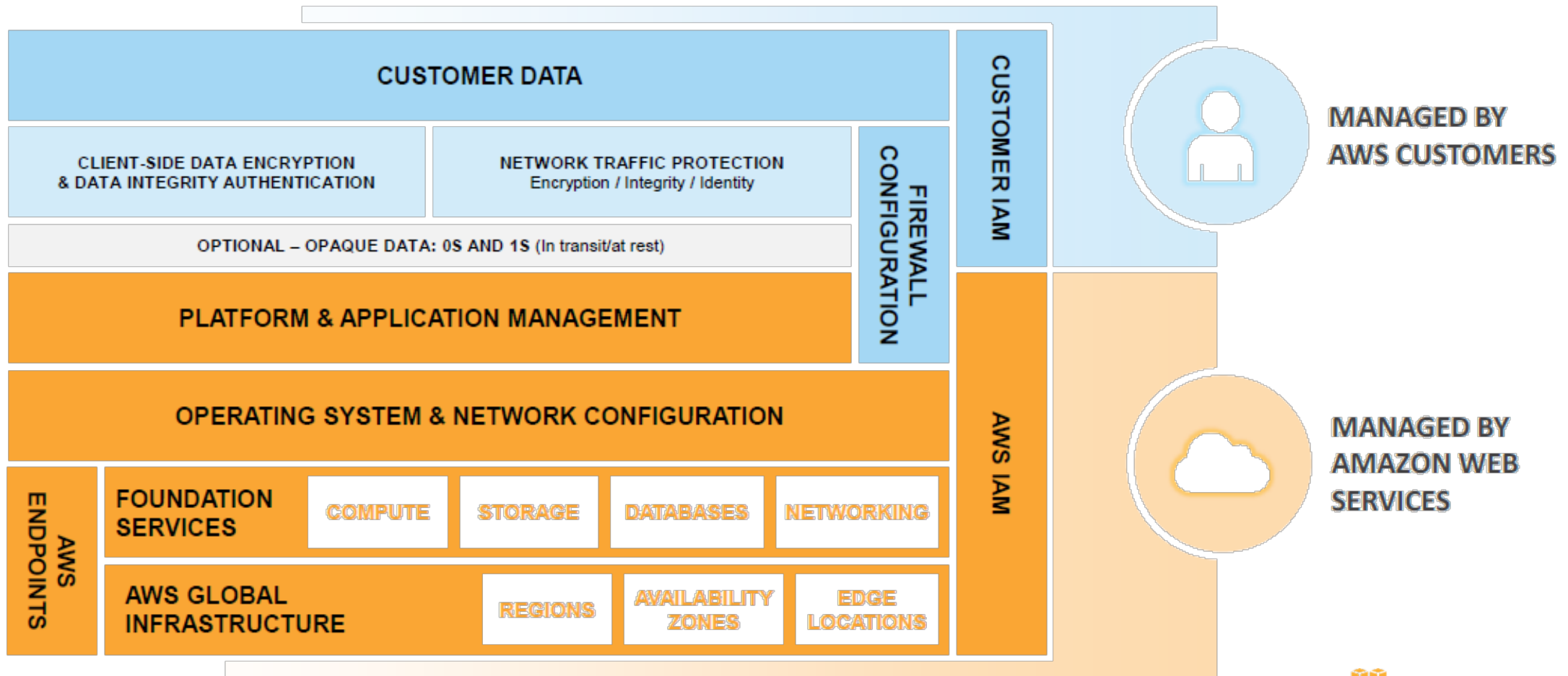
*“Why did we pick **AWS** for Capital One? We believe we can operate **more securely** in their cloud than in our own data centers.”*

- Rob Alexander – CIO, Capital One

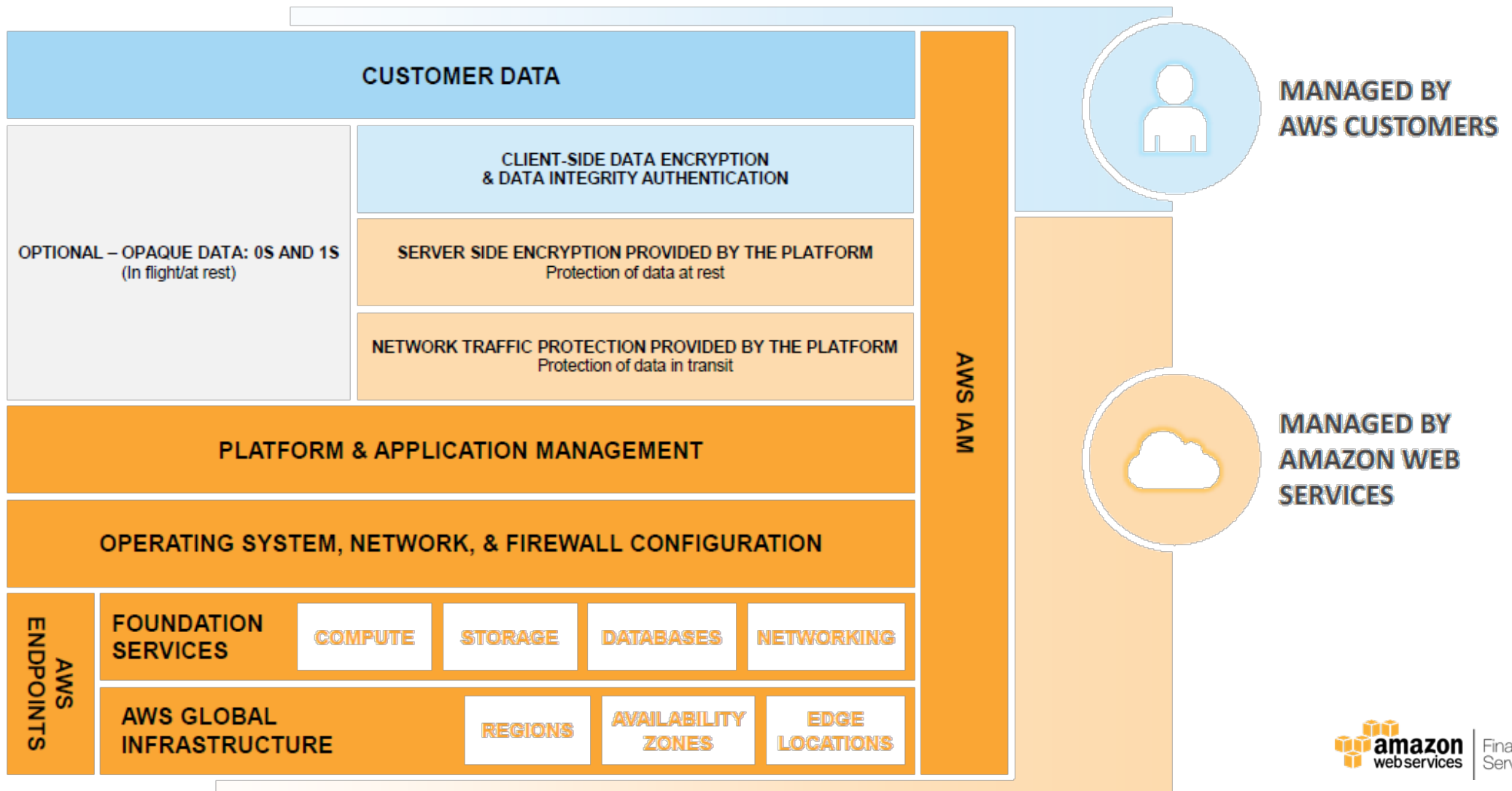
Shared Responsibility | IaaS



Shared Responsibility | PaaS




Shared Responsibility | Abstracted Services










A Focus on Security & Enabling Compliance

AWS provides the same, familiar approaches to security that companies have been using for decades with increased visibility, control, and auditability.

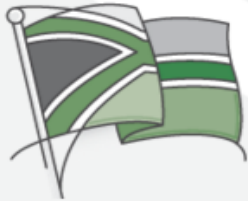
Visibility		Control	
View your entire infrastructure with one click	Deep insight with AWS CloudTrail	You have sole authority on where data is stored	Shared responsibility model
Auditability			
3 rd Party Validation – Certifications for Workloads that Matter			
			

“Based on our experience, I believe that we can be even more secure in the AWS cloud than in our own data centers.” – Tom Soderstrom, CTO, NASA JPL

Security of the AWS Cloud

SOC 1 / ISAE 3402	ISO 27001	FedRAMP 
SOC 2	ISO 9001	ISO 27017
SOC 3	ISO 27018	PCI DSS 3.2
HIPAA	GxP	FIPS 140-2
CJIS	ITAR	G-Cloud 
DoD SRG Levels 2 & 4	FERPA	IT-Grundschutz 
MLPS Level 3 	Section 508 / VPAT	MPAA
MTCS Tier 3 	NIST	Cloud Security Alliance
IRAP 	FISMA, RMF, and DIACAP	Cyber Essentials Plus 

AWS in South Africa



We are pleased to announce that AWS has opened a new office in Johannesburg!

[Learn more »](#)

aws.amazon.com/south-africa

**mybroadband**

Telkom Connected Office **R548**
*T's and C's apply. E&OE.

Tech News Company News Events Breaking News Forums What's New Classifieds Photos IT Jobs

Telecoms Broadband ADSL Wireless Cellular Hardware Software Gadgets Security Business

 **CONTRACT-FREE, RELIABLE INTERNET**

High-speed access to Amazon Web Services in South Africa

While it's not a local node, Teraco now provides better connectivity to locally developed Amazon Web Services

Staff Writer November 11, 2014 4 Comments Like 2 Tweet 7

mX | TELEMATICS

JUMO

Entersekt

travelstart

konga.com
Nigeria's Largest Online Mall

PAYGATE

medscheme



HealthQ
TECHNOLOGIES

BITX

simfy Africa

[www.teraco.co.za](#)



Michael Needham, Snr Manager Architecture RMEA
(needham@amazon.com)

Julie Ferreira, ABSA Enterprise Account lead
(ferjulie@amazon.com)

Sven Hansen, Enterprise Solution Architect
(svenhans@amazon.com)