

Amazon Web Services

eBusiness Analysis Presentation

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Today's Agenda



- Introduction to AWS
- History and Development
- Business Model and eProcess
- Technical Overview and Value Chain
- Customer Satisfaction
- Conclusion

What is Cloud Computing?



- Cloud computing is controlled between the service provider and the customer via the internet.
- It is the "renting" of computer resources.
- Most CC providers allow their customers to pay for what they use.

Benefits of Cloud Computing:

- More efficient way of computing.
- Resources are able to deal with the sudden influx of activity.
- Suitable for environments that grow with activity.
- Companies not having the need to create their own infrastructure.

History of Cloud Computing:

- “computation may someday be organized as a public utility”
- A large scale research project into cloud computing involving IBM, Google and many universities in 2007.
- March 2006 a fundamental pay-per-use billing strategy by Amazon stood out amongst others.
- Rackspace created Rackspace Cloud in 2008.
- Microsoft developed Azure in 2009.

History of Amazon:

- Founded in 1995 by Jeff Bezos.
- Have acquired over 30 different companies.

AWS Products and Offerings



Compute
(EC2)

Storage
(S3)

Messaging
(SQS)

Database
(SimpleDB)

Monitoring

Networking

Support

Payments
Billing

eCommerce

Business Model



AWS is an Electronic and Mobile Value Chain Integrator

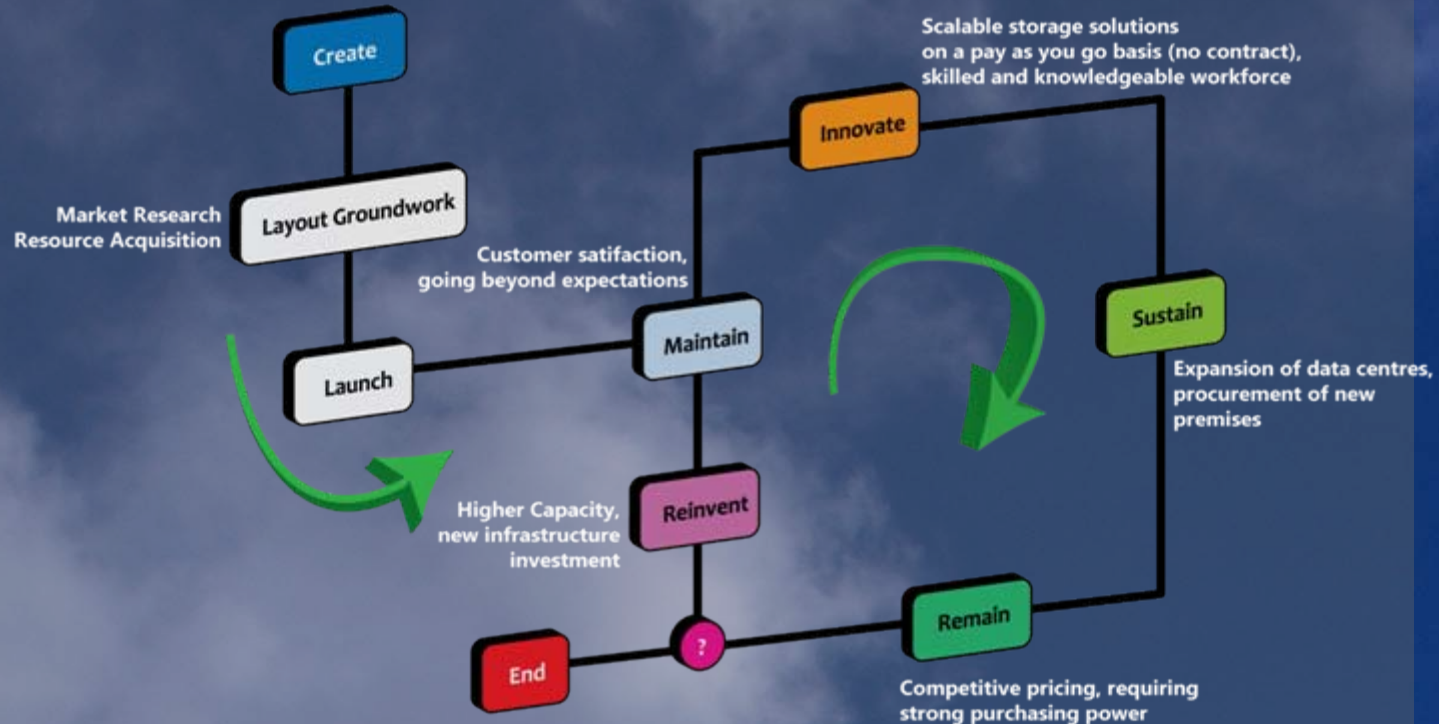
Focuses on the sale of cloud-based storage and processing at reduced cost

Innovative, value adding global network of sourced Solution Providers

High purchasing power, low purchasing costs,

Together a highly skilled and specialised business

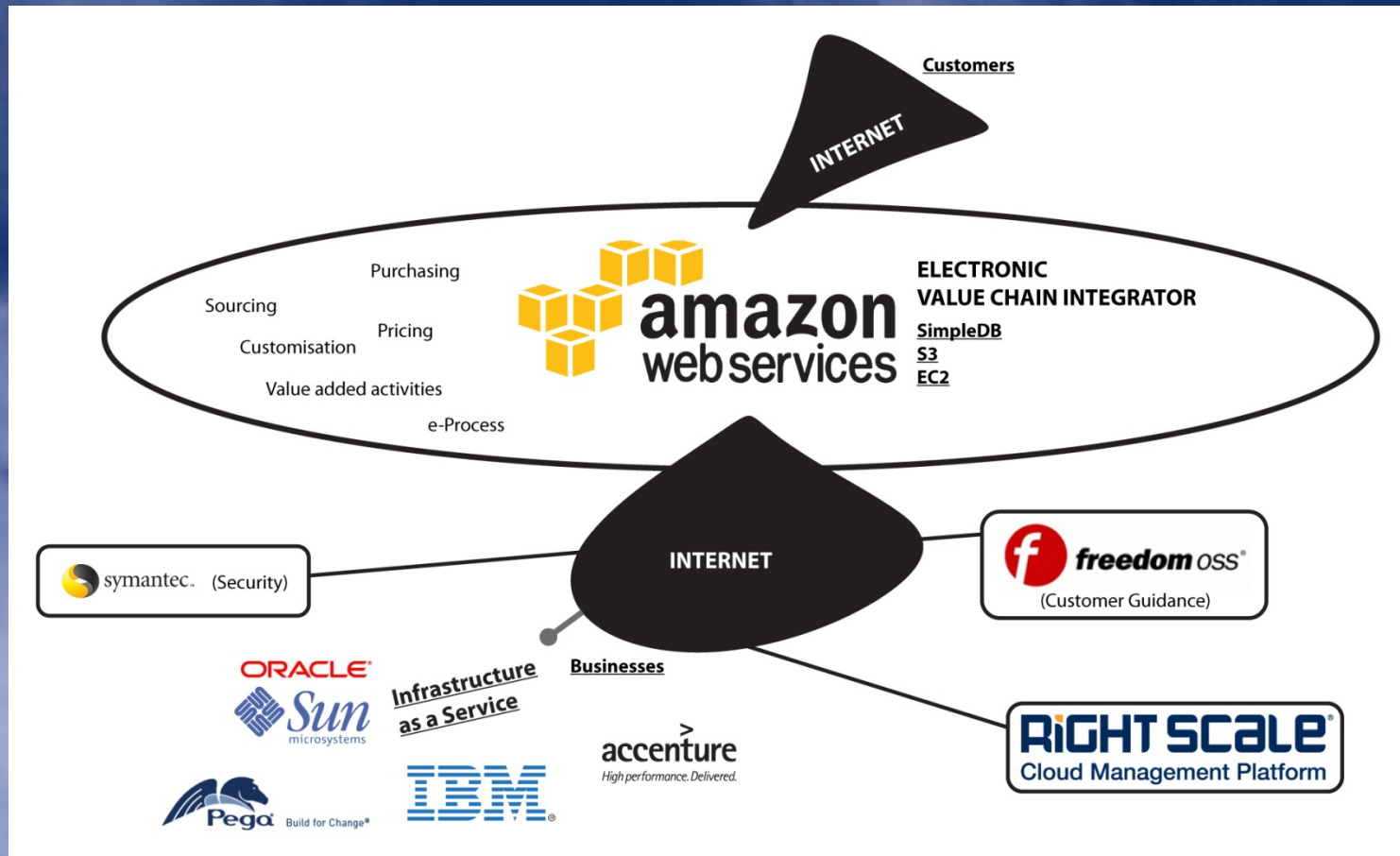
Delivering convenience and time to customers and Solution Providers



Value Chain Integration



Amazon's Solution Providers form a primary source of value chain integration



e-Processes



The range of products that AWS provide are designed to convert business activities both internally and externally to electronic format including billing, maintenance and support.

AWS's Management Console serves as an important piece of the technology that they offer to ensure speed, scale, security and integrity of the transactions that its customers make.

The AWS Management Console is designed to fit around the needs of individual customers based on what product they are using.



Technical Overview



Development

- Current Infrastructure
- Current partners and more



Interoperability

- Web Tech
- Mobile Tech
- Infrastructure



Users

- B2B Users
- Customization
- Mobile Users
- iPhone etc

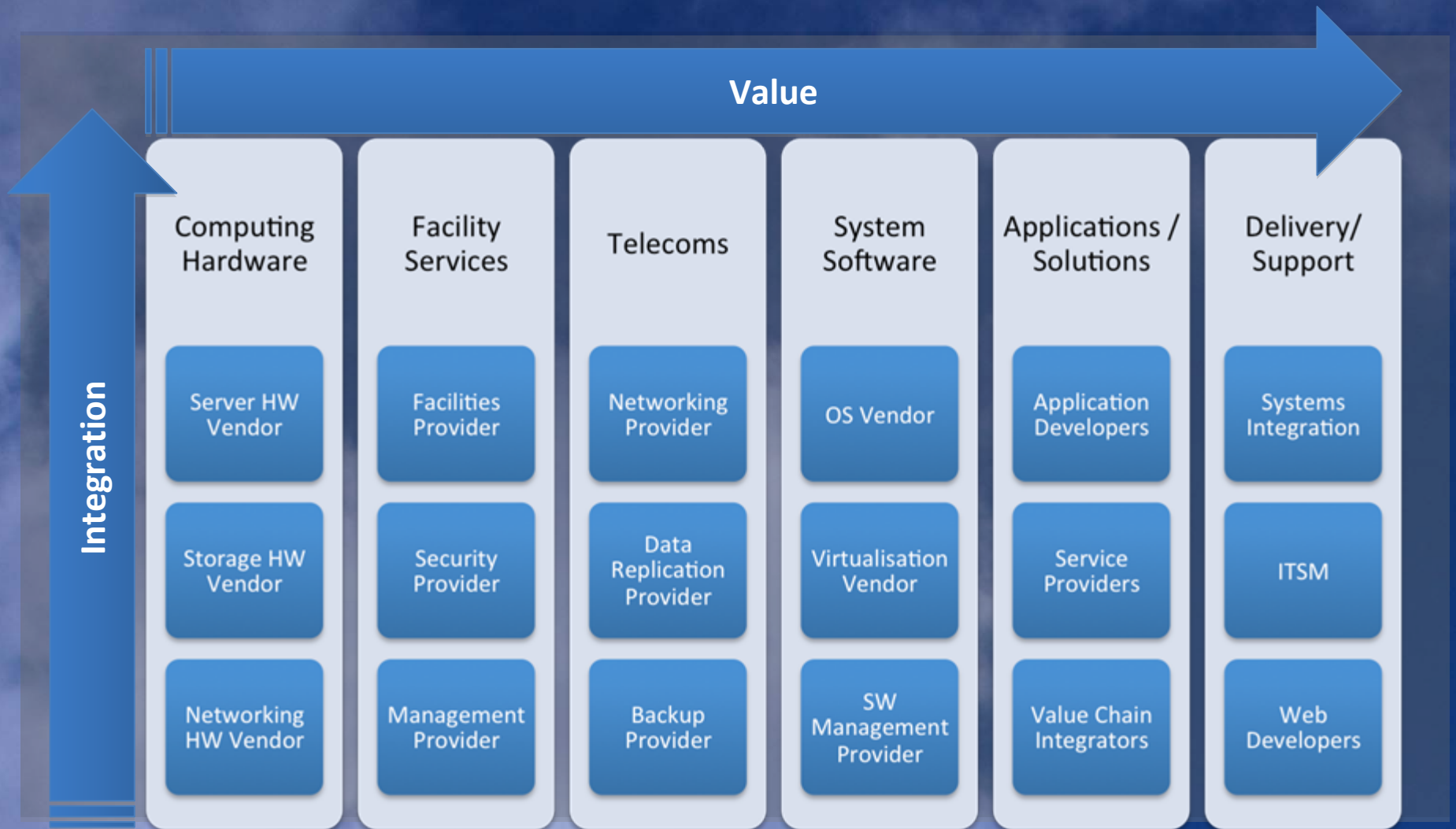
Design

- Modern, lightweight Design
- Use of Amazon brand
- Lots of information (Products, Developers, Community)

Security


- Secure data transmission (eg HTTP, SSL)
- Environmental factors (eg SO and HIPAA compliance)
- Other technical elements (eg Anti-IP-Spoofing)

Technical Value Chain



Website Design & Structure



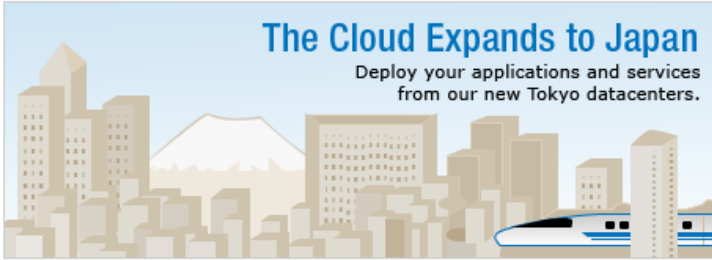


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News & Events

What's New?

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Mar 16, 2011	Introducing support for Windows Server 2008 R2 on Amazon EC2	Mar 04, 2011	Amazon EC2 VM Import adds Connector for VMware vCenter
Mar 15, 2011	Amazon VPC Adds Virtual Networking and Internet Access Capabilities	Mar 02, 2011	Announcing the AWS Asia Pacific (Tokyo) Region
Mar 11, 2011	Announcing AWS Identity & Access Management Support for CloudFront	Mar 02, 2011	Announcing AWS Support in Japanese

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Business Managers

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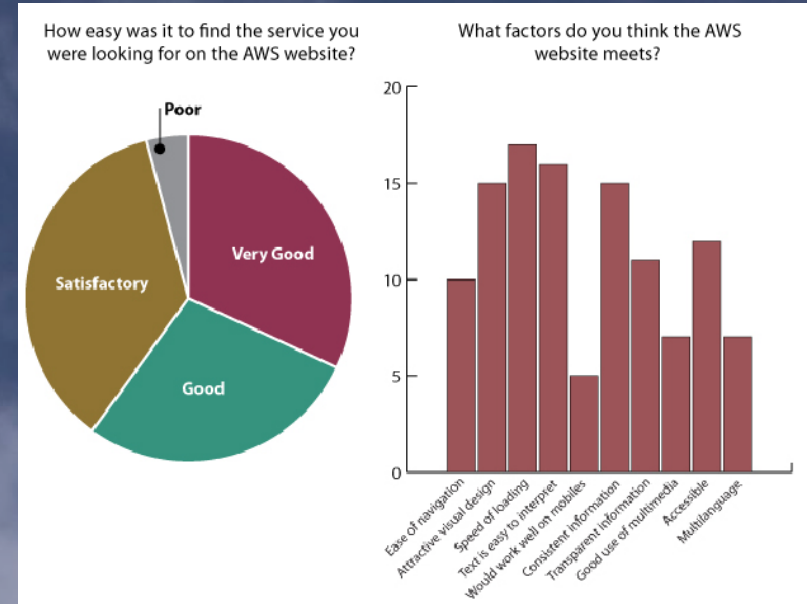
Customer Satisfaction



- Survey of 25 individuals
- Used Statistica™ to leverage CORE analysis

Results:

- Good user experience
- Easy to calculate cost
- Good customization
- Viewed as secure and reliable



Conclusion



- Value Chain Integrator
 - Systematic strategy due to network of Solution Provider
- Highly elastic technical value chain
- Robust, open minded and viable system.
- Future outlook: Emerging Markets, China
 - Suggestion: leverage cultural knowledge from retail operation, not just technology
- Influential in the area of Cloud Computing
- Likely to be a continued success