

# Reinventing Communications Together



**Clinton E. Crosier**

**Major General, US Air Force/Space Force (ret.)**

**Director, Aerospace and Satellite for Amazon Web Services**

# AWS Telecom Strategic Focus Areas



# AWS Edge Cloud Continuum for CSPs

DELIVERING CLOUD WHERE CUSTOMERS NEED IT

## AWS REGIONS



For most use cases

### On premises

AWS Outposts



### Metro centers

AWS Local Zones



### CSP sites with 5G networks



AWS Wavelength

For low-latency, local data processing, data residency

AWS IoT Greengrass  
and FreeRTOS



AWS Snow Family



Ubiquitous cloud programming model | Cloud-native DevOps | NFVI  
layer/network IT microservice base applications/IaaS/PaaS

# AWS SATCOM Support for CSPs



Driving down  
the cost of  
innovation

Reducing Costs

Only pay for  
what you use



Managing and  
transforming data on  
earth and in space

Data Management  
and Global Access  
Low-latency access to  
global cloud  
infrastructure



Helping to  
manage and  
protect valuable  
space assets  
Asset Protection

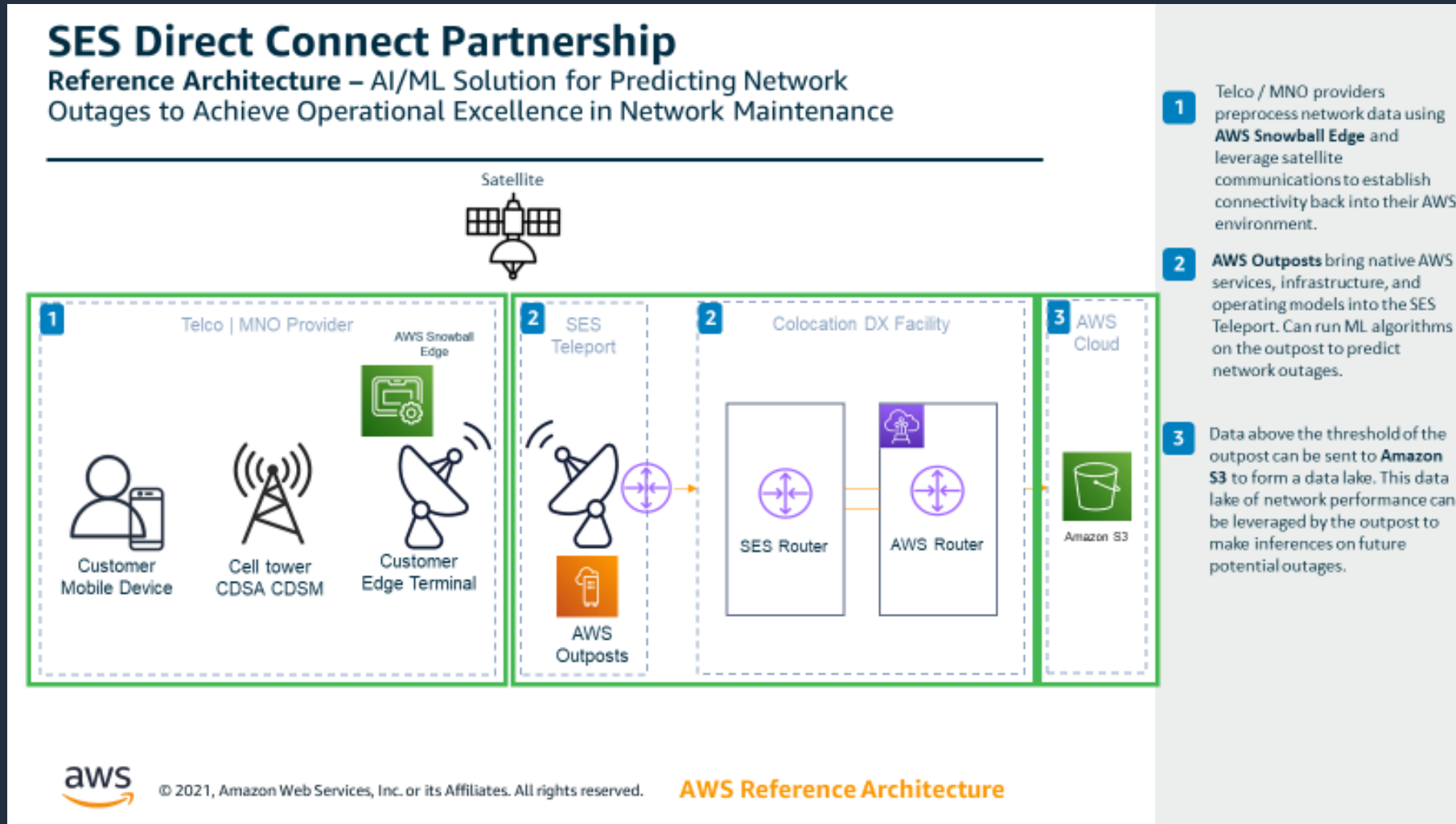
Apply edge  
computing, AI, ML,  
and IoT



Providing  
modernized  
infrastructure  
and process  
Infrastructure

Focus on  
customer needs

# Direct Connect supporting Telco's and MNO's through satellite



SES is the first satellite operator to achieve AWS Direct Connect Partner status.



# Kacific Goes All-in on AWS to Scale Broadband Delivery

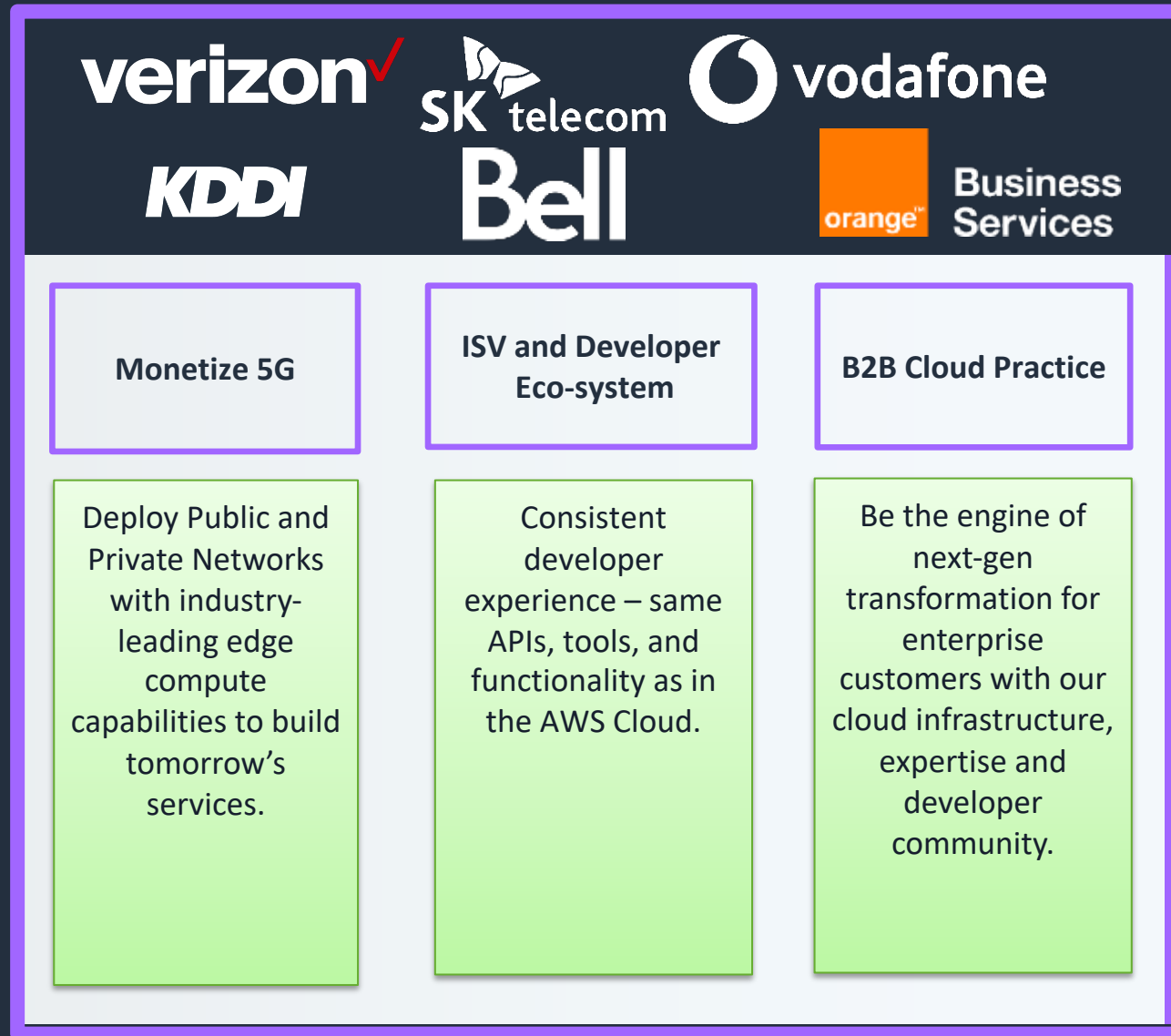


*“Kacific is connecting nations across the Asia Pacific so that people in rural and even the most remote areas have the same access to information and services as the urban population,” said Kacific Chief Executive Officer, Christian Patouraux. “With AWS, we now have added agility to rapidly scale as demand grows.” – Extract PR 20 December 2021*



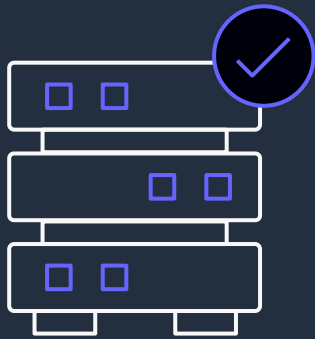
# Growth, unlocked.

Accelerate innovation to monetize 5G, Edge, and enterprise transformation



# AWS Private 5G

AWS managed service for private cellular networks



Set up a private **network faster with preintegrated hardware and software**



**Scale your network dynamically** to add more devices or change throughput capacity

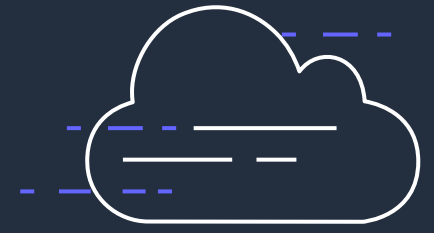
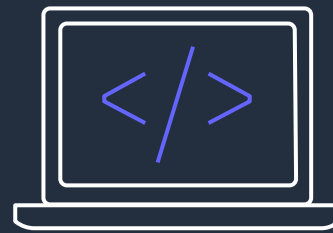


**Single pane of management** and granular access control for all your connected devices



# AWS Private 5G – Value proposition

## Bringing the cloud model of consumption to private 5G networks



Hassle-free procurement  
using the AWS  
Management Console or  
APIs

Start as small as you  
want, validate your  
business requirement,  
and then scale up  
as needed

A pricing model where  
you pay for the  
throughput capacity you  
need and not the  
number of devices you  
connect

Integrated with AWS  
Identity and Access  
Management (IAM) for  
operational consistency

Same pace of innovation  
as  
in the cloud

# AWS Private 5G – Top use cases

## Connected factory



Connect devices, sensors, machines, or legacy equipment within manufacturing facilities to track assembly line production in real time with reliable data linkage across connected machines

## Enterprise IoT and AR/VR



Support real-time IoT data processing, low-latency augmented and virtual reality (AR/VR) applications for design engineering, product maintenance, customer support, and educational functions across multiple industries

## Reliable campus connectivity



Provide high-quality, reliable indoor/outdoor connectivity at event venues, college campuses, and enterprise facilities. Support data and high-fidelity video communications, security, logistics, and more

# Summing It All Up



AWS is deeply committed to the Telecom industry through:  
Network, cloudified. Operations, simplified. Customer experience, reimaged.  
Growth, unlocked.



AWS is enabling a deep eco-system of partners to enable CSPs and their transformation



AWS is delivering business outcomes for CSPs by accelerating time to market, reducing cost and differentiating their business

# Thank you!