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## Teresa H. Carlson, VP Global Public Sector, Amazon Web Services



Currently the head of Global Public Sector, Teresa is responsible for Strategy, Sales and Business Development for Amazon's Web Services and Cloud Computing business. She is charged with driving both revenue and partnership strategy across Public Sector in all geographies.

Teresa has more than 20 years experience as a business executive driving innovation and change and producing successful business results. A highly respected leader in the information technology field, Teresa's customer focus has delivered exceptional value to her client while consistently exceeding her organization's business goals.

Teresa has earned a number of awards for her leadership, most recently being named to Washingtonian magazine's "100 Most Powerful Women" in addition to being honored as a "2011 Tech Titans," for contributing prominently to the growth of the Washington, DC

tech market.

Teresa was also named to FAST Company's 2010 list of one of the 12 top executives in its "Most Influential Women in Technology" listing. Other awards include the 2010 "Outstanding Achievement in Industry" Government Initiatives Excellence Award from the Armed Forces Communications and Electronics Association; and the March of Dimes "Heroines in Technology Lifetime Achievement Award" in 2010. Teresa was also a Federal Computer Week "Fed 100" award winner in 2009 for her efforts in support of the US Federal government.

Before joining Amazon, Teresa was Vice President of Federal Government business at Microsoft Corporation, where she defined the strategy and oversaw the execution of sales, contracting, pre-sales technical support, product marketing, customer satisfaction, and performance of the US Federal Government business worldwide.

The Federal business unit represented approximately \$1.7B in revenue for Microsoft. She also held a variety of other positions at Microsoft including General Manager of the US Civilian Agencies and NGO's; Director of the US Federal Solutions Unit, responsible for the Federal solutions framework and the US Federal partner channel that consisted of more than 2500 Microsoft partners; and US Federal Director of Strategy and Operations.

Prior to joining Microsoft, Teresa was the World Wide Vice President of Marketing and Business Development for Lexign Incorporated (formerly Keyfile Corporation), a software company focused on secure, end-to-end business transactions using XML and other technologies. Upon acquisition of three separate companies by Lexign, Teresa was responsible for the overall strategy of the integration and world-wide launch of the newly merged company.

Before moving into the information technology arena, Teresa spent nearly 15 years in the health care field, as a practitioner and consultant initially, then as a business manager and area vice-president, responsible for national accounts, marketing, and business development. During this time, she led customers through numerous transformations, including Joint Commission certifications and significant payment system changes.

Teresa has an undergraduate and Masters of Science degree in Communications and Speech and Language Pathology from Western Kentucky University. She holds a variety of certificates.

Teresa's commitment to bettering her community and her passion for her Public Sector customers has led her to numerous philanthropic and leadership roles to support her community, with a special emphasis on the military. This includes service on the Boards of TechAmerica, the American Red Cross (Chair), Red Cross Tiffany's Circle National Philanthropic Committee, The Women's Center Board and Leadership Chair and the Economic Club of Washington.



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