



11 July 2022

The Right Honourable Jacinda Ardern
Prime Minister
Parliament Buildings
Wellington 6160

Re: Your visit to Amazon Headquarters

Dear Prime Minister,

I am writing to thank you for your visit to Amazon Headquarters on May 27th. It was a pleasure to host you, Minister O'Connor and your delegation at our Seattle campus. I greatly enjoyed our conversation and we look forward to following up with you and your team on the issues raised.

I left our meeting even more confident that the Amazon Web Services (AWS) decision to invest in an AWS Region in Auckland - a commitment of NZ\$7.5 Billion over the next 15 years¹ – will contribute significantly to the government's vision of a highly productive, inclusive and trusted digital economy for all New Zealanders. I am convinced that our investment, and our partnership with the government and our New Zealand customers, will enable current and future generations of New Zealanders to demonstrate even more readily their renowned innovation and pioneering spirit on the world stage.

To this end, we welcome your **commitment to an ambitious partnership between AWS and the New Zealand Government and memorializing that in a Memorandum of Understanding (MOU)**. We hope to complete this expeditiously in line with our shared high level of ambition around enabling the New Zealand digital economy. 9(2)(ba)(i)

[Redacted]

As we had discussed in September last year, at the time of our AWS Region announcement, we are eager to conclude MOU commitments that can help realise the following:

- Building an inclusive cloud workforce in New Zealand based on deeper industry-education-government collaboration, and aligning professional training and education efforts that will support the jobs of the future.
- Unlocking innovation, consumer value, improved compliance and security assurance across regulated industries through a program of regulator education on cloud technologies.
- Enabling public sector cloud adoption that can deliver more citizen-centric outcomes, and better results in resource constrained times.
- Identifying opportunities for industry and government to work together in support of cybersecurity solutions for New Zealand businesses and individuals.

9(2)(ba)(i)
[Redacted]

¹ AWS Economic Impact Study (2021), see attachment 2.



9(2)(ba)(i)

Government support for skilling initiatives will be needed to **reach ambitious cloud skilling targets and to translate those into high value jobs and careers**. We look to government to support and promote greater industry-government-education sector skills and training collaboration so that New Zealanders can obtain maximum value from digital and cloud skilling investments being made by all. In particular, we hope to map industry professional training to national curriculums and qualifications so that New Zealanders can emerge from their training and education with employment ready certifications alongside national qualifications.

9(2)(ba)(i)

I was struck by the alignment of our **commitments to sustainability, and in particular our shared commitment to ambitious net zero carbon targets**. Across Amazon's global operations, we are committed to achieving net zero by 2040, ten years ahead of the Paris Agreement timeline.

9(2)(ba)(i)

9(2)(ba)(i)

Finally, Amazon is pleased to assure you of our ongoing commitment to **The Christchurch Call**. As discussed, we agree with your assessment that a great deal has been achieved to date through the Call, and also that there is more to do. With respect to **harmful disinformation**, we welcome your approach to pursuing a multi-stakeholder dialogue so that the scope of this worthy initiative can be defined clearly. Amazon's contact point for The Christchurch Call and harmful disinformation initiatives will be 9(2)(a) Associate General Counsel, Content Policy, Amazon.com Inc.

9(2)(a)

On all matters relating to Amazon Web Services, our primary point of contact is 9(2)(a) Director, Public Policy, Australia and New Zealand, Amazon Web Services 9(2)(a).



I hope to welcome you back to Seattle and Amazon Headquarters again soon, where I am sure the harakeke flax will be thriving happily at The Spheres. For myself, I look forward to an opportunity to visit New Zealand in the future.

Yours sincerely,

9(2)(a)

Chief Executive Officer
Amazon Web Services

cc.

Hon. Damien O'Connor, Minister for Trade and Export Growth

Hon. David Clark, Minister for Digital Economy and Communications

Mr. Brook Barrington, Chief Executive, Department of Prime Minister and Cabinet

Mr. Chris Seed, Secretary, Ministry of Foreign Affairs and Trade

Mr. Paul Ash, Prime Minister's Special Representative on The Christchurch Call and Cyber

Coordinator, Department of the Prime Minister and Cabinet

Mr. Paul James, Government Chief Digital Officer, Secretary for Internal Affairs

Mr. Paul Stocks, Deputy Chief Executive, Ministry of Business, Innovation and Employment

Attachments

9(2)(ba)(i)

2. Economic Impact Study, AWS Region in New Zealand



Attachment 1

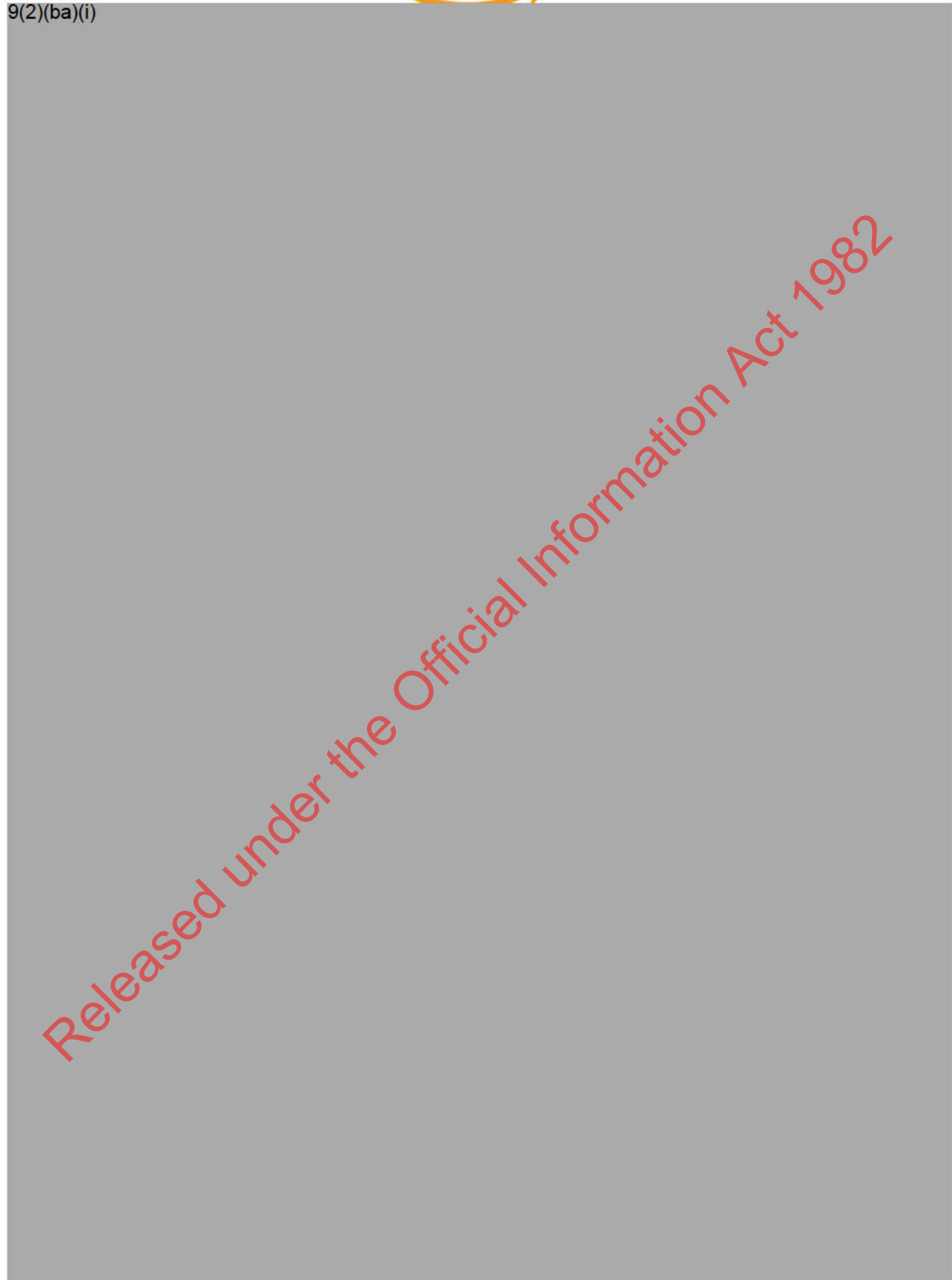
9(2)(ba)(i)



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Attachment 2

AWS New Zealand Economic Impact Statement (EIS)

- See EIS PDF in covering email, or go to: <https://anz-resources.awscloud.com/aws-in-aotearoa-new-zealand/aws-investment-in-new-zealand-aws-economic-impact-study>

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