

Mr. Mario Thomas FloD CDir

AWS Spokesperson, and Principal, Executive Centre of Excellence, Amazon Web Services (AWS)
Chartered Director and Fellow of the Institute of Directors (IoD)

Very Short Length Biography (50 words)

Mario Thomas is a Principal in the Executive Centre of Excellence at Amazon Web Services (AWS), with almost 8 years in various roles in the business. An AWS Press Spokesperson, UK Chartered Director (elected 2006), and Fellow of the Institute of Directors, Mario holds a BSc. (Hons) in Software Engineering.

Short Length Biography (100 words)

Mario Thomas is a Principal in the Executive Centre of Excellence at Amazon Web Services (AWS). A tenured Amazonian with almost 8 years in various roles in the business, Mario now works with AWS field sellers globally to help them articulate the AWS value proposition to customer CxOs.

Mario is an AWS Press Spokesperson, a UK Chartered Director (elected 2006), and Fellow of the Institute of Directors. Mario has worked as a CDO, CIO, and CEO, holding executive and non-executive Board positions; bringing his experience of organizational transformation, and qualifications in corporate governance, compliance and risk to customer engagements at AWS.

Medium Length Biography (250 words)

Mario Thomas is a Principal in the Executive Centre of Excellence at Amazon Web Services (AWS). A tenured Amazonian with almost 8 years in various roles in the business, Mario now works with AWS field sellers globally to help them articulate the AWS value proposition to customer CxOs and line-of-business leaders.

Mario joined AWS in 2015, working in Professional Services roles across IT Transformation, Migration & Modernization, and Executive Advisory before moving into Business Development, and then into Sales, Marketing, and Global Services Operations (SMGS Ops).

Mario works cross-functionally in AWS, with the CFO Programs, Cloud Economics, Global Executive Marketing, Executive Summit, Enterprise Transformation, Migration Acceleration Program, Enterprise Strategist, and Press and Analyst Relations teams, collaborating with them to build thought leadership, and new programs which drive top-down, CxO-led business change through the adoption of AWS.

Mario is the author of the Business Case Accelerator (BCA) which forms the basis of AWS' business case approach. He is co-author of the industry-recognised Cloud Adoption Framework (CAF), co-author of the Migration Readiness Assessment (MRA), and co-author of the Cloud Value Framework (CVF).

Before AWS, Mario worked as a CDO, CIO, and CEO, holding executive and non-executive Board positions; bringing his experience of organisational transformation, digital transformation, people management, and qualifications in corporate governance, compliance and risk to customer engagements at AWS.

Mario is a Certified AWS Principal Speaker and AWS Press Spokesperson, a UK Chartered Director (elected 2006), and Fellow of the Institute of Directors. Mario holds a BSc. (Hons) in Software Engineering.

Long Biography (500 words)

Mario Thomas is a Principal in the Executive Centre of Excellence at Amazon Web Services (AWS). A tenured Amazonian with almost 8 years in various roles in the business, Mario now works with AWS field sellers globally to help them articulate the AWS value proposition to customer CxOs and line-of-business leaders.

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Mario works with AWS customers to achieve transformative business outcomes including; driving new revenues, entering new markets and defining new product categories, delighting, exciting and becoming more intimate with their customers, reducing waste through increasing operational excellence, and striving to responsibly transform their businesses.

He catalyses customers to achieve these outcomes by engaging broadly with enterprise leaders; supporting them to define their strategy for innovation, adoption, migration and modernization using the AWS cloud and executing on delivery.

Mario is the author of the Business Case Accelerator (BCA) which forms the basis of AWS' business case approach; bringing together cost, value, and strategic analysis workstreams to build cloud adoption business cases in a repeatable way. He is co-author of the industry-recognised Cloud Adoption Framework (CAF), co-author of the Migration Readiness Assessment (MRA), and co-author of the Cloud Value Framework (CVF).

Before AWS, Mario worked as a CDO, CIO, and CEO, holding executive and non-executive Board positions; bringing his experience of organisational transformation, digital transformation, people management, and qualifications in corporate governance, compliance and risk to customer engagements at AWS.

A specialist in business and organisational transformation using the cloud, Mario works with Boards and senior executives of customer organisations to drive broad organisational awareness of and capability in the cloud to achieve business objectives and outcomes.

With over 20-years of experience, Mario has worked with businesses in the Consumer Services, Financial Services, Retail, Media, Publishing & Entertainment, Manufacturing, Business Services, Oil & Gas, FMCG and Logistics industries; leading those customers in the reinvention and transformation of their organizations.

Before AWS Mario worked with well-known global brands including Coca-Cola, Gulf Oil and Aston Villa Football Club delivering digital and IT transformation; directing the delivery of over 100 transformation projects of varying sizes, including very small digital pure-play platforms through to complex business change projects facilitating cross-border, multi-lingual, multi-currency, highly-transactional web services, newspaper content portals and online payment services processing billions of pounds worth of transactions for millions of consumers using mobile, desktop and tablet platforms.

Mario is a Certified AWS Principal Speaker and AWS Press Spokesperson, a UK Chartered Director (elected 2006), and Fellow of the Institute of Directors. Mario holds a BSc. (Hons) in Software Engineering.

Personal

Mario primarily lives in the UK and holds dual UK and Cypriot (EU) citizenship.

More information about Mario can be found at: <https://mariothomas.com>

Links

Links to articles, Tweets, podcasts, videos, and other media featuring Mario Thomas.

2022

August

CFO Magazine (Netherlands)

- <https://cfo.nl/artikel/de-cfo-is-onmisbaar-in-de-cloudtransformatie>

2021

IDC Multicloud

- Benelux - <https://www.youtube.com/watch?v=m8zCOcy2laQ>
- Sweden –
- Norway –

Reinventing without a Roadmap Research Coverage in EMEA (Continuing coverage)

- <https://aws.amazon.com/campaigns/uk-enterprise-executive-leaders/dont-take-your-foot-off-the-gas/>
- <https://www.iod.com/chartered-director/news/articles/reinventing-without-a-roadmap-why-now-is-not-the-time-to-take-your-foot-off-the-gas---mario-thomas-cdir>
- <https://www.journaldunet.com/web-tech/cloud/1503611-les-entreprises-doivent-continuer-a-se-reinventer-post-pandemie/>
- <https://www.tahawultech.com/features/reinventing-without-a-roadmap-why-now-is-not-the-time-to-take-your-foot-off-the-gas/amp/>
- <https://digitaleweltmagazin.de/2021/09/06/neu-erfinden-ohne-roadmap-den-wandel-weiter-vorantreiben/>
- <https://executivedigest.sapo.pt/reinventar-sem-um-plano-porque-nao-e-agora-o-momento-de-tirar-o-pe-do-acelerador/>
- [أهمية-تسريع-عجلة-الابتكار-والتحول-لتعزيز-المرونة-والقدرة-على-مواكبة-التغيرات](https://arabic.arabianbusiness.com/content/409671-المرونة-والقدرة-لتعزيز-التحول-والابتكار-عجلة-التغييرات-على-مواكبة-التغيرات)
- [https://www.al-madina.com/article/747845/-المرونة-والقدرة-على-مواكبة-التغيرات](https://www.al-madina.com/article/747845/-المرونة-والقدرة-على-مواكبة-التغيرات-الاقتصاد-جائحة-كورونا-حافز-لتسريع-عجلة-الابتكار-والتحول-لتعزيز-المرونة-والقدرة-على-مواكبة-التغيرات)

AWS Summit Online

- Benchmark Your Cloud Maturity: A Best Practices Framework (presented with VMware) [Video link to follow]
- How to Win the Race to AI/ML (presented with Intel) [Video link to follow]

January

- <https://aws.amazon.com/executive-insights/customers/nationwide-director-cloud-optimization-services-joe-daly/>

2020

November

- <https://aws.amazon.com/executive-insights/podcast/>
- <https://podcasts.apple.com/gb/podcast/58-art-possible-cloud-financial-management-at-nationwide/id1482820161>
- <https://tunein.com/podcasts/Podcasts/AWS---Conversations-with-Leaders-p1255601/>

October

- <https://techmonitor.ai/cloud/applications/planning-a-cloud-migration-tco>

2019

December

- <https://twitter.com/TechNative/status/1201504793254084615>

October

- <https://www.siliconexion.com/when-planning-a-server-migration-what-do-you-need-to-take-into-account/>

August

- <https://www.retail-week.com/tech/analysis-the-retailers-that-became-tech-titans/7032808.article?authent=1>

June

- <https://www.theedgemarkets.com/article/ai-techpowered-personalised-experiences-new-normal>

May

- <https://www.idgconnect.com/article/3578298/rocket-to-the-cloud-aws-on-migration-strategy-and-serverless-architectures.html>

January

- <https://www.gartner.com/en/documents/3899078/mario-thomas-amazon-web-services-fmrb-presentation-janua>

2018

October

- <https://morpheusdata.com/cloud-blog/six-ways-to-ensure-you-re-conserving-your-cloud-resources/>

June

- <https://www.brighttalk.com/webcast/9019/327187/building-a-business-case-for-aws>
- <https://www.slideshare.net/AmazonWebServices/building-the-business-case-for-aws-99761363>

2017

November

- <https://www.zdnet.com/article/cloud-computing-how-to-build-a-business-case/>
- <https://www.youtube.com/watch?v=cK0vjQTvy4Q>
- <https://assets1.dxc.technology/cloud/downloads/Migrating-to-AWS-What-is-your-Verdict-DXC-Technology.pdf?elqTrackId=26035b08df2f415bac500babf1a1397b&elqaid=2964&elqat=2>
- <https://hostingjournalist.com/aws-transformation-day-london-building-the-business-case-for-aws/>

July

- <https://www.iod.com/awsinsights>

2016

November

- <https://www.youtube.com/watch?v=K5OXIz4fdg0>
- <https://www.techrepublic.com/article/5-steps-for-a-successful-large-scale-cloud-migration-to-aws/>

September

- <https://www.slideshare.net/AmazonWebServices/aws-enterprise-summit-netherlands-cost-optimisation-at-scale>