



**Save the Children**

amazon in the  
community



Partnerships that make a difference

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Amazon in the Community



# Today's roadmap



- 1 Introductions
- 2 An opportunity to partner for good
- 3 Turning a moment into something more
- 4 Building a sustainable partnership
- 5 Questions

## **Success and Scale Bring Broad Responsibility**

“We must begin each day with a determination to make better, do better, and be better for our customers, our employees, our partners, and the world at large.”

# Our partnership journey



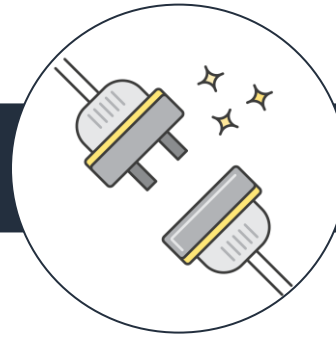
Build  
confidence



Service  
provider



Trusted  
advisor



Shared  
value  
creation

1. End-to-end value chain and logistics to reach the last mile

2. Employee power and shared expertise

3. Leveraging reputation to drive awareness and support

# But it doesn't end there...



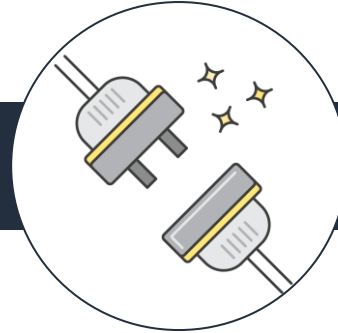
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Shared value creation

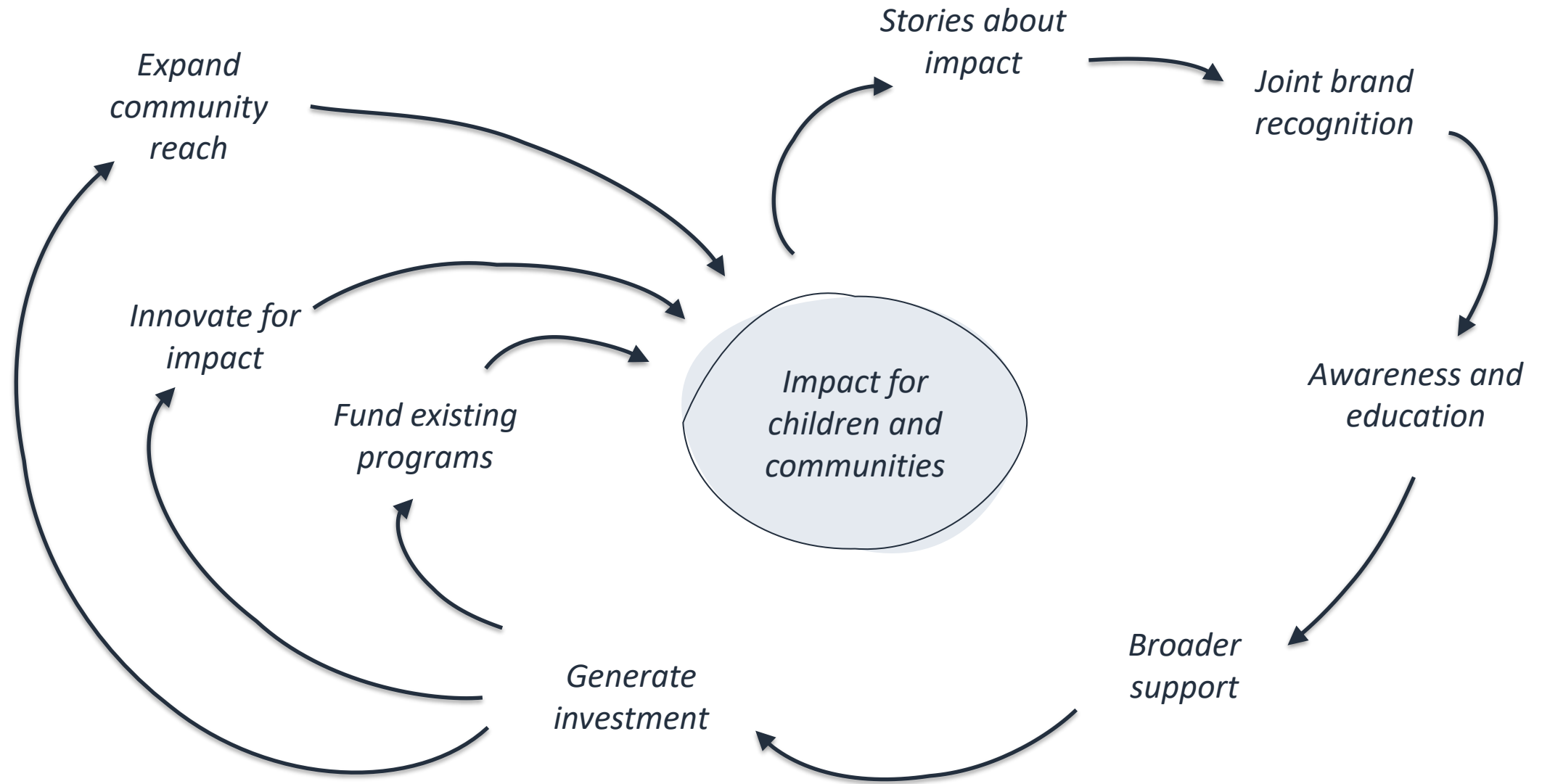


Strategic partner



Co-creation (?)

# Defining success



# Building a sustainable partnership



1 Sponsor your team

2 Take your time

3 Establish win-win criteria

4 Think big, deliver daily

5 Make sure you can measure success

6 Celebrate your success

7 Diversify investment

8 Engage senior leaders

9 Leave your ego at the door

10 Be one step ahead

# Voice of the customer

“ *As the cost-of-living crisis continues to bite, more and more families are having to make impossible choices between food, electricity and the essential items that young children need. Together with clothes, bedding, and toys Little Village is able to provide, these [hygiene] kits [from Amazon] are a genuine gift to such families; they bring a smile and welcome sense of relief.*

*Sophie Livingston  
Partner of Save the Children UK*

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