

Phil Silver, Leader, Transportation - State & Local Government, Amazon Web Services (AWS)

Phil leads Amazon Web Services' (AWS) public sector transportation vertical, including activities with airports, seaports, transit agencies, tolling authorities, traffic departments, parking, DOTs, MPOs, and COGs – practically anything where state and local government operates transportation infrastructure. He works with the state and local government field sales, solution architects, partner development, and professional services teams that support ISVs who build with AWS.

Over the past twenty years Phil held sales and strategy leadership roles in global systems integration firms who are specialists in payments, fare collection, traffic management, tolling, parking, traveler information, logistics, e-commerce, IoT, and advanced analytics. Through it all, he has developed a great network of end-users, technology providers, and consultants. He also gained an appreciation for the technology challenges and opportunities faced by public sector agencies and authorities engaged in smart transportation initiatives focused on improving services to their patrons. Concurrently he served in the U.S. Navy, capping a 25-year active duty and reserve career with command of two expeditionary warfare units that deployed overseas in support of our Naval Forces, retiring as a Captain.

Along the way, Phil earned a Masters in Executive Leadership from University of San Diego, an MBA from Fordham University, and Bachelor degrees in Chemistry and History from the University of Florida.