

**Sunil Menon**

Senior Worldwide Business Development Leader, Applied AI Solutions

AWS

Sunil Menon is a Senior Business Development leader enabling Healthcare customers engage their patients/members/customers enterprise-wide during the entire continuum of care with AWS Applied AI Solutions. He is obsessed with equipping Healthcare customers to serve their patients better, reducing the cost-of-care and providing automated solutions powered by various kinds of Artificial Intelligence and Machine Learning technologies so that healthcare customers can increase efficiency, improve productivity, improve quality assurance, achieve high regulatory compliance and redeploy resources to focus on high priority missions and so that clinical caregivers can practice at the top of their license. Prior to this role, Sunil led Amazon Connect Customer business development for international public sector, spanning local through national government agencies, and customers in healthcare, education, software solutions and other regulated industries such as power and utilities.

Prior to working for AWS, Sunil worked as a Global Product Leader for a Fortune-500 Medical Device company, Zimmer Biomet (later spun off as ZimVie) launching products such as implants, surgical equipment, biomaterials and medical device software. Sunil launched the company's first ever FDA/MDR approved software-as-a-medical device (SaMD) globally. The software was used for disease diagnosis, surgical planning, and prosthesis design and manufacturing. Sunil previously worked for FedEx Corporation for nineteen years in a variety of roles in transportation network design, analytics, customer experience, small business marketing, international expansion and corporate strategy. He also worked for a petrochemical company, NOCIL (National Organic Chemical Industries Limited), for two years where he navigated process and flow issues, and managed globally sourced engineering parts using six sigma skills. He has done extensive valuation analysis

and complex financial modeling for Mergers & Acquisitions, Operations improvement and other business purposes.

Sunil has a diploma and degree in Mechanical Engineering from the University of Mumbai (gold medalist). His curiosity and passion for knowledge also led him to get an MBA from Texas A&M University and an executive MBA in Health Sector Policy and Management from the University of Miami (valedictorian). He owns personal intellectual property including copyrights, trademarks (most prominently IFQAF® globally) and a pending patent in the field of building infrastructure providing financial systems safety in 100% Byzantine adversarial human networks thereby protecting property owners, taxpayers, lenders, investors and government agencies. He has a special interest in U.S. Constitutional Rights and Civil Rights enforcement, strengthened through the Sierra Ranches case, which can be found on ifqaf.org.

Sunil lives with his family in Davie, Florida. He enjoys world travel and helping people.