

DMA Enforcement Workshops

Amazon

Brussels, 23 June 2025

Agenda

9:00-9:30	Registration/coffee						
9:30-9:40	Introductory remarks by the Commission						
Update on first year of DMA compliance							
9:40-9:55	Presentation by the Commission on the regulatory dialogue with Amazon						
	Presentation by Amazon on the main evolution and effects of the compliance measures						
9:55-10:45	 Data portability and data access Advertising transparency Design of Amazon Store interface and ranking solutions Pricing policies and mechanisms applied by Amazon Store Engagement with third parties on compliance 						
10:45-11:15	Q&A on the presentation and open discussion						



Agenda

11:15:11:45	Coffee break							
Amazon's new services and their compliance with the DMA								
11:45-12:00	Presentation by Amazon on the main developments integration of AI solutions and roll-out							
12:00-12:45	Q&A on the presentation and open discussion							
	Other topics and conclusion							
12:45-13:00	Q&A on any other topics related to DMAcompliance							
13:00	Lunch							



Introductory remarks by the Commission





Gatekeepers need to comply with the obligations laid down in Articles 5, 6 and 7 DMA within 6 months after their designation. Within the same deadline, they need to provide the Commission with a report describing in a detailed and transparent manner the measures they have implemented to ensure compliance with these obligations, and to publish a non-confidential summary of such reports. Both the report and the non-confidential summary must be updated at least annually. The Commission makes a link to these summaries available on its website under Article 11 DMA.



x ð

Scan to reach the gatekeeper's compliance reports



Link to the DMA compliance reports: <u>https://digital-markets-act-</u> cases.ec.europa.eu/reports/compliance-reports



Presentation by the Commission on the ongoing regulatory dialogue

Timeline



Applicable DMA provisions



Art. 6(9) and (10): Data portability (1/2)



Art. 6(9) and (10): Data portability (2/2)

Scope and granularity of available datasets

Transparency of the tools

Dedicated process allowing to request additional data outside Amazon's tools

6(9): Validation process for authorised 3Ps to connect to the API



Art. 5(9) and (10): Ad transparency

DMA

Publishers: How much did I get? How much did advertisers pay? Advertiser: How much did I pay? How much did publishers get?



Art. 6(5) DMA: Ban on self-preferencing





Art. 5(3) DMA: Parity ban



Parity clauses

Measures with equivalent effects to parity



Al is around the corner







... and keep in touch:

EC-DMA@ec.europa.eu



Rules of engagement I

- No reference to ongoing or past proceedings
- No attacks questions should remain polite and constructive
- The Commission will moderate the discussions. Its role will be to steer the discussion
- The Commission will not provide legal interpretations / take any positions
- No sharing of business sensitive information
- Goal is to hear stakeholders' feedback on the concrete compliance solutions
- We may not be able to take all comments and questions. Any observations can be sent to <u>EC-DMA@ec.europa.eu</u>



Rules of engagement II

- Always state your **name and organisation** (in room and via **slido**)
- Questions and comments should be
 - clear and short = 2 min max,
 - relevant and on-topic of the specific DMA obligation,
 - constructive.
- One question or comment per intervention

SidoOnline questions and comments via:https://app.sli.do/event/nzgN3zeU4Hk4BUcGYLL223Password: 6190708



Presentation by Amazon on the main evolution and effects of the compliance measures

Data portability and data access Articles 6(9) and 6(10)



Registering as an Amazon Developer account (Article 6(9))

ama	zon developer All - Search	Q Developer Console Sign In
Alexa	Amazon Appstore AWS Docs	
	Build natural voice interactions and innovative customer experiences. Learn more > Documentation > Recent news > Alexa Skills Kit Stack Overflow > Developer Console >	Develop apps and games for Amazon Fire TV, Fire tablet, and other supported devices. Learn more > Documentation > Recent news > Appstore Developer Community > Developer Console >
	AWS Developer Center Build with your favorite programming language. AWS Developer Center Build with your favorite programming language. AWS Developer Center	ic f music fans and podcast A Let customers log in using their Amazon accounts.
	Create an Amazon Developer account Registration is easy, free, and the first step to growing your business Create Developer Account	with Amazon devices and services.



Amazon Data Portability (Article 6(9))

amaz	on developer		Search		Q	Developer Console	▲ ♠ ?
Alexa	Amazon Appstore	Dash Services	Login With Amazon	AWS			
			Contact L	ls			Support Docs
					izon technologies. If you have a general ice, please contact Amazon Customer		Contact Us
				ut to the Amazon developer commun sting questions on the appropriate for	nity for help or feedback on developer rum space.		
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			Third Par	ty			
			Name				
			Test				
			Category	/			
			Amazon	Data Portability	~		
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			Identity	& Security Assessment	~		
			Message				
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				information needed (as o			
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			* Catego	ory 2 [Yes]			
			name@	ddress: third-party- outlook.com y Name: Third Party			
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			98121 Name o	f the business owner or l	egal		
			represer	ntative: Legal Name			
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			Attach a		te to proceed		
			Choose Fil	No File Chosen size is 5MB. Supported formats: [pdf, jp]	a, ppa, ipea, doc. docx.		
			txt, xls, xlsx, cs		31 b		



Request for additional data (Article 6(9))

Contact Us

You have reached the developer support channel for Amazon technologies. If you have a general consumer inquiry or need help setting up an Amazon device, please contact Amazon Customer Support.

You can also reach out to the Amazon developer community for help or feedback on developer related topics by posting questions on the appropriate forum space.

Company Name

Default User

Name

	Technical Issues
Category	Identity & Security Assessment
	Allowlisting & Integration Updates
Amazon Data Portability ~	✓ Feedback & Feature Requests

Message

Please fill up the below detail(s):	
Email Address: Description: Use-case for feature/feedback: Size of opportunity for feature:	

You will need to fill in the template to proceed

Attach a file





End User Data Access Report – Step 1 (Article 6(10))

amazon seller central

	r mobile phone number
	Continue
Jse & Sal	ling, you agree to Amazon's <u>Conditions of</u> e. Please see our <u>Privacy Notice</u> , our lotice and our Interest-Based Ads Notice.

New to Amazon?

Create your Amazon account



End User Data Access Report – Step 2 (Article 6(10))

=	amazon seller central				Sea	arch			Q		≅ :	ф ем	N 🕶 Help
	Add Products Explore Services Gr	rowth Oppo	ortunities Business	Reports Brand A	nalytics								Edit
0	We're making it easier to understand y	your busir	ess with the new l	nome page. Until	18 June 2025, you ca	n toggle to re	turn to the old experien	ice. Please	leave feedback here.			New Ex	perience 🕥
(Good morning, your account health	n is									Launch tour	Lear	n more
ſ	Actions ①	10	Global snap	shot									44
	Ship orders	•	Sales	*	Open Orders	~	Buyer Messages	~	Sessions	~	Featured Offer %		~
	Review open returns	:											~
	Buyer Messages	:											
	Pending cancellation requests	•											
	Review listings with detail page removed Quick action	I											:0
FI	Review listings that need approvals	:											



End User Data Access Report – Step 3 (Article 6(10))

← → C ^s sellercentral.amazon.dev/home

× Menu				
Catalog	>	zes Growth Opportunities Business F		
Inventory	>	rstand your business with the new ho	mepage. Until June 18th, 2025, t	oggle to return
Pricing	>	norning, your account health is		
Orders	>	Manage Orders	Global Snapshot	
Advertising	>	Create MCF Order	ales	✓ Open Orde
Stores	>	Order Reports		
Growth	>	Upload Order Related Files		
Reports	>	Returns and ReCommerce		
Payments	>	Manage Returns	Recommendations G	
Performance	>	Manage SAFE-T Claims	All 7 Brand 1	Catalog 3 Cu
Apps and Services	>			
B2B	>			
Brands	>			
Learn	>			



End User Data Access Report – Step 4 (Article 6(10))

	ral		Search	٩		
Add products Explore S	Services Business Reports					
Order reports	s					
			s provided for shipping labels only. Please refer to Amazon Services Bu	usiness Solutions Agreement and Prohibited	seller activities and actions for details	on appropriate use of customer
New Orders Unshi	hipped orders Archived	orders				End user data report
New orders report cont	tains all of the seller-fulfille	ed orders that you have received over the n	number of days that you select. This includes orders that you have can	celled or confirmed as		
shipped. Learn more					2.4	Add or remove order report columns
Request report						Vdd or remove order report columns
Request report	Say 🛩 Request	el for each order. Learn more				
Request report	lay V Request n indicating the sales channe	el for each order. Learn more				
Request report Date range: Last da Include a column Scheduled report	Bay ✓ Request n indicating the sales channi port settings		not schedule XML order reports through Seller Central.			^
Request report Date range: Last da Include a column Scheduled report	tay v Request n indicating the sales channi ort settings tly receiving scheduled					^



Amazon Seller Data Access help page (Article 6(10))

amazon selling partner api	🌐 English Developer Hub API Status Support 🔅
Home Documentation	<> API Reference 🚡 Code Samples 📣 Announcements Models Release Notes FAQ GitHub Videos Q Search CTRU-
What is the Selling Partner Appstore?	A
List Your App on the Selling Partner Appstore	Amazon Seller Data Access
Edit Your Appstore Listing	Seller and third-party access to Amazon Seller (business user) data.
Check Listing Status	
Amazon Selling Partner Appstore Badge	
Appstore Ratings and Reviews	Sellers that have a professional selling account and authorized third parties that are registered as Selling
Press Releases and Promotions	Partner API (SP-API) developers can use the SP-API to programmatically access Amazon's Seller data (also Connect to SP-API
SECURITY AND COMPLIANCE	referred to as business user data), including customers' data. Through SP-API, sellers and authorized third parties have access to various tools and downloadable reports that include listings, returns, inventory, developer developer
Amazon Selling Partner API Guard Implementation Guide	orders, product recommendations, payments, feedback, and analytics. Sellers can also access the data directly on <u>Seller Central</u> . Seller Central Seller Centra
VAT Calculation Service	Amazon also provides sellers and authorized third parties access to an End User Data Report , which
Amazon Seller Data Access	offers access to data that is generated by end users (customers) through their use of our stores. Step 4. Access the SP-API
Technical Papers	Step 4. Access the SP-API
A+ CONTENT API	Note Access business user data, including the End User Data Report is available for the following stores: Ireland, Spain, France, Belgium, including the End User Data
A+ Content API v2020-11-01 Use Case Guide	Netherlands, Germany, Italy, Sweden, and Poland. Report Additional support
A+ Content Examples	
A+ Content API Rate Limits	Connect to SP-API

Connect to SP-API

For programmatic access to business user data (including the End User Data Report), you must complete the following SP-API onboarding steps.

Tip

7

If you are a Seller that wants to use SP-API for your business, but do not want to self-manage, you can have an authorized SP-API developer operate on your behalf. You must authorize the developer using Login with Amazon, which is Amazon's implementation of OAuth 2.0. For more information, refer to steps 3 through 5 below.

Step 1. Register as an SP-API developer

If you want to integrate with the SP-API, you must first register as a private developer.

A+ Content 2020-11-01 Model

AMAZON WAREHOUSING AND DISTRIBUTION API

Amazon Warehousing and Distribution > API Use Case Guide

Amazon Warehousing and Distribution API Rate Limits

Amazon Warehousing and Distribution 🦷 API v2024-05-09 Model

APP INTEGRATIONS API

App Integrations v2024-04-01 Use Case Guide



Advertising transparency Articles 5(9), 5(10), 6(8)



Accessing Pricing Transparency Report (Amazon DSP) – Step 1 (Article 5(9))

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브	Creative tools	>									
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	Reporting summary										
	Sponsored ads reports										
	Amazon DSP reports										
	Marketing mix models										
\$	Data manager										
▦	Learning console										
¢	Administration	>									
				© 2025 Amazon	com. Inc. or its affiliates.	Conditions of use Privacy	notice Amazon DSP Agreemen	t Contact us Status			



Accessing Pricing Transparency Report (Amazon DSP) – Step 2 (Article 5(9))

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		Off-Amazon conversions	Line item comments Line item external ID Line item budget	Order	
		App conversions Amazon Video conversions	Line item start date Line item end date Line item language targeting	Order ID Line item	
		Video	Creative size	Line item ID Creative	
		Audio Dimension	Creative language Entity ID Advertiser country	Creative ID	
		User	Advertiser timezone Omnichannel metrics fee Managed service fee Supply cost		



Accessing Pricing Transparency Report (Amazon DSP) – Step 3 (Article 5(9))

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		@ 2025 Amazon.com, Inc. or its affiliates. Conditions of use Privacy notice Amazon DSP Agreement Contact us Status	



Accessing Pricing Transparency Report (Amazon DSP) – Step 4 (Article 5(9))





Pricing Transparency Report (Amazon DSP) example (Article 5(9))

Date	Publisher name	Currency	Publisher earnings	Supply-side fees	Demand- side fees	Total advertiser cost	Impressions	Click- throughs	Viewable impressions
2/26/2024		EUR							
2/27/2024		EUR							
2/28/2024		EUR							
2/28/2024		EUR							
2/28/2024		EUR						-	



Traffic Events API Report (Article 6(8))

nads Advanced tools cent				Sign in Q. Search documenta
Developer guides API referen	nce No-code tools			Sign in with your Amazon Developer × account
w 1			In this document	Discover new metrics dashboards for your Amazon Ads API integrations.
rding	Get started	d	Prerequisites	
rted			Header parameters	
t management	Proroquisitos		Marketplaces Europe	
ing	Prerequisites			
	To work with traffic eve	nts APIs, you need to have:	North America APAC	
	 An existing Ama 	zon Ads account.	Make your first call	
red Products	5	azon account through which you have onboarded the Amazon Ads API.	Workflow Execution	
red Brands	For information about o	phoarding to the Amazon Ads API, see Onboarding. For information about generating	Request payload	
red Display		eneral guide to getting started with the Amazon Ads API.	Using cURL	
red TV			Sample request	
DSP	Header para	meters	Sample response	
	ricader para	lieters	Using Postman	
Marketing Cloud		dual API parameters, the following header parameters are required for most of your	Setup	
Marketing Stream	calls.		Headers and payload	
a manager			Get your query results	
d Service	Header	Description	Generate the download URL	
events	Amazon-	The identifier of a client associated with an Amazon Developer account.	Using Curl	
	Advertising-API-	The identifier of a client associated with an Amazon Developer account.	Using Postman	
view	ClientId		Download the CSV file	
ing started		The marketplace identifier for the marketplace in the request. Marketplaces are	Next steps	
sources	Amazon-			
rying data	Advertising-API- tied to the country. Marketplaceld			
aggregation thresholds	. lanceptacera			
unt management	Amazon- Advertising- Advertiser-Id	The traffic events API account identifier. Include this header when querying Amazon DSP advertisers. This value is the advertiser id found in the Amazon Ads DSP console, or from the /dsp/adverisers API. Do not include this header		

when querying Sponsored Ads advertisers.

amazon

Amazon Store and Ranking Results Article 6(5)



Product Search Results Page



+8 other colours/patterns

★★★★☆ 1,627

WOLTU Stool Cube Footstool with

Storage Box Chests Foldable Lid

Removable with Handles Padded

Faux Leather Seat 37.5 x 37.5 x 38..

***** 624

€33¹⁴ Was: €38.99

√prime

HollyHOME Footstool Foldable *7 other colours/pattern: Footrest Footrest Foldable Stool with Aibiju Footstool with Storage Space. Metal Legs Foot Stool with... Small Ottoman Footstool, Fabric ****** 885 Footstool with Wooden Legs for Living Room, Bedroom, Entryway,. €**39**99 (€39.99/count) ***** 303 ✓prime €**35**99 Save 10% with voucher

√prime



WOLTU BH409rs-1 Make-Up Stool with Soft Seat Cushion, Large Seat, 4 Dressing Table Stool, Round Design Thickened Wooden Legs, Nordic Stool, Height Adjustable, Rotatable, Style, for Bedroom, Living Room, 4... Office Stool, Work Stool, Kitchen.. ★★★★☆ 3,586

> €39⁹⁹ RRP: €44.99 Join Prime to buy this item at €37.99


Product Detail Page

Home & Kitchen > Furniture > Living Room Furniture > Ottomans



Stool, Made of Cotton and Linen for Living Room, Bedroom Visit the IBUVKE Store 1,567 ratings	on orders dispa over €39	Saturday, 21 June atched by Amazor
¢15 ⁹⁹	 Or fastest delivery Tomorrow, 1 June. Order within 6 hrs 20 min 	
Prices for items sold by Amazon include VAT. Depending on your delivery address, VAT may vary at Checkout. For other items, please see details.	Deliver to Belgium In stock Quantity: 1	
Available at a lower price from other sellers that may not offer free Prime		
delivery. Colour Name: Beige	Add to Basket	
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€15.99 €17.99	Sold by	IBUYKE-EU
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Square Round shape	Payment	Secure transaction
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dimensions	For further information, compa details, terms and conditions,	
Colour Beige		in rights, please
Brand IBUYKE	click on the sel	ler's name.
Fabric Type Canvas Base material Wood	🗌 Add gift op	tions
Frame material Wood		
✓ See more	Add to List	
Top material type Linen Base type Leas	Other sellers	on Amazon
Shape Item weight Square 1.95 Kilograms	New & Used (2) FREE Delivery	
About this item	€39.00 shipped	i by Amazon.

- · Multifunctional stool: Can be used as a stool, footstool, ottoman, children's
- stool, sofa stool in the living room, reading room or bedroom for children and adults.





Pricing policies and mechanisms applied by Amazon Store Article 5(3)



Amazon Seller Central help page

Seller Central Help > Manage inventory > Price your item > Maintaining customer trust with competitive prices in the Amazon store

Maintaining customer trust with competitive prices in the Amazon store

In this article, we would like to share with you details on the pricing tools and policies that we have in place to help sellers compete to the be Featured Offer, to protect sellers from pricing errors, and support delightful customer and seller experiences.

In the Amazon store, we aim to offer a broad range of selection with fast, reliable delivery, and everyday low prices. Customers have many options to choose where to shop, and we know that providing outstanding selection, value, and convenience continues to earn customer trust and keeps them coming back.

Maintaining customer trust in competitive Amazon prices

Independent sellers are a critical part of the success of the Amazon store. They set their own prices, and we help them succeed by providing optional tools to support them in offering competitive prices. As a result, we are proud that our customers can continue to trust that they will find low, competitive prices and save money while shopping in the Amazon store. As part of our commitment to maintaining customer trust in the Amazon store, and to help all sellers grow their businesses over the long run, we evaluate all competing Amazon retail and third-party seller offers and highlight the best offer for a product with a **Buy Now** button, also referred to as the "Featured Offer", on the product detail page. We highlight the offer customers would choose if they compared all offers in detail, and we strive to only highlight offers that customers are most likely to choose based on the combination of features they care about most (including due to competitive prices). This is a common practice among other retailers. In addition, we have processes in place to avoid highlighting uncompetitive or significantly high prices as the Featured Offer.

We know customers always prefer low prices, and to help ensure that we offer customers consistently low prices we consider prices that can be observed in reputable competing stores. When we learn that the product in question is available from a reputable store for less, we may not display the **Buy Now** button. In these cases, we explain to customers on the product search results and on the detail page that there is no Featured Offer available at that time. If an offer is not featured with a **Buy Now** button, customers can still buy the product which can be easily found in the buying options for that item.

Within Seller Central, sellers receive prompt notification when their offer is ineligible to be a Featured Offer, including actionable, optional ways for sellers to lower their price in the Amazon store to be eligible for the Featured Offer. As part of this, sellers can see the competitive price available from another reputable store, and have the option to lower their price via the Pricing Health page, or other Seller Central pages, such as the Homepage. Additionally, if they subscribe, sellers may also receive the pricing-related notifications via email and APIs.



Amazon Seller Central help page

Protecting customers from significantly high prices and helping to protect sellers' reputation

In addition to offering customers low, competitive prices every day, Amazon works hard to protect customers from significantly high prices for a product during their shopping experience. These rules also help to maintain customer trust in sellers' prices and the reputation of the seller community. When recent prices in our store or at other reputable retailers indicate to us that a current offer is priced significantly higher than the typical price for that item, we also choose not to highlight that offer with a **Buy Now** button. In this case, sellers are notified when their offers are ineligible to be a Featured Offer due to a significantly high price within Seller Central's **Pricing Health page**. When available, we provide one or more objective reference prices for sellers to consider when choosing if they will lower their price in the Amazon store.

We calculate a product's recent "typical" price in our store based on a variety of inputs, including a product's Amazon sales history, the item's Recommended Retail Price, available reference price information, and offers for the same or similar products at other reputable retailers. Again, when a live offer is not featured with a **Buy Now** button, customers can still buy the product by clicking to see the buying options for that item.

We also take steps to protect both customers and our selling partners from prices that may harm either (or both) parties. This includes prices that are egregiously high (such as the case of price gouging) or erroneously low (such as the case where there may be a mistake that may negatively impact the seller), or when prices are outside of defined minimum and maximum prices that sellers may independently choose to set. When we identify a seller's price outside their self-defined minimum or maximum, we will remove that offer from the store. Customers will not be able to see or shop the offer during this time. We also continually evaluate offers for what could be considered price gouging under local regulations. While local laws vary, we may remove an offer from the store when we see an offer that is egregiously higher than the typical price for that item. In these cases, sellers receive a notification within Seller Central on the Pricing Health page, as well as on Manage All Inventory and via email, along with any objective reference price information we have available to share to help sellers choose whether and to what extent to lower their price in the Amazon store to restore their listing.

Contact us and learn more

If you have questions or think we have evaluated your offer in error, you can contact us anytime by contacting Selling Partner Support.

For more information, refer to the following resources:

- Featured Offer
- Become the Featured Offer
- Featured Offer eligibility
- Pricing Health
- Marketplace Fair Pricing Policy



Amazon blog post on pricing





Reading:

Ensuring competitive pricing for customers and selling partners: Amazon's commitment to trust and value Amazon strives to ensure low prices, fast and free shipping, and vast product selection, which is a key reason why customers continue to return to our store for their shopping needs. Independent sellers who share our customer-centric approach build successful businesses on Amazon, and we celebrate their success.

At the heart of our store: Good prices for everyone



Shopping should be simple: customers want to find what they need at a fair price. That's why Amazon has built its store around helping customers discover competitive offers from Amazon and a growing community of selling partners, including 47,500 German sellers.

STORIES WE THINK YOU'LL LIKE



Independent selling partners are a critical part of the success of the Amazon store. While they set their own prices, Amazon helps customers



Q&A on the presentation and open discussion

- Always state your name and organisation (in room and via slido)
- Questions and comments should be
 - clear and short = 2 min max,
 - relevant and on-topic of the specific DMA obligation,
 - constructive.
- One question or comment per intervention



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Coffee break

Presentation by Amazon on the main developments Integration of AI solutions and roll out

Rufus: Al-powered shopping assistant







Rufus: Answering general questions





Rufus: Getting product recommendations

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	Running shoes for a mextra cushion	narathon with	
	t these running shoes wit Ig to help you go the dist 1:		
	ASICS Men's Gel Running Shoe		
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slip-res	Men's Gel-Nimbus 27 offe istance and extra cushion on runners.		
	New Balance Me Foam X 1080 V1 4.4	4	
Ask Du	fus a question		



Rufus: Comparing options





Rufus: Answering questions about specific products





- Always state your **name and organisation** (in room and via slido)
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Any question?

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- Questions and comments should be
 - clear and short = 2 min max,
 - relevant and on-topic of the specific DMA obligation,
 - constructive.
- One question or comment per intervention



Q&A on other topics and conclusion

- Always state your **name and organisation** (in room and via slido)
- Questions and comments should be
 - clear and short = 2 min max,
 - relevant and on-topic of the specific DMA obligation,
 - constructive.
- One question or comment per intervention



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Thank you