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To: Anita Friedman <afriedman@arlingtonva.us>

Subject: NASPO PA in Virginia

Anita, when we last spoke, you asked about procurement methods of AWS services in the state of Virginia. I mentioned the NASPO PA where there are 5 partners that you can leverage with the NASPO ValuePoint Cloud Solutions contract in Virginia :

- DLT
- A&T
- SHI
- Smartronix
- Strategic Communications

What can be sold:

- IaaS, PaaS, SaaS, & Professional Services (except for A&T which rebid to add PaaS & SaaS)

Other contract paths in Virginia, mainly for local and education markets:

- DLT with a US Communities contract
- SHI with a National IPA Contract

Need more information? – check out: NASPO ValuePoint Cloud Solutions contract page:

<http://www.naspovaluepoint.org/portfolios/details/71/#participants>

--Kelley

“The ultimate measure of a man is not where he stands in moments of comfort and convenience, but where he stands at times of challenge and controversy...”

- **Rev. Dr. Martin Luther King**