

From: Anita Friedman
Sent: Thursday, January 24, 2019 12:39 PM EST
To: Dubois, Kelley <duboiskd@amazon.com>
Subject: RE: NASPO PA in Virginia

Will call you tomorrow. I am booked solid today.

Anita

Anita Friedman
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From: Dubois, Kelley [mailto:duboiskd@amazon.com]
Sent: Wednesday, January 23, 2019 1:52 PM
To: Anita Friedman <Afriedman@arlingtonva.us>
Subject: RE: NASPO PA in Virginia

Good afternoon Anita
Was the information below helpful?

--Kelley

From: Dubois, Kelley
Sent: Tuesday, January 22, 2019 1:17 AM
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**