

**From:** Dubois, Kelley <duboiskd@amazon.com>  
**Sent:** Wednesday, January 23, 2019 1:51 PM EST  
**To:** Anita Friedman <afriedman@arlingtonva.us>  
**Subject:** RE: NASPO PA in Virginia

Good afternoon Anita  
Was the information below helpful?

--Kelley

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**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**