

From: Dubois, Kelley <duboiskd@amazon.com>
Sent: Tuesday, January 29, 2019 4:41 PM EST
To: Anita Friedman <afriedman@arlingtonva.us>
Subject: RE: NASPO PA in Virginia

Hi Anita

Are you available tomorrow? Or, if you are still in the office this afternoon, I am available as well

--Kelley

You don't have to be great to start, but you do have to START to be great

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

Will call you tomorrow. I am booked solid today.

Anita

Anita Friedman
Director
Department of Human Services
2100 Washington Boulevard
4th floor
Arlington, VA 22204
703-228-1322
afriedman@arlingtonva.us

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**