



Welcome

Sam Nixon
Chief Information Officer of the Commonwealth

CIO Council Meeting
May 11, 2011



Agenda

- Welcome – *CIO Sam Nixon*
- Comprehensive IT Assessment (CITA)
 - Update – *Mike Sandridge, VITA*
 - CoVA Wireless Audit – *John Sheldon, VITA*
- PC refresh, *Mike Neely, Northrop Grumman*
- Verizon service, *Brian Snodgrass, Northrop Grumman*
- Review of issues and actions – *Chad Wirz, VITA*
- Roundtable – *CIO Council Members*
- Next Meeting – *May 11, 2011*



Virginia Information Technologies Agency

Comprehensive IT Assessment (CITA)

Mike Sandridge
Project Management Development Manager,
VITA

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Audit of CoVA Wireless Services

John K. Sheldon
VITA Project Manager

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Goals

The project will seek to identify improvements/cost savings in two areas:

- Audit savings from recognition and correction of inventory/billing errors over and above those already identified by VITA
- Rate optimizations from customers switching to recommended lower-cost plans within their current carrier



Scope

- Customers in scope for this effort include state agencies and localities using CoVA wireless contracts
 - More than 21,000 cellular devices -- phones, mobile e-mail/smart phones and air cards -- used by state and local employees targeted for possible savings
- Cellular providers in scope for this effort are:
 - Verizon Wireless, AT&T Mobility, Sprint-Nextel, US Cellular, nTelos Wireless



Rationale

Managing cellular expenses

- Aligns with the Governor's emphasis on government reform and savings
- Addresses recent findings by the Auditor of Public Accounts (APA)
- Also part of the Comprehensive Information Technology Assessments (CITA) required of agencies by the Governor and General Assembly in the budget bill



CITA Impact

- This VITA project takes the place of agencies having to do their own CITA wireless usage analysis
- Agency net savings from invoice audits and implemented optimization recommendations may be counted toward the agency's CITA cost savings goal



Approach

- Tangoe Inc. hired by VITA to conduct a one-time audit of CoVA cellular services
 - Leading telecommunications expense management (TEM) vendor
- Audit will review bills and rate plans, identify potential savings
 - No out-of-pocket expenses to perform historical audit and recommend rate plan optimization
 - Tangoe fees based on actual savings recovered
 - Agencies must implement recommended optimization changes to realize savings



Cost

VITA will bill agencies for, and pay Tangoe a fee of, 19.5% of savings

- For audit savings: One-time fee will be based upon the actual savings recovered (over and above those identified by VITA)
- For optimization savings: One-time fee will be 12 x the difference between the monthly baseline (representing current expense management efforts) and the re-rated (optimized) baseline

Schedule

Project schedule subject to variability due to cellular usage data complexity and agency approval of recommended optimizations

Current timeline:

- Usage data analysis by Tangoe: May-June
- Findings, working with agencies and cellular carriers to implement recommended optimizations: July-September



Questions



Review of Issues and Actions

Chad Wirz
Operations Director, VITA

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Roundtable



2011 CIO Council Meetings

- July 13
- Sept. 14
- Nov. 9

AITR meetings -

June 8, Aug. 10, Oct. 12, Dec. 14