

From: Haltiwanger, Katherine <KatherineHaltiwanger@gov.sc.gov>
To: Nicholas, WendyNicholasWB@scdot.org
CC: Veldran, KatherineKatherineVeldran@gov.sc.gov
Date: 7/11/2014 8:06:39 AM
Subject: Re: Follow up ...

Yes, thanks so much!

Sent from my iPhone

On Jul 11, 2014, at 5:27 AM, "Nicholas, Wendy" <NicholasWB@scdot.org> wrote:

We usually prefer not to tie up the Secretary's time with vendors, but I'm sure this is something she'd be interested in. What we do in these cases is have them sit down with one of the direct reports to the Secretary and then brief the Secretary afterwards. Do you want me to reach out?

From: Haltiwanger, Katherine [<mailto:KatherineHaltiwanger@gov.sc.gov>]
Sent: Wednesday, July 09, 2014 4:31 PM
To: Nicholas, Wendy
Cc: Veldran, Katherine
Subject: FW: Follow up ...

Wendy,

Please see the request below for a meeting with Oakley. How would you like for me to respond?

Thanks,
Katherine

Katherine Haltiwanger
Deputy Chief of Staff-Operations
Governor Nikki R. Haley
1205 Pendleton Street
Columbia, SC 29201
direct: 803.734.5150
fax: 803.734.5167

From: Lee Cowen [<mailto:lee@cowenllc.com>]
Sent: Wednesday, July 09, 2014 11:53 AM
To: Haltiwanger, Katherine; Veldran, Katherine
Subject: Follow up ...

Hi Ladies -

It was a pleasure seeing you both recently at the senior staff event, and meeting you Katherine V.

As we discussed, I have a client - NTT DATA - who would really appreciate the opportunity to meet with Sec. Oakley over at SCDOT to discuss a strategic idea that could be helpful to her.

I am attaching a description of my client NTT DATA's transportation experience and practice; and the strategic idea is similar to what Texas DOT recently did. The Texas DOT decided that they wanted to get out of the IT business so they could focus on building/maintaining roads, bridges, etc., so they outsourced their entire IT function to NTT DATA. For

the same price that TXDoT was paying before to just maintain old legacy systems, NTT DATA will continue to maintain those systems plus transition TXDoT to new modern, more efficient systems.

As you may know, many states are facing a serious workforce shortage of qualified IT staff as older workers - who are familiar with systems going as far back as COBOL - are retiring. NTT DATA has the staff necessary to run those old systems in the short term, plus the experience and expertise to modernize transportation related systems for the long term. Plus, NTT DATA has a great deal of experience working in SC, having done projects, often with repeat business, at Education, DEW, etc.

Thanks so much.

Lee

Lee Cowen
President
Cowen Consulting, LLC
Lee@CowenLLC.com
202-285-7777
www.CowenLLC.com