

From: Haltiwanger, Katherine <KatherineHaltiwanger@gov.sc.gov>
To: Lee Cowenlee@cowenllc.com
CC: Veldran, KatherineKatherineVeldran@gov.sc.gov
Date: 7/11/2014 8:09:18 AM
Subject: Re: Follow up ...

Lee, the COS for DOT, Wendy Nicholas, will be reaching out to you regarding this; most likely will be next week. Great seeing you in Coronado!

Sent from my iPhone

On Jul 9, 2014, at 11:52 AM, "Lee Cowen" <lee@cowenllc.com> wrote:

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.

Please let me know what you suggest as a next step for meeting with Sec. Oakley? And Katherine V., perhaps when I'm in Columbia we can arrange time to meet with Christian re the new DoA, as we also discussed. And of course hit some BBQ joints!!

Thanks so much.

Lee

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<NTT DATA Transportation.pdf>