

From: Pitts, Ted
To: Soura, Christian <ChristianSoura@gov.sc.gov>
Date: 9/23/2013 1:45:12 PM
Subject: FW: follow on ROI efficiencies package / meeting with B&C Bd and SC IT
Attachments: ESMSCUSTExecutive Brief21Aug2013v1.2.pptx

From: Todd Tibbetts [mailto:toddt@ustelegration.com]
Sent: Monday, September 23, 2013 12:56 PM
To: Pitts, Ted
Subject: FW: follow on ROI efficiencies package / meeting with B&C Bd and SC IT

Ted,
Attached is Exec Brief we presented to Mr. Koch and Mr. Earley.
To keep momentum, below is our note to Mr. Stirling.

Cheers,

Todd Tibbetts
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From: Todd Tibbetts
Sent: Wednesday, August 21, 2013 8:25 AM
To: Brian Stirling / COS Gov Haley (brianstirling@gov.sc.gov)
Cc: nikkihaley@gov.sc.gov; Haltiwanger, Katherine
Subject: follow on ROI efficiencies package / meeting with B&C Bd and SC IT

Brian,

Thank you for taking time to meet with us.

The efficiencies Return on Investment (ROI) package can be accomplished without the DOA bill, provide 10:1 ROI in phase 1, and be a substantial win for Governor Haley and the State of South Carolina. We need action to make it happen.

After meeting with Mr. Earley / Mr. Koch and learning the South Carolina situation, we recommend phased deployment into the 16 agencies that Governor Haley has the most influence with. This will get voice and data efficiencies going with the majority of South Carolina state end users.

We have confidence South Carolina has the opportunity to capture over \$167M in voice and data savings over 9 phases. The majority of the savings opportunity is in data, which is where the security issues are as well. So, SC can take the savings and reinvest it in security if leadership decides to do this.

We can be flexible and our desire is Phase 1 deployment - licensing South Carolina with our Efficiency Savings Model (ESM). The deployment licenses all South Carolina government with the model for 3 years. Our estimate for Phase 1 deployment is \$14,850.00 with a \$150K return, which computes into 10:1 Return on Investment. The estimate for Phase 2-9 is \$0.00. The license is a product and it comes with \$14,850.00 of consulting hours to implement.

Attached is the updated 21 August brief that explains the model with the license with charts and graphs. The ESM

cost, savings, license, and chart is on slides 8-10.

We are sending a note to Mr. Koch and Mr. Earley with the same information. And, we are in hopes of working out a licensing agreement with consulting hours soon.

Please advise.

Very respectfully,

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