

**From:** Brian Sailer <Brian.Sailer@grayling.com>  
**To:** Veldran, KatherineKatherineVeldran@gov.sc.gov  
**Date:** 8/27/2014 5:02:04 PM  
**Subject:** Re: Meeting request on behalf of SourceHOV

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This is great — we also just set up Gary Cannon for 3PM at the Workers Compensation Commission.  
So if DMV works we'll be rocking!! Thanks so much.

So we have 9AM – Dept of E&W  
11AM – CoS  
3PM – Workers Compensation Commission  
TBD - DMV

I'll come in on the 2nd, any good recs on hotels?

Brian

On 8/21/14 1:30 PM, "Katherine Veldran" <katherineveldran@gov.sc.gov> wrote:

Who is your contact with SourceHOV?

September 3, 2014 – confirming locations – will let you know asap.  
9:00AM - Director Cheryl Stanton, Department of Employment & Workforce  
11:00AM - Ted Pitts, COS, Office of the Governor

Working on DMV as well.

Thank you,  
Katherine

**From:** Brian Sailer [mailto:Brian.Sailer@grayling.com]  
**Sent:** Friday, August 08, 2014 11:30 PM  
**To:** Veldran, Katherine  
**Subject:** Re: Meeting request on behalf of SourceHOV

Both days work - lets book it! Thanks, and we can follow up and determine if its one day or two,  
and offices you'd recommend we meet with.

Thanks again. Brian

On Aug 7, 2014, at 11:43 AM, "Veldran, Katherine" <KatherineVeldran@gov.sc.gov> wrote:

How does September 3rd or 4th?

**From:** Brian Sailer [<mailto:Brian.Sailer@grayling.com>]  
**Sent:** Thursday, August 07, 2014 8:33 AM  
**To:** Veldran, Katherine  
**Subject:** Re: Meeting request on behalf of SourceHOV

Katherine – Sorry for delay. One day would be preferred, however, if we need two, we'll do it! Thank very much, let us know what dates look best, and I'll get the team locked in.

On 8/5/14 5:10 PM, "Katherine Veldran" <[katherineveldran@gov.sc.gov](mailto:katherineveldran@gov.sc.gov)> wrote:  
The last week of August looks great for our Chief of Staff and others.  
Were you thinking about coming for one or two days?  
Katherine

**From:** Brian Sailer [<mailto:Brian.Sailer@grayling.com>]  
**Sent:** Monday, August 04, 2014 10:46 AM  
**To:** Veldran, Katherine  
**Subject:** Re: Meeting request on behalf of SourceHOV

Thanks so much!! Greatly appreciate it.

On Aug 4, 2014, at 10:37 AM, "Veldran, Katherine" <[KatherineVeldran@gov.sc.gov](mailto:KatherineVeldran@gov.sc.gov)> wrote:

I should have something for your today.  
KV

**From:** Brian Sailer [<mailto:Brian.Sailer@grayling.com>]  
**Sent:** Friday, August 01, 2014 8:33 AM  
**To:** Veldran, Katherine  
**Subject:** FW: Meeting request on behalf of SourceHOV

Katherine – Left you a VM this morning, and news on possible dates in late Aug or early Sept for SourceHOV & Gov's office. Thanks – hoping to give them update today at 9AM.  
Thanks, B

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**Brian Sailer**

Managing Director

100 M Street, SE  
Suite 500  
Washington, DC 20003

(202) 863-4213 – Office  
(202) 695-0841 - Mobile  
[brian.sailer@grayling.com](mailto:brian.sailer@grayling.com)

[grayling.com](http://grayling.com) <<http://grayling.com>> <<http://grayling.com>>

----- Forwarded Message

**From:** "brian.sailer@grayling.com" <brian.sailer@grayling.com>

**Date:** Fri, 18 Jul 2014 09:05:49 -0400

**To:** Katherine Veldran <katherineveldran@gov.sc.gov>

**Subject:** Re: Meeting request on behalf of SourceHOV

Katherine -

Hope you're well. Per my note below, we're still trying to coordinate this meeting. I know you wanted to set up the meeting with several agency folks in addition to the Gov's staff - however, I'm under a lot of pressure to try to get them with Gov's office - so can we potentially narrow this request to the CoS/COO level for now?

If you'd like me to work with someone in scheduling, please just let me know. Thanks, and sorry for sounding anxious, we're just going to miss the opportunity to get in if we aren't able to move soon. Thanks for any help/guidance you can offer. B

On 7/7/14 10:15 AM, "brian.sailer@grayling.com" <brian.sailer@grayling.com> wrote:  
Hey Katherine, awesome hanging out with you in San Diego! Didn't want to bug you last week with 4th - and hoping we can look to scheduling dates for meeting with SC for SourceHOV leadership. Next week is touch, but the week of July 21 is probably best, if that works for your team. Looking forward to coming to Columbia.

Brian

On Jun 18, 2014, at 10:43 AM, "Brian Sailer" <Brian.Sailer@grayling.com> wrote:  
Re: Meeting request on behalf of SourceHOV Hi Katherine — Just touching base, I know you were wrapping up session and we were going to try to lock down a meeting last week. We were focused on SourceHOV and their work at DOR, and meeting with COS and or Gov's COO to discuss other Agency support for cost savings and process improvement. I have already reached out to Worker's Comp myself - and hope to get something set with Mr. Cannon, Executive Director.  
If you can potentially see about dates in late June or early July, that would be great. If we can see a few options, I'll get one locked down ASAP.

Look forward to a fun few days in San Diego! See you there.

Thanks.

Brian

On 6/4/14 9:59 AM, "brian.sailer@grayling.com" <brian.sailer@grayling.com> wrote:  
Katherine --

I hope this finds you well — I wanted to follow up regarding my email of May 2nd.

I've not had any feedback from her as of yet, and I'm trying to set two meetings for them with Gov's office and State Worker's Comp Commission: 1) with the Gov's CoS to discuss broader state support and expansion of their services; and 2) a meeting with the State's Worker's Comp Executive Director, Gary Cannon. I can reach out to Cannon directly, but certainly would be great to have hand off from the Gov's office.

SourceHOV is a current contractor to the State supporting all the back office work for tax processing at the Dept of Revenue. They have facilities and approx 250 staff in Irmo. They want to discuss possible expansion of services with the state, and look to build out their employee base in the state.

Please call me if you can today – 202-695-0841.

Thanks for your help.

Brian

On 5/2/14 10:52 AM, "[brian.sailer@grayling.com](mailto:brian.sailer@grayling.com)" <[brian.sailer@grayling.com](mailto:brian.sailer@grayling.com)> wrote:  
Katherine,

I hope this finds you well! DutkoGrayling is currently working with a company, SourceHOV, that is contracted with the State of SC to provide business process support services to the Department of Revenue. Essentially they are helping to process all of the state's tax returns, manage and protect documents and data, are create efficiencies, and lowering the cost of operations significantly. We would like to set up a meeting with the Governor's staff to discuss our initiatives, and to discuss how these same efficiencies and cost savings can be achieved with other agencies like Budget & Control Board, Corrections, DMV among others.

This is a great company and it's looking to expand its operations in SC and grow its workforce in the state.

I'd like to see if we could work together to schedule a meeting in Columbia in May or early June with Ted Pitts and the appropriate Governor's staff, and possibly agency liaisons.

I thank you for your consideration and help with this request. We can be flexible in scheduling, and work towards a time that most convenient to the Governor's staff. I can be reached via this email, and or by phone at 202-695-0841.

Hope to see you in New York. All the best.

V/R,

Brian

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**Brian Sailer**

Managing Director

100 M Street, SE  
Suite 500  
Washington, DC 20003

(202) 863-4213 – Office  
(202) 695-0841 - Mobile  
[brian.sailer@grayling.com](mailto:brian.sailer@grayling.com)

[grayling.com](http://grayling.com) <<http://grayling.com>> <<http://grayling.com>> <<http://grayling.com>>

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[brian.sailer@grayling.com](mailto:brian.sailer@grayling.com)

[grayling.com](http://grayling.com) <<http://grayling.com>> <<http://grayling.com>> <<http://grayling.com>>

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Washington, DC 20003

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[brian.sailer@grayling.com](mailto:brian.sailer@grayling.com)

[grayling.com](http://grayling.com) <<http://grayling.com>> <<http://grayling.com>>

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Managing Director

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Suite 500  
Washington, DC 20003

(202) 863-4213 – Office  
(202) 695-0841 - Mobile  
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[grayling.com](http://grayling.com) <<http://grayling.com>>



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**[grayling.com](http://grayling.com)**