

From:

To: David Elwartdelwart@scprt.com

CC: Amy Duffyaduffy@scprt.com

marcia.adams@scdmv.netmarcia.adams@scdmv.net

Date: 5/21/2007 3:40:39 PM

Subject:

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David,

Sorry to be slow in getting back with you – I just talked with Henry and its definitely not business as usual....your collective concerns are absolutely being heard. At this point in the process, it sounds like they are going to go ahead and evaluate responses since they have them but that doesn't mean that a contract will be let – especially if the cost savings aren't there and the new contracts would involve replacing a lot of equipment.

There is obviously a bunch of conflicting information out there and Henry continues to dig further into it but I trust that he'll not let a final decision be reached before circling up with the largest customers/users for their input.

Thanks for not accepting business as usual as the usual anymore.

Chad

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**From:** David Elwart [mailto:delwart@scprt.com]

**Sent:** Friday, May 18, 2007 2:17 PM

**To:** Chad Walldorf

**Cc:** Amy Duffy; marcia.adams@scdmv.net

**Subject:** VoIP

Chad,

I have received several telephone calls today from other State Agency IT Directors concerning the current VoIP RFP. After speaking to them it is my understanding that the CIO's office is moving forward evaluating responses to the current VoIP RFP (that does not meet the needs of a number of agencies and higher education as outlined in my May3, 2007 memo to you)with a panel made up of members of the CIO's staff, Dr Bob Capes of the College of Charleston and David O'Berry with PPP. Other members of the evaluation panel are from Florida, Georgia and Virginia.

As I expressed to you in my memo on May 3, 2007 the current VoIP RFP does not meet the needs of a number of agencies. It calls for a hosted solution only, does not allow agencies to purchase equipment, install and manage their own system. In effect it is trading the existing CIO managed PBX system for a hosted VoIP system – no cost savings, no convergence, just self preservation by the CIO of the current system.

Should I hold out for any hope that PRT and other qualified agencies will one day be enabled to move forward with their own VoIP system, saving the agency, the state and the citizens money – or should I just accept the fact it is business as usual with the State CIO.

Thanks for the ear.

Regards,

David

**David Elwart**

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