

## LeMoine, Leigh

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**Subject:** Call with Marilyn Crouther, HP Enterprise Services

**Start:** Fri 12/21/2012 10:00 AM

**End:** Fri 12/21/2012 10:10 AM

**Recurrence:** (none)

**Organizer:** Haley, Nikki

Marilyn Crouther  
Senior Vice President and General Manager, U.S. Public Sector  
HP Enterprise Services  
Hewlett-Packard Company

Marilyn Crouther is Senior Vice President and General Manager of the U.S. Public Sector Region for HP Enterprise Services. She is responsible for accelerating market expansion and driving overall business performance, while further strengthening relationships with our U.S. federal, state and local government clients. She has a proven track record, significant experience in P&L management and large, complex IT engagements, and a deep understanding of the government industry.

Before her current position, Crouther served as Vice President and Chief Financial Officer for the U.S. Public Sector Region of HP Enterprise Services, where she planned and directed all financial and accounting business and demonstrated expertise in driving financial and operational performance improvements while building a strong teaming environment. In addition to her strong financial background, Crouther was instrumental in the strategic planning process related to growth and client relationships and ensured compliance with all government and accounting regulations.

Crouther joined EDS in 1989 in the corporate controller's organization and has a broad-based finance and accounting career. From 1989 to 1998, she worked in Corporate Financial Planning and Analysis supporting financial planning, reporting, and audit functions; led various new business, acquisition and due diligence efforts within the Communication Industry Group; and acted as strategic business unit controller for the Health Care Industry Group. In August 1998, she moved to Herndon, Virginia, as a Financial Controller within the Government Industry Group where she implemented a rigorous financial review process to monitor program performance and drove actions to achieve targeted business commitments. Before joining EDS, Crouther was an accountant for Transco Energy Company in Houston, Texas.

She is recognized as a financial expert in the government IT industry. In 2010, she was named one of the Top 10 CFOs to Watch by Executive Biz and the Group/Division CFO of the Year by the Northern Virginia Technology Council CFO Awards. In 2007, she was recognized as a Professional Achievement Award winner by the National Women of Color Technology organization and a finalist in the March of Dimes Heroines in Technology. Also in 2007, Crouther won the Community Service Award from the Northern Virginia Technology Council CFO Awards.

## LeMoine, Leigh

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**Subject:** Briefing Update on HP Child Support System Contract  
**Location:** Governor's Office  
  
**Start:** Tue 4/9/2013 9:30 AM  
**End:** Tue 4/9/2013 10:00 AM  
  
**Recurrence:** (none)  
  
**Organizer:** Haley, Nikki

## LeMoine, Leigh

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**Subject:** Meeting with Marilyn Caruther  
**Location:** Governor's Office  
  
**Start:** Wed 5/8/2013 1:15 PM  
**End:** Wed 5/8/2013 1:50 PM  
  
**Recurrence:** (none)  
  
**Organizer:** Haley, Nikki

Staff: Swati and Bryan

### Child Support Enforcement Project Talking Points with HP May 7, 2013

#### 1. HP's Involvement with Contract

- While Saber Corporation was the original vendor to the August 2007 CFS contract, EDS completed the purchase of Saber on November 30, 2007. HP completed the purchase of EDS on August 28, 2008. HP corporate staff has been responsible for the project for more than 5 years.
- Frank Chechile, HP corporate VP, executed the first 2 contract extensions (2009 and 2011) on behalf of EDS/HP and HP, respectively; Mike Poth, VP over State and Local Enterprise Division of HP, executed the third contract amendment in 2012.

#### 2. Contract Extensions

- Original contract was for a period of 36 months.
- First Contract Extension - Extended contract from 36 months to 52 months.
- Second Contract Extension - Extended contract from 52 months to 68 months.
- Third Contract Extension - Extended contract from 68 months to 73 months. (HP should have completed Systems Test by November 2012 and Statewide Deployment by August 2013. HP is currently halfway through Systems Test.)

#### 3. What does the State want from HP?

- Provide a realistic schedule;
- Finish the project in a quality manner with strong leadership and skilled staff;

- Commit to paying:
  - any additional federal penalties incurred as a result of missing the federal implementation deadline of September 30 in 2013 and 2014; and
  - costs incurred by the State and Clerks of Court due to project extension.

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**Subject:** Meeting with Swati re: HP Update

**Start:** Wed 5/22/2013 11:00 AM

**End:** Wed 5/22/2013 11:10 AM

**Recurrence:** (none)

**Organizer:** Haley, Nikki