

**From:** Ian Silver <ian.silver@coupa.com>  
**To:** Soura, ChristianChristianSoura@gov.sc.gov  
**Date:** 6/7/2013 11:36:43 AM  
**Subject:** New Contact Information

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Christian,

I hope this email finds you well. I wanted to send you a brief email with my new contact information and set up a time to briefly meet in Columbia in the next few months.

I recently took an excellent opportunity at Coupa as Director focusing on building the Public Sector practice. To be brief, Coupa offered me an opportunity to build a national public sector team and expand upon their success as the leading provider of cloud-based spend optimization solutions for more than 300 customers in 40 countries including Coke, Subway, McDonald's, Orbitz, and Toyota. They are the Deloitte 500's #1 fastest growing company and Fortune Magazine's top 100 startup to work for in the US.

I look forward to speaking with you about my vision for the public sector at Coupa and requesting your valuable input and experience from your time in PA and SC as a guide moving forward. In fact you may actually know one of my mentors in this new venture, Jack Miles. Jack was the former Secretary of DMS at the State of Florida and sits on the Coupa Advisory Board. I will be working closely with him as we expand the public sector presence at Coupa.

Is there a convenient time during the break in the next few months you would be available to meet? I would be more than happy to plan my trip to Columbia and MMO/ITMO around your schedule.

Respectfully,  
Ian

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