



Virginia Information Technologies Agency

IT Infrastructure Services Sourcing Update

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IT Advisory Council
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Timelines

IT Sourcing

Plan
2014 - 15

Procure
2016 -2018

Transition
Starts June 2019

Disentangle

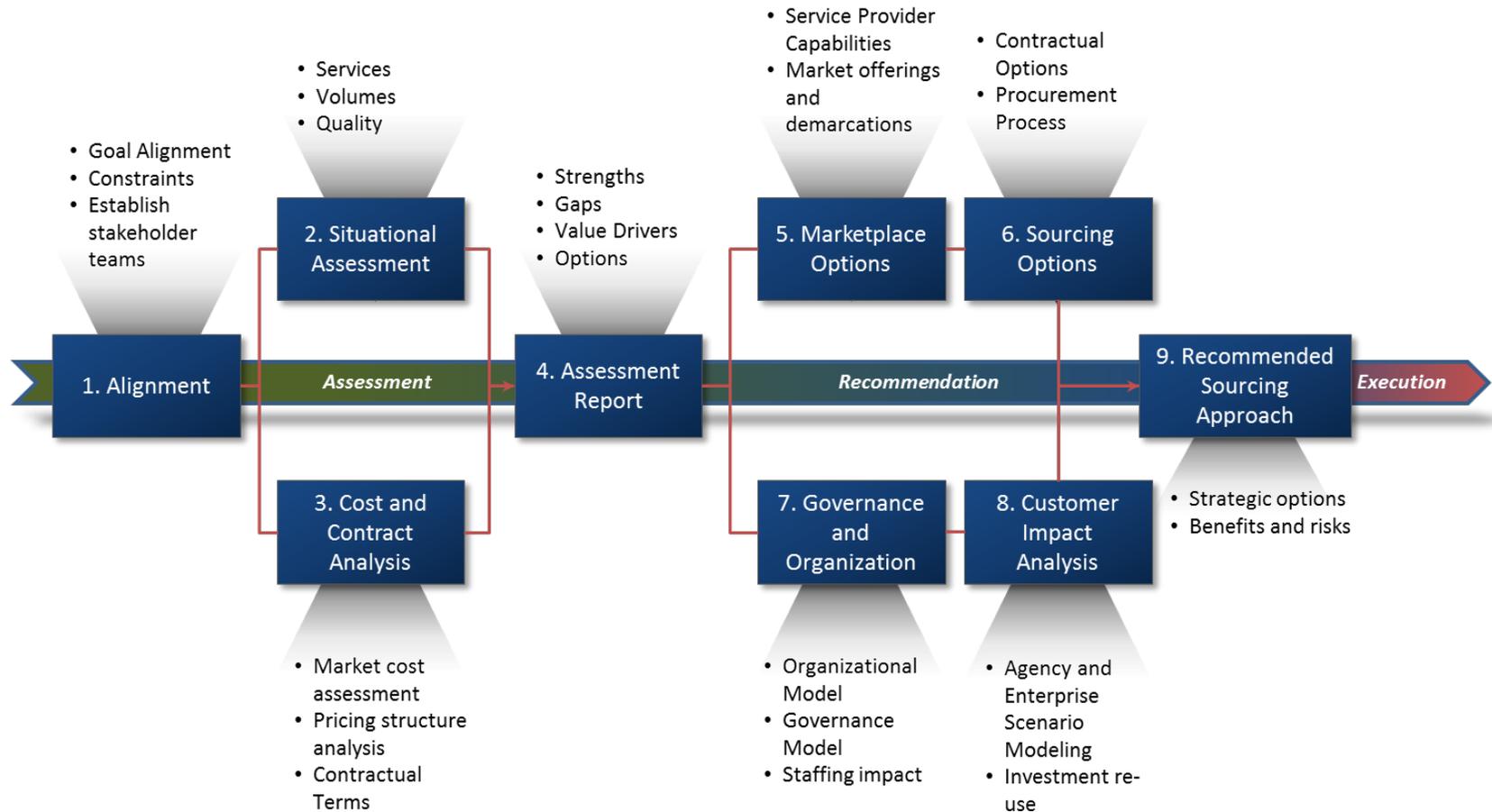
Plan
2017-18

Disentanglement
Starts Oct 2018

Maintain

Operations, Security and Oversight

The journey





Marketplace options RFI

- Request for information exercise to:
 - Better understand market's potential
 - Familiarize stakeholders with opportunities
- Project to the market an interest in:
 - Change: future strategy is coming
 - Collaboration: working with the market
- Not a solicitation for bids or proposals



RFI objectives

“In particular, VITA is interested in learning about current & potential industry/marketplace solutions for the following challenges:

- Better meeting unique agency requirements while maintaining & improving enterprise delivery model
- Improving the provisioning of new and innovative services
- Lower cost and increasing cost control
- Navigating compliance and security.”



RFI Respondents

- **Amazon Web Services (AWS)**
- **American Internet Services Network(AIS Network)**
- Ampcus Inc.
- **Capgemini America, Inc.**
- CapTech Ventures, Inc. (CapTech)
- **CGI Technologies and Solutions Inc.**
- Cognizant Technology Solutions
- Day1 Solutions
- Dell Marketing, L.P.
- **EMC Corporation**
- **Ernst & Young LLP (EY)**
- FireEye Inc. dba Mandiant
- **HP Enterprise Services, LLC (HPES)**
- **IBM Corporation**
- **Indra USA**
- IPsoft, Inc.
- Lexmark International, Inc.
- **Microsoft**
- MicroTechnologies, LLC (dba MicroTech)
- Mission Metric Corporation
- Mythics
- Navitas Business Consulting Inc.
- NetApp, Inc.
- Networking Technologies and Support, INC (NTS)
- **Science Applications International Corporation (SAIC)**
- **Verizon Enterprise Solutions**
- VMware, Inc.
- Wipro LLC
- **Xerox**



Clarification session agenda

- Commonwealth introduction, ground rules, logistics
 - RFI panel includes three customer agencies – DMV, DSS and ELECT
 - All customer agencies' CIOs and AITRs invited to observe
- Service provider given ~20 minutes to provide executive overview
- Specific topics in 30-45 minute segments



Preliminary observations

- Views about using prime contractor vs. MSI vary
- Cloud services are commodity – agencies must adapt to the cloud
 - Security in the cloud differs from “on premises” model
 - Agencies will need to assess and modify their applications
 - Applications must then stay up-to-date as cloud technology changes
 - Economics of cloud should provide cost incentives but likely won't pay for major upgrades
- VITA will need to provide wider range of infrastructure services (“hybrid”)



IT sourcing next steps

- Marketplace options
- Comprehensive situational assessment report
- Sourcing options
- Sourcing model governance
- Enterprise and agency impact analysis
- Overall recommendations



Resources

- Information: Link on right rail of the VITA website



- Feedback and questions:
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