

October 21, 2016

Virginia Information Technologies Agency (VITA)
Attn: Greg Searce
Supply Chain Management (SCM)
11751 Meadowville Lane
Chester, Virginia 23836

Re: RFI 2017-14 Server, Data Center, and Security Services

Dear Mr. Searce:

PCMG, Inc. (PCMG) is pleased to provide the enclosed response to Virginia Information Technologies Agency's (VITA's) Request for Information (RFI) 2017-14 for Server, Data Center, and Security Services.

PCM, our parent company, is a nationally recognized leader in delivering managed services in the Enterprise. Our approach is based on a shared services model that leverages a unified tool set, standard set of procedures and SLAs, and a proven onboarding methodology that ultimately drives efficiencies in both cost and operations.

As a current VITA contract holder (VA-140331-PCMG, VA-140401-PCMG & VA-160324-PCMG) and longstanding IT services provider to public sector agencies, PCMG understands the requirements, unique facets and diligence needed to manage a contract of this scope. Further, PCMG's Chantilly, Virginia headquarters location lends itself perfectly to both VITA's needs and those of the Commonwealth's clients. This proximity to our primary SLED clients allows us to coordinate and support their services at a far higher level than most competitors.

For additional information or questions regarding this response, please feel free to contact me via phone or email.

Sincerely,



Sharon O. Ennis
V.P. Strategic Capture & Development
703.594-8175
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