



9201 Arboretum Pkwy  
Suite 300  
Richmond, VA 23236

October 21, 2016

Mr. Greg Scearce  
11751 Meadowville Lane  
Chester, Virginia 23836

Mr. Scearce,

On behalf of IBM, we are delighted to submit our response to the Commonwealth of Virginia's Request for Information (RFI) 2016-14 for Server, Data Center, and Security Services. Our attached response to your RFI summarizes our point of view on the best practices in delivering IT services to Commonwealth.

Our company believes that IT is about the enablement of the business of government. We believe that our experience with the Commonwealth and our successful delivery of these services to other clients makes us uniquely qualified to be your partner in the delivery of innovative, flexible, scalable and secure solutions to VITA and the agencies in the Commonwealth.

Please feel free to contact me with any questions.

Sincerely,

A handwritten signature in black ink, appearing to read "A. Harmond".

Andy Harmond  
Client Executive

Phone: 1-757-620-8002

Email: [harmond@us.ibm.com](mailto:harmond@us.ibm.com)