



## COMMONWEALTH of VIRGINIA

Samuel A. Nixon, Jr.  
Chief Information Officer  
E-mail: [cio@vita.virginia.gov](mailto:cio@vita.virginia.gov)

**Virginia Information Technologies Agency**  
11751 Meadowville Lane  
Chester, Virginia 23836-6315  
(804) 416-6100

TDD VOICE -TEL. NO.  
711

For immediate release  
May 3, 2011

Contact:  
Marcella Williamson  
(804) 416-6002

### **Commonwealth launches cellular expense management initiative** *– Effort will review usage trends, recommend savings –*

RICHMOND – More than 21,000 cellular devices -- phones, mobile e-mail/smart phones and air cards -- used by state and local employees are being targeted for savings.

The Virginia Information Technologies Agency (VITA) has contracted with Tangoe Inc., [www.tangoe.com](http://www.tangoe.com), a leading telecommunications expense management provider, to analyze information on actual usage trends and make recommendations for savings.

Chief Information Officer (CIO) Sam Nixon said the initiative leverages an innovative funding model that incurs no upfront cost to the Commonwealth, but instead provides payment to Tangoe from savings identified and implemented.

Nixon believes some users may be using too many or too few minutes under their existing plans. In addition, cellular devices and related services, particularly smart phones, have evolved substantially in recent years. "We expect to optimize usage and find savings opportunities. This will benefit state agencies and local governments that implement recommendations – and ultimately will benefit taxpayers," Nixon said.

This initiative aligns directly with Governor Bob McDonnell's emphasis on government reform and savings. "Managing cellular expenses also is part of the Comprehensive Information Technology Assessments (CITA) by agencies directed by the Governor and General Assembly in the budget bill and addresses recent findings by the Auditor of Public Accounts (APA)," observed Nixon.

VITA has contracts with several vendors for cellular services. The contracts are available to state agencies, colleges and universities, and to local governments, including counties, cities and towns, that want to take advantage of the state's volume buying power. Virginia government users of these contracts select vendors and plans according to business needs. VITA provides ordering, centralized billing, invoice reconciliation and payment services. The expense management initiative is expected to get underway this month and will take several months to complete.

###