



# CoVA Wireless Audit

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## Project Actions

- Tangoe reports sent to executive branch agencies prior to Sept. 1
- VITA customer account manager (CAM) survey of agency progress
- Tangoe telephone follow-up with large and medium-size potential savers
- Now sending out audits to other VITA wireless customers: independent agencies, institutions of higher education and localities



## Executive Branch Customer Results

- Audits sent to 94 agencies/sub-agencies totalling \$2.1M of *potential* annual savings
- To date, telco service requests (change orders) have been received from 25 agencies implementing savings totalling \$340K
- Many agencies are reporting that the recommendations are still under review
- Adoption rates are significantly below those of Tangoe's private-sector customers

<b>#</b>	<b>Top 10 Potential Savers</b>	<b>Potential Annual Savings</b>	<b>Adopted Annual Savings<sup>1</sup></b>
1	Transportation	\$ 504,169	\$156,000
2	Health	\$ 229,231	0
3	State Police	\$ 211,793	\$6,600
4	Corrections	\$ 155,227	\$61,800
5	Social Services	\$94,853	0
6	Game and Inland Fisheries	\$81,016	\$13,200
7	Rehabilitative Services	\$62,957	0
8	Agriculture and Consumer Services	\$45,850	0
9	Motor Vehicles	\$44,000	\$11,200
10	Southside Virginia Training Center <sup>2</sup>	\$26,783	\$18,000
	<b>Top 10 Total</b>	<b>\$1,455,879</b>	<b>\$266,800</b>

<sup>1</sup>*Based on Telecommunications Service Requests (TSRs) submitted through Nov. 4*

<sup>2</sup>*Separate audits have been prepared for each DBHDS facility*



## Planned Follow-up Efforts

- Early warning letter to be sent to CIOs, AITRs and telco coordinators about forthcoming reporting
- Initial savings results report to be sent to secretaries, agency heads, CFOs
  - Report savings adopted to date and as % of recommended savings
  - Request agency closure in 45 days
  - Would help cushion potential “2-4-6” budget reductions
  - Symbolic value of demonstrated cost-cutting perhaps as important as the savings themselves
- Future savings reports posted on VITA website
- Other?