

October 21, 2016

Virginia Information Technologies Agency (VITA)  
ATTN: Greg Searce  
VITA Supply Chain Management (SCM)  
gregory.searce@vita.virginia.gov

Dear Mr. Searce,

The Request for Information (RFI) from the Virginia Information Technologies Agency (VITA), Commonwealth of Virginia Supply Chain Management Division, for Server, Data Center and Security Services, RFI 2017-14, is a significant opportunity for those who serve the public sector with information technology services. HP Enterprise Services, LLC (HPES), appreciates the request and is pleased to provide this response to this important initiative. HPES is proud of our long-standing services to the Commonwealth of Virginia, and we look forward to continuing to support the mission of the Commonwealth, your Executive Branch Agencies, and your citizens in the future.

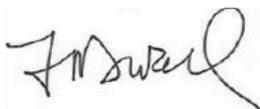
VITA and the Commonwealth's agencies require Server, Data Center and Security Services as part of the IT Infrastructure Services Program (ITISP) to fulfill its vision to deliver agile technology services at the speed of business. *We are confident that our approach to provide a hybrid compute environment that includes multiple suppliers will provide the agencies with the choice, flexibility, and cost competitiveness required to run their critical workloads.*

HPES' RFI response describes our ability and approach to how we will maintain and improve service quality; facilitate cost competitiveness now and into the future; and create a platform view of service delivery that is both visible and accountable.

We appreciate the opportunity to participate in this RFI response, and we look forward to sharing our insights, best practices, case studies, and recommendations with the Commonwealth of Virginia and partnering with you to keep the Commonwealth at the forefront of citizen and visitor engagement as well as economic development for its citizens.

Thank you again for the opportunity to participate in this process to assist you in sustaining your mission and achieving your goals as well as serving the needs of the Commonwealth and its citizens. HPES strongly encourages additional sessions to discuss any and all aspects of this response.

Respectfully submitted,



Fred Duball  
Regional Client Executive  
HP Enterprise Services, LLC | U.S. Public Sector