



COMMONWEALTH of VIRGINIA

Virginia Information Technologies Agency

11751 Meadowville Lane
Chester, Virginia 23836-6315
(804) 416-6100

Sam A. Nixon, Jr.
Chief Information Officer
Email: cio@vita.virginia.gov

TDD VOICE -TEL. NO.
711

For immediate release
April 18, 2012

Contact: Marcella Williamson
(804) 416-6002
marcella.williamson@vita.virginia.gov

VITA COMPLETES NEW APPROACH FOR EGOV SERVICES

--Awards multiple contracts for state website and other web services--

RICHMOND -- The Virginia Information Technologies Agency (VITA) today announced the results of a competitive procurement that will modernize the Commonwealth's electronic government (eGov) services program by awarding contracts to multiple suppliers.

"Services and contracts have been de-bundled for the first time in the state's eGov history, or since concept origination in 1997. The new approach provides enhanced value to the state, greater transparency, broader participation by multiple suppliers and cost-effective access to best-of-class technology services," said Commonwealth Chief Information Officer (CIO) Sam Nixon. "We also want to be good stewards of state funds in providing these services."

He said there are numerous benefits to de-bundling, including:

- Open price competitiveness
- More flexibility and choice for government customers in service categories such as web development, ongoing operations and maintenance of web-based applications
- Greater transparency in related revenue and expenditures, including how funds are collected and reinvested
- Opportunities for agencies to improve citizen/customer interactions, create cost efficiencies, and improve cost recovery for fee-based transactions.
- Additional choices in scalable hosting solutions for web and non-web-based applications and data

Contract awards followed in-depth, multi-agency evaluation of responses to VITA's three requests for proposals (RFPs) for eGov services. The RFPs were publicly issued in November.

The three RFPs separately include development of 1) the state website (www.virginia.gov), 2) hosting and 3) operations and maintenance (O&M) of web applications.

(more)

VITA COMPLETES NEW APPROACH FOR EGOV SERVICES

Page 2 of 2

Suppliers that received contract awards include:

- State website: CapTech Ventures
- Hosting: AIS Network, Cyberdata Technologies and Sitevision
- O&M: Broadpoint Technologies and Cyberdata Technologies

The state website, www.virginia.gov, provides online information and services. The website is used most by citizens, businesses, educators, potential visitors/residents and media. It offers various information and services from Virginia government entities.

Virginia Interactive (VI), a division of NIC Inc., has developed and maintained the state web portal since 1997, and also has offered web and application development and maintenance and hosting to various state agencies and localities. Its contract expires Aug. 31 and is not eligible for renewal under state procurement regulations. However, VI will continue to provide services for a limited time following expiration of the contract to ensure continuity as state agencies transition to new service providers.

“Thanks in part to the VI’s significant expertise and dedication, Virginia frequently has been noted as a national leader in providing eGov services to citizens,” said CIO Nixon. “I want to personally thank VI for their exemplary performance during the previous 15 years.”

Hosting and O&M contracts will be new categories within VITA’s statewide contracts portfolio. This designation allows all public entities to compare the contracts, make the most appropriate business choice and utilize the pre-negotiated terms and conditions of the contracts to realize efficiencies. This saves the staff time and effort that state agencies and localities otherwise would be required to expend in preparing their own RFPs and bidding contracts. VITA already provides a contractual vehicle for web development with competitive pricing and extensive supplier participation.

Nixon said VITA and the firms awarded contracts will work with state agencies to ensure smooth transition of their e-Gov services to the new suppliers. A vendor fair will be held to allow state agencies to choose the approach that is most advantageous to their business needs.

Each eGov RFP was developed and evaluated by collaborative, multi-agency workgroups. Supplier responses were scored according to standard, pre-established benchmarks. Awards were made based upon demonstrated, measurable benefit to the Commonwealth and contract users. Contracts are for a period of three years with provision for two one-year extensions.

VITA is the Commonwealth’s central information technology (IT) agency. One of VITA’s responsibilities is procurement of technology goods and services. VITA’s statewide contracts can be accessed and utilized by all public entities, including Virginia counties, cities, towns, agencies, educational institutions and public safety providers.

###