

GOVERNMENT TECHNOLOGY
EXECUTIVE EVENTS

A Government Technology Executive Leadership Forum



PACIFIC NORTHWEST

DIGITAL GOVERNMENT SUMMIT

PROGRAM GUIDE

JUNE 11 & 12, 2008

Greater Tacoma Convention & Trade Center
1500 Broadway | Tacoma, WA 98402

WELCOME TO THE

PACIFIC NORTHWEST DIGITAL GOVERNMENT SUMMIT

What to expect: This event is attended by experienced people who make a difference in the Pacific Northwest's IT decisions, and the presenters are experts in their fields. You are in for an exciting time — both in formal sessions and in conversation with peers. Come with an open mind and a notebook and be prepared to gather information, exchange ideas, learn new skills, and find new ways to look at old problems. Plan to visit the sponsor exhibits and learn about exciting new products from companies whose business is serving digital government.

Who to contact: If you need assistance during the Summit, please ask a member of our staff. We are always glad to answer questions and help steer you in the right direction. Staff members can usually be found at the Registration table, and are easily identified by the red ribbon on their nametags. Alan Cox is the ranking representative of *Government Technology* at the Pacific Northwest Summit.

After the event: Please take a moment to complete a survey and drop it off at the Registration table on your way out. Thanks! We value your comments.

Enjoy the Summit! Thank you for participating!



CENTER FOR
DIGITAL
GOVERNMENT

This Executive Leadership Forum is produced by *Government Technology*, the leading magazine providing solutions to government in the Information Age; and The Center for Digital Government.

In consideration of your fellow participants, please turn cell phones and pagers off, or set them to vibrate. Thank you.

ADVISORY BOARD

Assembled by and for government, this Digital Government Summit Advisory Board is made up of key state and local government executives, technologists and industry specialists from throughout the Pacific Northwest. These key executives planned and developed this custom educational program designed to address the most important policy, management and technology issues surrounding the future of digital government in the region.

GOVERNMENT REPRESENTATIVES

Jim Albert

Deputy Director of Operations
Department of Information
Services
State of Washington

Mike Almvig

Coordinator for Information
Services
Department of Administrative
Services
Skagit County

Rey Arellano

Assistant City Manager and
Chief Information Officer
City of Tacoma

Garv Brakel

Director of Management
Information Systems
City of Spokane

Thomas L. Bynum

Deputy Chief Information Officer
Department of Licensing
State of Washington

Brenda Cooper

Information Technology Director
City of Kirkland

Brian Ferris

Information Technology Technical
Manager
Thurston County

Phil Grigg

Information Systems Director
Department of General
Administration
State of Washington

Tracy Guerin

Deputy Director
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Andy Hill

Chief Information Officer
Attorney General's Office
State of Washington

Marla Kentfield

Information Services Director
Office of the State Treasurer
State of Washington

Chris Lamb

Chief Information Officer
Department of Retirement Systems
State of Washington

David Martinez

Director
Information and
Telecommunications Services
Division
King County

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Assistant Commissioner
Employment Security Department
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Assistant Director
Enterprise Applications Support
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City of Tacoma

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Acting Chief Information Officer
Washington State Patrol
State of Washington

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Director, State Chief Information
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Department of Information
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State of Washington

Grant Rodeheaver

Director, Office of Information
Technology
Department of Transportation
State of Washington

Bill Schrier

Chief Technology Officer
City of Seattle

Ron Seymour

Chief Information Officer
Department of Financial
Institutions
State of Washington

Vikki Smith

Acting Chief Information Officer
Department of Revenue
State of Washington

Michael Stack

Manager, Administration and
Strategic Planning
Information Technology
Pierce County

INDUSTRY REPRESENTATIVES

Dean Anderson

Public Sector Account Manager
Sprint

Fred Fox

Account Manager
Cisco Systems, Inc.

David Lane

Strategic Account Executive
Micro Focus

Jordan Moss

Account Director
CA, Inc.

James Speidel

Account Manager, Public Sector
EMC

Dan Tennant

Account Manager
Cognos, An IBM Company

HIGHLIGHTS

Keynote



Woody Norris
Inventor and Futurist

Woody Norris is a visionary. He looks into the future, gathers insights into how life could be improved, and applies what he finds to the problems of today. In the world of invention, only one in 2,000 patent applications actually issues as a patent, the rest are rejected. Yet Woody holds more than 50 U.S. patents and 300 around the world — and the number grows each year. He has won numerous awards including the prestigious \$500,000 Lemelson-MIT Prize, which is the inventor's equivalent to an Academy Award. He is perpetually in the midst of multiple wide-ranging projects, all of which involve technology. Early poverty and the lack of a college education were never barriers to Woody. He has always found ways to innovate by using technology to "do more with less." In this fascinating keynote, he will describe why he is convinced that the future holds unimaginable wonders in store for us. His enthusiasm is infectious, and as he often says, "It's a great time to be alive!"

2nd Day Keynote



STEAL THIS IDEA! — GOVERNMENT EDITION

Cathilea Robinett,
Executive Director,
Center for Digital Government

Information Technology is a daunting challenge in the best of times, and it is even more difficult today as governments face tightening finances and diminishing revenues. Under such circumstances, the smart thing to do is look for opportunities to borrow ideas from other jurisdictions who have demonstrated savings of time and money in solving major service delivery challenges. But where to look? There are 94,731 city, county and state governments across our nation. This fascinating session provides — at a pace not unlike a 3-day tour of Europe — the best of hundreds of nominees and dozens of winners from the Center for Digital Government's intensive national surveys of best and emerging practices in the public sector IT community. Be prepared to borrow an idea... or 10.

General Session

IT WAS A DARK AND STORMY NIGHT...

In recent years, governments have been tested by hurricanes, earthquakes, tornadoes, fires, epidemics and terrorist threats. This session focuses on the lessons that were learned during the devastating December 2007 storm in Washington. The breadth of the flooding created a large area that required close emergency response coordination. The Washington Military Department plays a key role in situations such as this and the lessons learned are of value to all levels of government.

Jim Mullen, Director, Emergency Management
Division, Washington Military Department

PROGRAM

Wednesday, June 11

8:00 AM

REGISTRATION AND MORNING REFRESHMENTS

3RD LEVEL LOBBY

Refreshments sponsored by: **Blackberry**

9:00 AM

OPENING REMARKS

BALLROOM A/B

Gary Robinson, Chief Information Officer, Department of Information Services, State of Washington

9:30 AM

OPENING KEYNOTE

BALLROOM A/B

Woody Norris, Inventor and Futurist

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10:30 AM

MORNING BREAK

3RD LEVEL LOBBY

11:00 AM

CONCURRENT SESSIONS

Enterprise Data Management:

Simplified for Consistent and Reliable Results

MEETING ROOM 315

Information is the lifeblood of any organization, but it comes in the form of data needing purpose, relevance and integrity for it to become useful information. Faced with overwhelming quantities of data, the IT manager's biggest challenge is to decide what stores should be efficiently shared, consolidated and analyzed to answer business questions and to establish performance criteria. It is a matter of technology, policy and leadership. This session will review the City of Las Vegas' and State of Idaho's projects to create a standard for extracting and reporting the data that facilitates analysis and various reporting mechanisms enabling their Business Intelligence Initiative.

Patricia Dues, Enterprise Program Manager,
City of Las Vegas, Nevada

Dan Goicoechea, Deputy State Controller,
Computer Service Center, Office of the State Controller,
State of Idaho

Legacy System Optimization

MEETING ROOM 316

Replacing legacy systems with state-of-the-art technology is not always an option. However, there is an opportunity to extend the useful life of large systems by using web-based and other technologies. There are a variety of options to create applications that connect large systems together or allow an organization to change business processes to be more efficient and effective. This session will look at current tools, plus methods organizations can use to identify a clear, cost effective roadmap for optimizing legacy systems.

Scott Stricklin, Portfolio Management Specialist,
Micro Focus

Enabling Project Success

MEETING ROOM 317

Successful project and/or portfolio management requires continuous planning, rigorous controls, and efficient tracking and oversight throughout the lifecycle of the project(s). What are the current trends? Why don't some projects succeed? How do you evaluate priorities? This session covers some of the approaches, tools and strategies that are being used successfully today.

Glenn Briskin, Project Management Consultant, Briskin Consulting

David Marty, Information Technology Manager, Office of the Insurance Commissioner, State of Washington

PROGRAM

Creating the 21st Century Workplace

MEETING ROOM 318

The Baby Boomers are retiring, The Millennials are joining the workforce and the Gen X-ers are starting to run the show. Sound familiar? The workforce is always transitioning but the current budget deficits and hiring challenges are putting extra strain on both the public and the private sectors. This session will focus on tools and techniques that are being implemented to address the dynamic challenges that organizations face and how the workplace is changing to accommodate the current and future workforce.

Moderator: Mark Sullivan, Human Resources Client Services Program Director, Department of Personnel, State of Washington

Gerri Davis, Manager, Human Resources, Department of Financial Institutions, State of Washington

Sandra Kinoshita, Organizational Development Manager, Administrative Services, Department of Revenue, State of Washington

Kermit Wooden, Director, Human Resources, Department of Transportation, State of Washington

12:15 PM

LUNCH

BALLROOM A/B

1:00 PM

GENERAL SESSION

BALLROOM A/B

It was a Dark and Stormy Night...

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Jim Mullen, Director, Emergency Management Division, Washington Military Department

2:00 PM

AFTERNOON BREAK AND REFRESHMENTS

3RD LEVEL LOBBY

Refreshments sponsored by: Xerox

2:30 PM

CONCURRENT SESSIONS

Service Management and ITIL

MEETING ROOM 315

The consensus is that ITIL (IT Infrastructure Library) is the most comprehensive and widely accepted IT management process framework in the world, and it is now becoming more prevalent in the U.S. as well. This session focuses on IT service management, specifically service support and service delivery, with an introduction to ITIL.

Patrick Quain, Chief Information Officer and Assistant Director, Department of Administration, State of Arizona

Bill Robinett, Service Management Program and Project Office Manager, Department of Information Services, State of Washington

GIS Trends and Initiatives

MEETING ROOM 316

Geographic Information Systems have long been at the leading edge of government collaboration and data sharing and now have become part of mainstream technology. Great strides have been made not only

in leveraging systems and data sources, but also in using GIS as a key component in the decision making process. This session focuses on strategies and best practices for maximizing the value of GIS in government including how GIS is being used in a variety of jurisdictions.

Linda Gerull, GIS Manager, Information Technology Department, Pierce County

Owen F. Reynolds, Information Technology Consultant, Thurston Geodata Center

How Ya Gonna Connect? — Telecommunications Recovery in Disaster Scenarios

MEETING ROOM 317

Recent natural disasters have shown, more than ever, the critical role of technology in business continuity and in the community as a whole. Communications, interoperability, quick response, critical applications availability and public alerts are all vital concerns. This session will provide a unique viewpoint on how a major telecommunications company plans for their own recovery and how that dovetails with state and local government organization planning.

Ryan McGill, National Manager, Business Continuity, Sprint Nextel

Real ID — Washington Takes the Lead

MEETING ROOM 318

Washington State has recently developed the nation's first state license that's also approved for land and sea border crossings. The Enhanced Drivers License (EDL) is a model for similar programs in a few other states, some of which plan to roll out their own EDL programs in mid-2008, according to officials at the Washington Department of Licensing (DOL) and the U.S. Department of Homeland Security (DHS). This

PROGRAM

session will focus on the Washington project, the ramifications for the Federal government's Real ID program and the impacts on Federal, State and Local organizations that will use Washington's new license.

Bill Kehoe, Chief Information Officer, Department of Licensing, State of Washington

3:45 PM EXECUTIVE RECEPTION

3RD LEVEL LOBBY

Network with your colleagues and discuss technology solutions with the event sponsors.

Thursday, June 12

8:00 AM REGISTRATION AND MORNING REFRESHMENTS

3RD LEVEL LOBBY

9:00 AM OPENING REMARKS

BALLROOM A/B

9:15 AM KEYNOTE

BALLROOM A/B

Steal This Idea! — Government Edition

Cathilea Robinett, Executive Director,
Center for Digital Government

Information Technology is a daunting challenge in the best of times, and it is even more difficult today as governments face tightening finances and diminishing revenues. Under such circumstances, the smart thing to do is look for opportunities to borrow ideas from other jurisdictions who have demonstrated savings of time and money in solving major service delivery challenges. But

where to look? There are 94,731 city, county and state governments across our nation. This fascinating session provides — at a pace not unlike a 3-day tour of Europe — the best of hundreds of nominees and dozens of winners from the Center for Digital Government's intensive national surveys of best and emerging practices in the public sector IT community. Be prepared to borrow an idea... or 10.

10:15 AM BREAK

3RD LEVEL LOBBY

10:45 AM CONCURRENT SESSIONS

eDiscovery — What You Don't Know

MEETING ROOM 315

Security starts with people and information. No matter what technology is used, its success requires organization-wide agreement and understanding of what security really entails and how private information is to be classified. Legal aspects must be taken into account, including the requirements of eDiscovery. This session looks at the subject from an attorney's point of view and provides an update on the latest tools, standards and solutions for eDiscovery.

Carrie L. Bashaw, Senior Counsel, Social and Health Services Division, Office of the Attorney General, State of Washington

Matthew Nelson, Solutions Consultant, eDiscovery and Compliance, EMC Corporation

Web 2.0's Impact on Government

MEETING ROOM 316

Web 2.0 basically refers to the Internet as a collaborative platform. It encompasses things like web-based communities, wikis, blogs, podcasts, tagging, etc., all of which facilitate collaboration and sharing between users. This session looks at Web 2.0's impact on government, not just in regard to public tastes and demands but also as a potential set of tools for service provision.

Patrick Gray, Security Business Development Director, Security Solutions, Cisco Systems

IT Governance — Portfolio and Project Management

MEETING ROOM 317

One of the hottest topics nationwide is how to create an effective and economical IT governance structure. Every government organization faces a similar set of problems: how to strike the right balance between centralization and decentralization; how to ensure fair representation and engagement; how to evaluate investments; and, above all, how to organize and manage it all. This session discusses these issues and other keys to IT governance, including best practices and lessons learned.

Steven Maher, Senior Principal, CA Services, CA, Inc.

Grant Rodeheaver, Director, Information Technology, Department of Transportation, State of Washington

12:00 PM END OF CONFERENCE

Conference times, agenda, and speakers are subject to change. For current updates, please visit the Executive Events website at www.govtech.com/events/PacNWDGS2008.

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CA (NASDAQ: traded under "CA"), one of the world's leading independent, enterprise management software companies, unifies and simplifies complex information technology (IT) management across the enterprise for greater business results. With our Enterprise IT Management vision, solutions and expertise, we help customers effectively govern, manage and secure IT and take advantage of what IT can do for the business.

Customers can evolve their IT operations from being reactive and focused only on technology to being flexible, adaptable and focused on serving the business. They can unify disparate elements of the IT operations, such as systems, processes and people, and use technology and automation to simplify complex IT management.

Our Capability Solutions are based on best practices, are modular and integrated, and can be used individually or in combination. They leverage a Unified Service Model, which is a core element of our architecture and is stored in the CA Configuration Management Database (CMDB). Customers gain a complete 360-degree view into the technology, assets, people, projects and processes supporting any given service, and the relationships among these components. They can better manage cost and risk, improve service and ensure IT is helping to drive the business.

Today, we serve the majority of the Fortune® 1000 companies, as well as government organizations, educational institutions and thousands of other companies in diverse industries worldwide.

Our four-part growth strategy includes internal product development, strengthening channel partner relationships, international expansion and strategic acquisitions. We have made substantial investments to accelerate our strategy, acquiring several companies of various sizes in the past two years for more than \$1 billion and each with leading technology niches. In the past year alone, we have shipped new versions or releases of virtually every major CA product, along with integrating new acquisitions including MDY Group International, iLumin, Cybermation, XOssoft and Cendura Corporation.

We have approximately 5,800 engineers globally and spend approximately \$700 million each year designing and supporting software to extend our functionality and capabilities.

We sell our technology and services directly through more than 800 account directors and managers who are backed by technical experts, giving CA one of the highest ratios of technical-to-front-line sales teams in the industry. We also sell through partners, such as global systems integrators, value-added resellers and other service providers. In addition, our team of CA Technology Services™ and global systems integrators, CA Education and CA Support, offer services, training and best practices expertise that support our products and enable systems, processes and people to work in sync across a customer's enterprise.

Our management team is a strong mix of proven leaders with track records of success and customer satisfaction at companies such as Altria, Citigroup, GE, IBM, IMS Health, Symantec and more. They lead a global team of more than 14,000 employees who are passionate about technology and delivering results for customers.

Founded in 1976, CA is a global company with headquarters in Islandia, NY, serving customers in more than 140 countries. In fiscal year 2007, CA reported \$3.94 billion in revenue.

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Cisco: Supporting the Public Sector for over 20 Years

Cisco, the worldwide leader in IP networking and voice solutions, helps state and local government become more efficient and proactive. By providing advanced networking, security, communications, and mobility solutions, Cisco makes it possible for government agencies and citizens to connect in ways never before imagined.

Connected Communities

Cisco Unified Communications solutions create a human network by connecting employees and citizens to each other and to government services. The public has become accustomed to 24-hour online and automated voice services from private-sector institutions, and now they expect the same from government. Cisco answers these growing demands by combining voice, video, and data through an approach known as unified communications. Benefits to the community include:

- **Improving service effectiveness.** Citizen and government employee satisfaction increases when services are easier to obtain and deliver. Reaching the right person quickly or being able to reserve a public meeting room through an automated voice response system improves effectiveness.
- **Empowering Citizens.** New technologies enable citizens and businesses, regardless of location, to obtain the government information and services they need at any time, using self-service voice applications and Web portals.
- **Increasing Public Safety and Security.** First responders are more effective when they can communicate and access critical information from anywhere, at any time, and under any circumstance.
- **Facilitating Economic Growth.** Employers are attracted to communities that make it easy to do business, are safe, and provide the education and training to cultivate a skilled workforce.

Solutions for Every Community

Cisco offers a range of solutions for state and local governments:

- **Phone systems, unified messaging, and collaboration:** Governments are replacing traditional PBX systems and Centrex services with IP telephony. The objective is twofold: enhance service effectiveness and reduce costs by administering one voice-and-data network rather than separate networks for each.
- **Advanced call processing and contact centers:** When voice travels over the IP network, citizens' calls to individuals, departments, or government-wide contact centers can be intelligently routed to the person with the right skills to satisfy the request.
- **Video collaboration and surveillance:** With Cisco Unified Communications, video travels over the same network as voice and data. Videoconferencing improves utilization of scarce resources such as translators and counselors, and also facilitates collaboration among employees. Video surveillance, in turn, enhances public safety by deterring crime and increasing situational awareness for first responders.
- **Mobile voice and interoperability:** Public safety personnel and other mobile employees provide better service to citizens when they can access the same information from the field that they could from the office. Comprehensive communications interoperability facilitates interagency collaboration for emergencies and major events.

Governments of all sizes can benefit from Cisco solutions, which meet a wide range of needs, from enhanced collaboration and efficient contact centers to video surveillance and communications interoperability.

To learn more about Cisco solutions for the public sector, please contact your local Cisco representative or your Cisco reseller, or visit www.cisco.com.

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EMC² where information lives

The information management challenges of Government

Information management is one of the biggest challenges facing State and Local Governments. Most of these challenges fall into 5 key areas:

- *Managing growth* – dealing with the sheer volume of information as well as with increased infrastructure complexity
- *Achieving greater effectiveness* – reducing capital and operating expenses, improving flexibility, and increasing overall responsiveness in the delivery of services
- *Controlling risks* – protection against information loss, securing information against unauthorized access and insuring compliance with legal requirements.
- *Creating new value* – leveraging information in new ways and using their infrastructure to drive greater performance.
- *Adapting to new business models* – such as implementing a shared services model, adopting SOA or SaaS or others.

So whether its sharing information across various agencies, virtualizing an environment, creating new common processes or insuring data security, Public Sector organizations are transforming their operations.

EMC Solutions for the Public Sector

Today's State and Local Government organizations are looking for "solutions" and EMC Public Sector solutions are designed to leverage information technology in a way that addresses the current and projected challenges facing government organizations. Challenges such as data security, improving the quality of citizen services, public safety, sharing information across agencies and departments, optimizing common functions and improving government preparedness are all areas where EMC has provided solutions for the Public Sector.

EMC offers combine best-of-breed technologies and services to provide State and Local Government customers with solutions that cover the spectrum of needs such as collaborative case management, business continuity, content management, consolidation, virtualization and others. EMC helps organizations improve the delivery of services, achieve operational excellence, reduce risk and adapt to new business models. For governments everywhere, EMC solutions will enable the transformation and modernization of infrastructures by creating synergies within back-office functions and by improving front-end delivery. Our solutions provide the connectivity, interoperability, scalability and information protection needed to meet a growing range of challenges.

Sample references in State & Local Government include the State of Michigan, Virginia Department of Motor Vehicles, San Diego Assessors Office, King County District Court, New York City Housing Authority and many, many more.

Visit us at: <http://www.emc.com/solutions/industry/public-sector/index.htm>

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AN IBM® COMPANY

About Cognos, an IBM Company

Cognos, an IBM company, is the world leader in business intelligence and performance management solutions. It provides world-class enterprise planning and BI software and services to help companies plan, understand and manage financial and operational performance. Cognos was acquired by IBM in January 2008. For more information, visit <http://www.cognos.com/government>

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Micro Focus International plc (Micro Focus®; LSE: MCRO.L) provides innovative software that allows companies to dramatically improve the business value of their enterprise applications. Micro Focus Enterprise Application Modernization and Management software enables customers' business applications to respond rapidly to market changes and embrace modern architectures with reduced cost and risk.

Micro Focus has more than 30 years of expertise and more than 15,000 customers and one million licensed users, including more than 70 of the Fortune Global 100 companies.

Our recent acquisition of HAL Knowledge Systems has enabled us to provide an industry-leading Application Portfolio Management solution, which aligns IT spend with business strategy by providing factual business intelligence for informed decision making. In short, it takes the risk out of change.

Our Application Modernization solution enables our customers to continue to gain value from their investment in business applications while meeting the latest demands of the business as a low risk alternative to re-writing or replacing existing systems with packages.

Our COBOL Technology solution allows our customers to extend and integrate existing applications to meet new and emerging business needs in the most cost effective and quickest way.

By exploiting the latest technologies and leveraging the strength of our business partners worldwide, Micro Focus enables customers to make sense of their application portfolios, improve the productivity of application developers, take advantage of Web services to modernize core applications and exploit low-cost contemporary platforms, such as Windows, UNIX or Linux.

Micro Focus helps its customers reduce application development and operating costs, increase the flexibility and value of their information technology resources and better manage the risks inherent in development and deployment.

Micro Focus has more than 500 employees worldwide, with principal offices in the United Kingdom, United States, Germany and Japan.

Micro Focus Services

Micro Focus is a true business partner that brings to bear expertise and services across the enterprise. Micro Focus offers a complete solution, business and technical, including strategy, integration, extension and infrastructure, with market-leading products. Micro Focus Services provides a broad spectrum of enterprise application development services. It specifically offers consulting, which leads its industry in the evolution of information technology, and training, which provides comprehensive education and training solutions that help IT teams build software for competitive business advantage.

Micro Focus SupportLine

Micro Focus SupportLine is a complete support program for Micro Focus product users, providing unlimited access to 24x7x365 telephone assistance from Micro Focus technical and product experts. SupportLine offers updates, fixes and new product releases through convenient download pages on the SupportLine web site. The Omega Management Group continues to award SupportLine with its NorthFace ScoreBoard Award for "World Class Excellence in Customer Satisfaction" from 2001 - 2006.

ANCHOR SPONSOR



Whether on routine patrol, responding to an emergency situation to a snow plow operator or building inspector in the field or ensuring interoperability among multiple jurisdictions, Government agencies rely on Sprint Nextel everyday to deliver integrated communication solutions that improve interoperability, refine mission performance, enhance data security and ensure Continuity of Government (COG). As a leader in preparedness and strengthened communications, Sprint Nextel understands the need for all public and private sector officials to be able to communicate quickly and effectively, on a day to day basis and especially in times of crisis.

Our long-standing commitment to state and local government agencies further validates that for us at Sprint this is not just an opportunity but an obligation. Sprint's solutions for State and Local Government & Public Safety include:

- Dispatch Operations & Interoperability Solutions
- Mobile Broadband and Remote Connectivity
- Location based services for Mobile Resource Management including real-time access to critical information and secure access to NCIC/State and Local critical data

Emergency Notification and Messaging

Our customers also benefit from the industry-leading Sprint Emergency Response Team (ERT) which provides rapidly deployable, scalable and reliable interoperable communications for emergencies, drills, and field exercises. These solutions from Sprint ERT provide critical communication and connectivity virtually anywhere, at anytime to government agencies, the military, and enterprise clients.

We at Sprint are focused on providing a powerful network and customized technologies designed to meet the needs of local, state, and federal government, public safety, education, health care and utilities. We are honored to serve the public sector — our industry-leading mobile data services; instant national and international Nextel Direct Connect capabilities; and an award-winning and global Tier 1 Internet backbone reflect our dedication to excellence.

Sprint Nextel offers a comprehensive range of wireless and wireline communications services bringing the freedom of mobility to consumers, businesses and government users. It is widely recognized for developing, engineering and deploying innovative technologies, including two robust wireless networks serving approximately 54 million customers at the end of 2007. For more information, visit www.sprint.com/government.

EXHIBITOR SPONSORS



Alcatel-Lucent

Each day, regional, state, and local governments across all levels are faced with new communications technologies, new constituent services, and the continual need to manage costs. Alcatel-Lucent has the most comprehensive portfolio of market-driven solutions to put communications technologies to work with new approaches that are reliable, secure, and flexible.

Public Safety & Homeland Security

Alcatel-Lucent has extensive experience designing state-of-the-art regional public safety networks throughout North America, offering:

- Intelligence, interoperability, protection of critical infrastructure, and network safety
- Mission critical networks and innovative collaboration solutions

Convergence and IP Transformation

We provide government agencies the power of our IP platforms and expertise in network design, delivering flexible IP communication solutions that are manageable, secure, and cost effective. Alcatel-Lucent has a broad range of IP Transformation services for govern-

ment agencies, including consulting, network transformation, integration, outsourcing, and managed and hosted services.

Broadband Communications

Broadband access is an important driver for social and economic progress, stimulating economic growth and social development and bridging the digital divide. Broadband is also valuable in areas such as public safety, distance learning, telemedicine, and enabling services such as video-on-demand.

Alcatel-Lucent is one of the largest innovation powerhouses in the communications industry, boasting 23,000 research and development experts worldwide, investing over \$4 billion in 2007 and holding a portfolio of over 25,000 active patents spanning virtually every technology area. At the core of this innovation is Alcatel-Lucent's research, which includes the world-renowned Bell Labs and Research & Innovation groups.

Visit us at <http://www1.alcatel-lucent.com/us/slg/> or call 1-800-252-2835.



at&t

AT&T is a leading global provider of the world's most advanced IP-based business communications services and the nation's leading wireless, high speed Internet access and voice services to the enterprise market. For over 20 years, AT&T has been committed to meeting the unique challenges of government agencies. Our expansive portfolio gives these customers access to enterprise mobility solutions and network integration and consulting services. We have a relentless focus on delivering the most reliable service, the most globally consistent portfolio and the most advanced network management and security tools in the industry. To learn more about AT&T's enterprise solutions visit: www.att.com.

EXHIBITOR SPONSORS



CDW Government, Inc. (CDW-G), a wholly owned subsidiary of CDW Corporation (NASDAQ: CDWC), a FORTUNE 500 company, is a trusted technology advisor and solutions provider to federal, state and local government agencies, and educational institutions at all levels. CDW-G supports the unique needs of these markets by delivering best-in-class solutions from more than 1,000 top-name technology providers like Acer, Adobe, Cisco, HP, IBM, Lenovo, Microsoft, Panasonic, Samsung, Sony, Symantec, and Toshiba.

CDW-G focuses on building strong customer relationships with its knowledgeable account managers and technical specialists who provide extensive pre- and post-sales support.

These experts lead the industry in public sector customer service and product knowledge and respond to customer needs with a sense of urgency. CDW-G also provides quick shipping from one of the industry's largest in-stock inventories. Our new 500,000 square foot distribution center in North Las Vegas, Nevada complements the existing 450,000 square foot distribution center in Vernon Hills, Illinois to ensure customers get the right technology right away.

For more information about CDW-G product offerings, procurement options, services and solutions, call 1.800.863.4239, or visit the CDW-G Web site at CDWG.com



The digital age in which we live is moving at warp speed, and many state and local governments are struggling to keep up with the demands of the times. Today's state and local government environment is complex, unpredictable and filled with IT challenges. A tough economic climate and budgetary shortfalls often impact the delivery of services and spur demands for additional taxes and fees. At the same time, citizens are demanding more from their city, county and state governments than ever before.

Delivering technologies that help keep our communities safer, streamline the business of government, and provide services to citizens. From iPAQ pocket PCs to Integrity Superdome servers, HP has the solutions, services and partnerships to help governments provide service levels that were previously unattainable.

Beyond just its hardware and software offerings, HP brings to the table experts who can design and deliver a comprehensive technology solution that fits the working environment; strategic alliances with leading innovators and solutions providers; and a time-tested repu-

tation for delivering high-quality, reliable products. As a trusted advisor and IT consultant, HP works closely with state and local governments to design the technology solution that is right for them.

HP works with government innovators to harness key technologies such as IT consolidation and mobile technology as building blocks for these changes. In working with innovators, we are discovering and fine tuning how IT continues to allow government to do more with fewer resources.

HP's Public Sector is a business unit of HP— a leading global provider of computing and imaging solutions and services focused on making technology and its benefits accessible to all. More information about HP and its products can be found at <http://www.hp.com>

For more information about HP's state and local government program, please visit our web site at www.hp.com/go/stategov or call 1-888-202-GOV2.

EXHIBITOR SPONSORS



At Quest Software, we develop innovative solutions that help you get more performance and productivity from your applications, databases and Windows infrastructure.

Quest Software's Public Sector Group delivers enterprise management solutions for federal, state and local government agencies and higher education institutions. Our Public Sector Group has proven industry expertise to assist organizations in simplifying their IT environments while managing ever-changing requirements.

Virtualization, consolidation, shared services, application management, identity and access management, and compliance issues are critical to the success of any organization. Our solutions help public sector organizations meet these demands while protecting IT investments.

For your applications, we deliver, manage and control complex application environments - from end user to database. For your databases, we improve performance, availability and manageability from design through production. And, we deliver comprehensive management, migration and integration capabilities to simplify, automate and secure your infrastructure.

The virtualization management offerings from Quest subsidiaries coupled with the virtual server monitoring capabilities of Quest's award-winning Foglight® product family form a comprehensive portfolio for managing a virtual environment that is part of the most complete set of solutions for overall systems management across heterogeneous platforms.

Quest works directly with agencies, partners with systems integrators and has 14 million government end users. Quest's products and services can be purchased through various federal and state and local contracts.

More than 50,000 customers worldwide have selected Quest to help them get more from their IT investment.

Quest Software, Inc. Public Sector Group
700 King Farm Blvd, Suite 250, Rockville, MD 20850
GSA Schedule – GSA # GS-35F-4543G

For more information please visit us at www.quest.com/public-sector/



Qwest Communications International Inc. offers a unique and powerful combination of managed voice and data solutions for federal, state and local governments; K-12, Higher Educational institutions; business and consumers. Qwest® provides local and long-distance voice services, Voice over IP (VoIP), and a wide range of data networking services designed for reliability and security. The company's approximately 37,000 employees are committed to the "Spirit of Service" and providing world-class services that exceed customers' expectations for quality, value and reliability.

Vision

Qwest is the premier provider of full-service communications for people at work, at home or on the move. Qwest's competency reaches across America, drawing on the Spirit of Service™ at the heart of our heritage as we effectively steward our shareowners' investments and provide outstanding service to the customers we serve. As our dedicated professionals move and manage information, we do so with integrity, superior value and advanced products and services, assuming only those tasks we can do exceedingly well.

Customers Come First

No matter what aspects of our business may change, this remains constant. We demonstrate the value we place on our relationships with customers by listening to their needs, considering their requests as opportunities and striving to deliver precisely what they want and need. We measure our success against customer expectations and define that success as our ability to win our customers' loyalty and their business.

Network

Qwest's broadband network, designed with the latest advances in network technology for speed and efficiency, spans more than 138,000 route miles globally, enabling new products and services that benefit businesses and consumers worldwide.

REFRESHMENT SPONSORS



BlackBerry® Business Solutions for Government

BlackBerry solutions offer government agencies a flexible and secure wireless platform for COOP applications. Staff have immediate access to accurate, up-to-the minute information needed to solve problems, wherever and whenever they occur.



Xerox Corporation (NYSE:XRX) is a \$17 billion technology and services enterprise that helps public sector institutions and agencies deploy Smarter Document ManagementSM strategies and find better ways to work. Its intent is to constantly lead with innovative technologies, products and services that customers can depend upon to improve their bottom line.

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