The American Recovery Stimulus Act 2009:

Next Generation United Networks for Higher Education and Healthcare –

Service Oriented Architecture
Agenda

- **Introduction and ARRA Funding Update**
  - Ronald Sheps, Vertical Markets Manager, Westcon Group

- **Healthcare Reform Act Political Overview**
  - Diane Santiago, ACE Business Development and Partner

- **Upcoming Events, Q & A**
About Westcon Group

- Founded in 1985, world’s leading specialty distributor of networking, convergence, security, mobility and collaboration solutions
- A multi-national company operating in 20+ countries with annual revenue over $3B.
- Serves customers in over 100 countries worldwide, with world-class logistics capabilities
- Focused on making our customers more successful - we sell through carriers, value added resellers and systems integrators in the Americas, Europe and Asia.
- Only distributor in the world authorized to carry products from all leading convergence manufacturers, including Cisco, Nortel, Avaya, Juniper and Polycom
- Parent is Datatec: investment company in South Africa publicly listed on Johannesburg and London (AIM) markets
About Westcon Group

- **Corporate Principles:**
  - Make our customers more successful than their competitors
  - Be a significant contributor to our vendor’s success
  - Continuously evolve and improve our internal effectiveness and efficiency
  - Profitability driven – earnings first, revenue second

- **Corporate Goals:**
  - Deliver profitable solutions to the channel
  - Align infrastructure to meet market conditions
  - Evolve value-add business model to meet customer needs
  - Maximize resources to gain efficiencies and increase productivity throughout supply chain
  - Assure long-term viability of customers

- **Most important of all:**
  - *All of our business goes through our business partners*
  - *We can only succeed by making our partners more successful!*
Westcon is synonymous with Vertical Market Success for our partners

- **Westcon Public Sector**
  Our industry leading program has simple goals: ensuring our partners understand what technologies are being funded by the government, and where to find these projects on a local level.

- **Westcon GSA**
  On a weekly basis, hundreds of deals are closed using the schedules

- **Westcon Healthcare**
  Whether it is a Doctor’s office, Clinic or Hospital, our selling guides smooth the sales process for our partners, equipping them with the tools they need for success

- **Westcon E-Rate Express Program**
  Our industry leading program has led to hundreds of millions of dollars in awards via assisted implementations, financing assistance, and guidance navigating the FCC and Schools and Libraries Division of USAC

- **Smarter Edge Education Sales Program**
  Local level school databases and school construction lead alerts from our get our partners involved in specifying and designing America’s schools, not just bidding on them
Pillar One – Identify the Market

- 15,800 School Districts in America, each with a bid list, commodity codes, Purchasing Directors
- 10,000 Post Secondary Institutes with Department Heads, Different campuses, IT Directors
- 3,141 Counties, each with dedicated purchasing processes
- 5,739 Hospitals in America

Westcon has a program created to give you the contact information for each of the decision makers at each of these locations. We have copyright permission to share this data in Electronic format.

Pillar Two – Identify the Funding (follow the money)

- Monthly updates on ARRA funding and who is getting it
- Tutorials on discovering, downloading, and completing grant applications
- 24,000 schools bought voice and data hardware via the E-Rate last year
- Product sets designed for grant approval

Westcon has access to every school, every city, every state, every county, every university bid in America. We get these updated on a daily basis. We can download the bid itself, as well as give you the contact information for the bids administrator. We know what bids they have handled in the past 3 years, and how everyone bid in the past.
Pillar Three – Identifying solutions, products and talking points for your sales visits

At the Public Sector website we take the next step, preparing for the sales call. On an ongoing basis we update a list of six to eight of the key technology solutions being sought out in each of the key Public Sector markets. We discuss what they are, and a set of products others are already using. We support these recommendations with White Papers and Newspaper clippings of successful implementations. Lastly, we create 2 or 3 page sales guides easily downloaded as PDFs to take along on your sales visit.
Westcon Public Sector Programs
Register at http://publicsector.westcon.com

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The American Recovery & Reinvestment Act, Westcon, and You.

Funding Update
Advanced Search

Using the tabs below you can choose from three different types of advanced searches. Search for awards by keyword and other criteria, search for a particular recipient, or find awards around a particular zip code.

One thing to keep in mind is that you don't have to fill out all of the fields under each tab. For example, under the Recipients tab, you can choose a state and leave the "name" and "city" fields blank to search for all recipients in the state. The same goes for the fields in the Recipients tab—you only need to fill out as many as you'd like.

Also, under the Awards tab, the "agency" field auto-completes as you type. And in both the Awards and Recipients tabs, the "city" field becomes available only after you choose a state.

Keywords: wireless network
Agency: 
State: 
City: 
Award Type: 
Contract
Loan
Grant
<table>
<thead>
<tr>
<th>Contract</th>
<th>Description</th>
<th>Amount</th>
<th>Location</th>
<th>State</th>
<th>Zip</th>
</tr>
</thead>
<tbody>
<tr>
<td>Data patchcords for IT network</td>
<td>$118,000</td>
<td>Knoxville</td>
<td>TN</td>
<td>37917</td>
<td>0 0</td>
</tr>
<tr>
<td>Southwest Sciences? SBIR project will lead to development of residential fire sensing systems based on recently developed, low cost temperature...</td>
<td>$300,000</td>
<td>Santa Fe</td>
<td>NM</td>
<td>87501</td>
<td>0 0</td>
</tr>
<tr>
<td>Provide three full-time technicians to inventory, test, and install approximately 270 network switches and approximately 155 UPS systems.</td>
<td>$544,000</td>
<td>Pawleys Island</td>
<td>SC</td>
<td>29585</td>
<td>0 0</td>
</tr>
<tr>
<td>Equipment to Upgrade and Replace the LAN Switch Infrastructure with a 5-year Equipment Warranty for 17 Job Corps Network</td>
<td>$3,299,900</td>
<td>Sterling</td>
<td>VA</td>
<td>20152</td>
<td>0 0</td>
</tr>
<tr>
<td>Installation of new slave gate remote control system including programmable logic controllers, fiber optic communications network, closed-circuit television equipment and...</td>
<td>$297,188</td>
<td>Hermitage</td>
<td>PA</td>
<td>15448</td>
<td>0 0</td>
</tr>
<tr>
<td>The advent of small-scale distributed generation and storage technologies, together with the increasing need for service critical loads during emergencies...</td>
<td>$400,783</td>
<td>Blacksburg</td>
<td>VA</td>
<td>24801</td>
<td>0 0</td>
</tr>
<tr>
<td>The purpose of this task order is to provide overbank airborne LIDAR surveys along the George Andrews pool on the...</td>
<td>$83,547</td>
<td>Hampton</td>
<td>GA</td>
<td>30266</td>
<td>0 0</td>
</tr>
<tr>
<td>Contractor shall provide A/E services to design an updated electrical infrastructure for 50 Network Closets in various buildings located at...</td>
<td>$70,998</td>
<td>Washington</td>
<td>DC</td>
<td>20001</td>
<td>0 0</td>
</tr>
<tr>
<td>DoE Infrastructure Hardening and Improved Defensive Sensors. This initiative reduces the ways cyber attacks can succeed against the Department of...</td>
<td>$8,749,996</td>
<td>Springfield</td>
<td>VA</td>
<td>22152</td>
<td>14 1</td>
</tr>
<tr>
<td>WINS New HITSS Task Order- System Engineer. The purpose of the task order is to assist Information Systems Division in...</td>
<td>$424,952</td>
<td>Washington</td>
<td>DC</td>
<td>20001</td>
<td>2 0</td>
</tr>
<tr>
<td>Provide ATRATO Storage Area Network Equipment for the Field office in Golden</td>
<td>$2,162,044</td>
<td>Germantown</td>
<td>MD</td>
<td>20874</td>
<td>0 0</td>
</tr>
</tbody>
</table>
STERLING, VA

PROVIDEO MANAGEMENT INCORPORATED

CONTRACT: $3,293,903 - OFFICE OF JOB CORPS - AUG. 21, 2009

Are you satisfied with this award? Yes or No

No votes have been cast for this award yet

Join the conversation: Post a comment about this award

Award Description: Equipment to Upgrade and Replace the LAN Switch Infrastructure with a 3-year Equipment Warranty for 17 Job Corps Network

Project Description: Not Started

Jobs Summary: Not Started (Total jobs reported: 0)

Project Status: Not Started

This award's data was last updated on Aug. 21, 2009. Help expand these official descriptions using the wiki below.

Funds Recipient
PROVIDEO MANAGEMENT INCORPORATED
POTOMAC FALLS, VA 20186
See more awards to this recipient

Place of Performance
46631 Wintersett Court
Sterling, VA 20165
See more awards in this zip code

Funds from this award have been disbursed to subcontractors. Click here to see a list of subcontractors.
The HITECH Act of 2009

As the national dialogue on healthcare reform continues, health IT and health information exchange (HIE) have emerged as critical means to ensuring a healthcare system that is affordable, effective, safe and transparent. A new report from the State Alliance for e-Health, Preparing to Implement HiTech: A State Guide for Electronic Health Information Exchange, aims to help states lead the way in using health IT and HIE.

The HITECH Act, enacted as part of the American Recovery and Reinvestment Act of 2009, expands the role of states in fostering health information exchange and adoption of electronic health records over the next five years. The Act set a goal of 2014 to increase dramatically the number of healthcare providers who have, and effectively use EHRs and HIE.

The report recommends actions states should begin undertaking now to successfully implement the HITECH Act, including:

- Preparing or updating the state plan for HIE adoption;
- Engaging stakeholders;
- Establishing a state leadership office to manage the implementation;
- Preparing state agencies to participate;
- Implementing privacy strategies and reforms;
- Determining the HIE business model;
- Creating a communications strategy;
- Establishing opportunities for health IT training and education.
HiTech (EHR) Act Implementation

- **Dec 31, 09**: HHS: Standards, implementation and certification criteria deadline
- **Feb 17, 09**: ARRA HITECH legislation signed
- **Oct 1, 2010**: Hospital incentive period begins
- **Jan 2011**: Non-hospital based physician incentive period begins
- **FY 2013**: Decrease in physician payment begins
- **FY 2014**: Decrease in available payments for hospitals
- **FY 2015**: Penalties begin for those that haven't implemented an EHR and can not meet meaningful use (hospitals and physicians)
- **After FY 2015**: No incentive payments
In a letter addressed to the four top Congressional leaders, White House Chief of Staff Rahm Emanuel and Health and Human Services Secretary Kathleen Sebelius outlined the format of the scheduled January 25 health care reform meeting requested by President Barack Obama.

The meeting, to be held at Blair House, the Washington, D.C., official state guest house for the President, will begin at 10:00 a.m and will be televised live in its entirety. Almost 50 members of Congress and the Administration are invited.

According to the letter, Mr. Obama will provide opening remarks, followed by remarks by a Republican and a Democratic leader. This will be followed by a discussion, moderated by Mr. Obama, on four topics needed in health reform legislation:

- Insurance reforms—“Does it provide adequate protection against abuses by the insurance industry?”

- Cost containment—“Does it bring down costs for all Americans as well as for the Federal Government, which spends a huge amount on health care?”

- Expanding coverage—“Does it make coverage affordable and available to the tens of millions of working Americans who don't have it right now?” and

- The impact health reform legislation will have on deficit reduction—“Does it help us get on a path of fiscal sustainability?”
Recovery Act (ARRA) Funding

Select a state from the drop-down menu.

Select a State

The American Recovery Stimulus Act 2009:

Avaya Agile Communication Environment

Diane Santiago, ACE Business Development and Partner
The American Recovery & Reinvestment Act, Westcon, and You.

Announcing a major new initiative!
Introducing a three part online seminar series integrating grant-writing information along with Westcon product information:

- How do I find appropriate grants?
- How do I package the proposal and integrate solutions?
- How do I write the proposal?

March 18, 2010  2PM Eastern time
April 15, 2010  2PM Eastern time
May 13, 2010  2PM Eastern time

During our first semester of lessons we will be focusing Telemedicine grants, specifically Rural Healthcare and Telemedicine
http://healthcare.westcon.com

Your Portal To Success In The Changing World of Healthcare Technology

"It is amazing to me that it has been almost a year since we first launched our Westcon Healthcare portal. As one of the very first technology distributors to bring you critical Healthcare information and funding opportunities resulting from the American Recovery and Reinvestment Act (ARRA), we developed this portal specifically to help you navigate opportunities in the Healthcare market. Not only have we been able help you identify trends and technology solutions that are in demand, but we have also worked as your trusted distribution partner to develop programs that help you identify, qualify, and close revenue opportunities.

Our portal has continued to evolve with the market and I hope you will take the time to see what's new. We have updated our industry overview and market trends section, as well as having added a new vendor. Stay tuned and check back often for even more exciting news and information as we work to help you succeed in the Healthcare market."

Ronald Shipp
Vertical Market Manager Westcon Healthcare
Questions?

*Copies of today’s session as well as all prior sessions are available at:

http://publicsector.westcon.com

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