2018 Accomplishments
The State & Local Government and Education (SLED) Council of CompTIA is a consortium of executives from leading technology companies who share a common mission to be ‘The Voice of the IT Industry Serving the State & Local Government and Education (SLED) market.’ Our members, guided by an executive council of leading industry executives, collaborate with CompTIA staff, state government affairs advocates and other resources to drive member-led initiatives focused on advancing the interests of the IT industry in the SLED market.

2018 was an extremely successful year for the SLED Council and the activities that occurred, and accomplishments of the council are memorialized in this annual report.

Meetings, Networking, Interfacing with Government Officials

The SLED Council holds a series of meetings with members and government officials throughout the year and the meetings often feature guests that relate to ongoing initiatives or topics of interest.

Washington, D.C. SLED Summit, April
Uwe Brandes, Faculty Director and Associate Professor, Georgetown University
Charles Cooper, Executive Vice President, Signal Group
Tim Herbert, Senior Vice President, Research & Market Intelligence, CompTIA
Judd Nicholson, Vice President and CIO, Georgetown University
Jessie Posilkin, Innovation Specialist, TTS
Alla Goldman Seiffert, Acting Director/Assistant Commissioner, Office of Acquisition, TTS

Boston SLED Summit, July
Breck DeWitt, SLG CTO Office & Solutions Development Director, Dell EMC
William Fuqua, Research Analyst, Massachusetts Technology Collaborative
Dan Haro, Program Specialist, Massachusetts Innovation Institute
Gary Lambert, Assistant Secretary for Operational Services, Commonwealth of Massachusetts
Stephen Newell, Blockchain leader, US Public Market, IBM
Joel Waterfield, Managing Director, Grant Thornton

CompTIA Tech Summit, October
Susan M. Armstrong, Senior Vice President, Engineering, Qualcomm, Inc.
Jason Boxt, Executive Vice President at PSB Research
Chris Calabrese, Vice President of Policy, Center for Democracy and Technology (CDT)
Travis Hall, Telecommunications Policy Analyst, Department of Commerce's National Telecommunications and Information Administration (NTIA)
Mark Hopson, Innovation Specialist, GSA 18F and Contracting Lead at TTS
Steven Johnson, Best Selling Author and TV Host
Jennie Mathur, Senior Learning Manager, STEM, Girls Inc.
Greg Otto, Managing Director, Cyberscoop
Dugan Petty, Education and Outreach Coordinator for NASPO ValuePoint and Former CIO and Chief Purchasing Officer, State of Oregon
Madelaine Pisani, National Journal
Kevin Plexico, Senior Vice President of Information Solutions, Deltek
J.C. Raby, Co-founder & Partner, Boston Meridian Partners
Scott Ralls, President, Northern Virginia Community College
Dana Rygwelski, Director of Communications & Ecosystem, MassChallenge Texas
Representative Jason Saine (R-NC)
Paul Sherman, CEO, Potomac Tech Wire
Tim Storey, Director of State Services, National Conference of State Legislatures (NCSL)
Yael Weinman, Associate General Counsel, Privacy, Verizon

Arizona SLED Summit, December
Dominic Papa, Executive Director & Co-Founder, Institute for Digital Progress
Morgan Reed, State CIO, Arizona
Garrick Taylor, Senior Vice President, Government Relations & Communications, AZ Chamber of Commerce

Los Angeles County Industry Briefing, November
Jeramy Gray, Assistant Executive Officer of Technology and Planning, Executive Office of the Board of Supervisors, Los Angeles County
Bill Kehoe, Chief Information Officer, Los Angeles County
Binh Le, Assistant Director, Chief Information Officer, Los Angeles County Library
Murtaza Masood, Assistant Director, Department of Human Resources, Los Angeles County
Dave Wesolik, General Manager, Internal Services Department, Los Angeles County

CIO Survey Reception at NASCIO Annual Conference
Over 75 attendees including CompTIA members and NASCIO State members.

Innovation Nation Reception at NCSL
Hundreds of industry members and state legislators from across the country.

State of Florida Dept. of Management Services State Purchasing IT Forum
Roz Ingram, Director of State Purchasing, Florida

California Procurement Committee Meetings
Andrew Armani, Agency Information Officer, Gov. Ops Agency and BSCH Agency
Chris Cruz, Deputy State CIO, State of CA
Adam Dondro, Agency Information Officer, CA Health & Human Services Agency
Tim Garza, Agency Information Officer, Resources Agency
Senator Jacqui Irwin
Marcy Kahbody, Agency Information Officer, CA State Transportation Agency
Daniel Kim, Department of General Services, State of CA
Senator Connie Leyva
Russ Nichols, Agency Information Officer, CA Dept. of Corrections and Rehabilitation
George Okamoto, Agency Information Officer, CA Labor Agency
Angela Shell, Chief Procurement Officer, State of CA
Senator Henry Stern
Amy Tong, State CIO, State of CA

Texas Procurement Committee Meetings
Hershel Becker, Chief Procurement Officer, TX Department of Information Resources
John Colyandro, Policy Director, Governor Greg Abbott
Lisa Kanne, Deputy Chief Operating Officer, Department of Family and Protective Services (DFPS)
Todd Kimbriel, Deputy Executive Director and State CIO, Texas
Stephanie Muth, State Medicaid Director, TX Health and Human Services
Jennifer Sims, Deputy Commissioner, Dept. of State Health Services
Jette Withers, Chief Procurement Officer and Director, Statewide Procurement Division, Texas Comptroller of Public Accounts
Rep. John Zerwas

CompTIA DC Fly-In, February, Washington, D.C.
Amanda Ahlstrand, Office of Workforce Investment at the Employment & Training Administration, DOL
Christopher Bates, Senior Counsel to Senator Orrin G. Hatch
Steve Coran, Lerman Senter PLLC
Amy Davine Kim, Chamber of Digital Commerce
David Goldman, House Energy & Commerce Committee
Kelsey Guyselman, White House Office of Science and Technology Policy
Jeanette Manfra, Assistant Secretary for the Office of Cybersecurity and Communications, Department of Homeland Security
Michael O’Rielly, FCC Commissioner
Brent Parton, Center on Education and Skills, New America
Charla Rath, Verizon
Jeremy Robbins, New American Economy
Joel Waterfield, Grant Thornton
Tracey Nelson-Rossman, TechGirlz
Darrell M. West, Center for Technology Innovation at the Brookings Institution
Michelle White, GSA

Tech Caucus and legislative receptions in Colorado, California, Washington, Texas, Oregon, Florida
Dozens of state legislators, members, government leaders from each state

CompTIA Excellence in Cybersecurity Awards, June, Washington, D.C.
Congressman Pete Aguilar, California
Phyllis Bailey, IT Specialist, U.S. Army
Senator Roger Wicker, Mississippi
2018 Initiatives And Accomplishments

In addition to the everyday work of improving the business environment at state and local levels, CompTIA’s SLED Council annually lays out initiatives supported by working groups that aim to publish or produce some result. In 2018, these initiatives included:

- In partnership with NASCIO and Grant Thornton, produced the 2018 State CIO Survey and hosted a reception at the NASCIO annual conference for CompTIA members to network with State CIOs.


- Gifted two $5,000 donations on behalf of the SLED Council to the Digital Harbor Foundation and Npower.

- Hosted four regional SLED Technology Summits focused on state and local issues of importance to our membership.

- Distributed letters to Gubernatorial candidates across the nation; positioned CompTIA to be a trusted, vendor-neutral partner to new Governors and administrations.

Besides hosting excellent educational events and networking opportunities, CompTIA’s SLED Council weighs in on policies that impact the tech industry’s ability to do business with state and local governments. Throughout 2018, some ways that we accomplished that mission included:

- Weighed in on Florida Rulemaking, impacting rules related to indemnification and liability throughout draft rulemaking processes. Rule changes were placed on hold thanks to our input.

- Led industry participation in the State of California’s Vendor Advisory Council, including various meetings with state government officials on hardware, software and project procurement models.

- CompTIA research released annual Cyberstates report, outlining the cyber economy in each state.

- CompTIA’s SLED Council weighed in on procurement reform needs in the State of Idaho via a letters. Legislation and reforms are expected next year.

- CompTIA’s SLED Council met with both the City and County of LA to discuss troubling procurement provisions noticed in contracts, including unlimited liability. We have positioned CompTIA to be a trusted vendor advisory body for both the City of LA and the County of LA and will work with both jurisdictions in 2019 on various issues including procurement reform.

- Participated in writing a white paper with NASCIO, NASCA, and NASPO titled A View from the Marketplace: What They Say About State IT Procurement. Formed substantial recommendations related to improving the IT acquisition process across the private and public sector.

- Commented on draft terms and conditions in California and Idaho.

- Engaged with the federal Department of Commerce Global Cities Team Challenge on Blockchain and Public Health Action Clusters. Work will continue through 2019.

- Weighed in with the State of California Procurement office regarding IT master service agreement improvements.
- Advocated for and launched a procurement planning calendar with the State of Texas.

- Contributed to the CompTIA Cybersecurity Advisory Board’s White Paper: Building a Culture of Cybersecurity: A Guide for Corporate Executives and Board Members.

- Promoted and weighed in on terms of the NASPO ValuePoint Cloud Services RFP.

- Weighed in the New York State IT Umbrella Contract terms and conditions and presented member issues with the contract to state officials.

CompTIA’s State Government Affairs (SGA) team of lobbyists focus on legislative initiatives at the state level across the country. The SGA team weighs in on all technology issues, both public sector and commercial, and works closely with the SLED council when legislation impacting technology procurement are introduced by various states. In 2018, the SGA team tracked 121 pieces of legislation across the states. Some of the highlights from that legislation, where the CompTIA SLED Council was able to weigh in on legislative procurement policy, included:

<table>
<thead>
<tr>
<th>State</th>
<th>Bill Number</th>
<th>Sponsors</th>
<th>Summary</th>
<th>Progress</th>
</tr>
</thead>
<tbody>
<tr>
<td>Alaska</td>
<td>HB 286</td>
<td>House Rules By Request Of The Governor</td>
<td>An Act making appropriations for the operating and loan program expenses of state government and for certain programs; capitalizing funds; amending appropriations; and making supplemental appropriations.</td>
<td>Enacted</td>
</tr>
<tr>
<td>Arizona</td>
<td>HB 2424</td>
<td>Rep. Diego Espinoza (DEM-AZ)</td>
<td>procurement; veterans; Arizona bidders; preference</td>
<td>Dead</td>
</tr>
<tr>
<td>Arizona</td>
<td>HB 2493</td>
<td>Rep. Mark Cardenas (DEM-AZ)</td>
<td>call center relocation, notice; penalty</td>
<td>Dead</td>
</tr>
<tr>
<td>California</td>
<td>AB 1546</td>
<td>Burke (A)</td>
<td>Direct of the California Department of Technology (CDT), by January 1, 2019, to develop a standardized contractor performance assessment report system to evaluate the performance of a contractor on any information technology contract or project reportable to the department.</td>
<td>Passed committee in second chamber</td>
</tr>
<tr>
<td>California</td>
<td>AB 1680</td>
<td>Burke (A)</td>
<td>Requires the Department of Technology (CDT), in cooperation with the Department of General Services (DGS), to establish and oversee the implementation of a professional development training program and curriculum within the California Procurement and Contracting Academy for persons engaged in the procurement of informational technology (IT), as specified.</td>
<td>Passed committee in second chamber</td>
</tr>
<tr>
<td>California</td>
<td>AB 1681</td>
<td>Burke (A)</td>
<td>Requires the California Department of Technology (CDT) to submit, by January 1, 2019, a report to the Governor and the Legislature on the development of a standardized performance assessment system, commonly known as a “vendor scorecard,” to evaluate vendor performance on information technology (IT) procurement projects.</td>
<td>Passed first chamber</td>
</tr>
<tr>
<td>California</td>
<td>AB 2198</td>
<td>Asm. Jay Obernolte (REP-CA)</td>
<td>An act to amend Section 11862 of the Government Code, relating to state government.</td>
<td>Enacted</td>
</tr>
<tr>
<td>Connecticut</td>
<td>HB 4281</td>
<td>Commerce Committee</td>
<td>To establish a working group to provide legislative recommendations to address the needs of technology companies and software developers.</td>
<td>Introduced or prefiled</td>
</tr>
<tr>
<td>Florida</td>
<td>SB 448</td>
<td>Governmental Oversight and Accountability</td>
<td>Agency for State Technology; Revising certain powers, duties, and functions of the agency in collaboration with the Department of Management Services, authorizing the state data center within the agency to extend, up to a specified timeframe, certain service-level agreements.</td>
<td>Dead</td>
</tr>
<tr>
<td>State</td>
<td>Bill No.</td>
<td>Sponsor</td>
<td>Description</td>
<td>Status</td>
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<tr>
<td>Hawaii</td>
<td>HB 1168</td>
<td>Rep. Lauren Matsumoto (REP-HI)</td>
<td>Requires the state procurement office to establish an electronic database of all government procurement contracts, accessible to each governmental entity. Requires state procurement office oversight of procurement information. Appropriates funds to establish the electronic database.</td>
<td>Introduced or prefiled</td>
</tr>
<tr>
<td>New York</td>
<td>AB 2022</td>
<td>A. Bronson</td>
<td>An Act to amend the state finance law, in relation to the cost effectiveness of consultant contracts by state agencies.</td>
<td>Vetoed</td>
</tr>
<tr>
<td>Pennsylvania</td>
<td>HB 1704</td>
<td>Grove</td>
<td>An Act amending Title 71 (State Government) of the Pennsylvania Consolidated Statutes, providing for information technology, establishing the Office of Information Technology and the Information Technology Fund.</td>
<td>Passed committee in first chamber</td>
</tr>
<tr>
<td>Tennessee</td>
<td>SB 1662</td>
<td>Sen. Steven Dickerson (REP-TN)</td>
<td>Business and Commerce - As introduced, recognizes the legal authority to use blockchain technology and smart contracts in conducting electronic transactions, protects ownership rights of certain information secured by blockchain technology. - Amends TCA Title 22, Title 47, Title 48, Title 61 and Title 66.</td>
<td>Enacted</td>
</tr>
<tr>
<td>Virginia</td>
<td>HB 473</td>
<td>David A. Reid</td>
<td>Virginia Public Procurement Act; use of best value contracting. Authorizes the use of best value contracting by all public bodies. The bill sets forth the requirements for any procurement process that uses best value concepts.</td>
<td>Introduced or prefiled</td>
</tr>
<tr>
<td>Washington</td>
<td>HB 2404</td>
<td>Rep. Vicki Kraft (REP-WA)</td>
<td>The bill would require consolidated technology services agency (WaTech) to develop migration plans for certain state agency projects that are running at a deficit.</td>
<td>Dead</td>
</tr>
</tbody>
</table>

### Membership

The SLED Council added 5 new member companies in 2018. As of December 31, 2018, the SLED Council has 45 members. SLED member engagement has also grown over the year. Strong in-person meeting attendance was observed at SLED events throughout the year.

#### SLED Council Members

*Companies in bold include new members in 2018.*

- ABM Federal Sales
- Accenture
- Adobe Systems
- Apple
- ARM
- AT&T
- Axon
- Bluecrane Solutions
- Brother International
- CalDorado Group
- Carahsoft
- Compuware
- Conduent
- Dell EMC
- Deloitte
- Deltek
- First Data
- ForeScout
- Gartner Consulting
- Google
- Grant Thornton
- IBM
- Intel
- Intelligent Designs
- KPMG
- Lyft
- MarkLogic
- MasterCard
- Mitel (formerly ShoreTel)
- NIC
- Northrop Grumman
- Optum
- Oracle
- Ralph Chandler & Associates
- Red Hat
- Red River (formerly Natoma)
- RELX Group
- Rockwell Automation
- Salesforce
- SAP
- Spire
- Splunk
- Tableau
- Texas Instruments
- Toshiba
- Turo
- Verizon
- VJA Lexis Consulting
- VMware
Leadership

The SLED Council’s activities and initiatives are directed by an Executive Council, made up of 15 industry leaders. The Executive Council met three times in person and once via conference call to plan council activities for the year, update on initiatives and working groups, and set the strategic direction for the SLED Council.

Council Leaders

Jennifer Axt  
Regional Vice President Sales, SLED, Tanium  
Chair, SLED

Josh Nisbet  
Director, Government Clients & Markets, Deloitte  
Vice Chair, SLED

Regina Kunkle  
National Vice President, State & Local Government/Education, SAP  
Vice Chair, SLED

SLED Executive Council Members

- Claire Bailey, Director, Federal, State and Local Solutions - Compuware
- Charles Collier, Managing Director of Advisory - KPMG
- Mike Coulson, Specialist Leader - Deloitte (HSITAG Ex-Officio)
- Gregg Descheemaeker, Director US SLED - Intel
- Graeme Finley, IT-Global Public Sector Practice Director - Grant Thornton
- Mike Foulkes, Director, State and Local Government Affairs and Worldwide Political Compliance - Apple (SGA Ex-Officio)
- Maggie Hallbach, Vice President, Government and Education - Verizon
- Myles Lynch, Vice President, State, Local & Education Leader - IBM
- Ryan Oakes, Managing Director Public Sector - Accenture
- Bethann Pepoli, Director, Business Development, State & Local Government and Education - Splunk
- John Punzak, National Business Development Manager, SLED - VMware
- Shawn Rodriguez, Regional Vice President, US SLED - ForeScout Technologies
- Juliane Swatt, Senior Vice President, State & Local Government Solutions, Public Sector - Conduent
Communications

SLED Council members received over 50 emails throughout 2018 relating to SLED Council activities, requests, projects and membership. Members receive a quarterly SLED newsletter that updates on all the latest happenings and activities associated with each group.

SLED 2018 Media Coverage

State Tech Magazine: NASCIO 2018: Deloitte-NASCIO Report Calls for Bold Plays in Cybersecurity October 24, 2018
Route Fifty: For State CIO Leadership, Strong Communication Is More Important Than Tech Expertise October 24, 2018
GovTech: NACIO Day Two: The Changing Face of the CIO October 23, 2018
State Scoop: With Gubernatorial Changes Ahead, NACIO Releases 2018 State CIO Survey October 23, 2018
Gov Tech: NACIO: New Tech, Changing Business Models Are Transforming CIO Role October 3, 2018
State Tech Magazine: The Benefits and Challenges of Moving to the Cloud in the Public Sector September 21, 2018

Throughout the year, CompTIA staff also author blogs for member use and education:

How Technology Advocacy Can Impact Your Business By Lana Sansur | Nov 27, 2018
What’s Important to a State CIO? By Roger Hughlett | Nov 13, 2018
What the Midterm Elections Mean For Tech By Kevin Callahan | Oct 30, 2018
Protecting National Infrastructure Vital to Business By CompTIA Advocacy | Oct 29, 2018
Silicon Valley Tech Investor Connects Innovation with Regulation at CompTIA Tech Summit By Roger Hughlett | Oct 23, 2018
Innovation: Where Does It Come from? Steven Johnson Inspires Tech Summit By Roger Hughlett | Oct 23, 2018
Where Policy Meets Innovation: Six Big Ideas from CompTIA’s Tech Summit By Roger Hughlett | Oct 22, 2018
Building Corporate Culture Around Cybersecurity By Elizabeth Hyman | Oct 15, 2018
Cyber Workforce Crisis and How to Solve It By CompTIA Advocacy Staff | Oct 08, 2018
CompTIA Joins Industry, Government to Promote Cyber Security By CompTIA Advocacy | Oct 04, 2018
Looping in Technology in New Governor’s Future Administration By Jennifer Saha | Aug 06, 2018
Blockchain at the State and Local Level By Jennifer Saha | Aug 01, 2018
Top HHS, Tech and Procurement Leaders from the Texas State Government at HSTIAG Meeting By Jennifer Saha | Jun 25, 2018
Drones and Smart Cities: Transforming the Lives of Citizens By Lana Sansur | Jan 26, 2018
Social Media

The SLED Council launched a twitter page in late 2015 (@CompTIA_SLED) and active updates have attracted over 60 followers throughout 2018. CompTIA staff have tweeted over 175 tweets relevant to SLED Council members and the government IT market, resulting in nearly 60,000 impressions.

SLED Council in 2019

The SLED Executive Council has already set the strategic direction for the SLED Council’s activities in 2019. Additionally, tentative meeting dates for committees and the SLED Council and all Public Sector & Advocacy Meetings have also been set. Those meeting dates, locations and topics can be found at https://www.comptia.org/advocacy/get-involved/events

Main SLED Council initiatives in 2019:

All working groups and committees will feed into three areas of focus: Workforce, Procurement and Emerging Technologies.

- The SLED Council will continue to execute successful events in 2019 with technology summits and events in states or localities of interest to the industry.

- The SLED Council will monitor 2019 Gubernatorial transitions and position CompTIA to be a trusted industry advisor for new Governors and Executive Staff.

- In California, the California Procurement Committee will continue participate on the State Department of Technology’s Vendor Advisory Council and lead the procurement modernization efforts underway with the state.

- The SLED Council will again undertake the State CIO Survey and Local CIO Survey with our trusted industry partners.

2019 Working Groups

Local Focus Working Group

In case you missed it, the Public Technology Institute merged with CompTIA at the beginning of the year. If your company is interested in local government, the ‘L’ in our SLED Council, make sure to participate on this group that will serve as a liaison with PTI through the integration and focus on issues at the city and county level.

Procurement Committee

We have standing procurement committees in CA and TX, but our SLED Council deals with procurement issues as they arise across the country. If your company wants to help us shape our procurement point of view as an industry, including initiatives, educational campaigns, or other procurement focused activities, make sure to participate on this working group that will hone in on procurement issues in various markets across the country.
Charitable Giving Working Group

Direct CompTIA's $10,000 donation, pick where we want to contribute funds that are already allocated. Help direct where our Council's charitable contribution will be spent.

Membership Development Committee

A big focus on engagement and getting existing members more involved in CompTIA programs. We will still recruit new companies, retain members we have, and increase engagement. Help us to identify players in the SLED market that should be involved.

In addition to these initiatives, we will continue to advance our position as the 'voice of the IT industry serving state and local governments' by engaging our partners at government and serving as a trusted advisor to any requests that come from these partners. We will examine opportunities to voice our opinions and perspectives to government executives in states or localities that are of interest to our membership.

For further information about the SLED Council, please visit [http://www.comptia.org/SLED](http://www.comptia.org/SLED) or contact SLED Council Staff Director Jennifer Saha at jsaha@comptia.org.