

Hodges, Meghan

From: Klahs, Beth
Sent: Thursday, October 09, 2008 1:32 PM
To: Marshall, Jim; Cunningham, Nancy; Pape, Ferman; Jacowitz, Brian; Cookinham, Joseph; Tartaglia, Greg; Breton, Nicole
Cc: Orlosky, Jason; Padgett, Shawn; Alvarez, Marco; Hodges, Meghan; Mullen, John; Kitts, Jessica
Subject: Eisenhower Medical Center Update!

Hi All,

Eisenhower Medical Center became our first TAP customer on June 10, 2008 when they entered into a partnership with McKesson and the MSO group to procure all eligible equipment and maintenance through the execution of a TAA agreement. In the four short months that we have partnered with Eisenhower I am excited to announce that we have exceeded our goal of 2 Million!

As of October 9, 2008 we have closed \$ 2,408,045.00 in MSO hardware, services, and maintenance.

There have been many team members that have helped us meet this significant milestone so I want to share with you some of the team contributions that were made to make this happen. Thanks to everyone for your patience and hard work that you have put in! There have been many people that have contributed to this success so I hope that I have not left anyone out. I did want to highlight a few of the highlights to date:

Marco Alvarez- provided great contributions at Eisenhower through his support as a TE which was instrumental in helping Eisenhower make this decision to partner with us.

Shawn Padgett & John Mullen- showed the strength of McKesson's engineering which led us to our first TAA deal, with a significant wireless deal totaling **\$485,000!** Not to mention John Mullen's great mentoring skills...for which I can now say that I am able to successfully hang wireless access points!

Meghan Hodges- provided great support and attention to detail during a long and tedious HP Maintenance consolidation. Meghan worked tirelessly to close our first maintenance consolidation with Eisenhower, totaling over **\$235,000** and covering Eisenhower's entire HP maintenance footprint.

Jason Orlosky- as the named accounts TE has quoted over 25 quotes for Eisenhower in 4 months and has worked more than a few aggressive timelines, including a large EMC deal that totaled **1.3 Million!**

Jessica Kitts- has become involved in a monthly Systemcare call with the customer which is increasing our involvement end-to-end with this customer, while showing the value of Systemcare through increased dialogue and communication from peer to peer.

Thanks everyone for your support of this new program!

Beth Klahs, PMP
Technology Account Advisor
Managed Services Organization

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Please note that I will be out of the office from Oct 21- Oct 31, returning to the office on Nov 3. Please plan accordingly!

Bethany. [REDACTED]

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10/9/2008