FAIRFAX COUNTY
VIRGINIA



Information Technology Committee

Board of Supervisors IT Committee Meeting
March 24, 2026

Agenda

- Joint Board – FCPS Board IT Committee Update and Discussion
- Affidavit Update
- Summary of ITPAC Letter to the Board / IT Industry Trends and Discussion

Joint Information Technology Committee

Ellicia Seard-McCormick, Deputy County Executive

Maura Power, Chief Technology Officer, DIT

Gautam Sethi, Chief Information Technology Officer, FCPS

Executive Summary & Purpose

- Joint Committee Established in March 2025
  - Improve operational efficiencies
  - Identify cost savings/cost avoidances
  - Optimizing resource utilization
- Guiding Principles:
  - Strategic use of shared information technology assets and services.
  - Stewardship of fiscal resources amid ongoing budget uncertainties
  - Commitment to high-quality and enhanced service delivery
  - Maintenance of secure, innovative IT solutions

Committee to Workgroup

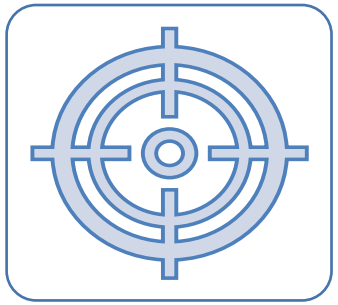
- Convened smaller workgroup of technical SMEs across FCPS and FCG
- Reviewed individual technology investments, renewal cycles, and performed in-depth discovery sessions with key vendors/contracted resellers
- Leveraging SAP performed analysis and research
- Aligned teams' approaches, emphasized collaboration and set foundation for continuous journey

Workgroup

- FCPS IT and FFX Gov have met nearly weekly (or more) in a 2-month sprint like effort, starting in October 2025
- “Book of business” reviews with key vendors have taken place
- Data analysis across County and Schools performed for alignment across products, services, and hardware purchases
- Working group collaboration across domain SMEs (Network, Applications, Architecture etc.)
- Crafted strategy for negotiating and systematically aligning common infrastructure purchases

Cost Optimization Design Strategy

- Multiple opportunities were explored, the team agreed on a 2-prong execution strategy



Tactical: Near-term unit pricing comparisons on commonly purchased assets (1–2-month timeline)



Strategic: Long-term alignment on data centers, virtualization, and industry pricing shifts (18-month timeline)

Key Insights from FCG-FCPS IT Joint Workgroup

- High-Level Findings
  - Multiple opportunities for aligned purchasing and stronger vendor negotiation
  - Future opportunities in streamlined data center operations and with other large capital related expenditures
  - Long term planning and coordination needed for future
  - Important structural differences were unearthed

Key Insights from FCG-FCPS IT Joint Workgroup

- Different end user bases and operational realities
  - FCPS supports technology collectively for 250,000 students and staff with federally regulated data and privacy needs.
  - FCG supports diverse workforce delivering government services often in regulated environments
  - These differences affect cybersecurity requirements, privacy rules, compliance obligations, and device management approaches.
  - Certain technology domains and procurement must remain distinct to support each organizations mission and regulatory entities



Key Insights from FCG-FCPS IT Joint Workgroup

Education-Specific Market Constraints

- Many ed-tech software models, pricing tiers, and eligibility rules are designed exclusively for school systems.
- FCPS can access discounts, bundles, and packages exclusive to education institutions where FCG is not eligible



Opportunities in Detail



Infrastructure Optimization

- Network Infrastructure
- Wireless Access Points
- Uninterruptible Power Supplies



Licensing & Vendor Management

- SaaS Products
- Cloud Data Platform
- Digital Certificates

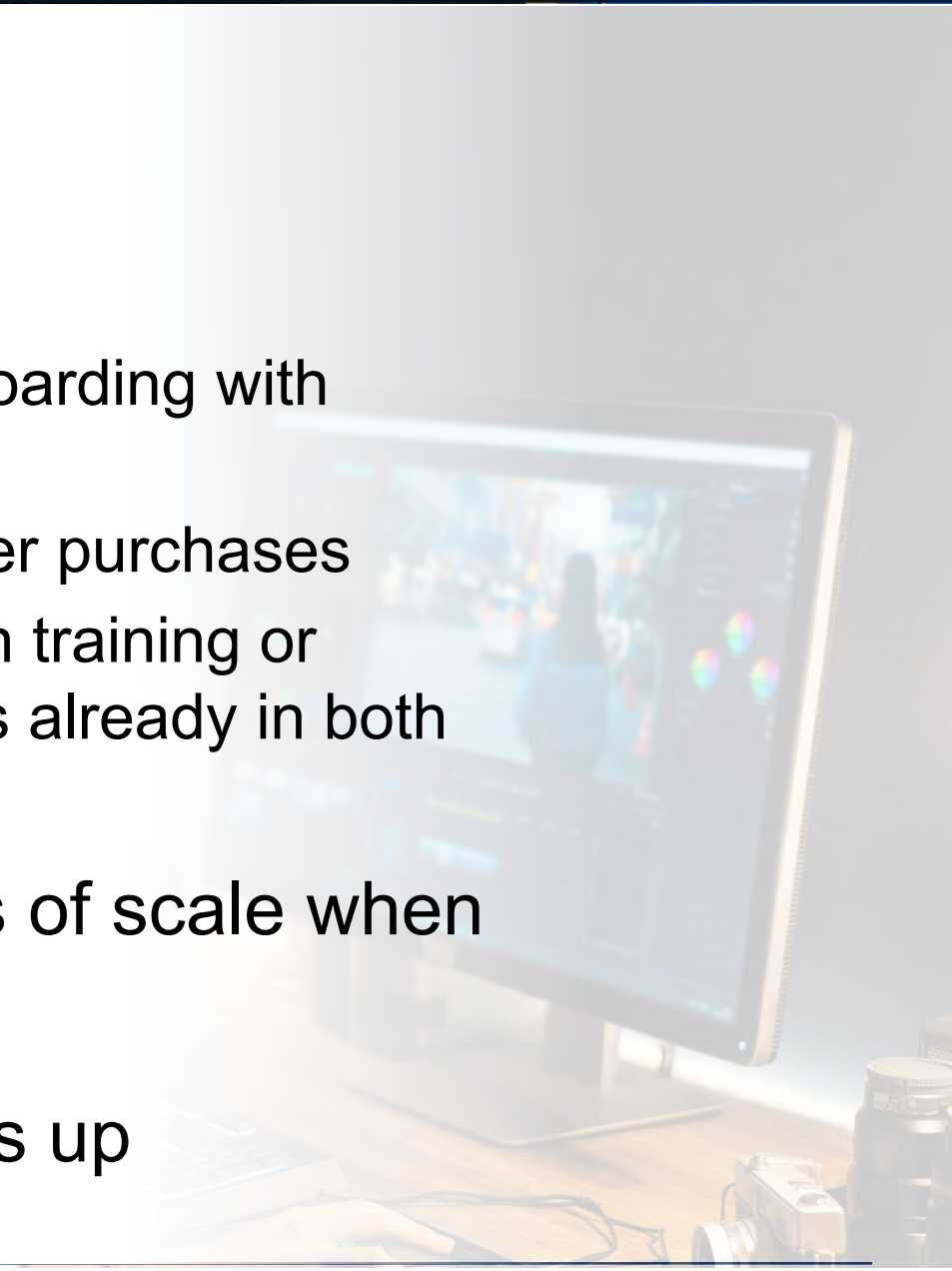


Operational Efficiency

- Joint Technology Procurements
- Sharing Cloud Strategies
- Joint Application approaches

Examples

- Increased vendor discounts
  - Ex. 5% to 12% with vendors who see FCG on boarding with platform already in use with the FCPS
  - Additional cost savings/cost avoidances for larger purchases
  - Vendors willing to provide 20 - 50% discounts on training or initiating projects for emerging technology needs already in both organizations' roadmaps
- Increased negotiating power and economies of scale when looking across both organizations
- Small discounts and strategic approach adds up



Joint Future



- Scheduled to continue collaboration in the coming months
  - Meeting in April to continue discussions



  - Longer Term Planning Includes:
    - Data Center Operations and Planning
    - Long term Fiber and INET Funding
    - Data, Analytics and AI Tools, Training and Opportunities



  - Joint RFPs for staff augmentation services, cable infrastructure and applications that support unified approach, such as athletic field scheduling



Questions?

Board Affidavit Disclosure Process Update

Anita Rao, Chief Applications Officer, DIT

Affidavit Disclosure Process - Board Matter

Challenges	Actions	Outcomes
• Handwritten affidavits • Current process leads to increased human error • Manual burden placed on staff • Process cumbersome	• Cross-functional Team Convened - DPD, OCA, DIT • Process discussions & process engineering • Agile application development	• Web based form • Stepped through electronic process • Easy data entry • Web based assistant

Affidavit Disclosure Process – Update

In alignment with the requirements provided, the following key deliverables have been accomplished:

- The current PDF form has been fully automated to an online form for user input.
- The Affidavit application provides the ability to create a PDF document that can be downloaded and notarized. This allows for consistent data fields (applicants, owners, purchasers, entities, titles, and relationships) and fields searchable.
- Point in time verification – An automated verification process to confirm the information in the generated affidavit matches the notarized submitted affidavit.
- Created Power BI reports for the BOS Staff to crosscheck data.
- Conducted testing with the user community, OCA and DPD.

Affidavit Disclosure Process – Update

Next Steps:

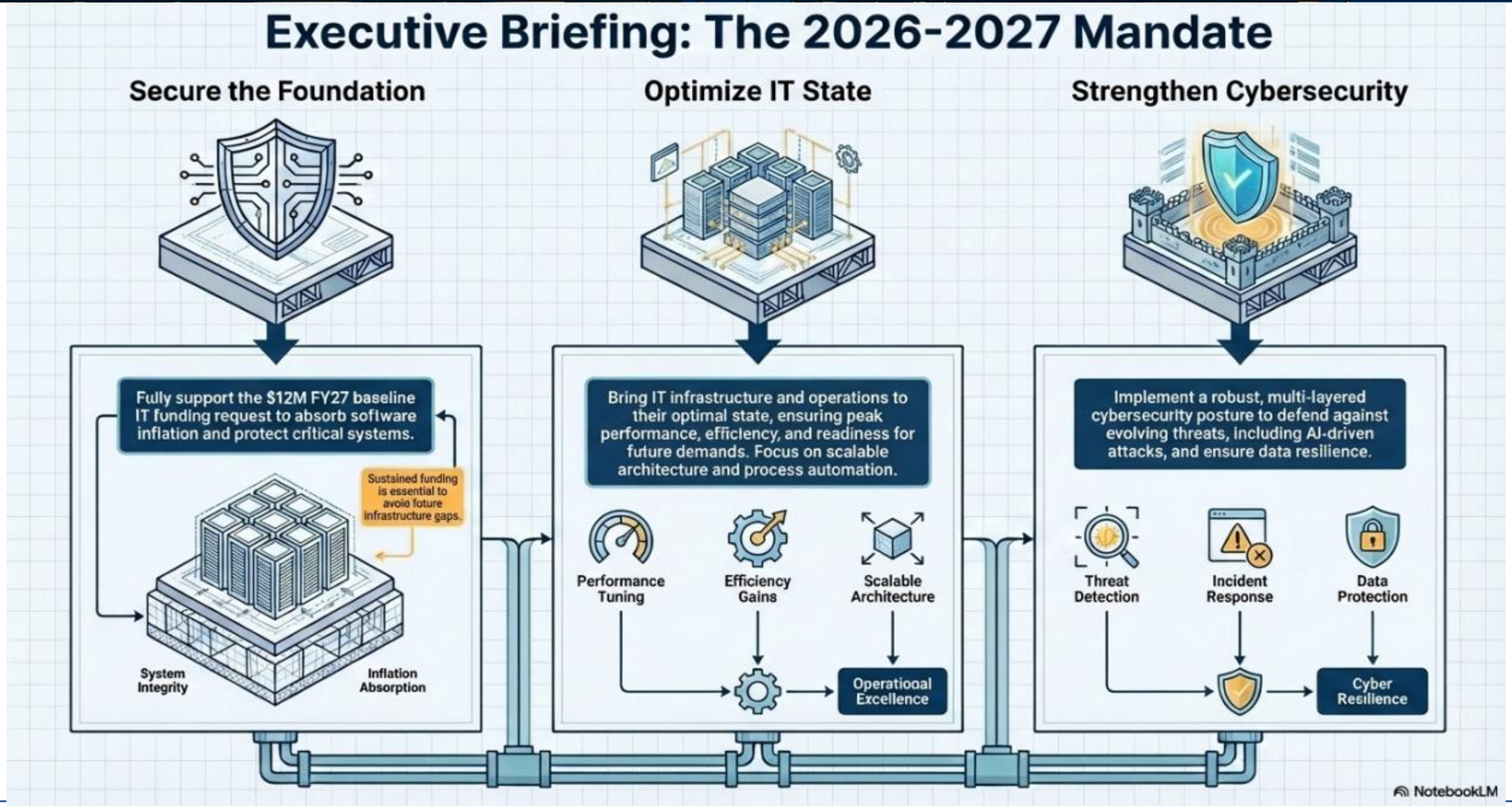
- Additional collaboration sessions between business area sponsors (OCA & DPD) to validate existing processes, identify gaps and requirements for each area.
- Collaborate with development industry partners to ensure the workflow meets their needs.
- Work closely with Board Offices to confirm the process aligns with their expectations.
- DIT will implement necessary application enhancements delivering a more streamlined and automated process.
- A subsequent round of user acceptance testing will be conducted to validate functionality and usability, followed by deployment to production.

Questions?

IT Policy Advisory Committee Board Letter and Industry Trends Discussion

Sean Rastatter, IT Policy Advisory Committee Chairman

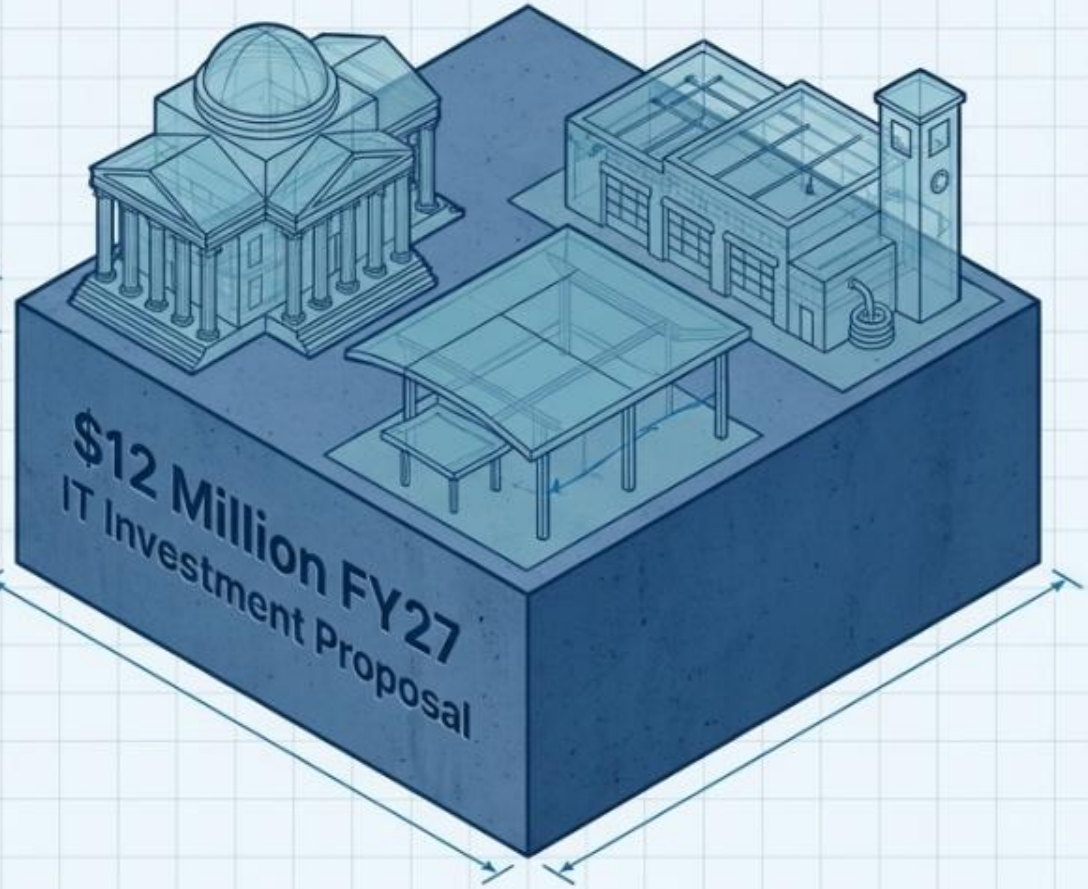
Executive Briefing: The 2026-2027 Mandate



The FY27 Budget Mandate: Protecting the Core

Key Drivers

1. Absorbing inflationary cost increases in software licenses.
2. Maintaining required baseline support for completed multi-year IT projects.



The Reality

Technology is no longer a department. It is the mandatory delivery mechanism for every service the County provides. Funding this baseline is critical public safety and operational infrastructure.

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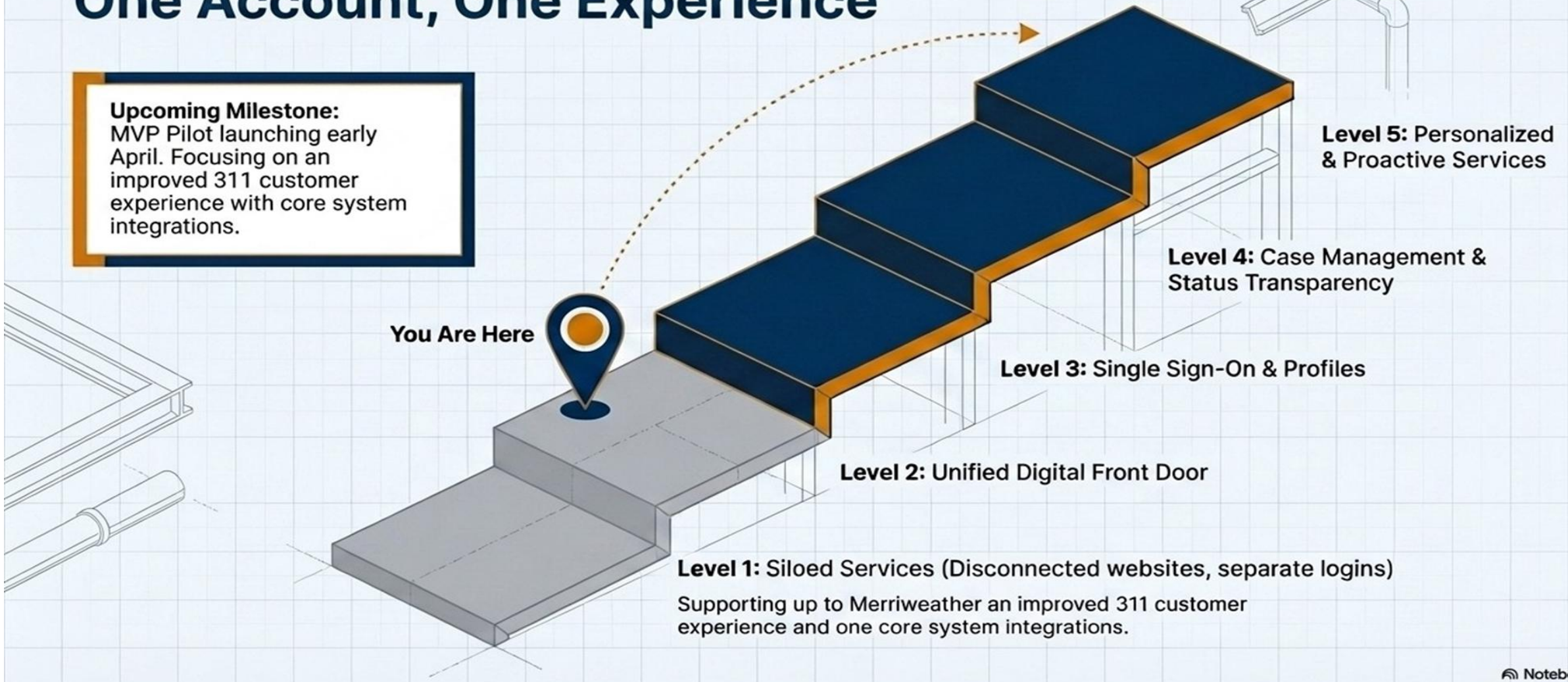
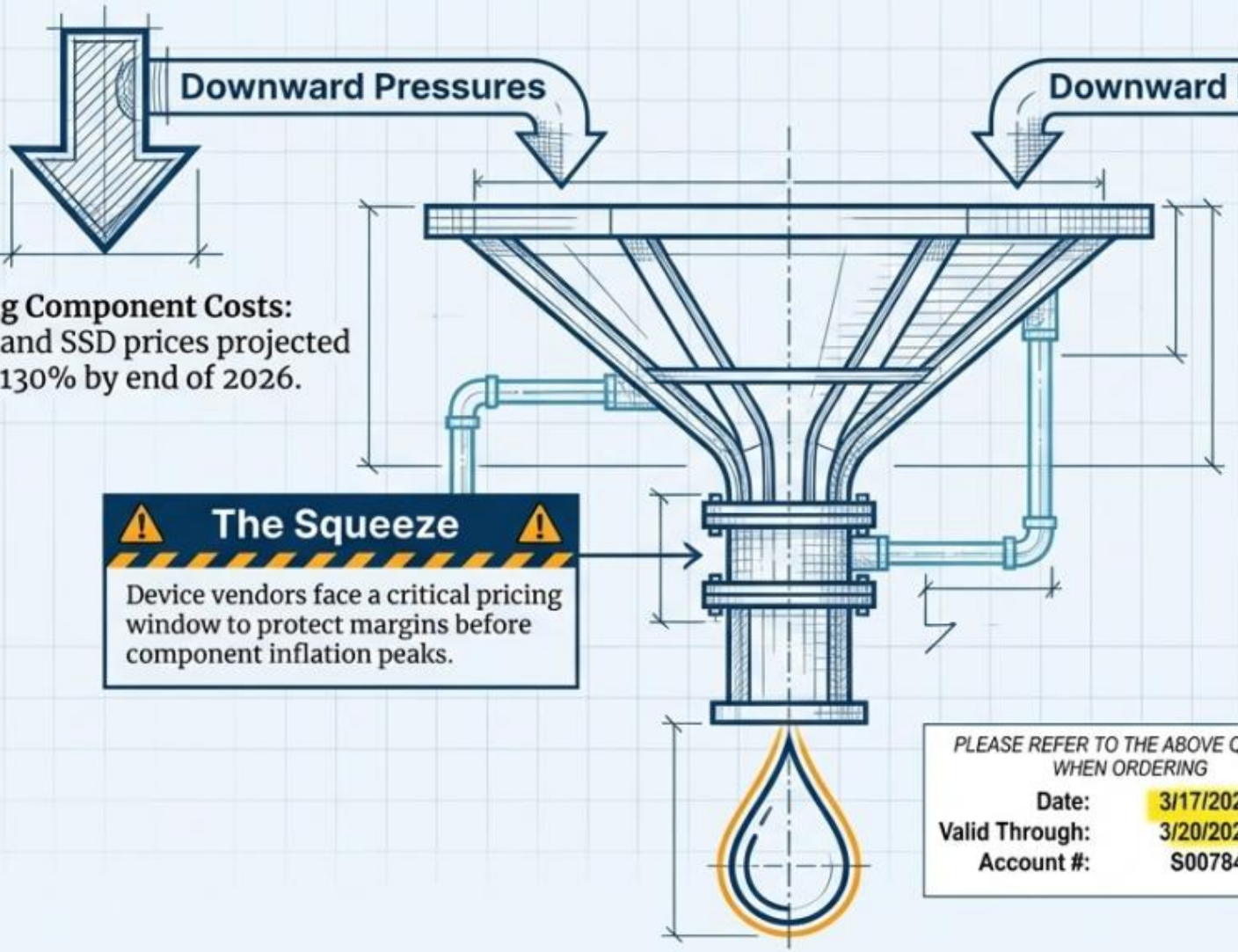
Innovating the Customer Experience: One Account, One Experience

Upcoming Milestone:
MVP Pilot launching early April. Focusing on an improved 311 customer experience with core system integrations.



Global Volatility Hits Local Procurement



Local Impact

Vendors can no longer guarantee pricing for 30-60 days. DIT is receiving ultimatums to sign quotes within 72 hours or face massive markups.

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Modernizing Procurement Policy for a Volatile Market

Legacy Rules



Pricing Guarantee: 30-60 Days

Outdated process assumes stable component costs and predictable market conditions.



Supply Strategy: Just-in-Time

Relies on minimal inventory levels, vulnerable to supply shocks.



Vendor Ecosystem: Single-Source Dependency

Exclusive long-term contracts with limited alternatives, high risk of lock-in.

2026 Reality & Response



72 Hours

ITPAC Solution: Agile Review

Streamline legal/administrative sign-off for pre-vetted critical hardware. Reduces approval times to match vendor pricing windows.



Unpredictable Shortages

ITPAC Solution: Strategic Buffering

Approve holding extra stock or multi-year lock-ins for core infrastructure. Proactively manages inventory to mitigate supply chain volatility.



High Risk of Vendor Squeeze

ITPAC Solution: Supplier Diversification

Transition to modular architectures to allow rapid vendor switching. Encourages multi-sourcing and reduces single-point-of-failure risk.

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Artificial Intelligence: From Pilot to Production

The Shift: 2026 marks the end of AI experimentation. Governments are operationalizing Agentic AI (AI that performs tasks, not just generates text).



Policy Recommendation: Fund targeted upskilling to transition the workforce from task-doers to AI-managers.

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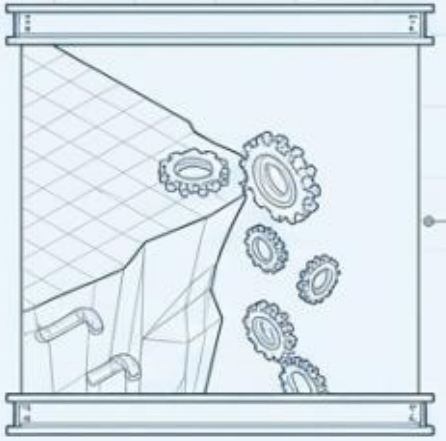
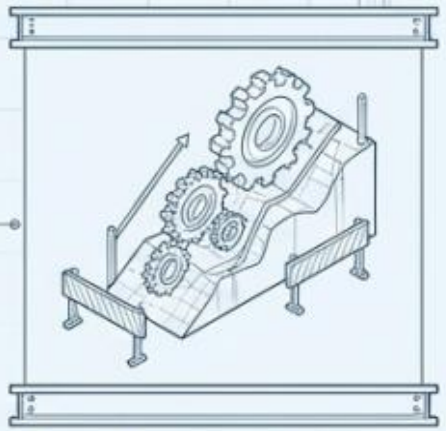
The Internal Talent Challenge



The Looming Cliff

Nearly 25% of DIT staff are currently in DROP, retirement eligible, or eligible to retire within the next two years.





The Market Friction

Severe difficulty competing for top-tier IT and AI talent in the DMV marketplace. Non-competitive compensation and telework restrictions are barriers. (AI roles command 23% higher wages).



The Strategy: We must emphasize Job Quality—flexibility, remote work options, and mission-driven purpose—to attract and retain the engineers who will run 2026's digital infrastructure.

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Synthesis: The 2026-2027 Strategic Alignment



Core Message: The budget request and policy updates are not isolated administrative tasks; they are an integrated defense mechanism for the County.

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The Final Takeaway

Technology is no longer a department; it is the delivery mechanism for every service the County provides.

The 3 Directives for 2027

Key #1

Fully support the $12M baseline funding to protect the core.

Key #2

Optimize IT infrastructure to its highest operational state.

Key #3

Strengthen cyber security defenses against evolving threats.

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