



Transform PK12 education, one classroom at a time.

June 17, 2002

Dear Hardware, Software, Content, or Service Provider:

At this NECC conference in San Antonio we announced a new and exciting public-private partnership that is creating a sustainable model for multi-state sharing and adoption of an affordable, open, standards-based, eLearning platform for public education. This folder contains information and brochures from some of the companies partnering with OpenVES, which describe their wonderful enterprise class products.

After three years of building VES technology in Massachusetts, I am more convinced than ever that a statewide, hosted eLearning platform, free to stakeholders inside a state, is simply and elegantly the most powerful and economical way to support LEAs in their quest to transform teaching and learning.

I am pleased to invite you to join with other vendor contributors, and to work with us as we fire up the OpenVES sandbox this summer and fall. It is being designed and built, based on lessons learned, to help States and Districts be able to move to informed adoption decisions more rapidly. It will enable them to see, pilot, prototype, field test, and evaluate the OpenVES eLearning platform technology **before** they decide to adopt it. This kind of intensive and custom pre-sales support will close deals to go to scale.

We invite participation by any company committed to openness and a sharing model. There are a number of steps you can take to learn more about the opportunity:

- 1) Join the US Open eLearning Consortium where 14 states are already working together to share technology, content, and ideas.
- 2) Get engaged more in the IMS, SIF, ADL-SCORM, and edXML organizations to learn about, and contribute to, the PK12 standards effort
- 3) Contact Shawn Gross from Sun Microsystems, or me, to discuss the ways your company and products could be included in the OpenVES sandbox.
- 4) Participate in OpenVES training and development activities.
- 5) Participate in beta-test programs with OpenVES (digital rights, open ebooks, streaming multimedia, handheld and wireless technology, intelligent tutoring, avatar and speech technology, etc.)
- 6) Link your company R&D efforts to OpenVES programs and activities
- 7) Contribute access to your company's internal IT training programs to teachers and students
- 8) Focus incentive and grant programs through OpenVES pilots and prototypes

Do not leave San Antonio with exploring all the substantial benefits of participating in the OpenVES sandbox next year.

Sincerely,

TS Vreeland
Architect and Chief Technologist