



Lenovo Stoneware Meeting

On **February 15, 2018**, Frankie Jackson met with Lenovo's Dyson Hepting, Director of Enterprise Sales, and Gregory Tan, Regional Account Representative. Both representatives oversee Stoneware, a software system that Cyfair uses to provide users with access to their files, applications, and reports from within and outside the district.

Lenovo is working on new software development and enhancements to boost its cloud offerings through the Stoneware acquisition to help customers and users remotely access data or control multiple devices through one point of access.

Lenovo is aware of our intention to assess the long-term strategic direction of Stoneware. They understand Cyfair is evaluating ClassLink, one of Stoneware's primary competitors. Frankie told the representatives that we would be willing to learn about their strategic direction. Lenovo committed to help an line of communication open.

