

# Art of Scoping the Investigation

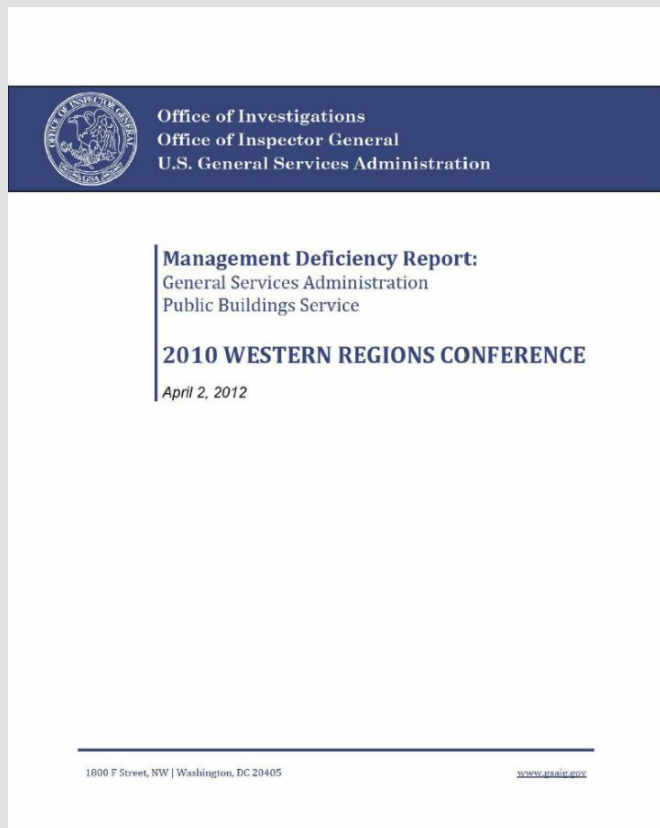
**Brian D. Miller**  
**Managing Director**  
**Navigant Consulting**



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POWERFUL INSIGHTS, PRACTICAL IDEAS, REAL SOLUTIONS

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# Western Regions Conference



## OIG found:

- Excessive, wasteful, and impermissible expenditures.
- GSA followed neither federal procurement laws nor its own policy on conference spending in many instances.

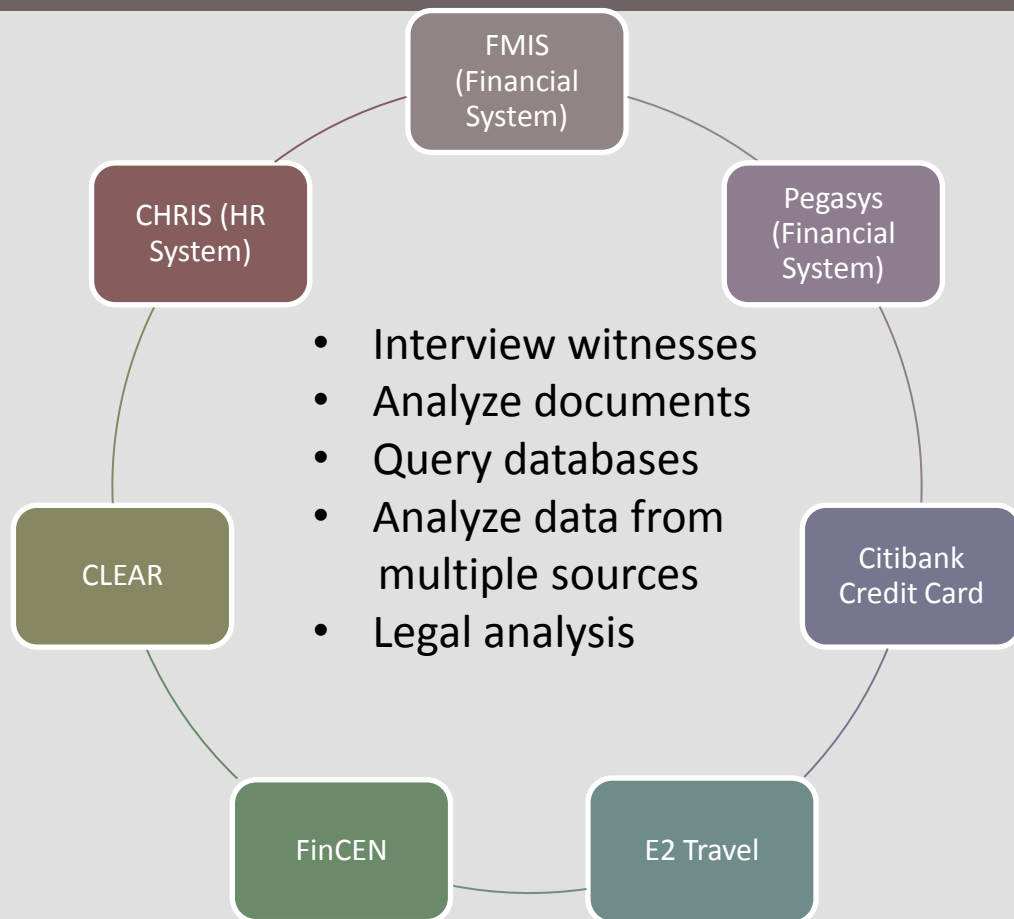
Phase	Description	Costs
Pre-Conference	Travel, Catering, Vendors, and Other Hotel Costs	\$136,504
Conference	Travel, Catering, and Vendors	\$686,247
<b>TOTAL</b>		<b>\$822,751</b>



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EVERY TIME WE  
TURNED OVER  
A STONE WE FOUND  
50 MORE WITH ALL  
KINDS OF THINGS  
CRAWLING OUT



# Be Clear on the Elements of Proof



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# Art of Scoping the Investigation

**From:** jessicaJDC [mailto:jessie@jdcnetworking.com]  
**Sent:** Freitag, 5. März 2010 23:12  
**To:** 'Mark Wardell'  
**Subject:** RE: Cisco Order

What is re-imaged?

Thanks  
Jessica

JDC Networking Inc.  
5667 Stone Road #180  
Centreville VA 20120  
ph: 703.468.0200  
fax: 703.291.8550  
cell: 703.909.8080  
AIM : JessJDCNET

**From:** Mark Wardell [mailto:mwardell@enhancedns.com]  
**Sent:** Friday, March 05, 2010 5:08 PM  
**To:** 'jessicaJDC'  
**Subject:** RE: Cisco Order

Ok Jessica, as long as the units are new original Cisco and have not been re-imaged then we'll go with 30 days warranty- thanks for letting me know

regards

Mark Wardell  
Sales Manager  
Enhanced Network Systems - Europe  
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**From:** jessicaJDC [mailto:jessie@jdcnetworking.com]  
**Sent:** Freitag, 5. März 2010 23:31  
**To:** 'Mark Wardell'  
**Subject:** RE: Cisco Order

That is bad , do you know what is the different ? I need to know so we don't have any problem later .

Thanks  
Jessica

JDC Networking Inc.  
5667 Stone Road #180  
Centreville VA 20120  
ph: 703.468.0200  
fax: 703.291.8550  
cell: 703.909.8080  
AIM : JessJDCNET

**From:** Mark Wardell [mailto:mwardell@enhancedns.com]  
**Sent:** Friday, March 05, 2010 5:21 PM  
**To:** 'jessicaJDC'  
**Subject:** RE: Cisco Order

Hi Jessica, some resellers have been trying to make more money from switches by purchasing a normal WS-C3750G-24TS unit and then updating the IOS with Enhanced software that makes it into WS-C3750G-24TS-E1U  
This means they can sell a "Standard" switch at a higher price with "E1U" added on the end.

This has caused a lot of problems for end-users in the past, and the vendors have gotten a bad reputation for it.

I trust you, and I'm confident that you don't do this kind of thing and we'll be happy to receive the switches from you

Thanks from Mark

Mark Wardell  
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