



Virtual
TOWNS &
SCHOOLS

February 14, 2014

Tim Carroll
Executive Secretary
Town of Chilmark
PO Box 119
Chilmark, MA 02525

Dear Tim,

Everyone here at Virtual Towns & Schools would like to thank you for your business this past year.

2013 Results: We are very pleased to report last year was our 3rd record year in a row for new contract revenue – up 40+% over 2012's record. We signed 55 new clients, grew to 11 clients in our first year in the PA market, completed two significant expansions in our Data Center, and passed the 450 total client mark. Additional new staff were hired to support our big plans for 2014. More specifically:

FirstClass CMS: We've made good progress rolling out, at no cost, a mobile version for VTS FirstClass websites. This process must be done one client at a time; we expect completion during the first quarter of this year. We continue to add new FC clients and a large number of longstanding clients completed custom redesign projects updating their website "look & feel" (including widening the design footprint and new navigation to reduce the number of "clicks" it takes from the homepage to desired content).

Alternate CMS: Our "Post & Go!" CMS is built on Drupal – by far the leading Open Source platform for the public sector websites – saw significant expansion last year. Drupal powers thousands of large government websites in the U.S. and around the world. VTS's Post & Go! is browser based and has been customized for local governments. Turning the corner into 2014 we signed our 100th client on this platform – new clients and some FirstClass conversions. For more information, visit the following website: <http://newcms.vt-s.net>.

Additional Application Services: A number of clients chose our new Board & Committee module and we also released a new website on the increasingly hot topic of Government Website Transparency (which includes no cost suggestions to improve transparency as well as more sophisticated applications like "Open Checkbook"). Check out <http://transparency.vt-s.net>. An updated services menu will be mailed this Spring.

We take our responsibility as your website provider very seriously and are committed to continue to expand the technology and services you expect from us.

Please contact any of us if we can be of further assistance and thanks again for your support.

Regards,

Millard Rose
President

Bill Letsky
Vice President

Dave Casaceli
Director of Customer Services

Keeping You Ahead of Rising Expectations

Welcome to the new clients who joined us in 2013!

Aberdeen	MD City	Newmarket	NH Town
Ardley	NY Village	North Attleboro	MA Town
Avon	MA Town	North Stonington EDC	CT Commission
Bedford	MA Town	Old Rochester Hall of Fame	MA Association
Binghamton	NY Town	Oxford	PA Town
Boxborough	MA Town	Oxford	CT Town
Bristol County Retirement	MA Association	Pelham Manor	NY Village
Bronxville	NY Village	Plum Borough	PA Borough
Brookville	PA Borough	Plymouth Cty Reg of Deeds	MA Registry
Carmel	NY Town	Pomfret	CT Town
Central MA Veterans Svcs	MA Association	Pomfret	VT Town
Conestoga	PA Township	READS Collaborative	MA Schools
Coos County	NH County	Scituate	MA Town
Dracut Water	MA Utility	Sleepy Hollow	NY Village
East Brookfield	MA Town	Southbridge	MA Town
Elkton	MD Town	Stamford	CT Schools
Fairview	PA Township	Sunderland	MA Town
Freetown	MA Town	Swansea	MA Town
Hampton (SAU#90)	NH Schools	Templeton	MA Town
Lancaster Cty Supervisors	PA Association	Truro	MA Town
Lititz	PA Borough	Upper Leacock	PA Township
Londonderry EDC	NH Commission	Wakefield	NH Town
MA Town Clerks	MA Association	Warwick	PA Township
Medway	MA Schools	Washington	CT Town
Mendon	MA Town	Weare	NH Town
Middleborough G & E	MA Utility	Wellesley	MA Schools
New Paltz	NY Town	Weymouth	MA Town
		Woodmont	CT Borough