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Virtual IT Meets Growing Local Government Demand for Advanced IT Services *Senior consultant joins Virtual IT to provide services in IT strategy and business analysis*

Local governments throughout Virginia are jumping on the bandwagon to provide the 21st century services demanded by their constituents. And Sam Carlson is jumping into the fray to help them out. Carlson, new Senior Consultant for Virtual IT, is currently providing services for Franklin County and the cities of Radford and Manassas Park.

He explains that, as a Senior Consultant, he “crafts analysis tools and processes to facilitate the software and telecommunications selection process.” He also helps government and private sector clients by assessing their current and future needs in telecommunications and broadband. In another major role, he provides project management expertise.

Carlson, a self-described military brat, holds a BBA in Business Administration (concentration in Computer Information Systems) from James Madison University, and a Masters in Software Systems Engineering from George Mason University.

Over the past 12 years, his work has taken him across the United States and the world. Through his vocational travels, he has worked as a pioneer on such futuristic projects as biometric databases, virtual reality production systems and live web casting.

Carlson has worked within a variety of industries, including: telecommunications, defense contracting, transportation, internet technologies, broadband and interactive television. “Having done so many things has given me a very broad overview,” he says. “And I can apply that knowledge to new arenas.”

Virtual IT is a full-service information technology consultancy, providing high-level strategic and tactical support for businesses, contractors and government agencies. The firm provides services in the areas of business strategy, IT strategy, and enterprise application integration and development. Headquartered in southwestern Virginia, with branch offices serving central and northern Virginia, the company provides clients with high-quality corporate services within a small company setting

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