



Department of Administration
Purchasing Division
2019 Washington Street East
Post Office Box 50130
Charleston, WV 25305-0130

State of West Virginia
Master Agreement

Order Date: 12-20-2022

CORRECT ORDER NUMBER MUST
APPEAR ON ALL PACKAGES, INVOICES,
AND SHIPPING PAPERS. QUESTIONS
CONCERNING THIS ORDER SHOULD BE
DIRECTED TO THE DEPARTMENT
CONTACT.

Order Number:	CMA 0802 5030 DMV1900000007 4	Procurement Folder:	574329
Document Name:	Motor Vehicle and Driver's License Renewal Notices	Reason for Modification:	Change Order No. 03 is issued to renew the original contract with increased pricing.
Document Description:	Driver's License and Motor Vehicle Renewal Notice		
Procurement Type:	Central Master Agreement		
Buyer Name:			
Telephone:			
Email:			
Shipping Method:		Effective Start Date:	2019-07-01
Free on Board:		Effective End Date:	2023-06-30

VENDOR	DEPARTMENT CONTACT																				
Vendor Customer Code: VS0000018634 DATA INTEGRATORS INC 1190 INTERNATIONAL PARKWAY STE 109 FREDERICKSBURG VA 22406 US Vendor Contact Phone: 540-752-9740 Extension: Discount Details: <table><thead><tr><th></th><th>Discount Allowed</th><th>Discount Percentage</th><th>Discount Days</th></tr></thead><tbody><tr><td>#1</td><td>No</td><td>0.0000</td><td>0</td></tr><tr><td>#2</td><td>No</td><td></td><td></td></tr><tr><td>#3</td><td>No</td><td></td><td></td></tr><tr><td>#4</td><td>No</td><td></td><td></td></tr></tbody></table>		Discount Allowed	Discount Percentage	Discount Days	#1	No	0.0000	0	#2	No			#3	No			#4	No			Requestor Name: Debbie Ferguson Requestor Phone: (304) 926-0749 Requestor Email: debbie.l.ferguson@wv.gov 23 FILE LOCATION _____
	Discount Allowed	Discount Percentage	Discount Days																		
#1	No	0.0000	0																		
#2	No																				
#3	No																				
#4	No																				

INVOICE TO	SHIP TO
MANAGER ACCOUNTS PAYABLE DIVISION OF MOTOR VEHICLES 5707 MACCORKLE AVE. S.E., SUITE 200 CHARLESTON WV 25304 US	304-926-3960 DIVISION OF MOTOR VEHICLES RECEIVING AND PROCESSING 5707 MACCORKLE AVENUE, S.E. SUITE 200 CHARLESTON WV 25317 US

Total Order Amount:

Open End

Purchasing Division's File Copy

ENTERED

PURCHASING DIVISION AUTHORIZATION
DATE: *Tamara* 12/21/2022
ELECTRONIC SIGNATURE ON FILE

ATTORNEY GENERAL APPROVAL AS TO FORM
DATE: *John S. Gray*
ELECTRONIC SIGNATURE ON FILE
12/22/2022

ENCUMBRANCE CERTIFICATION
DATE: *12/27/2022*
ELECTRONIC SIGNATURE ON FILE

Extended Description:

Change Order No. 3 - to renew and increase the original contract according to all terms, conditions, and specifications contained in the original contract and all authorized change orders. The contract is increased as defined in the attached documentation.

Effective date of renewal 07/01/2022 through 06/30/2023

Renewals Remaining: 0

All provisions of the original Contract and subsequent Change Orders not modified herein shall remain in full force and effect.

No other changes.

Line	Commodity Code	Manufacturer	Model No	Unit	Unit Price
1	14111806			PM	126.000000
	Service From	Service To			
Commodity Ln Discontinued					

Commodity Line Description: Driver's License Renewal Notice

Extended Description:

Commodity Line Discontinued - See Commodity Line 6

Driver's License Renewal Notices item 3.1.1.

Line	Commodity Code	Manufacturer	Model No	Unit	Unit Price
2	14111806			PM	116.000000
	Service From	Service To			
Commodity Ln Discontinued					

Commodity Line Description: Motor Vehicle Renewal Notice

Extended Description:

Commodity Line Discontinued - See Commodity Line 7

Motor Vehicle Renewal Notices item 3.1.2.

Line	Commodity Code	Manufacturer	Model No	Unit	Unit Price
3	81111504			HOUR	120.000000
Service From		Service To			

Commodity Line Description: Composition/Data Processing Changes

Extended Description:

Charges for hourly services relating to composition and/or data processing changes item 3.1.2.7.2

Line	Commodity Code	Manufacturer	Model No	Unit	Unit Price
4	80161508			EA	0.003000
	Service From	Service To			

Commodity Line Description: Destruction - Driver's License Renewal Notice

Extended Description:

Destruction of pre-printed forms 3.1.2.7.3

Line	Commodity Code	Manufacturer	Model No	Unit	Unit Price
5	80161508			EA	0.003000
	Service From	Service To			

Commodity Line Description: Destruction - Motor Vehicle Renewal Notice

Extended Description:

Destruction of pre-printed forms 3.1.2.7.3

Line	Commodity Code	Manufacturer	Model No	Unit	Unit Price
6	14111806			PM	150.000000
	Service From	Service To			
					Commodity Ln Discontinued

Commodity Line Description: Driver's License Renewal Notice - CO3

Extended Description:

Change Order No. 3 pricing - See Vendor Letter for pricing.

Driver's License Renewal Notices item 3.1.1.

Line	Commodity Code	Manufacturer	Model No	Unit	Unit Price
7	14111806			PM	145.000000
	Service From	Service To			
					Commodity Ln Discontinued

Commodity Line Description: Motor Vehicle Renewal Notice - CO3

Extended Description:

Change Order No. 3 pricing - See Vendor Letter for pricing.

Motor Vehicle Renewal Notices item 3.1.2.



WEST VIRGINIA DEPARTMENT OF TRANSPORTATION

Division of Motor Vehicles

5707 MacCorkle Avenue, Southeast
Post Office Box 17300
Charleston, West Virginia 25317-0010 • (304) 558-3900
TDD: (800) 742-6991 • (800) 642-9066

December 19, 2022

Data Integrators Inc.
ATTN: Robert L. Denton, President
1190 International Parkway STE 109
Fredericksburg, VA 22406

RE: CCT DMV1900000007 – Driver's License and Motor Vehicle Renewal Notice

The West Virginia Division of Motor Vehicles is requesting to renew our current contract under the same terms, conditions and increased pricing per the attached documentation. The renewal effective dates are July 1, 2022 through June 30, 2023. If you agree to this renewal, please sign below and return to me. You can return the signed documents to me at Georgina.davis@wv.gov. Please let me know if you have any questions.

Thank You.

Georgina Davis

We agree to renew the contract for the period stated above under the same terms and conditions as in the original purchase order and any change orders thereto.

Data Integrators Inc.

Robert Denton - ROBERT DENTON
Name/Signature

PRESIDENT
Title

12-19-2022
Date

WV Division of Motor Vehicles

[Signature]
Name/Signature

Director, Management Services
Title

December 19, 2022
Date



Data Integrators

Robert Denton
President Data Integrators, Inc
1190 International Parkway
Suite 109
Fredericksburg, VA 22406

November 8, 2022

Georgina Davis
Division Manager
West Virginia Division of Motor Vehicles
5707 MacCorkle Avenue
Charleston, VA 25304

Dear Georgina,

I appreciate you getting back to me regarding the proposed price adjustments for the CMA DMV1900000007.

We are using before and after invoices to show the price increases.

Exhibit A

WV DMV CDL Renewal Notice
Current Billed Cost: .126 each
Self-Mailer Cost 2019 .0299 each
Current Cost: .04485 each
Cost Increase: .01495 each
Increase 50%

WV DMV DL Renewal Notice
Current Billed Cost: .126 each
Self-Mailer Cost 2019 .0299 each
Current Cost: .04485 each
Cost Increase: .01495 each
Increase 50%

Total Increase .01495 or 50% for the cost of the form, we are asking for the billed cost to be increased to .15 each.

West Virginia Registration Renewal Notice
Current Cost .116 each

Exhibit B
Outside Envelope Cost 2019 .0305 each
Current Cost .0385 each
Cost Increase .008 each
Increase 26.2%

Exhibit C
Return Envelope Cost 2019 .0185 each
Current Cost .02373 each
Cost Increase .00523 each
Increase 28.3%

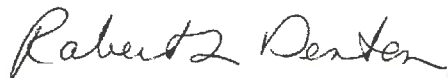
Exhibit D
Paper Cost for Form 2021: .04863 each
Current Cost: .065 each
Cost Increase: .01637 each
Increase 33.7%

Total increase .0296 or 25.5% for the cost of the outside envelope, return envelope and the cost of paper. We are asking for the billed amount to be increased to .145 each.

I have also wanted to point out we have not passed all the increases to you. We have worked with our vendors to hold prices down and looked to maximize technology to create greater efficiencies.

Let me know if you need additional information.

Sincerely,

A handwritten signature in black ink that reads "Robert L Denton". The signature is written in a cursive, flowing style.

Robert L Denton



THE FORM THE FUTURE WILL TAKE

Phone: 1-888-952-4636 or 540-981-1140

Fax: 1-888-652-4636 or 540-981-1972

www.infoseal.com

INVOICE

EXHIBIT A

Account # 799219

Date 08/26/19

Invoice # 65118

Ship To:

Data Integrators Inc
Suite 109
1190 International Pkwy
Fredericksburg, VA 22406

A

Bill To:

Data Integrators Inc
Suite 109
1190 International Pkwy
Fredericksburg, VA 22406

Job #	Dist. PO#	Customer Order#	Product Item	Customer	Sales Code
65118	19154		N	P ST of WV	20
Ship Date		Carrier	Terms		
08/26/19			% days net 30		11
Qty. Ordered	Qty. Shipped	Description	Price	Extension	
100,000	100,000	Driver's License Renewal SM	29.90	2,990.00	

0299 Cash

Subtotal 2,990.00
Freight 136.85
Tax

TOTAL DUE 3,126.85

Thank You For Your Order

Call or Visit Our WebSite

For More Information About Our Products

- Over 100 Stock Pressure Seal Formats
- Color Digital Short Run Imprints
- Custom Pressure Seal - Added Features
- Pressure Seal Equipment & Service
- Stock East & West Warehouses

REMIT TO:

Bank of America Lockbox Services
InfoSeal, LLC Lockbox # 742659
P O Box 742659
Atlanta GA 30374-2659



Use this label on
your return envelope

Make checks payable to:
InfoSeal, LLC

InfoSeal, LLC
Bank of America Lockbox Services
InfoSeal, LLC Lockbox # 742659
P O Box 742659
Atlanta GA 30374-2659

07/19/2019

Page 1

Exhibit A

ROBERT DENTON

DATA INTEGRATORS

1190 INTERNATIONAL PKWY

STE 109

FREDERICKSBURG, VA

TEL: 540-752-9740

FAX:

REF: STATE OF WEST VIRGINIA

2 Lots, 8.5 x 14, 1-Part, 1-Way, Cut Sheet

Quantity 200,000

Price \$29.90/M

FOB Roanoke, VA 24012 -- Prices do not include freight.

Estimated Delivery Weeks

2 (after proof approval)

..Perforations... ..Window Specs.....

Part Paper..... Colors FVert JVert Horiz Washups ..Material... ..Die Size.... In From Left

1 28 WH LASER 1/1 2 0 6 4

Features

Prices Based On Ultraviolet Inks

Prices Based on Limited Overs/Unders

Terms: 2% 10 N 30

Driver's License Renewal Form prints 1/1 PMS in two versions. Ink and plates change between lots.
Form construction is common.

PRESSURE SEAL Double Parallel Fold Standard Stub-Open Construction

Prices include one production run for one shipment. All forms will be billed on production completion, no deferred billing. Prices do not include storage.

Prices are based upon today's material cost and availability. Quote is valid for 30 days. Please review estimate for accuracy; this quotation is subject to review of actual order copy and specifications.

Standard Packaging -- 2,000 forms polybagged per standard carton. Shrinkwrap would be an additional charge.



Exhibit A

INVOICE

THE FORM THE FUTURE WILL TAKE

Phone: 888-952-4636 or 540-981-1140

Fax: 888-652-4636 or 540-981-1972

infoseal.com

Account # 799219

Date 06/15/22

Invoice # 72597

A

Bill To:

Data Integrators Inc
Suite 109
1190 International Pkwy
Fredericksburg, VA 22406

Ship To:

Data Integrators Inc
Suite 109
1190 International Pkwy
Fredericksburg, VA 22406

Job #	Dist. PO#	Customer Order#	Product Item	Customer	Sales Code
72597	1021		E	P ST of WV	20
Ship Date					
06/14/22					
Carrier					
R&L 67386771-9					
Terms					
% days net					
					11

Qty. Ordered	Qty. Shipped	Description	Price	Extension
100,000	100,000	Driver's License Renewal Self-mailer	44.85	4,485.00

04485 Eae H

Subtotal 4,485.00
Freight 213.46
Tax

TOTAL DUE 4,698.46

Thank You For Your Order

4/4.

Call or Visit Our WebSite
infoseal.com

For More Information About Our Products

- Pressure Seal Forms & Equipment
- Stock Pressure Seal
- Short Run Imprints
- Custom Pressure Seal for Inkjet
- Custom Pre-finished Rolls



PLEASE REMIT TO:

InfoSeal
c/o Ennis Inc.
P O Box 841741
Dallas, TX 75284-1741

Back Creek Distributing, LLC
PO Box 28
Gainesville, VA 20155

Exhibit B

Invoice

Date	Invoice No.
05/05/22	8555

Bill To
Printing and Mailing, Inc c/o Data Integrators Inc. 1190 International Parkway Suite 109 Fredricksburg, VA 22406

Ship To
Printing and Mailing, Inc 1190 International Parkway Suite 109 Fredricksburg, VA 22406

P.O. Number	Terms	Rep	Ship Date	Ship Via	FOB	Project
WVA DMV OSE	Net 30	TD	05/05/22	Truck	PMI	

Item	Description	Quantity	Price Each	Amount
6 x 10 WVA DMV	6 x 10 OSSS WW 24#, Window - 1 1/2 x 5 patched, 3/4L and 2 3/4B, Prints 1/0 Black, Bulk Pack Code: WVA DMV OSE	400	38.50	15,400.00

Bobby, please pay in 60 days or less!

Subtotal	\$15,400.00
Sales Tax	\$0.00
Total	\$15,400.00

Back Creek Distributing, LLC
PO Box 28
Gainesville, VA 20155

Exhibit B

Invoice

Date	Invoice No.
03/01/21	8315

B

Bill To
Printing and Mailing, Inc 1190 International Parkway Suite 109 Fredricksburg, VA 22406

Ship To
Printing and Mailing, Inc 1190 International Parkway Suite 109 Fredricksburg, VA 22406

P.O. Number	Terms	Rep	Ship Date	Ship Via	FOB	Project
WVA DMV Envs	Net 30	TD	03/01/21	Truck	PMI	

Item	Description	Quantity	Price Each	Amount
6 x 10 WVA DMV	6 x 10 OSSS WW 24#, Window - 1 1/2 x 5 patched, 3/4L and 2 3/4B, Prints 1/0 Black, Bulk Pack Code: WVA DMV OSE	400	30.50	12,200.00
4 1/8 x 9 1/4 Reg	4 1/8 x 9 1/4 OSSS 1 1/8 Flap, Prints 2/0 in Black and Blue PMS, Bulk Pack Code: WVA DMV RAE	400	18.50	7,400.00

We appreciate your prompt payment.

Subtotal	\$19,600.00
Sales Tax	\$0.00
Total	\$19,600.00

Back Creek Distributing, LLC
PO Box 28
Gainesville, VA 20155

Invoice

Date	Invoice No.
03/01/21	8315

Bill To
Printing and Mailing, Inc 1190 International Parkway Suite 109 Fredricksburg, VA 22406

Ship To
Printing and Mailing, Inc 1190 International Parkway Suite 109 Fredricksburg, VA 22406

P.O. Number	Terms	Rep	Ship Date	Ship Via	FOB	Project
WVA DMV Envs	Net 30	TD	03/01/21	Truck	PMI	

Item	Description	Quantity	Price Each	Amount
6 x 10 WVA DMV	6 x 10 OSSS WW 24#, Window - 1 1/2 x 5 patched, 3/4L and 2 3/4B, Prints 1/0 Black, Bulk Pack Code: WVA DMV OSE	400	30.50	12,200.00
4 1/8 x 9 1/4 Reg	4 1/8 x 9 1/4 OSSS 1 1/8 Flap, Prints 2/0 in Black and Blue PMS, Bulk Pack Code: WVA DMV RAE	400	18.50	7,400.00

We appreciate your prompt payment.

Subtotal	\$19,600.00
Sales Tax	\$0.00
Total	\$19,600.00



Allegheny Envelope Company
301 Cove Lane
Roaring Spring, PA 16673-1916

Invoice

Date	Invoice #
10/19/2022	22222

Bill To
Data Integrators Inc. 1190 international Parway STE 109 Fredericksburg, VA 22406

Ship To
Data Integrators Inc. 1190 international Parway STE 109 Fredericksburg, VA 22406

Customer P.O. #	Terms
1025	1% 10 net 20

Description	Quantity	Rate	Amount
#10CF 24#WW	1,000,000	0.02373	23,730.00
Please consider us again for your future envelope needs.			Total \$23,730.00

ORDERED	SHIPPED	ITEM / DESCRIPTION	LOCATION	PRICE	EXTENSION
750 SH	750	639634	G-02-40	48.63 M	36.47
		LYNX OP DIG 96BR SMOOTH FSC TE			
		12 X 18 BS100 750/CTN BULK			
		FSC MIX 70%			
SUB TOTAL					36.47
SALES TAX					0.00
FREIGHT					0.00
MISC. CHARGES					0.00
TOTAL					36.47

EXHIBIT D

*** INVOICE ***

B.W. WILSON PAPER CO. INC
P.O. BOX 11248
RICHMOND VA 23230
Phone: 804-358-6715
Fax : 804-358-4742

Invoice#: 2778720
Order # : 2664548
Date : 10/20/2022
Division: 1
Branch : 1
Page : 1
Tr Type : IN

SOLD TO: 1226550
DATA INTEGRATORS, INC.
1190 INTERNATIONAL PKWY
SUITE 109
FREDERICKSBURG, VA 22406

SHIP TO:
DATA INTEGRATORS, INC.
1190 INTERNATIONAL PKWY
SUITE 109
FREDERICKSBURG, VA 22406

Via : RIC-03
Terms: VISA/MC/AMEX
FOB :

Cust PO :
Req'd : 10/18/2022
Taken By: DLM

Sls Rep : 0142
Taxable : N
Tax ID : VA

ORDERED	SHIPPED	ITEM / DESCRIPTION	LOCATION	PRICE	EXTENSION
7500 SH	7500	639634 LYNX OP DIG 96BR SMOOTH FSC TE 12 X 18 BS100 750/CTN BULK FSC MIX 70%	C-03-16	65.00 M	487.50
SUB TOTAL					487.50
SALES TAX					0.00
FREIGHT					0.00
MISC. CHARGES					0.00
TOTAL					487.50



WEST VIRGINIA DEPARTMENT OF TRANSPORTATION
Division of Motor Vehicles

5707 MacCorkle Avenue, Southeast
Post Office Box 17300
Charleston, West Virginia 25317-0010 • (304) 558-3900
TDD: (800) 742-6991 • (800) 642-9066


Everett J. Frazier
Commissioner
Division of Motor Vehicles

Jimmy Wriston, P.E.
Secretary of Transportation
Commissioner of Highways

June 24, 2022

MEMORANDUM

TO: Kristy James, DOT Procurement

FROM: Steve Monroe, DMV 

SUBJECT: Request to Renew With Increase

The Division of Motor Vehicles (DMV) requests to renew with an increase the contract CMA DMV19*007 with Data Integrators to print, process, and mail Driver's License and Motor Vehicle Registration renewals for DMV.

Attached is the pertinent consumer price index and justification letter demonstrating the vendor's increased cost due to supply chain shortages.

Thank you in advance for your consideration of this request.

Please contact me at (304) 352-5948 if you have any questions.



Data Integrators

Robert Denton
President Data Integrators, Inc
1190 International Parkway
Suite 109
Fredericksburg, VA 22406

June 15, 2022

Georgie Davis
Division Manager
West Virginia Division of Motor Vehicles
5707 MacCorkle Av
Charleston, West Virginia 25304

Dear Georgie,

I appreciate you getting back to me. I am asking for your help regarding price adjustments for the contract providing Printing and Mailing Vehicle Renewals (Contract CMA DMV1900000007). The paper industry is suffering shortages for a couple of reasons, shutting down plants during the pandemic and the plants converting to cardboard to support the Ecommerce industry. Its forcing vendors to not only pay higher prices but plan out months in advance. Using the consumer price index, the cost of paper has risen from 137.4 in March 2020 to 226.6 in May 2022, almost doubling.

I also attached a copy of the US Producer Price Index.

I am asking for your help in the best way to go about trying to resolve this. We appreciate the help.

Sincerely,

Robert L Denton