



13800 Coppermine Road
Suite 200
Herndon, VA 20171
Phone: 703.234.5378
Fax: 703.234.5771
www.4points.com

February 21, 2007

State of West Virginia
Department of Administration
Purchasing Division
2019 Washington Street East
Post Office Box 50130
Charleston, WV 25305-0130
Attn: Roberta Wagner

Marked For: Request for Quotation Number: BHS70096

Dear Ms. Wagner,

Four Points Technology (FPT), a Service Disabled Veteran Owned Small Business (SDVOSB), is pleased to offer our response to Request for Quotation Number BHS70096 issued by the State of West Virginia Department of Administration Purchasing Division. This proposal is provided via our GSA Schedule 70 Contract, GS-35F-0553P.

Four Points Technology (FPT) and Intersystems will comply with all of the Department's requirements as specified in the RFQ.

For clarification purposes, enclosed you will find three (3) documents including: a signed copy of Request for Quotation BHS70096, FPT Price Proposal, GSA Schedule Pricing denoting items in price proposal. The Terms and Conditions of my GSA Schedule can be found at orca.bpn.gov.

If you have any questions regarding our proposal, please contact me at your convenience. My direct phone number is 703.234.5378, my fax number is 703.234.5771.

Sincerely,

David Gilchrist
President



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

Request for Quotation

RFQ NUMBER
BHS70096

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ADDRESS CORRESPONDENCE TO ATTENTION OF:
ROBERTA WAGNER 304-558-0067

VENDOR

RFQ COPY
FOUR POINTS TECHNOLOGY LLC
13800 COPPERMINE ROAD SUITE 200
HERNDON WV 20171

SHIP TO

HEALTH AND HUMAN RESOURCES
 BBH/HF
 VARIOUS LOCALES AS INDICATED
 BY ORDER

DATE PRINTED 01/31/2007	TERMS OF SALE	SHIP VIA	F.O.B.	FREIGHT TERMS
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BID OPENING DATE: **02/28/2007** BID OPENING TIME **01:30PM**

LINE	QUANTITY	UOP	CAT. NO.	ITEM NUMBER	UNIT PRICE	AMOUNT
0001	400	EA		099-00-01-001		
<p>LICENSE - CACHE 5.2 ENTERPRISE MULTISERVER,</p> <p>TO PROVIDE CACHE 5.2 ENTERPRISE MULTISERVER, OR EQUAL, PLATFORM SPECIFIC FOR 400 CONCURRENT USERS ON X86 - 32 BIT (WINDOWS). MUST BE ABLE TO WORK IN A WINDOWS PLATFORM. MUST INCLUDE ONE YEAR SUPPORT AND MAINTENANCE - CACHE TECHNICAL ASSISTANCE AND SOFTWARE UPDATES.</p> <p>THE INTERSYSTEMS CACHE PRODUCT ENABLES RAPID WEB APPLICATION DEVELOPMENT CREATING UNIFIED DATA ARCHITECTURE. IT MUST WORK ON BOTH AN MS WINDOWS PLATFORM AND BE COMPATIBLE WITH OPEN VISTA.</p> <p>SEE ATTACHED BID/COST SHEET</p> <p>LIFE OF CONTRACT: THIS CONTRACT BECOMES EFFECTIVE ON AND EXTENDS FOR A PERIOD OF ONE (1) YEAR OR UNTIL SUCH "REASONABLE TIME" THEREAFTER AS IS NECESSARY TO OBTAIN A NEW CONTRACT OR RENEW THE ORIGINAL CONTRACT. THE "REASONABLE TIME" PERIOD SHALL NOT EXCEED TWELVE (12) MONTHS. DURING THIS "REASONABLE TIME" THE VENDOR MAY TERMINATE THIS CONTRACT FOR ANY REASON UPON GIVING THE DIRECTOR OF PURCHASING 30 DAYS WRITTEN NOTICE.</p> <p>UNLESS SPECIFIC PROVISIONS ARE STIPULATED ELSEWHERE IN THIS CONTRACT DOCUMENT, THE TERMS, CONDITIONS AND PRICING SET HEREIN ARE FIRM FOR THE LIFE OF THE CONTRACT.</p> <p>RENEWAL: THIS CONTRACT MAY BE RENEWED UPON THE MUTUAL</p>						

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

SIGNATURE <i>[Signature]</i>	TELEPHONE 703-234-5378	DATE 2/21/07
TITLE PRESIDENT/CEO	FEIN 03-0433660	ADDRESS CHANGES TO BE NOTED ABOVE

WHEN RESPONDING TO RFQ, INSERT NAME AND ADDRESS IN SPACE ABOVE LABELED 'VENDOR'



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BID OPENING DATE: 02/28/2007		BID OPENING TIME: 01:30PM		

LINE	QUANTITY	UOP	CAT. NO.	ITEM NUMBER	UNIT PRICE	AMOUNT
<p>WRITTEN CONSENT OF THE SPENDING UNIT AND VENDOR, SUBMITTED TO THE DIRECTOR OF PURCHASING THIRTY (30) DAYS PRIOR TO THE EXPIRATION DATE. SUCH RENEWAL SHALL BE IN ACCORDANCE WITH THE TERMS AND CONDITIONS OF THE ORIGINAL CONTRACT AND SHALL BE LIMITED TO TWO (2) ONE (1) YEAR PERIODS.</p> <p>CANCELLATION: THE DIRECTOR OF PURCHASING RESERVES THE RIGHT TO CANCEL THIS CONTRACT IMMEDIATELY UPON WRITTEN NOTICE TO THE VENDOR IF THE COMMODITIES AND/OR SERVICES SUPPLIED ARE OF AN INFERIOR QUALITY OR DO NOT CONFORM TO THE SPECIFICATIONS OF THE BID AND CONTRACT HEREIN.</p> <p>BANKRUPTCY: IN THE EVENT THE VENDOR/CONTRACTOR FILES FOR BANKRUPTCY PROTECTION, THIS CONTRACT IS AUTOMATICALLY NULL AND VOID, AND IS TERMINATED WITHOUT FURTHER ORDER.</p> <p>THE TERMS AND CONDITIONS CONTAINED IN THIS CONTRACT SHALL SUPERSEDE ANY AND ALL SUBSEQUENT TERMS AND CONDITIONS WHICH MAY APPEAR ON ANY ATTACHED PRINTED DOCUMENTS SUCH AS PRICE LISTS, ORDER FORMS, SALES AGREEMENTS OR MAINTENANCE AGREEMENTS, INCLUDING ANY ELECTRONIC MEDIUM SUCH AS CD-ROM.</p> <p>REV. 04/11/2001</p> <p>INQUIRIES:</p> <p>WRITTEN QUESTIONS SHALL BE ACCEPTED THROUGH CLOSE OF BUSINESS ON TUESDAY 2/13/2007. QUESTIONS MAY BE SENT VIA USPS, FAX, COURIER OR EMAIL. IN ORDER TO ASSURE NO VENDOR RECEIVES AN UNFAIR ADVANTAGE, NO SUBSTANTIVE QUESTIONS WILL BE ANSWERED VERBALLY. IF POSSIBLE, EMAIL QUESTIONS ARE PREFERRED. ADDRESS INQUIRIES TO:</p>						

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OPENING DATE	02/28/2007	BID OPENING TIME	01:30PM
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LINE	QUANTITY	UOP	CAT. NO.	ITEM NUMBER	UNIT PRICE	AMOUNT
ROBERTA WAGNER DEPARTMENT OF ADMINISTRATION PURCHASING DIVISION 2019 WASHINGTON STREET, EAST CHARLESTON, WV 25305 FAX: 304-558-4115 EMAIL: RWAGNER@WVADMIN.GOV						
THE MODEL/BRAND/SPECIFICATIONS NAMED HEREIN ESTABLISH THE ACCEPTABLE LEVEL OF QUALITY ONLY AND ARE NOT INTENDED TO REFLECT A PREFERENCE OR FAVOR ANY PARTICULAR BRAND OR VENDOR. VENDORS WHO ARE BIDDING ALTERNATES SHOULD SO STATE AND INCLUDE PERTINENT LITERATURE AND SPECIFICATIONS. FAILURE TO PROVIDE INFORMATION FOR ANY ALTERNATES MAY BE GROUNDS FOR REJECTION OF THE BID. THE STATE RESERVES THE RIGHT TO WAIVE MINOR IRREGULARITIES IN BIDS OR SPECIFICATION IN ACCORDANCE WITH SECTION 148-1-4(F) OF THE WEST VIRGINIA LEGISLATIVE RULES AND REGULATIONS.						
VENDOR PREFERENCE CERTIFICATE						
CERTIFICATION AND APPLICATION* IS HEREBY MADE FOR PREFERENCE IN ACCORDANCE WITH WEST VIRGINIA CODE, 5A-3-37 (DOES NOT APPLY TO CONSTRUCTION CONTRACTS).						
A. APPLICATION IS MADE FOR 2.5% PREFERENCE FOR THE REASON CHECKED:						
<input type="checkbox"/> BIDDER IS AN INDIVIDUAL RESIDENT VENDOR AND HAS RESIDED CONTINUOUSLY IN WEST VIRGINIA FOR FOUR (4) YEARS IMMEDIATELY PRECEDING THE DATE OF THIS CERTIFICATION; OR						
<input type="checkbox"/> BIDDER IS A PARTNERSHIP, ASSOCIATION OR CORPORA-						

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FEIN	ADDRESS CHANGES TO BE NOTED ABOVE	

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LINE	QUANTITY	UOP	CAT. NO.	ITEM NUMBER	UNIT PRICE	AMOUNT
<p>TION RESIDENT VENDOR AND HAS MAINTAINED ITS HEAD- QUARTERS OR PRINCIPAL PLACE OF BUSINESS CONTINUOUSLY IN WEST VIRGINIA FOR FOUR (4) YEARS IMMEDIATELY PRECEDING THE DATE OF THIS CERTIFICATION; OR 80% OF THE OWNERSHIP INTEREST OF BIDDER IS HELD BY ANOTHER INDIVIDUAL, PARTNERSHIP, ASSOCIATION OR CORPORATION RESIDENT VENDO WHO HAS MAINTAINED ITS HEADQUARTERS OR PRINCIPAL PLACE OF BUSINESS CONTINUOUSLY IN WEST VIRGINIA FOR FOUR (4) YEARS IMMEDIATELY PRECEDING THE DATE OF THIS CERTIFICATION; OR</p> <p>() BIDDER IS A CORPORATION NONRESIDENT VENDOR WHICH HAS AN AFFILIATE OR SUBSIDIARY WHICH EMPLOYS A MINIMUM OF ONE HUNDRED STATE RESIDENTS AND WHICH HAS MAINTAINED ITS HEADQUARTERS OR PRINCIPAL PLACE OF BUSINESS WITHIN WEST VIRGINIA CONTINUOUSLY FOR THE FOUR (4) YEARS IMMEDIATELY PRECEDING THE DATE OF THIS CERTIFICATION.</p> <p>B. APPLICATION IS MADE FOR 2.5% PREFERENCE FOR THE REASON CHECKED:</p> <p>() BIDDER IS A RESIDENT VENDOR WHO CERTIFIES THAT, DURING THE LIFE OF THE CONTRACT, ON AVERAGE AT LEAST 75% OF THE EMPLOYEES WORKING ON THE PROJECT BEING BID ARE RESIDENTS OF WEST VIRGINIA WHO HAVE RESIDED IN THE STATE CONTINUOUSLY FOR THE TWO YEARS IMMEDIATELY PRECEDING SUBMISSION OF THIS BID; OR</p> <p>() BIDDER IS A NONRESIDENT VENDOR EMPLOYING A MINIMUM OF ONE HUNDRED STATE RESIDENTS OR IS A NONRESIDENT VENDOR WITH AN AFFILIATE OR SUBSIDIARY WHICH MAINTAINS ITS HEADQUARTERS OR PRINCIPAL PLACE OF BUSINESS WITHIN WEST VIRGINIA EMPLOYING A MINIMUM OF ONE HUNDRED STATE RESIDENTS WHO CERTIFIES THAT, DURING THE LIFE OF THE CONTRACT, ON AVERAGE AT LEAST</p>						

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OPENING DATE: **02/28/2007** BID OPENING TIME **01:30PM**

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<p>75% OF THE EMPLOYEES OR BIDDERS' AFFILIATE'S OR SUBSIDIARY'S EMPLOYEES ARE RESIDENTS OF WEST VIRGINIA WHO HAVE RESIDED IN THE STATE CONTINUOUSLY FOR THE TWO YEARS IMMEDIATELY PRECEDING SUBMISSION OF THIS BID.</p> <p>BIDDER UNDERSTANDS IF THE SECRETARY OF TAX & REVENUE DETERMINES THAT A BIDDER RECEIVING PREFERENCE HAS FAILED TO CONTINUE TO MEET THE REQUIREMENTS FOR SUCH PREFERENCE, THE SECRETARY MAY ORDER THE DIRECTOR OF PURCHASING TO: (A) RESCIND THE CONTRACT OR PURCHASE ORDER ISSUED; OR (B) ASSESS A PENALTY AGAINST SUCH BIDDER IN AN AMOUNT NOT TO EXCEED 5% OF THE BID AMOUNT AND THAT SUCH PENALTY WILL BE PAID TO THE CONTRACTING AGENCY OR DEDUCTED FROM ANY UNPAID BALANCE ON THE CONTRACT OR PURCHASE ORDER.</p> <p>BY SUBMISSION OF THIS CERTIFICATE, BIDDER AGREES TO DISCLOSE ANY REASONABLY REQUESTED INFORMATION TO THE PURCHASING DIVISION AND AUTHORIZES THE DEPARTMENT OF TAX AND REVENUE TO DISCLOSE TO THE DIRECTOR OF PURCHASING APPROPRIATE INFORMATION VERIFYING THAT BIDDER HAS PAID THE REQUIRED BUSINESS TAXES, PROVIDED THAT SUCH INFORMATION DOES NOT CONTAIN THE AMOUNTS OF TAXES PAID NOR ANY OTHER INFORMATION DEEMED BY THE TAX COMMISSIONER TO BE CONFIDENTIAL.</p> <p>UNDER PENALTY OF LAW FOR FALSE SWEARING (WEST VIRGINIA CODE 61-5-3), BIDDER HEREBY CERTIFIES THAT THIS CERTIFICATE IS TRUE AND ACCURATE IN ALL RESPECTS; AND THAT IF A CONTRACT IS ISSUED TO BIDDER AND IF ANYTHING CONTAINED WITHIN THIS CERTIFICATE CHANGES DURING THE TERM OF THE CONTRACT, BIDDER WILL NOTIFY THE PURCHASING DIVISION IN WRITING IMMEDIATELY.</p> <p>BIDDER: <i>Four Points Technology / David Guiteras</i></p>						

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01/31/2007				

BID OPENING DATE: 02/28/2007 BID OPENING TIME 01:30PM

LINE	QUANTITY	UOP	CAT NO.	ITEM NUMBER	UNIT PRICE	AMOUNT
DATE: 2/21/2007 SIGNED: <i>[Signature]</i> TITLE: DAVID GILCHRIST						
* CHECK ANY COMBINATION OF PREFERENCE CONSIDERATION(S) IN EITHER "A" OR "B", OR BOTH "A" AND "B" WHICH YOU ARE ENTITLED TO RECEIVE. YOU MAY REQUEST UP TO THE MAXIMUM 5% PREFERENCE FOR BOTH "A" AND "B". (REV. 12/00)						
NOTICE						
A SIGNED BID MUST BE SUBMITTED TO: DEPARTMENT OF ADMINISTRATION PURCHASING DIVISION BUILDING 15 2019 WASHINGTON STREET, EAST CHARLESTON, WV 25305-0130						
A CONVENIENCE COPY WOULD BE APPRECIATED						
THE BID SHOULD CONTAIN THIS INFORMATION ON THE FACE OF THE ENVELOPE OR THE BID MAY NOT BE CONSIDERED:						
SEALED BID						
BUYER: ROBERTA WAGNER 22						

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

SIGNATURE	TELEPHONE	DATE
TITLE	FEIN	ADDRESS CHANGES TO BE NOTED ABOVE

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ROBERTA WAGNER
304-558-0067

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LINE	QUANTITY	UOP	CAT. NO.	ITEM NUMBER	UNIT PRICE	AMOUNT
RFQ. NO.:				BHS70096		
BID OPENING DATE:				02/28/2007		
BID OPENING TIME:				1:30 PM		
PLEASE PROVIDE A FAX NUMBER IN CASE IT IS NECESSARY TO CONTACT YOU REGARDING YOUR BID:						
				703-234-5771		
CONTACT PERSON (PLEASE PRINT CLEARLY):						
				DAVID GILCHRIST (P)	703-234-5378	
***** THIS IS THE END OF RFQ BHS70096 ***** TOTAL: _____						

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BHS70096 – BID/COST SHEET

QUANTITY	ITEM	COST
400	License – Cache 5.2 Enterprise multiserver, platform specific for 400 concurrent users on x86 – 32 bit (Windows) or equal	\$397,808.00
For 400 Users	One (1) year support and maintenance – Cache (or equal) Technical Assistance and Software Support	\$ 87,517.76
For 400 Users	*Second year support and maintenance – Cache (or equal) Technical Assistance and Software Support	\$ 90,143.59
For 400 Users	*Third year support and maintenance – Cache (or equal) Technical Assistance and Software Support	\$ 92,847.59

*Upon mutual agreement of renewal.

The award of this contract (BHS70092) will be based only upon the initial cost of the License and year one (1) of support and maintenance (Cache “or equal” technical assistance and software support). The second and third years cost of support and maintenance, shall be provided, but will not be considered in the evaluation.

ATTACHMENT
P.O.# BHS70096

This agreement constitutes the entire agreement between the parties, and there are no other terms and conditions applicable to the licenses granted hereunder.

Agreed

[Handwritten Signature] 2/21/07
Signature Date

PRESIDENT/CEO
Title

FOUR POINTS TECHNOLOGY
Company Name

Signature Date

Title

Agency-Division

AGREEMENT ADDENDUM

In the event of conflict between this addendum and the agreement, this addendum shall control:

1. ARBITRATION - Any references to arbitration contained in the agreement are hereby deleted. Disputes arising out of the agreement shall be presented to the West Virginia Court of Claims.
2. HOLD HARMLESS - Any clause requiring the Agency to indemnify or hold harmless any party is hereby deleted in its entirety.
3. GOVERNING LAW - The agreement shall be governed by the laws of the State of West Virginia. This provision replaces any references to any other State's governing law.
4. TAXES - Provisions in the agreement requiring the Agency to pay taxes are deleted. As a State entity, the Agency is exempt from Federal, State, and local taxes and will not pay taxes for any Vendor including individuals, nor will the Agency file any tax returns or reports on behalf of Vendor or any other party.
5. PAYMENT - Any references to prepayment are deleted. Payment will be in arrears.
6. INTEREST - Should the agreement include a provision for interest on late payments, the Agency agrees to pay the maximum legal rate under West Virginia law. All other references to interest or late charges are deleted.
7. RECOUPMENT - Any language in the agreement waiving the Agency's right to set-off, counterclaim, recoupment, or other defense is hereby deleted.
8. FISCAL YEAR FUNDING - Service performed under the agreement may be continued in succeeding fiscal years for the term of the agreement, contingent upon funds being appropriated by the Legislature or otherwise being available for this service. In the event funds are not appropriated or otherwise available for this service, the agreement shall terminate without penalty on June 30. After that date, the agreement becomes of no effect and is null and void. However, the Agency agrees to use its best efforts to have the amounts contemplated under the agreement included in its budget. Non-appropriation or non-funding shall not be considered an event of default.
9. STATUTE OF LIMITATION - Any clauses limiting the time in which the Agency may bring suit against the Vendor, lessor, individual, or any other party are deleted.
10. SIMILAR SERVICES - Any provisions limiting the Agency's right to obtain similar services or equipment in the event of default or non-funding during the term of the agreement are hereby deleted.
11. ATTORNEY FEES - The Agency recognizes an obligation to pay attorney's fees or costs only when assessed by a court of competent jurisdiction. Any other provision is invalid and considered null and void.
12. ASSIGNMENT - Notwithstanding any clause to the contrary, the Agency reserves the right to assign the agreement to another State of West Virginia agency, board or commission upon thirty (30) days written notice to the Vendor and Vendor shall obtain the written consent of Agency prior to assigning the agreement.
13. LIMITATION OF LIABILITY - The Agency, as a State entity, cannot agree to assume the potential liability of a Vendor. Accordingly, any provision limiting the Vendor's liability for direct damages or limiting the Vendor's liability under a warranty to a certain dollar amount or to the amount of the agreement is hereby deleted. In addition, any limitation is null and void to the extent that it precludes any action for injury to persons or for damages to personal property.
14. RIGHT TO TERMINATE - Agency shall have the right to terminate the agreement upon thirty (30) days written notice to Vendor.
15. TERMINATION CHARGES - Any provision requiring the Agency to pay a fixed amount or liquidated damages upon termination of the agreement is hereby deleted. The Agency may only agree to reimburse a Vendor for actual costs incurred or losses sustained during the current fiscal year due to wrongful termination by the Agency prior to the end of any current agreement term.
16. RENEWAL - Any reference to automatic renewal is hereby deleted. The agreement may be renewed only upon mutual written agreement of the parties.
17. INSURANCE - Any provision requiring the Agency to insure equipment or property of any kind and name the Vendor as beneficiary or as an additional insured is hereby deleted.
18. RIGHT TO NOTICE - Any provision for repossession of equipment without notice is hereby deleted. However, the Agency does recognize a right of repossession with notice.
19. ACCELERATION - Any reference to acceleration of payments in the event of default or non-funding is hereby deleted.
20. AMENDMENTS - All amendments, modifications, alterations or changes to the agreement shall be in writing and signed by both parties. No amendment, modification, alteration or change may be made to this addendum without the express written approval of the Purchasing Division and the Attorney General.

ACCEPTED BY:
STATE OF WEST VIRGINIA

Spending Unit: _____

Signed: _____

Title: _____

Date: _____

VENDOR

Company Name: FOUR POINTS TECHNOLOGY

Signed: [Signature]

Title: PRESIDENT / CEO

Date: 2/21/07

A F F I D A V I T

West Virginia Code §5A-3-10a states:

No contract or renewal of any contract may be awarded by the state or any of its political subdivisions to any vendor or prospective vendor when the vendor or prospective vendor or a related party to the vendor or prospective vendor is a debtor and the debt owned is an amount greater than one thousand dollars in the aggregate

DEFINITIONS:

"Debt" means any assessment, premium, penalty, fine, tax or other amount of money owed to the state or any of its political subdivisions because of a judgment, fine, permit violation, license assessment, defaulted workers' compensation premium, penalty or other assessment presently delinquent or due and required to be paid to the state or any of its political subdivisions, including any interest or additional penalties accrued thereon.

"Debtor" means any individual, corporation, partnership, association, limited liability company or any other form or business association owing a debt to the state or any of its political subdivisions. "Political subdivision" means any county commission; municipality; county board of education; any instrumentality established by a county or municipality; any separate corporation or instrumentality established by one or more counties or municipalities, as permitted by law; or any public body charged by law with the performance of a government function or whose jurisdiction is coextensive with one or more counties or municipalities. "Related party" means a party, whether an individual, corporation, partnership, association, limited liability company or any other form or business association or other entity whatsoever, related to any vendor by blood, marriage, ownership or contract through which the party has a relationship of ownership or other interest with the vendor so that the party will actually or by effect receive or control a portion of the benefit, profit or other consideration from performance of a vendor contract with the party receiving an amount that meets or exceeds five percent of the total contract amount.

EXCEPTION:

The prohibition of this section does not apply where a vendor has contested any tax administered pursuant to chapter eleven of this code, workers' compensation premium, permit fee or environmental fee or assessment and the matter has not become final or where the vendor has entered into a payment plan or agreement and the vendor is not in default of any of the provisions of such plan or agreement.

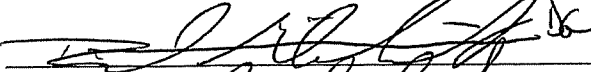
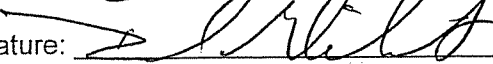
LICENSING:

Vendors must be licensed and in good standing in accordance with any and all state and local laws and requirements by any state or local agency of West Virginia, including, but not limited to, the West Virginia Secretary of State's Office, the West Virginia Tax Department, West Virginia Insurance Commission, or any other state agencies or political subdivision. Furthermore, the vendor must provide all necessary releases to obtain information to enable the Director or spending unit to verify that the vendor is licensed and in good standing with the above entities.

CONFIDENTIALITY:

The vendor agrees that he or she will not disclose to anyone, directly or indirectly, any such personally identifiable information or other confidential information gained from the agency, unless the individual who is the subject of the information consents to the disclosure in writing or the disclosure is made pursuant to the agency's policies, procedures and rules. Vendors should visit www.state.wv.us/admin/purchase/privacy for the Notice of Agency Confidentiality Policies.

Under penalty of law for false swearing (West Virginia Code, §61-5-3), it is hereby certified that the vendor acknowledges the information in this said affidavit and are in compliance with the requirements as stated.

Vendor's Name:  FOUR POINTS TECHNOLOGY
 Authorized Signature:  Date: 2/21/07



A Service Disabled Veteran Owned Small Business (SDVOSB)

Quote Prepared by: David Gilchrist
 Phone: (703) 234-5378
 Fax: (703) 234-5771
 E-mail: davidg@4points.com

Contract: GSA
 Submitted Date: 2/21/2007
 Customer POC: Roberta Wagner
 Agency/Company: WV-HHS
 Phone: 304.558.0067
 Fax:
 E-mail: rwagner@wvadmin.gov
 Bid/RFQ #:
 FPT Quote #: Quote FPT-INT-WV-022107

Item	Product Description	Mfr.	Part	Qty	GSA Unit Price	GSA Extended Price
1	Enterprise Platform Specific Multi Server	Intersystems	ISC-C04-112	400	\$ 994.52	\$ 397,808.00
2	Cache' Technical Assistance/Software Updates (First year)	Intersystems	ISC-C04-115	1 year	22%	\$ 87,517.76
					Total	\$ 485,325.76
* 3	Cache' Technical Assistance/Software Updates (Second Year)	Intersystems	ISC-C04-115	1 year	22%	\$ 90,143.59
* 4	Cache' Technical Assistance/Software Updates (Third Year)	Intersystems	ISC-C04-115	1 year	22%	\$ 92,847.59

* Ongoing yearly maintenance is calculated by multiplying the Cache License fees times 22% of the GSA list price of the software. Therefore with a normal 3% increase in escalation of the software sales price, the next 2 years maintenance fees would be as indicated.

Pricing Notes:

1. Payment Terms are Net 30
2. Price include FOB Destination, CONUS, Normal Ground Freight
3. This price quote is valid for a period of 60 days from date of offer.
4. Approximate Delivery – within 30 days ARO
5. There is no discount for prompt payment

Related information:

Business Type: Service-Disabled, Veteran-Owned, Small Business (SDVOSB)

Cage Code: 1YS78

TIN: 03-0433660

DUNS: 08-989-6737

Remit to: Four Points Technology

13800 Coppermine Road, Suite 200

Herndon, VA 20171

PH: (703) 234-5378

Fax: (703) 234-5771

EFT per CCR

FOUR POINTS TECHNOLOGY
 InterSystems Pricing Master
 GSA Schedule: GS-35F-0553P

SIN	MFG	MEGS P/N	PRODUCT DESCRIPTION	MFG LIST PRICE	DISC. FLIST	FPT GSA COST	GSA MARKUP %	GSA MARKUP \$	GSA/SELL Excludes (FFI)	GSA/SELL Includes (75% IFE)	GSA DISC	WARR	COO	E STAR	SEC 508
132-33	InterSystems	ISC-C04-101	Ente Single Server	\$ 210.00					\$ 193.38	8%	30 Days	US	N/A	N/A	
132-33	InterSystems	ISC-C04-102	Ente Multi Server	\$ 300.00					\$ 276.26	8%	30 Days	US	N/A	N/A	
132-33	InterSystems	ISC-C04-103	Enterprise Single Server	\$ 650.00					\$ 598.55	8%	30 Days	US	N/A	N/A	
132-33	InterSystems	ISC-C04-104	Enterprise Multi Server	\$ 815.00					\$ 750.49	8%	30 Days	US	N/A	N/A	
132-33	InterSystems	ISC-C04-105	Ente Platform Specific Single Server	\$ 320.00					\$ 294.67	8%	30 Days	US	N/A	N/A	
132-33	InterSystems	ISC-C04-106	Ente Platform Specific Multi Server	\$ 405.00					\$ 372.94	8%	30 Days	US	N/A	N/A	
132-33	InterSystems	ISC-C04-107	Elie Platform Specific Single Server	\$ 535.00					\$ 492.65	8%	30 Days	US	N/A	N/A	
132-33	InterSystems	ISC-C04-108	Elie Platform Specific Multi Server	\$ 680.00					\$ 626.18	8%	30 Days	US	N/A	N/A	
132-33	InterSystems	ISC-C04-109	Elie Platform Independent Single Server	\$ 880.00					\$ 806.40	8%	30 Days	US	N/A	N/A	
132-33	InterSystems	ISC-C04-110	Elie Platform Independent Multi Server	\$ 1,080.00					\$ 994.52	8%	30 Days	US	N/A	N/A	
132-33	InterSystems	ISC-C04-111	Enterprise Platform Specific Single Server	\$ 865.00					\$ 796.54	8%	30 Days	US	N/A	N/A	
132-33	InterSystems	ISC-C04-112	Enterprise Platform Specific Multi Server	\$ 1,080.00					\$ 994.52	8%	30 Days	US	N/A	N/A	
132-33	InterSystems	ISC-C04-113	Enterprise Platform Independent Single Server	\$ 1,080.00					\$ 994.52	8%	30 Days	US	N/A	N/A	
132-33	InterSystems	ISC-C04-114	Enterprise Platform Independent Multi Server	\$ 1,300.00					\$ 1,197.11	8%	30 Days	US	N/A	N/A	
132-33	InterSystems	ISC-E04-101	Production Project License (Two CPUs); Platform Specific, Single Server	\$ 250,000.00					\$ 230,212.53	8%	30 Days	US	N/A	N/A	
132-33	InterSystems	ISC-E04-102	Production Project License (Two CPUs); Platform Specific, Multi Server	\$ 312,500.00					\$ 287,765.66	8%	30 Days	US	N/A	N/A	
132-33	InterSystems	ISC-E04-103	Platform Specific, Single Server - Each Additional CPU	\$ 125,000.00					\$ 115,106.27	8%	30 Days	US	N/A	N/A	
132-33	InterSystems	ISC-E04-104	Platform Specific, Multi Server - Each Additional CPU	\$ 155,250.00					\$ 143,882.83	8%	30 Days	US	N/A	N/A	
132-33	InterSystems	ISC-E04-105	Platform Specific, Single Server - Concurrent Application User License	\$ 1,050.00					\$ 966.89	8%	30 Days	US	N/A	N/A	
132-33	InterSystems	ISC-E04-106	Platform Specific, Multi Server - Concurrent Application User License	\$ 1,325.00					\$ 1,220.13	8%	30 Days	US	N/A	N/A	
132-33	InterSystems	ISC-E04-107	Production Project License (Two CPUs); Platform Independent, Single Server	\$ 375,000.00					\$ 345,318.80	8%	30 Days	US	N/A	N/A	
132-33	InterSystems	ISC-E04-108	Production Project License (Two CPUs); Platform Independent, Multi Server	\$ 455,250.00					\$ 414,882.83	8%	30 Days	US	N/A	N/A	
132-33	InterSystems	ISC-E04-109	Platform Independent, Single Server - Each Additional CPU	\$ 187,500.00					\$ 172,659.40	8%	30 Days	US	N/A	N/A	
132-33	InterSystems	ISC-E04-110	Platform Independent, Multi Server - Each Additional CPU	\$ 1,325.00					\$ 1,220.13	8%	30 Days	US	N/A	N/A	
132-33	InterSystems	ISC-E04-111	Platform Independent, Single Server - Concurrent Application User License	\$ 1,575.00					\$ 1,450.34	8%	30 Days	US	N/A	N/A	
132-33	InterSystems	ISC-E04-112	Cache Core; Server Side Programming	\$ 2,150.00					\$ 1,979.83	8%	N/A	US	N/A	N/A	
132-51	InterSystems	ISC-T04-101	Cache Server Pages	\$ 2,150.00					\$ 1,979.83	8%	N/A	US	N/A	N/A	
132-51	InterSystems	ISC-T04-102	Cache System Management	\$ 1,950.00					\$ 1,793.15	8%	N/A	US	N/A	N/A	
132-51	InterSystems	ISC-T04-103	Customer On-Site Training - 1 Day	\$ 2,700.00					\$ 2,486.30	8%	N/A	US	N/A	N/A	
132-51	InterSystems	ISC-T04-104	Customer On-Site Training - 2 Days	\$ 4,900.00					\$ 4,512.17	8%	N/A	US	N/A	N/A	
132-51	InterSystems	ISC-T04-105	Customer On-Site Training - 3 Days	\$ 7,100.00					\$ 6,538.04	8%	N/A	US	N/A	N/A	
132-51	InterSystems	ISC-T04-106	Customer On-Site Training - 4 Days	\$ 9,300.00					\$ 8,563.91	8%	N/A	US	N/A	N/A	
132-51	InterSystems	ISC-T04-107	Customer On-Site Training - 5 Days	\$ 11,500.00					\$ 10,569.78	8%	N/A	US	N/A	N/A	
132-51	InterSystems	ISC-TE4-101	Building Productions with Ensemble (3 Days)	\$ 1,350.00					\$ 1,243.15	8%	N/A	US	N/A	N/A	
132-51	InterSystems	ISC-TE4-102	Building Productions with Ensemble (5 Days)	\$ 2,150.00					\$ 1,979.83	8%	N/A	US	N/A	N/A	
132-34	InterSystems	ISC-E04-114	Ensemble Technical Assistance/Software Updates *** Technical Assistance to a \$900- minimum annual fee per Customer				22% of GSA					N/A	US	N/A	
132-34	InterSystems	ISC-C04-115	Cache Technical Assistance/Software Updates *** Technical Assistance to a \$900- minimum annual fee per Customer				22% of GSA					N/A	US	N/A	

Above highlighted products support this proposal