



**State of West Virginia
Department of Administration
Purchasing Division**

NOTICE

Due to the size of this bid, it was impractical to scan every page for online viewing. We have made an attempt to scan and publish all pertinent bid information. However, it is important to note that some pages were necessarily omitted.

If you would like to review the bid in its entirety, please contact the buyer. Thank you.

George Sesock
Vice President
JPMorgan Chase Bank, N.A.

March 6, 2008

Mr. John Abbott, Senior Buyer
Purchasing Division
2019 Washington Street, East
P.O. Box 50130
Charleston, WV 25305-0130

Re: Request for Proposal # BEP 08063 (Electronic Payment Card)

Dear Mr. Abbott:

On behalf of JPMorgan Chase Bank, N.A, we are pleased to submit our proposal to the State of West Virginia for an Electronic Payment Card (EPC) Program for Workforce West Virginia, Division of Unemployment Compensation. We also acknowledge receipt of Amendment #1 dated February 7, 2008 - Answer Vendor Questions and Clarify Original Requirements, Amendment #2 dated February 10, 2008 - Add revised specifications and Amendment #3 dated February 25, 2008 - Answer Vendor Questions relating to Addendum 1.

In accordance with RFP Section 1.9.3, Proposal Format and Submission, we have enclosed one (1) original (marked "Original"), and five (5) convenience copies of our Technical proposal and Cost proposal. The Technical and Cost proposal packages are boxed and sealed separately as instructed in RFP Section 1.9.4.2 Proposal Format and Content.

JPMorgan Chase welcomes the opportunity to partner with the State of West Virginia by leveraging our market leading public sector banking experience and card services expertise to achieve and exceed the goals for this EPC program. We will leverage our experience and expertise together with the successes of our current Unemployment Insurance programs in six states to provide you with a state-of-the-art program for Workforce West Virginia and its claimants-beneficiaries. A unique feature of our proposal is that unlike our competitors we do not charge benefit recipients for any customer service calls.

JPMorgan Chase's program offering incorporates the following:

- VISA-branded Electronic Payment Card providing claimants with enhanced ease of access to their funds. In addition, claimants will be surcharge-free ATM access at nearly 32,000 Allpoint ATMS throughout the country.
- ACH origination to deposit unemployment benefits into your claimants' personal bank accounts for those who would elect direct deposit.
- As an alternative, we can also offer pricing upon request, for a turn-key solution whereby our partner, NoCheck, would collect direct deposit information on behalf of the Workforce West Virginia. This would eliminate the need for the State to collect and process bank account information. For details on this innovative solution, please refer to Attachment B, Value Added Services from JPMorgan Chase.

The State of West Virginia can be assured that our extensive public sector experience, our scale and our industry leading capabilities in the disbursement of unemployment insurance and other benefits at the State and the federal government levels, will provide the foundation of a highly disciplined project and program

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management approach in the implementation of your EPC and direct deposit solution to Workforce West Virginia and its benefit recipients.

We are pleased to dedicate an experienced relationship team with various types of banking and debit card experience in order to provide unparalleled service. We believe that this focus and experience will benefit Workforce West Virginia and its benefit recipients. At JPMorgan Chase, we work diligently to establish and maintain long term relationships with our public sector clients, and we have a successful track record in providing service to this market segment for the past 17 years.

Our proposed and proven solutions will serve to meet and in many cases EXCEED the requirements outlined in the Request for Proposal. Our solutions are derived from our extensive, un-paralleled experience in the provision of card-based benefit disbursement services and direct deposit. At JPMorgan Chase these programs are in effect for Federal, State, and local agencies in over 35 states, including six states where we are currently providing Unemployment Insurance benefit disbursements via an EPC program.

In closing, JPMorgan Chase would like to thank you for the opportunity to present our proposal for Electronic Payment Card services. Please let us reiterate our strong interest and unwavering commitment to earn your business. Given the opportunity, JPMorgan Chase is committed to providing an EPC program that extends superior benefit to both Workforce West Virginia and its benefits recipients.

If you have any questions regarding our proposal, please do not hesitate to contact my associate, Chandra Sams, Client Sales Manager, at 614-248-5391.

Sincerely,



George Sesock
Vice President

Enclosures