









PHOTOS COURTESY OF WEST VIRGINIA DEPARTMENT OF TOURISM

WORK FORCE

REQUEST FOR QUOTE
WORKFORCE WEST VIRGINIA WWV09851

SUBMITTED BY:

U.S. BANK N.A.

RETAIL PAYMENT SOLUTIONS
PREPAID DEBIT PRODUCTS
U.S. BANK PLAZA
200 SOUTH 6TH STREET
MINNEAPOLIS, MN 55402

RECEIVED

2009 JUL 31 A 9 59

STATE OF WV





Retail Payment Solutions

Rebecca L. Petersen
Business Development Manager – Prepaid Debit Products
U.S. Bank Plaza
200 South 6th St, EP-MN-L24A
Minneapolis, MN 55402
(612) 973-2257 direct (612) 973-3720 fax

July 31, 2008

John Abbott Bureau of Employment Programs Office of Administration Support-5302 112 California Avenue Charleston, WV 25305-0112

Dear Mr. Abbott,

U.S. Bank is pleased to submit our response to the Workforce West Virginia RFQ number WWV09851 - Electronic Payment Card Services for Unemployment Insurance Benefits. Per your instructions, we have filled out and signed all appropriate documents, including the WWV09851 Bid Form.

As the number one government disbursement card issuer, with 22 partner agencies in 13 different states, and the largest Visa® prepaid debit card issuer in the nation, U.S. Bank is uniquely positioned to provide West Virginia with a skilled and powerful banking partnership – one with measurable efficiency gains for the agency as well as the best possible user experience for constituent cardholders.

There will be no ReliaCard program costs for Workforce West Virginia other than those normally incurred with ACH electronic direct deposit services. Please note our extremely low price quotes for those services, also included on the WWV09851 Bid Form.

The U.S. Bank/Workforce WV ReliaCard program will be customized to meet the specific needs of West Virginia. Every aspect of the program will be tailored to ensure a smooth, no-hassle transition from paper checks to direct deposit, not only at program launch, but ongoing throughout the life of the program. We also pledge to work closely with program administrators to provide UI Claimants with easy-to-understand instructions, multiple fee-free opportunities to make purchases and get cash, and to be properly informed of their individual account details at all times.

U.S. Bank stands ready to provide Workforce WV with a very compelling value proposition – one that not only delivers the industry-leading EPC solution (ReliaCard), but also supports it with a totally automated and very affordable ACH component.

As the evaluation committee considers the final quotations from each vendor, we wish re-state our sincere intent to provide West Virginia with the nation's premiere EPC program; one that establishes new benchmarks for efficiency gains and an exceptional cardholder experience.

As has been the case with all other evolutionary improvements in EPC programs in the past, U.S. Bank has led (and continues to lead) the way with better technology, better ideas, and unmatched client support. Now, with our "packaging" of ACH services to complement the proven benefits of the ReliaCard program, the bar has once again been raised.

The entire U.S. Bank Electronic Payment Team is confident that our quotation is cost-effective and good business for the State of West Virginia. We anticipate and welcome requests for additional information, so please feel free to contact me at your convenience.

Regards,

Rebecca L. Petersen – Business Development Manager

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U.S. Bank N.A.



Request for Quotation

RFONUMBER -WWV09851 ⊗PAGE 1

JOHN ABBOTT 304-558-2544

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BUREAU OF EMPLOYMENT PROGRAMS OFFICE OF ADMIN. SUPPORT-5302

112 CALIFORNIA AVENUE CHARLESTON, WV 25305-0112 558-2634

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Request for

BEQ NUMBER WWV09851

2

ADDRESS CORRESPONDENCE TO ATTENTION OF JOHN ABBOTT 304-558-2544

RFQ COPY



BUREAU OF EMPLOYMENT PROGRAMS OFFICE OF ADMIN. SUPPORT-5302

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TITLE VICE President FE	N 31-08€	11368		TO BE NOTED ABOVE



Request for

... REQ NUMBER WWV09851

****ADDRESS CORRESPONDENCE TO ATTENTION OF

JOHN ABBOTT 304-558-2544

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Request for Quotation

REQ NUMBER WWV09851 4

ADDRESS:CORRESPONDENCE NO ATTENHON OF

JOHN ABBOTT 304-558-2544

RFQ COPY BUREAU OF EMPLOYMENT PROGRAMS OFFICE OF ADMIN. SUPPORT-5302

Five Star Service Guaranteed (***

112 CALIFORNIA AVENUE CHARLESTON, WV

25305-0112 558-2634

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Request for Quotation

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REQ NUMBER WWV09851

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JOHN ABBOTT 304-558-2544

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BUREAU OF EMPLOYMENT PROGRAMS OFFICE OF ADMIN. SUPPORT-5302

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Request for Quotation

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JOHN ABBOTT
304-558-2544

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Five Star Service Guaranteed (

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BUREAU OF EMPLOYMENT PROGRAMS OFFICE OF ADMIN. SUPPORT-5302

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Request for Quotation

WWV09851

JOHN ABBOTT

MADDRESS CORRESPONDENCE TO ATTENTIO 304-558-2544

RFO COPY

Five Star Service Guaranteed (**)

OFFICE OF ADMIN. SUPPORT-5302 112 CALIFORNIA AVENUE

BUREAU OF EMPLOYMENT PROGRAMS

CHARLESTON, WV 25305-0112 558-2634

DATE PRINTED TERMS OF SALE SHIP VIA FREIGHTTERMS 07/08/2008 07/31/2008 BID OPENING DATE: OPENING TIME 01:30PM UNE QUANTITY UOP ITEM NUMBER UNITABICE AMOUNT ***** THIS IS THE END OF REQ WWV09851 ***** TOTAL: SEE REVERSE SIDE FOR TERMS AND CONDITIONS 31-0841368 ADDRESS CHANGES TO BE NOTED ABOVE WHEN RESPONDING TO RFQ, INSERT NAME AND ADDRESS IN SPACE ABOVE LABELED 'VENDOR'

WWV09851 BID FORM



No fees outside of those shown on our Bid Form shall be assessed to the claimant. Should a vendor change the estimated quantities, or bid other quantities not listed, shall be grounds for disqualifying the bid. Including fees outside of those shown on our Bid Form is prohibited and will disqualify a vendor's bid response.

Debit Card Services -

	Estimate	Claiment's	Claimant's
Type of Service	Quantities*	Unit Fee	Total
Setup Fee	10,000	\$ 0.00	\$0.00
Monthly Account Services	10,000	\$ 0.00	\$ 0.00
ATM Withdrawal			
Minimum 2 free ATM withdrawal			
transactions per month	10,000	\$ 0.00	\$0.00 * see explanation
Additional ATM withdrawals per month	10,600	\$ 1.00	\$10,600.00
ATM transactions performed outside of the U.S.	100	\$ 1.00 +3%	\$100.00 +3% * see explanation
ATM withdrawal at non affiliated ATM	100	\$ 1.00	\$100.00
Balance Inquiry			
Telephone balance inquiries through toll-free IVR	10,000	\$0.00	\$0.00
Web balance inquiries	10,000	\$0.00	\$0.00
ATM balance inquiries	10,000	\$0.00	\$0.00
ATM balance inquiries at non affiliated ATM	10,000	\$0.00	\$0.00
2 2 2 2 4 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2			
Account Overdraft	1,000	\$ 5.00	\$5,000.00 * see explanation
Denial for insufficient Funds	1,000	\$ 0.00	\$0.00
Account inactivity beginning 12 months			
after last account activity	1,000	\$2.00	\$2,000.00
	CANADA CONTRACTOR CONTRACTOR OF THE PARTY OF	**************************************	
Card Issuance Services			
Card deactivation	1,000	\$0.00	\$0.00
Card reactivation	1,000	\$0.00	\$0.00
Expired card replacement	1,000	\$0.00	\$0.00
Additional card issuance	1,000	\$0.00	\$0.00
One card replacement requested by cardholder	1,000	\$0.00	3 0.00
Additional card replacements requested			
by cardbolders	1,000	\$ 0.00	\$ 0.00
37.1	30.000	2000	60.00
Web account services	10,000	\$ 0.00	\$0.00
Cardholder contact to customer services	10,000	\$ 0.00	\$ 0.00

Change of PIN	1,000	\$0.00	\$0.00
Account transaction research	1,000	\$0.00	\$0.00
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Point of sale (POS)	10,000	\$0.00	\$0.00
Conversion of foreign currency	100	\$ 3% of total	\$ 3% of total * see explanation
Overnight delivery services requested by cardholder	100	<u>\$ 15.00</u>	\$1,500.00
Monthly Operating Fee	100	\$ 0.00	\$ 0.00
and the second s			



Bid Form

Debit Card Services ..

Type of Service	Estimated Quantities*	Claiment's Unit Fee	Claimant's Total
ACH Origination and Routing			
CH Monthly Maintenance	10,000	\$10.00 per mo.	\$10.00 per mo.* see explanation
ACH Credits Originated	10,050	\$ 0.02	\$ 200.00
CH Debits Originated	10,000	\$ 0.02	\$ 200.00
CH Transmission	10,000	\$ 5.00	\$ 50,000.00
CH Return	10,000	\$ 1.00	\$ 10,000.00
ACH Notification of Change	10,000	\$ 1.00	\$ 10,000.00
**************************************	44v-44v-44 (49 3) 110		
CH Implementation			
CH Debit Blocking Maintenance	1,000	\$10.00 per mo.	\$10.00 per mo.* see explanation
DDA Account Maintenance	1,000	\$ 0.00	\$ 0.00
Credits/Debits Posted	1,000	\$ 0.00	\$ 0.00
Miscellaneous Depository Items	1,000	S 0.00	\$ 0.00
Salance Reporting Maintenance	1,000	\$ 0.00	\$ 0.00
Balance Reporting Accounts	1,000	\$ 25.00 per mo.	. \$ 25.00 per mo. * see explanation
Salance Reporting Items	1,0000	\$ 0.02	\$ 20.00 * see explanation

*Estimated quantities are provided for calculation purposes only and are not intended to imply or reflect actual transactions or expectations of WORKFORCE West Virginia

ELECTRONIC PAYMENT CARD (EPC) - WORKFORCE WV

WWV09851 Bid Form Explanations

Type of Service

Explanation

1 y pc 01 0011100	
Minimum 2 free ATM withdrawal transactions per month	Claimants will receive 2 service fee-free ATM cash withdrawal transactions per month at any Visa/PLUS-branded ATM in the world – 1.2 million locations – 2,392 in West Virginia – (virtually all WV ATMs)
ATM transaction performed outside of the U.S.	Service fee will be \$1.00 plus a 3% currency conversion fee (charged by Visa) on the amount of the transaction.
Account Overdraft	First overdraft fee (per Claimant) is waived by ReliaCard Customer Service, if called.
	Therefore, the actual cost of 1,000 overdraft occurrences would be less than \$5,000, but difficult to estimate.
Conversion of foreign currency	There is a 3% currency conversion fee on all
	international transactions. The actual fee amount is impossible to calculate without the transaction amount.
ACH monthly maintenance	\$10.00 monthly fee covers quantity of 10,000
ACH Debit Blocking Maintenance	\$10.00 monthly fee covers quantity of 1,000
Balance Reporting Accounts	\$25.00 monthly fee covers quantity of 1,000
Balance Reporting Items	Assumed desired quantity of 1,000, although bid form indicates "1,0000".

Main Contact:

Rebecca Petersen

rebecca.petersen@usbank.com Business Development Manager 612.973.2257 direct 612.973.3720 fax

Sincerely,

7.30.2008

Rebecca L. Petersen

Alternate Contact:

Christopher Shrier

christopher.shrier@usbank.com Vice President – Business Development 612.973.2253 direct 612.973.3720 fax

Sincerely,

7.30.2008

Christopher D. Shrier



Request for Quotation

WWV09851

****ADDRESS:CORRESPONDENCE TO ATTENTION OF

304-558-2544

JOHN ABBOTT

RFQ COPY

BUREAU OF EMPLOYMENT PROGRAMS OFFICE OF ADMIN. SUPPORT-5302

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JOHN	ABBOTT
304-	ABBOTT 558-2544

ADDRESS CORRESPONDENCE TO ATTENTION OF

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BUREAU OF EMPLOYMENT PROGRAMS OFFICE OF ADMIN. SUPPORT-5302

07/22/	2008	IMS OF SALE	SHIP VIA	F.O.B.	FREIGHTTERMS
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TITLE 11760 /	resident F	31-084	11368	4	TO BE NOTED ABOVE

Addendum #02

Q 1. Will you please provide a definition of "qualified financial institution"? If the offeror is not a qualified financial institution but has a qualified financial institution as a subcontractor, will WORKFORCE West Virginia allow proposals from other qualified contractors that are not financial institutions provided they have a qualified financial institution as a subcontractor providing all required banking and financial services?

A 1. A qualified financial institution is an institution equipped to receive, process, and distribute funds for the stated purpose with the necessary insurance protection of said funds. If the vendor is not a qualified financial institution, but has a qualified financial institution as a subcontractor, WORKFORCE West Virginia will allow proposals from other qualified contractors that are not financial institutions provided they have a qualified financial institution as a subcontractor providing all of the required banking and financial services.

STATE OF WEST VIRGINIA Purchasing Division

PURCHASING AFFIDAVIT

VENDOR OWING A DEBT TO THE STATE:

West Virginia Code §5A-3-10a provides that: 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 owed is an amount greater than one thousand dollars in the aggregate.

PUBLIC IMPROVEMENT CONTRACTS & DRUG-FREE WORKPLACE ACT:

West Virginia Code §21-1D-5 provides that: Any solicitation for a public improvement construction contract shall require each vendor that submits a bid for the work to submit at the same time an affidavit that the vendor has a written plan for a drug-free workplace policy in compliance with Article 1D, Chapter 21 of the West Virginia Code. A public improvement construction contract may not be awarded to a vendor who does not have a written plan for a drug-free workplace policy in compliance with Article 1D, Chapter 21 of the West Virginia Code and who has not submitted that plan to the appropriate contracting authority in timely fashion. For a vendor who is a subcontractor, compliance with Section 5, Article 1D, Chapter 21 of the West Virginia Code may take place before their work on the public improvement is begun.

ANTITRUST:

In submitting a bid to any agency for the state of West Virginia, the bidder offers and agrees that if the bid is accepted the bidder will convey, sell, assign or transfer to the state of West Virginia all rights, title and interest in and to all causes of action it may now or hereafter acquire under the antitrust laws of the United States and the state of West Virginia for price fixing and/or unreasonable restraints of trade relating to the particular commodities or services purchased or acquired by the state of West Virginia. Such assignment shall be made and become effective at the time the purchasing agency tenders the initial payment to the bidder.

I certify that this bid is made without prior understanding, agreement, or connection with any corporation, firm, limited liability company, partnership or person or entity submitting a bid for the same materials, supplies, equipment or services and is in all respects fair and without collusion or fraud. I further certify that I am authorized to sign the certification on behalf of the bidder or this bid.

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 is in compliance with the requirements as stated.

Vendor's Name: U.S. Bank		•
Authorized Signature:	Date: 🗳	M 7/30/08
Purchasing Affidavit (Revised 07/01/08)		