



**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.

Mr. Chuck Bowman, Buyer Supervisor
Purchasing Division
2019 Washington Street, East
P.O. Box 50130
Charleston, WV 25305-0130

Subject: Response to RFP for Purchasing Card Services

Dear Mr. Bowman:

On behalf of J.P. Morgan Commercial Card Services and Treasury Services, we respectfully submit to the State of West Virginia our proposal for commercial card services. J.P. Morgan and the State of West Virginia currently enjoy a mutually beneficial relationship encompassing a wide range of financial services. In the spirit of that relationship, we have prepared a response that offers considerable dedicated resources to support the continuous improvement of the State's premier program. This includes the successful achievement of your card program objectives, i.e., to make purchasing and accounting processes more efficient, enhance the reporting of purchase data, and provide payment to merchants on a timelier basis.

In evaluating our proposal, we believe you will find that it reflects a thoughtfully developed range of services, including an experienced account service model led by a dedicated relationship management team, tailored specifically to meet the expressed needs and desires of the State of West Virginia. J.P. Morgan places great emphasis on service, selecting support representatives who have extensive experience assisting public sector customers.

To further support your program, we offer leading-edge products such as our real-time account management, reporting, and reconciliation tool, PaymentNet. The emphasis we place on emerging technologies allows us to anticipate the needs of our customers, react quickly to the changing environment, and remain at the forefront of industry innovation.

Your evaluation criteria further emphasized the desire to select a partner who offers the best combination of efficiencies, technical expertise, and comprehensive support. We believe you will see throughout our proposal that J.P. Morgan stands out among our peers in all of these areas.

As key members of your established relationship team, we offer our personal commitment to providing the State with the best resources available from J.P. Morgan. We are personally committed to helping the State succeed.

Sincerely,

Ann Hatvany, com

Ann Hatvany
Vice President, Treasury Services
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WV PURCHASING
DIVISION

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J.P.Morgan