



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
ITECH10

PAGE
1

ADDRESS CORRESPONDENCE TO ATTENTION OF
JO ANN ADKINS 304-558-8802

RFQ COPY

TYPE NAME/ADDRESS HERE

Pomeroy IT Solutions
 4013 Washington St. W
 Charleston WV 25313

ALL STATE AGENCIES
 AND POLITICAL SUBDIVISIONS
 VARIOUS LOCALES AS INDICATED
 BY ORDER

DATE PRINTED	TERMS OF SALE	SHIP VIA	F.O.B.	FREIGHT TERMS
11/18/2009	Net 30	Best	Destination	

BID OPENING DATE: 01/07/2010 BID OPENING TIME 01:30PM

LINE	QUANTITY	UOP	CAT. NO.	ITEM NUMBER	UNIT PRICE	AMOUNT
<p>REQUEST FOR QUOTATION</p> <p>THE PURCHASING DIVISION IS SOLICITING BIDS TO PROVIDE TEMPORARY STAFFING WITH COMPUTER TECHNICAL EXPERTISE AND TO PROVIDE IT SERVICES FOR PROJECTS.</p> <p>***** INQUIRIES</p> <p>WRITTEN QUESTIONS SHALL BE ACCEPTED THROUGH CLOSE OF BUSINESS ON WEDNESDAY, DECEMBER 9, 2009. QUESTIONS MAY BE SENT VIA USPS, FAX, COURIER OR E-MAIL. IN ORDER TO ASSURE NO VENDOR RECEIVES AN UNFAIR ADVANTAGE, NO SUBSTANTIVE QUESTIONS WILL BE ANSWERED ORALLY. IF POSSIBLE, E-MAIL QUESTIONS ARE PREFERRED.</p> <p>ADDRESS INQUIRIES TO:</p> <p>JO ANN ADKINS DEPARTMENT OF ADMINISTRATION PURCHASING DIVISION 2019 WASHINGTON STREET, EAST CHARLESTON, WV 25305</p> <p>FAX: 304.558.4115 E-MAIL: JO.A.ADKINS@WV.GOV</p> <p>ATTACHMENTS:</p> <p>ITECH10 SPECIFICATIONS, DATED 11/18/2009, 30 PAGES. PURCHASING AFFIDAVIT</p>						

RECEIVED
 2010 JAN 20 PM 1:07
 WV PURCHASING DIVISION

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

SIGNATURE <i>Marka Fumcui</i>	TELEPHONE 304-746-4434 X114	DATE 12-19-10
TITLE Sen. Account Exec.	FEIN 61-1352158	ADDRESS CHANGES TO BE NOTED ABOVE

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



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<p>RESIDENT VENDOR PREFERENCE EXHIBIT 10 - ADDENDUM ACKNOWLEDGEMENT</p> <p>TECHNICAL SUPPORT</p> <p>EXHIBIT 3</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 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>						

See Attached

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<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>OPEN MARKET CLAUSE: THE DIRECTOR OF PURCHASING MAY AUTHORIZE A SPENDING UNIT TO PURCHASE ON THE OPEN MARKET, WITHOUT THE FILING OF A REQUISITION OR COST ESTIMATE, ITEMS SPECIFIED ON THIS CONTRACT FOR IMMEDIATE DELIVERY IN EMERGENCIES DUE TO UNFORESEEN CAUSES (INCLUDING BUT NOT LIMITED TO DELAYS IN TRANSPORTATION OR AN UNANTICIPATED INCREASE IN THE VOLUME OF WORK.)</p> <p>QUANTITIES: QUANTITIES LISTED IN THE REQUISITION ARE APPROXIMATIONS ONLY, BASED ON ESTIMATES SUPPLIED BY THE STATE SPENDING UNIT. IT IS UNDERSTOOD AND AGREED THAT THE CONTRACT SHALL COVER THE QUANTITIES ACTUALLY ORDERED FOR DELIVERY DURING THE TERM OF THE CONTRACT, WHETHER MORE OR LESS THAN THE QUANTITIES SHOWN.</p> <p>ORDERING PROCEDURE: SPENDING UNIT(S) SHALL ISSUE A WRITTEN STATE CONTRACT ORDER (FORM NUMBER WV-39) TO THE VENDOR FOR COMMODITIES COVERED BY THIS CONTRACT. THE ORIGINAL COPY OF THE WV-39 SHALL BE MAILED TO THE VENDOR AS AUTHORIZATION FOR SHIPMENT, A SECOND COPY MAILED TO THE PURCHASING DIVISION, AND A THIRD COPY RETAINED BY THE SPENDING UNIT.</p> <p>BANKRUPTCY: IN THE EVENT THE VENDOR/CONTRACTOR FILES FOR BANKRUPTCY PROTECTION, THE STATE MAY DEEM THE CONTRACT NULL AND VOID, AND TERMINATE SUCH CONTRACT WITHOUT FURTHER ORDER.</p>						

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<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. 05/26/2009</p> <p>PURCHASING CARD ACCEPTANCE: THE STATE OF WEST VIRGINIA CURRENTLY UTILIZES A VISA PURCHASING CARD PROGRAM WHICH IS ISSUED THROUGH A BANK. THE SUCCESSFUL VENDOR MUST ACCEPT THE STATE OF WEST VIRGINIA VISA PURCHASING CARD FOR PAYMENT OF ALL ORDERS PLACED BY ANY STATE AGENCY AS A CONDITION OF AWARD.</p> <p style="text-align: center;">NOTICE</p> <p>A SIGNED BID MUST BE SUBMITTED TO:</p> <p style="text-align: center;">DEPARTMENT OF ADMINISTRATION PURCHASING DIVISION BUILDING 15 2019 WASHINGTON STREET, EAST CHARLESTON, WV 25305-0130</p> <p>THE BID SHOULD CONTAIN THIS INFORMATION ON THE FACE OF THE ENVELOPE OR THE BID MAY NOT BE CONSIDERED:</p>						

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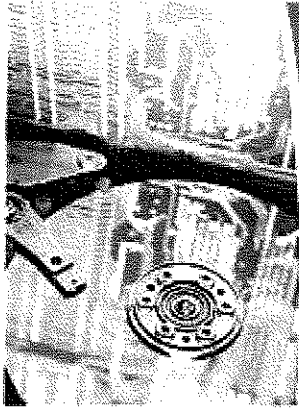
BID OPENING DATE: 01/07/2010 BID OPENING TIME 01:30PM

LINE	QUANTITY	UOP	CAT NO	ITEM NUMBER	UNIT PRICE	AMOUNT
SEALED BID						
BUYER:					FILE 42	
RFQ. NO.:					ITECH10	
BID OPENING DATE:					01/07/2010	
BID OPENING TIME:					1:30 PM	
PLEASE PROVIDE A FAX NUMBER IN CASE IT IS NECESSARY TO CONTACT YOU REGARDING YOUR BID:						
----- 888-273-6980 -----						
CONTACT PERSON (PLEASE PRINT CLEARLY):						
----- Mike Ferrari -----						
***** THIS IS THE END OF RFQ ITECH10 ***** TOTAL:						

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

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Proposal:
RFQ: ITECH10
Statewide Contract for
Technical Services

Prepared for:
State of West Virginia

Prepared by:
Pomeroy IT Solutions
1020 Petersburg Road
Hebron, KY 41048



January 19, 2010

**Response to State of West Virginia
RFQ: ITECH10
Statewide Contract for Technical Services**

Pomeroy IT Solutions

Mike Ferrari
4013 Washington St. West
Charleston, WV 25313
Phone: 304.746.4434
Fax: 304.746.4439
Email: mferrari@pomeroy.com

Corporate Office

1020 Petersburg Road
Hebron, Kentucky 41048
Phone: 859.586.1515
Fax: 859.586.4414
Homepage: www.pomeroy.com

Federal Tax ID: 31-1227808

Delivery Information

Hand Delivered by Account Executive

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

Cover Letter

Should state the RFQ Subject and number, the name of the Vendor, Vendor's business address, telephone number, name of authorized contact person to speak on behalf of the Vendor, dated and signed. The cover letter should also confirm that the Vendor meets all mandatory requirements of this RFQ.

January 19, 2010

State of West Virginia
Department of Administration / Purchasing Division
2019 Washington Street East
Charleston, WV 25305-0130

Dear Sir or Madam:

Pomeroy IT Solutions is pleased to submit this response to the West Virginia Office of Technology for RFQ ITECH 10 Statewide Contract for Technical Services.

Pomeroy is a national information technology solutions provider with a comprehensive portfolio of consulting, infrastructure, and lifecycle services. Our mission is to provide customers with the following offerings. Additional information is included in the Executive Overview:

- **Infrastructure Services:** As an infrastructure service provider, Pomeroy can provide in-depth assessments to assure customer readiness to meet business needs today, and provide a roadmap to support future objectives.
- **Consulting Solutions:** Certified consultants align with customers' to integrate products, services, and infrastructure to solve business challenges.
- **Procurement & Logistics Services:** Pomeroy provides a turnkey solution for customers for IT procurement services including staging and logistics.
- **IT Staffing Services:** Pomeroy partners with customers to recruit, hire, and retain the right people to manage IT needs. Pomeroy offers a comprehensive staffing solution that provides companies with the ability to adjust their resource needs at a predictable cost.
- **IT Outsourcing:** Pomeroy delivers high-quality, low-cost and scalable solutions as an IT outsourcing company including Service Desk, Deskside Support, Network & Server Support, and Print Management Solutions.

Pomeroy focuses on providing services and products to public agencies and corporations by providing one-stop, total IT solutions for small, medium and large customers. Our combined staff has considerable experience working with state and local governments as well as IT staffs in private corporations. Our collaborative approach facilitates an interactive and communicative partnership with our clients.

This proposal is valid for 120 days. Please feel free to contact us immediately if you have any questions or need any additional information.

Sincerely,

A handwritten signature in cursive script that reads "Mike Ferrari".

Mike Ferrari
Senior Account Executive

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Section I - Corporate Description (1.3.1)

1) Provide the name, address, telephone number, fax number, and Federal Tax ID number for the company

Pomeroy IT Solutions

Corporate Office
1020 Petersburg Road
Hebron, Kentucky 41048
Phone: 859.586.1515
Fax: 859.586.1494
Homepage: www.pomeroy.com

West Virginia Office
4013 Washington St. West
Charleston, WV 25313
Phone: 304.746.4434
Fax: 304.746.4439

Federal Tax ID: 61-1352158

2) Provide a contact name, address, telephone number, and e-mail address.

Mike Ferrari
4013 Washington St. West
Charleston, WV 25313
Phone: 304.746.4434
Fax: 304.746.4439

3) Provide the date the company was established and the number of fulltime employees as of November 1, 2009.

Pomeroy was founded in 1982.

Full time employees on November 1, 2009 = 2,003

4) Provide a synopsis of company history, organization, key personnel, and resulting contract and industry partners. (10 page maximum)

Core Competency – IT Staffing Partner

Pomeroy IT Solutions (Pomeroy) is a full-service IT solutions provider and professional staffing company focused on IT solutions as part of the overall IT Lifecycle Services of an organization and partner. A key component of our IT staffing competencies is the identification, acquisition, retention, and management of Technical Resources.

Our focus is to provide our customers with the most cost effective IT solutions and technical resources utilizing industry best practices. Our culture is to build strong, sustainable, and mutually beneficial business relationships between our company, our consultants, and our clients. When companies or agencies turn to us for staffing help, they want the best and it is our job and goal to deliver – each and every time. We go to great lengths to ensure we are identifying, recruiting, and delivering only the top IT professionals that can get the job done. We fully understand the impact of our recommendations as your business units depend on them, and we strive to insure that we maximize your IT investments by delivering exceptional services and technical resources.

Pomeroy is excited to furnish this proposal to the Customer and we would like to take this opportunity to emphasize our key differentiators that we believe separate us from all other potential staffing providers:

- **Understanding Your Business** – as an IT partner for 18+ years, we are focused on KY State Government solutions and successes
- **Stability** – a reliable partner for the long-term
- **Capabilities** – IT staffing and services are our core competency
- **Scalability** – when your business needs change
- **Culture** – the basis for success
- **Qualified Technical Staff** – employee satisfaction leads to high performance
- **National Coverage** – we can grow with any size customer

In addition, Pomeroy's strong balance sheet provides independence, security and investment options. In light of the sometimes tumultuous technology industry, this speaks to our operating disciplines and to our commitment to be a reliable partner to our clients. We honor our clients' trust by conducting our business in a manner that assures that their trust is well-placed.

- Access to \$60M credit facility
- No interest-bearing debt

Capabilities of our IT Staffing Services

Pomeroy operates our recruiting organization with a functional and scalable model that gives it a national perspective while still being able to focus on local and regional geographies, particularly the Customer with our offices in Hebron, Louisville, and Frankfort. Centralized management and dedicated recruiting resources align with each of our client's specific requirements. This Pomeroy process is managed to defined metrics that ensures our clients' needs are fulfilled within twenty-four (24) to forty-eight (48) business hours of their request.

We are 100% IT focused. Our dedicated Account Management structure and our IT Staffing organizational structure provide us with an unsurpassed ability to deliver Technical Staffing services to our clients at a competitive value position.

Our strategy for staffing and recruiting operations is to continue to be a leader in low cost delivery, high quality resource acquisition, and high customer intimacy. Our preparation includes continually maintaining a large database of qualified resources that we retain and update daily. It also requires that we retain an unrelenting focus on the IT industry, and continue our policies of rewarding outstanding performers and removing sub-optimal resources. Additionally, Pomeroy's proven experience as a Vendor Management Service provider gives us insights that are lacking in most niche IT staff augmentation providers.



Recruiting Organization

Pomeroy maintains a dedicated pool of recruiters and consultants focused on the needs and requirements of our clients. Our recruiters gain insight into the client's infrastructure, unique cultural requirements, and technical specifications. The recruiters concentrate on their specialization of geographic and technology focused staffing, resulting in a team of technical staffing recruiters that become an extension of our client's IT department. The recruiter is also accountable for the entire recruiting life cycle and is compensated on maintaining strict performance metrics, which include speed, quality, and customer satisfaction.

Recruiting Capabilities

Since 1987, Pomeroy has been providing IT Staffing to a wide variety of companies, ranging from Fortune 50 companies, State and Local government agencies, and emerging small businesses. In a single year, Pomeroy provides over 1,200 technical professionals to support critical IT engagements at more than 200 client sites, covering a wide-range of technical competencies including application development, project management, system architects, business analyst, technical analyst, desktop support, network support, server and storage support, service desk support, and many others.

Recruiting Methods

Pomeroy's dedicated and centrally managed recruiting organization supports markets throughout the U.S. This recruiting model offers Pomeroy a unique advantage of a more efficient and more scalable model than our competition and offers our clients a more cost effective and consistent delivery of staffing services.

Why Pomeroy Technical Staffing Services is Right Choice

- **Quality** - We deliver highly qualified, productive IT professionals that get your project done on-time and within budget. We understand that the best candidates are not always on the job boards, so we use our extensive local network to recruit talent that is a known resource.
- **Providing Local Market Expertise** - We are experts in the West Virginia markets. We know where the talent can be found, when they will be available, and what they expect to earn and use that knowledge to efficiently and effectively place candidates in your market.
- **Focus** - We are solely focused on IT. We know IT. We have been providing IT Staffing Services since 1987 and IT Solutions since 1981. We understand what it takes to be successful and what attributes make the best candidates and employees.
- **Centrally Managed** - We are centrally managed, which gives us incredible advantage over geography/regional based competition:
 - Our recruiting is scalable
 - Consistent quality delivery across all geographies
- **Retaining Talent** – We have a proven methodology that allows us to consistently communicate with both our customers and technical talent to insure an effective placement, enabling us to team focused on the customer projects and not looking toward their next project.

In addition to our local market expertise and large referral network, Pomeroy also has a proprietary applicant tracking system we are able to leverage to reach and recruit candidates.

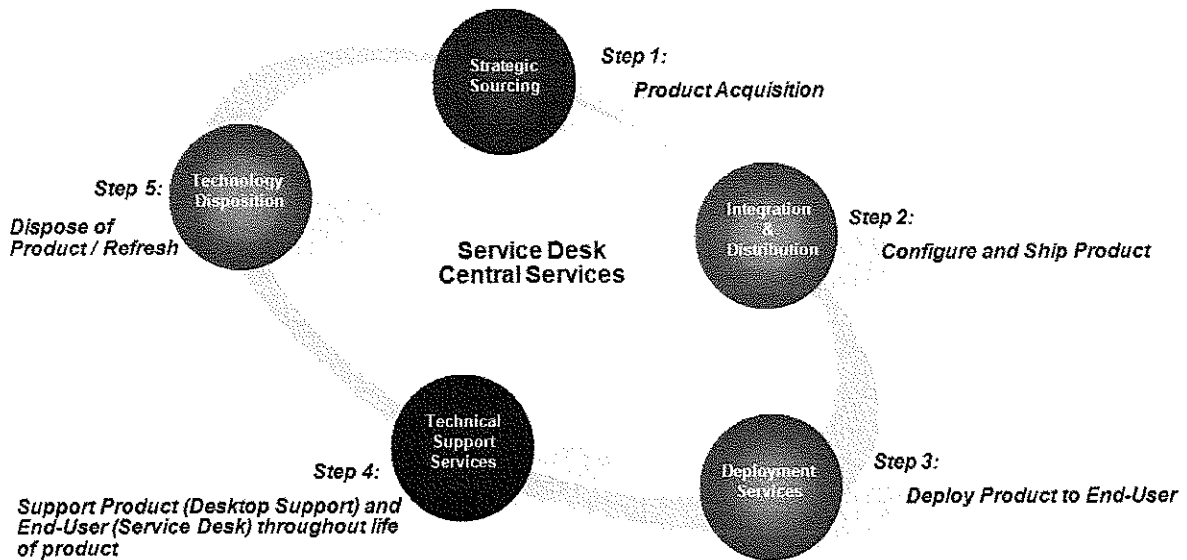
Subsequently, we screen candidates based on the job criteria and further assess their qualifications using various interview techniques, either via phone or in face-to-face meetings. Our screening and selection process is one of the most thorough in the industry today. The applicant screening phase can include conducting technical assessments via on-line skills test or screening by other Pomeroy technical resources, face-to-face interviews, certifications verification, education checks, and professional reference checks prior to presenting a candidate to our client.

Additionally, we have and will continue to use our Pomeroy office in Charleston to conduct face-to-face meetings, networking events, and job fairs to further engrain our recruiting organization into the local IT market.

Other Pomeroy Capabilities and Offerings:

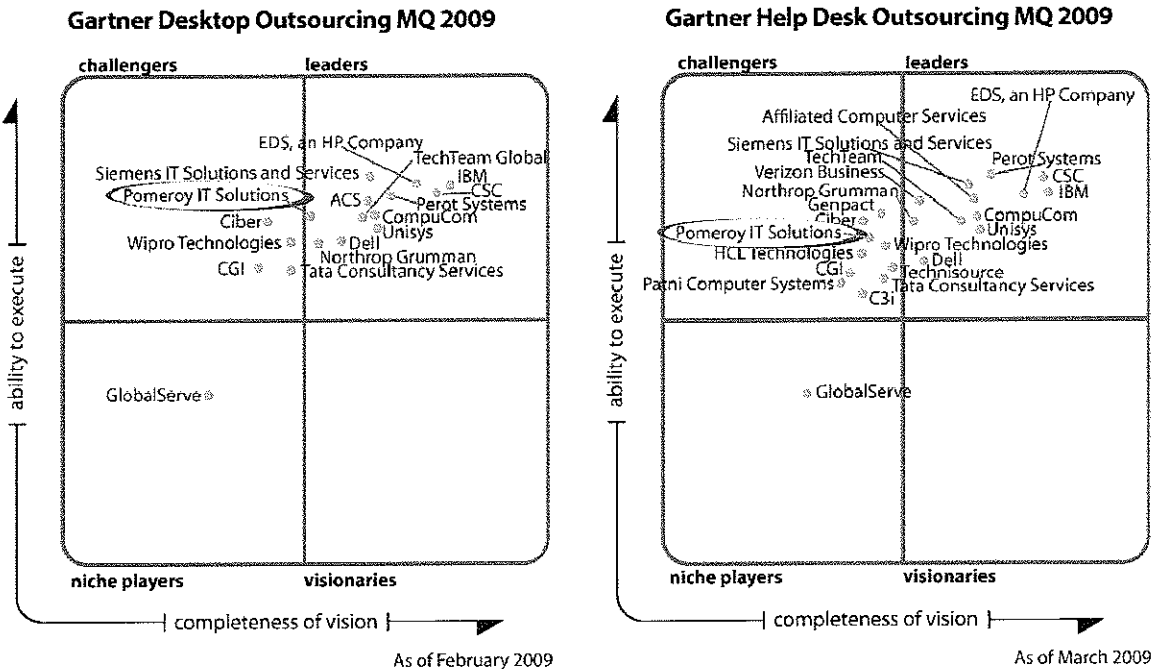
Lifecycle Services

Providing technical support/break-fix and help desk services is a core competency for Pomeroy IT Solutions and our basic business strategy is developed around these services viewed as Lifecycle Services:



Pomeroy's Lifecycle Services provides support for each step in the management of our client's technology assets throughout their lifecycle. Pomeroy's unique, Gartner recognized, multi-vendor and efficient Technology acquisition and Service delivery processes allows us to deliver these services to our customers through a staffing or outsourced model.

The Gartner Group Magic Quadrant continues to list Pomeroy for Help Desk and Desktop Outsourcing.



*** Magic Quadrant Disclaimer**

The Magic Quadrant is copyrighted March 2009 by Gartner, Inc, and is reused with permission. The Magic Quadrant is a graphical representation of a marketplace at and for a specific time period. It depicts Gartner's analysis of how certain vendors measure against criteria for that marketplace, as defined by Gartner. Gartner does not endorse any vendor, product or service depicted in the Magic Quadrant, and does not advise technology users to select only those vendors placed in the "Leaders" quadrant. The Magic Quadrant is intended solely as a research tool, and is not meant to be a specific guide to action. Gartner disclaims all warranties, express or implied, with respect to this research, including any warranties of merchantability or fitness for a particular purpose.

Scalability – When your business needs change

Pomeroy offers a full range of IT professional services along with comprehensive product sourcing from all of the top-tier manufacturers. Our scalability comes from our centralized delivery management model. We have the ability to scale our delivery organization because we are not in a branch model structure where your delivery capabilities are limited by the number of people you have in your branch office.

Culture – The basis for success

Ultimately, the success of any partnership comes down to the fundamental essence of the organization with which you do business. At Pomeroy, we believe that failure is not an option, we pride ourselves on being easy to do business with, we have a passion for service, and our word is our commitment. While we believe that our processes, capabilities, and value are second to none, we believe that the Customer will not find a better partner for the future. Should we be fortunate enough to earn your business, we will work every day to remind the Customer that partnering with Pomeroy was a good decision.

Qualified Technical Staff – Employee satisfaction leads to high performance

Pomeroy has invested heavily in our service infrastructure and technical resources. Pomeroy has demonstrated the ability to develop and position technicians where core talents are maximized. Because technicians gain experience working with multiple platforms, they are capable of assuming cross platform leadership roles quickly. In many cases, the customer's internal staff is overwhelmed or does not have the experience needed to bring projects and support arrangements to closure. Pomeroy will assist customers from the planning and procedure documentation stage to actual implementation. Our technicians are proficient project managers because of their experience with multiple platforms and numerous customer projects. The Pomeroy Technical Team will draw from years of experience to manage to and deliver upon the service levels as requested within this proposal.

National Coverage – We can grow with our customers

Pomeroy provides services in all 50 states through our national presence. However, we also believe that it is important to serve clients through our local team accountable for client success and satisfaction. Additionally, we are supporting our global clients through the growth of our international services.

Recruitment Practices

Since 1987, Pomeroy has been providing IT Staffing to a wide variety of companies, ranging from Fortune 50 companies, State and Local government agencies, and Emerging small businesses. Over the past year, Pomeroy has provided over 1,200 technical professionals to support critical IT engagements at more than 200 client sites, covering a wide spectrum of technical competencies including application development, project management, system architects, business analyst, technical analyst, desktop support, network support, server and storage support, service desk support, and many others.

Staff Recruitment Practices and Methodology

Pomeroy's dedicated and centrally managed recruiting organization supports markets throughout the U.S. This recruiting methodology and model offers Pomeroy the unique advantage of a more efficient and more scalable model than our competition and offers our clients a more cost effective and consistent delivery of staffing services.

Our Methodology

- **Quality First** - We deliver highly qualified, productive IT professionals that get your project done on-time and within budget. We understand that the best candidates do not always have their resume posted on-line, so we use our extensive local network to recruit talent that is a known resource and can contribute immediately.
- **Providing Local Market Expertise** - We are experts in the West Virginia markets. We know where the talent can be found, when they will be available, and what they expect to earn and use that knowledge to efficiently and effectively place candidates in our customer base.

- **Focus** - We are solely focused on IT. We know IT. We have been providing IT Staffing Services since 1987 and IT Solutions since 1981. We understand what it takes to be successful and what attributes make the best candidates and employees, and it is that narrow that allows us to continue to succeed in recruiting top talent.
- **Centrally Managed** - We are centrally managed, which gives us incredible advantage over geography/regional based competition:
 - Our recruiting is scalable
 - Consistent quality delivery across all geographies
- **Retaining Talent** – We have a proven methodology that allows us to consistently communicate with both our customers and technical talent to insure an effective placement, enabling our team of technical talent to be focused on the customer projects and not looking toward their next project.

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Subsequently, we screen candidates based on the job criteria and further assess their qualifications using various interview techniques, either via phone or in face-to-face meetings. Our screening and selection process is one of the most thorough in the industry today. The applicant screening phase can include conducting technical assessments via on-line skills test or screening by other Pomeroy technical resources, face-to-face interviews, certifications verification, education checks, and professional reference checks prior to presenting a candidate to our client.

Pomeroy's Support Structure

Account Management: Mike Ferrari will be responsible for overall account management and sales duties to include opportunity development, client hiring manager meetings and planning sessions, strategic planning, and all other IT Staffing sales responsibilities. He will continue to work relentlessly with the customer's staff to determine resource needs, define overall customer IT staffing objectives, and to assist in optimizing the Customer's IT investments. He will be the liaison with the Pomeroy Recruiting and Solution Delivery organizations to ensure that your every need is met.

Recruiting: David Ayres is the Recruiting Manager and will provide management oversight for the recruiting of technical talent and the submittal of quality, qualified resources for each Customer requirement. David will assign Pomeroy recruiter(s) to work the IT staffing requests based on your specific skill requirements for the particular project or position. The Pomeroy Staffing- team will continue to maintain a network of local talent and a qualified database of recruits to fill your staffing positions with the best talent available. In addition, David will be responsible for the management of our IT resources and adherence to our contractual obligations. The goal is to ensure high employee productivity and higher customer satisfaction.

Resource Manager: Jennifer Monaghan is the dedicated Resource Manager and will perform monthly on-site productivity checks of our staffing resources and gather feedback from the customer's IT hiring managers as to the effectiveness of each resource. Additionally, the resource manager will provide on-going and consistent feedback to the staffing consultants. The resource manager will interact weekly with the consultants to

ensure the accuracy and timeliness of time sheet submittals and approval, as well as be responsible for the successful on-boarding and off-boarding of resources. She will also continually monitor Pomeroy's contractual compliance requirements and ensure full compliancy.

Why Pomeroy for your Recruitment Partner?

Pomeroy would like to take this opportunity to emphasize our key differentiators that we believe separate us from all other staffing recruitment companies:

- **Location** – Cincinnati based company with offices around the nation.
- **Local Market Expertise** – of technical resources and agency requirements
- **Understanding Your Business** – as an IT partner for 28+ years, we are focused on IT solutions and successes
- **Stability** – a reliable partner for the long-term
- **Capabilities** – IT staffing and services are our core competency
- **Scalability** – when your business needs change
- **Culture** – the basis for success
- **Qualified Technical Staff** – employee satisfaction leads to high performance
- **National Coverage** – we can grow with any size customer

Pomeroy has been performing the above referenced IT Staff recruitment practices and executing our staffing methodologies for the past six years. With each passing year, we have continued to strive to make investments to improve our process and our effectiveness as an IT staffing partner. Pomeroy created the position of a dedicated Resource Manager to ensure that our consultants were being effective and that their hiring managers were informed and satisfied with our consultants performance. We not only want to be a partner, but that we will strive to be the best partner, to self-perform so as to eliminate subcontract tiering and unnecessary costs, to increase visibility to the local IT market, to help optimize your IT investments, to increase flexibility, and most importantly to earn the Customer's trust and respect.

We are committed. We are accountable. We want to earn the opportunity to be your IT recruitment and staffing partner of choice as we are truly invested with the Customer and want be part of the success in the future.

1.3 General Requirements

Pomeroy IT Solutions has read, understands and agrees to these requirements.

1.4 Ordering Requirements and Procedures

Pomeroy IT Solutions has read, understands and agrees to these requirements.

1.5 General Terms and Conditions

Pomeroy IT Solutions has read, understands and agrees to these requirements.



Section II - Qualifications and Experience (1.3.2)

Qualifications and Experience of the Company in supplemental staffing contracts. (1.3.2)

- 1) Provide a title page for the supplemental staffing category for which you are applying.
- 2) There are 21 Supplemental Staffing categories described in this RFQ (Attachment 1). The vendor must provide one client reference for each staffing category. The reference must include project description, a description of the person's duties, general value of the project, length of project, customer's name, contact's name, telephone number and e-mail address.

Data Warehouse Development and Implementation

Project description:	Various datawarehousing projects since 2004. \$10 Million IT staffing and a Procurement and logistics customer. Over 5 year Relationship.
General value of the project	Varies between \$50k to \$250K
Length of project	Continuous
Customer's name	Commonwealth of Kentucky
Contact's name	Steven Rucker CIO
Phone and e-mail.	101 Cold Harbor Drive / Frankfort, KY 40601 Contact Mike Ferrari to arrange call with this client.
Project Description:	Utilizing Visual Basic/SQL/Crystal reports customer needed to manage inventory, track shipments, manage costs, and have central depository of information in which his business can access across the LAN Network. Phase 2 was development of a portal or web access. Phase 2 was completed 12/06.
Project Value	\$135,000.
Length of project	Two years
Customer's name	Atlas Van Lines/ Myers Transfer
Contact's name F	rank Budd
Phone and e-mail.	304-343-4676 www.myerstransfer.com

Electronic Government, including Development and Implementation

Project description:	Various electronic government projects since 2004. \$10 Million IT staffing and a procurement and logistics customer. Over 5 year relationship.
General value of the project	Varies between \$50k to \$250K
Length of project	Continuous
Customer's name	Commonwealth of Kentucky
Contact's name	Steven Rucker CIO
Phone and e-mail.	101 Cold Harbor Drive / Frankfort, KY 40601 Contact Mike Ferrari to arrange call with this client.



Internet/Intranet and Electronic Commerce Security Development and Implementation

Project description:	Various internet / intranet electronic commerce projects since 2004. \$10 Million IT staffing and a Procurement and logistics customer. Over 5 year Relationship.
General value of project	Varies between \$50k to \$250K
Length of project	Continuous
Customer's name	Commonwealth of Kentucky
Contact's name	Steven Rucker CIO
Phone and e-mail.	101 Cold Harbor Drive / Frankfort, KY 40601 Contact Mike Ferrari to arrange call with this client.

Electronic Commerce - Web-based Development

Project description #1:	Various Electronic Commerce - Web-based Development projects since 2004. \$10 Million IT staffing and a Procurement and logistics customer. Over 5 year Relationship.
General value of project	Varies between \$50k to \$250K
Length of project	Continuous
Customer's name	Commonwealth of Kentucky
Contact's name	Steven Rucker CIO
Phone and e-mail.	101 Cold Harbor Drive / Frankfort, KY 40601 Contact Mike Ferrari to arrange call with this client.
Project description #2:	Website and Web Application Development
General value of project	\$30K
Length of project	18 months (project extended due to client issues (hurricanes, illness, etc))
Customer's name	Alabama Housing Finance Authority
Contact's name	Amber Moore
Phone and e-mail.	amoore@ahfa.com, 334.244.9200



Electronic Document Management Systems

Project description:	Various Electronic Document Management Systems projects since 2004. \$10 Million IT staffing and a Procurement and logistics customer. Over 5 year Relationship.
General value of the project	Varies between \$50k to \$250K
Length of project	Continuous
Customer's name	Commonwealth of Kentucky
Contact's name	Steven Rucker CIO
Phone and e-mail.	101 Cold Harbor Drive / Frankfort, KY 40601 Contact Mike Ferrari to arrange call with this client.

Enterprise Systems Management Development and Implementation

Project description:	Various Enterprise Systems projects since 2004. \$10 Million IT staffing and a Procurement and logistics customer. Over 5 year Relationship.
General value of the project	Varies between \$50k to \$250K
Length of project	Continuous
Customer's name	Commonwealth of Kentucky
Contact's name	Steven Rucker CIO
Phone and e-mail.	101 Cold Harbor Drive / Frankfort, KY 40601 Contact Mike Ferrari to arrange call with this client.



Technology Advisory Services

Project description:	Various Technology Advisory projects since 2004. \$10 Million IT staffing and a Procurement and logistics customer. Over 5 year Relationship.
General value of the project	Varies between \$50k to \$250K
Length of project	Continuous
Customer's name	Commonwealth of Kentucky
Contact's name	Steven Rucker CIO
Phone and e-mail.	101 Cold Harbor Drive / Frankfort, KY 40601 Contact Mike Ferrari to arrange call with this client.

Major Project Implementation (to include Project Management)

Project description #1	Pomeroy provided Project Management and Implementation services for a large enterprise ERP project for the State of Tennessee prison systems. As the prime contractor, Pomeroy partnered with Practical Software to design, develop and implement MAS500
General value of the project #:	\$ 700k
Length of project:	Continuous since 2003
Customer's name:	State of Tennessee-TRICOR Corrections
Contact's name :	Jack Woodward, IT Director
Phone and e-mail:	(615) 741-5705
Project description #2	Pomeroy provides complete project management for many projects across all 7-12 schools in WV.
General value of the project	\$75,000,000.
Length of project:	1997 to present
Customer's name:	West Virginia Department of Education
Contact's name:	Wes Holland
Phone and e-mail:	304-558-3538 / wholland@access.k12.wv.us



Enterprise Application Integration

Project description:	Various enterprise application integration projects since 2004. \$10 Million IT staffing and a Procurement and logistics customer. Over 5 year Relationship.
General value of the project	Varies between \$50k to \$250K
Length of project	Continuous
Customer's name	Commonwealth of Kentucky
Contact's name	Steven Rucker CIO
Phone and e-mail.	101 Cold Harbor Drive / Frankfort, KY 40601 Contact Mike Ferrari to arrange call with this client.

Migration of Legacy Systems

Project description:	Various migration projects since 2004. \$10 Million IT staffing and a Procurement and logistics customer. Over 5 year Relationship.
General value of the project	Varies between \$50k to \$250K
Length of project	Continuous
Customer's name	Commonwealth of Kentucky
Contact's name	Steven Rucker CIO
Phone and e-mail.	101 Cold Harbor Drive / Frankfort, KY 40601 Contact Mike Ferrari to arrange call with this client.



Project Quality Assurance Review and Associated Services

Project description #1	Pomeroy provided Project Management and Implementation services for a large enterprise ERP project for the State of Tennessee prison systems. As the prime contractor, Pomeroy partnered with Practical Software to design, develop and implement MAS500
General value of the project	\$ 700k
Length of project	Continuous since 2003
Customer's name	State of Tennessee-TRICOR Corrections
Contact's name	Jack Woodward, IT Director
Phone and e-mail.	(615) 741-5705
Project description #2	Pomeroy provides complete project management for various projects in all 7-12 schools in WV.
General value of the project	\$75,000,000.
Length of project :	1997 to present
Customer's name:	West Virginia Department of Education
Contact's name:	Wes Holland
Phone and e-mail.	304-558-3538 wholland@access.k12.wv.us

ERP Implementation Services

Not Interested

VoIP Implementation Services

Project description #1:	Resource for ongoing Cisco projects. Support and maintenance as directed by John.
General value of the project	\$125,000.00
Length of project	Current 1 year with renewal options
Customer's name	WV Office of Technology
Contact's name	John Dunlap
Phone and e-mail.	John.D.Dunlap@wv.gov // 304-558-5472
Project description #2:	Various VOIP projects since 2004. \$10 Million IT staffing and a Procurement and logistics customer. Over 5 year Relationship.
General value of the project	Varies between \$50k to \$250K
Length of project	Continuous
Customer's name	Commonwealth of Kentucky
Contact's name	Steven Rucker CIO
Phone and e-mail.	101 Cold Harbor Drive / Frankfort, KY 40601 Contact Mike Ferrari to arrange call with this client.

Advanced Internet Technology and Applications

Project description:	Various Advanced Internet Technology and Applications projects since 2004. \$10 Million IT staffing and a Procurement and logistics customer. Over 5 year Relationship.
General value of the project	Varies between \$50k to \$250K
Length of project	Continuous
Customer's name	Commonwealth of Kentucky
Contact's name	Steven Rucker CIO
Phone and e-mail.	101 Cold Harbor Drive / Frankfort, KY 40601 Contact Mike Ferrari to arrange call with this client.

Microsoft Specialists

Project description:	Various Microsoft projects since 2004. \$10 Million IT staffing and a Procurement and logistics customer. Over 5 year Relationship.
General value of the project	Varies between \$50k to \$250K
Length of project	Continuous
Customer's name	Commonwealth of Kentucky
Contact's name	Steven Rucker CIO
Phone and e-mail.	101 Cold Harbor Drive / Frankfort, KY 40601 Contact Mike Ferrari to arrange call with this client.

Section III - Qualifications and Experience (1.3.3)

Qualifications and Experience of the Company for each of the 15 Service Categories described in Attachments 2 - 16. (1.3.3)

- 1) Provide a title page for the category for which you are applying*
- 2) Provide three client references for this service category. References may be for the bidding vendor or the bidding vendor's proposed subcontractor(s). If you are using references from a subcontractor, you must insure that that subcontractor's name is provided. References must include project description, general value of project, length of project, types of employees or subcontractors used, description of work performed, problems encountered, performance results, customer's name and address, and customer contact name and phone number. (2 pages per reference maximum)*

Attachment 2: Data Warehouse Development and Implementation

Project description:	Various Data Warehouse Development and Implementation. \$10 Million IT staffing and a Procurement and logistics customer. Over 5 year Relationship.
General value of the project	Varies between \$50k to \$250K
Length of project	Continuous
Customer's name	Commonwealth of Kentucky
Contact's name	Steven Rucker CIO
Phone and e-mail.	101 Cold Harbor Drive / Frankfort, KY 40601 Contact Mike Ferrari to arrange call with this client.



**Attachment 3: Electronic Government,
including Development and Implementation**

Project description:	Various Electronic Government, including Development and Implementation projects since 2004. \$10 Million IT staffing and a Procurement and logistics customer. Over 5 year Relationship.
General value of the project	Varies between \$50k to \$250K
Length of project	Continuous
Customer's name	Commonwealth of Kentucky
Contact's name	Steven Rucker CIO
Phone and e-mail.	101 Cold Harbor Drive / Frankfort, KY 40601 Contact Mike Ferrari to arrange call with this client.

**Attachment 4: Internet/Intranet
and Electronic Commerce Security Development and Implementation**

Project description:	Various Internet/Intranet and Electronic Commerce Security Development and Implementation projects since 2004. \$10 Million IT staffing and a Procurement and logistics customer. Over 5 year Relationship.
General value of the project	Varies between \$50k to \$250K
Length of project	Continuous
Customer's name	Commonwealth of Kentucky
Contact's name	Steven Rucker CIO
Phone and e-mail.	101 Cold Harbor Drive / Frankfort, KY 40601 Contact Mike Ferrari to arrange call with this client.

Attachment 5: Electronic Commerce - Web-based Development

Project description:	Various Electronic Commerce - Web-based Development projects since 2004. \$10 Million IT staffing and a Procurement and logistics customer. Over 5 year Relationship.
General value of the project	Varies between \$50k to \$250K
Length of project	Continuous
Customer's name	Commonwealth of Kentucky
Contact's name	Steven Rucker CIO
Phone and e-mail.	101 Cold Harbor Drive / Frankfort, KY 40601 Contact Mike Ferrari to arrange call with this client.

Attachment 6: Electronic Document Management Systems

Project description:	Various Electronic Document Management Systems projects since 2004. \$10 Million IT staffing and a Procurement and logistics customer. Over 5 year Relationship.
General value of the project	Varies between \$50k to \$250K
Length of project	Continuous
Customer's name	Commonwealth of Kentucky
Contact's name	Steven Rucker CIO
Phone and e-mail.	101 Cold Harbor Drive / Frankfort, KY 40601 Contact Mike Ferrari to arrange call with this client.



Attachment 7: Enterprise Systems Management Development and Implementation

This specialty area addresses the skills and requirements for developing and deploying Enterprise Systems Management (ESM) policies, processes, and tools for network and system management using the State's existing ESM infrastructure, ESM tools are capable of monitoring and managing mainframe, distributed client/server, and desktop environments, Vendors qualifying for ESM development and

implementation must demonstrate that they meet the following requirements:

1. *Must be certified by the ESM tool vendor for use of the tool.*
2. *Must have experience with the monitoring and management of at least 3 platforms (e.g. UNIX, MVS, Netware, etc.),*
3. *Demonstrate experience in the implementation of full service, end-to-end, turn-key ESM solutions. Must be able to understand what should be managed and why. Must be able to prepare an ESM deployment by preparing network maps, making devices manageable, and developing naming conventions, performing operational analyses, performing requirements analyses, coordinating among different stakeholders, producing implementation plans and acceptance criteria.*
4. *Demonstrate experience with sizing ESM infrastructure elements, developing ESM support documentation for the infrastructure, and developing management, user, and operator views.*
5. *Demonstrate ability to perform risk assessments on business priorities to determine what to manage, setting alarm thresholds, and dispatching managed element information automatically.*
6. *Must have documented knowledge transfer policy in place and demonstrate its use by submitting a reference (including client contact and current phone number) of a previous project where work was completed.*
7. *Demonstrate the ability to provide both technical and user documentation.*

The vendor must be able to provide three fully functional, operational references (including client contact and current phone number) in which an ESM tool was used. Each reference must relate in the actual ESM tool deployed.

Reference #1

REFERENCE FOR INFRASTRUCTURE			
Contracting Agency Name:	Commonwealth of Kentucky-Administrative Office of the Courts		
Mailing Address:	100 Millcreek Park		
	Frankfort, KY 40601		
Contact Name:	David Whittaker	Contact Title:	IT Executive Director
Contact Phone Number:	(502) 573-2350	Contact Email Address:	davidwhittaker@kycourts.net

State of West Virginia
RFQ: ITECH10
Statewide Contract for Technical Services

Applicable Dates of Contract(s)	March 2005 thru August 2005	Prime or Subcontractor Role?	Prime
Brief Description of Prior/Current Services Performed:	Pomeroy IT Solutions conducted a complete IT Infrastructure assessment to evaluate the KY Courts current environment, detailed gap analysis, documented efficiencies/deficiencies, and developed IT road map to achieve future goals. The solution resulted in a fork-lift upgrade of KY Courts' IT Datacenter that was migrated to IBM Blade Center servers, IBM Storage, IBM Tape Library hardware, and VMWare to increase data management effectiveness. The net project resulted in significant cost savings from hardware procurement to reduced labor costs created thru leveraging efficiencies from state-of-the-art hardware and software.		

Reference #2

REFERENCE FOR: INFRASTRUCTURE			
Contracting Agency Name:	Commonwealth Of Kentucky-Workforce Development Cabinet		
Mailing Address:	500 Mero Street Frankfort, KY 40601		
Contact Name:	Stuart Hamling	Contact Title:	IT Executive Director
Contact Phone Number:	(502) 564-6949 x 288	Contact Email Address:	Stuarta.hamling@ky.gov
Applicable Dates of Contract(s)	January 1997 thru Current	Prime or Subcontractor Role?	Prime
Brief Description of Prior/Current Services Performed:	Pomeroy IT Solutions was asked to develop an Enterprise Storage Architecture for KY COT and KY Workforce Development to assist in helping them better understand Storage Strategies(SAN/NAS), Replication of Data between hot-sites, and possible Disaster Recovery scenarios. The project was commissioned by KY Workforce, and Pomeroy assisted with designing the Storage Architecture for both KY Workforce and KY COT for the footprint of the datacenter storage strategy. The final solution was based on current skills sets available to the Commonwealth of KY, and industry best hardware platforms available and was implemented as IBM Fast-T Storage, Sun E15K Servers, HP Proliant Servers, all supporting the Federal Employment Services systems running on Siebel.		

Reference #3

REFERENCE FOR: INFRASTRUCTURE	
Contracting Agency Name:	Commonwealth of Kentucky-Commonwealth Office of Technology(KY COT)



Mailing Address:	101 Cold Harbor Drive Frankfort, KY 40601		
Contact Name:	Derrick Ellis	Contact Title:	IT Consultant
Contact Phone Number:	(502) 564-1598	Contact Email Address:	Derrick.ellis@ky.gov
Applicable Dates of Contract(s)	2002 Thru Current	Prime or Subcontractor Role?	Prime
Brief Description of Prior/Current Services Performed:	<p>Pomeroy IT Solutions has worked hand-in-hand with KY COT on designing, developing, implementing, and supporting their enterprise wide WAN/LAN network. Included in this project, KY COT has contracted with Pomeroy for senior-level Nortel Design architects to assist with WAN Design and Firwarell/Security design from a hardware/network perspective. Pomeroy's resources work with Nortel and KY COT to understand new and emerging technologies(Contivity, Alteon), how those technologies can be implemented to reduce costs(thru elimination of line charges or labor support), or increase customer efficiencies(data transfer speeds or increased support levels).</p>		

Attachment 8: Technology Advisory Services

This specialty area addresses the skills, experiences and capabilities for providing advice on a wide range of issues, areas, concepts, trends, best practices, products, vendors, etc. related to the comprehensive management of information technology. The management of technology for state and local government involves a broad diversity of business and technical activities, such as strategy setting for; selection of; planning for; purchasing of; performance measurement for, and the development, implementation, and offering of services, infrastructures and products for accomplishing department goals and program objectives. Technology advisory services include the disciplines, processes, practices and knowledge bases for all areas of technology management from organizational structure, to policy making/planning to production/operation. Specific areas may include technical architecture; enterprise management of technology assets; applications development strategies and management; quality assurance; organization design and management; business process reengineering; electronic commerce/ e-business and other new and emerging technologies concepts and considerations; IT performance engineering and measurement; IT strategy setting and planning; network management; etc.

Requirements for vendor eligibility are listed as follows:

- 1. Must have extensive expertise in three or more to the areas listed above.*
- 2. Must describe method(s) of delivery of advisory services.*

The vendor must provide at least three (3) references of clients for which technology advisory services have been provided in the last three years.

Reference #1

REFERENCE FOR ARCHITECTURE			
Contracting Agency Name:	Ardent Health Services		
Mailing Address:	One Burton Hills Boulevard, Suite 250, Nashville, Tennessee 37221		
Contact Name:	Joe Maynard	Contact Title:	
Contact Phone Number:	615-296-3000	Contact Email Address:	joe.maynard@ardenthealth.com
Applicable Dates of Contract(s)	2003 Thru Current	Prime or Subcontractor Role?	Prime
Brief Description of Prior/Current Services Performed:	Pomeroy currently is the lead in the entire design, deployment, and support services for Ardent's multi-site, multi-state health network that includes Cisco switches and Cisco wireless equipment. Pomeroy system engineers helped design the entire Network Architecture for Ardent Health's multi-site, multi-state network. The infrastructure includes Cisco routers, switches, and wireless solutions. Pomeroy not only architected the network, but assisted in the implementation of the project, and continues in a consulting role to Ardent.		



Reference #2

REFERENCE FOR ARCHITECTURE			
Contracting Agency Name:	Commonwealth of KY-Commonwealth Office of Technology(KY COT)		
Mailing Address:	101 Cold Harbor Drive, Frankfort KY 40601		
Contact Name:	Mark Rutledge	Contact Title:	Deputy CIO
Contact Phone Number:	(502) 564-8747	Contact Email Address:	Mark.rutledge@ky.gov
Applicable Dates of Contract(s)	April 2005 thru August 2005	Prime or Subcontractor Role?	Prime
Brief Description of Prior/Current Services Performed:	Pomeroy IT Solutions provided an ITIL Master Certified consultant to be set-up the initial planning for ITIL. Phase One included the documentation, implementation, and process evaluation of KY COT's Service Desk. Pomeroy assisted with the implementation of Remedy's Helpdesk software, and provided staff augmentation resources to staff the Helpdesk Management, Helpdesk Level 1, and Helpdesk Level 2 resources. In addition, Pomeroy has engaged in discussions to begin Phase 2 of the ITIL framework process, assisting in establishing KY COT's Change Management office(this project has not yet started but is scheduled to begin in December 2005).		

* If prime, identify MBE/WBE subcontractors utilized under this contract(s), if any.

Reference #3

REFERENCE FOR ARCHITECTURE			
Contracting Agency Name:	QC Financial, Inc		
Mailing Address:	9401 Indian Creek Parkway, Overland Park, Kansas 66210		
Contact Name:	Brian Elvin	Contact Title:	CIO
Contact Phone Number:	(913) 234-5000	Contact Email Address:	belvin@qcfinancial.com
Applicable Dates of Contract(s)	October-November 2995	Prime or Subcontractor Role?	Prime
Brief Description of Prior/Current Services Performed:	Pomeroy routinely consults with QC on Architecture, Support, Implementation, and Maintenance of QC's network, within various projects and defined statement of works.		

* If prime, identify MBE/WBE subcontractors utilized under this contract(s), if any.

Attachment 9: Major Project Implementation (to include Project Management)

This specialty area addresses the skills and disciplines required for major IT project implementations using modern and emerging technologies. Vendors in this group will need to demonstrate substantial knowledge and experience in major IT project implementations. Major projects are typically large-scale, significant investment endeavors. In addition, they offer technical, business, and political complexities.

They must be completed successfully (on time, within budget, and with the expected results and benefits) in order to avoid public embarrassment, shortcomings in the performance of business responsibilities or program operations, or detrimental deficiencies in the delivery of services. Also, they normally involve multiple users, modern technology, and diverse technical environments which are geographically dispersed. Major projects may present unusual or high risks. These risks can be technical, business, or organizational in nature.

Specialty matter experts for major IT project implementations must have the following capabilities:

- 1. Experience and expertise in Systems Development Life Cycle/ methodology for IT projects.*
- 2. Knowledge and experience with using modern and emerging technologies.*
- 3. Ability to develop and use project testing tools and standards on multiple platforms and operating systems.*
- 4. Ability to provide achievable project estimates and deliverables.*
- 5. Ability to formulate budget and deadlines for IT projects.*
- 6. Ability to provide project reporting for all projects.*
- 7. Available policies, procedures, and tools (and experience in their use) for the effective management of the following project aspects: budget, deadlines, deliverables, staffing, training, risk management, change management, project reporting, and responsibility and accountability.*
- 8. Ability to provide personnel that have necessary skills to perform major projects successfully.*
- 9. Ability to accept full responsibility for major project implementations.*

Prospective Vendor Eligibility Submission Requirements

To demonstrate the required level of expertise and experience, specialty area experts must provide the following information:

The vendor must provide descriptions of three projects in which the vendor had primary responsibility for project management and deliverables and overall responsibility and accountability for performance. Each project must have resulted in revenues of over \$300,000 to the vendor and each must have been performed in the past three years. The description for each project should be no longer than one page.

Each description must address the following areas:



1) total development/implementation cost; 2) scope, size and/or complexity; 3) tools used; 4) management approach; 5) technology employed; 6) vendor responsibilities; 7) results of project; 8) vendor performance; 9) estimating methodology/approach employed; 10) project management; 11) methodology/approach employed; 12) quality assurance approach/process employed; and 13) reference (client's name, telephone number and e-mail).

REFERENCE FOR PROJECT MANAGEMENT/PROJECT OVERSIGHT			
Contracting Agency Name:	State of Tennessee-TRICOR Corrections		
Mailing Address:	240 Great Circle Road, Suite 310, Nashville Tennessee 37228		
Contact Name:	Jack Woodward	Contact Title:	IT Director
Contact Phone Number:	(615) 741-5705	Contact Email Address:	
Applicable Dates of Contract(s)	2003 thru Current	Prime or Subcontractor Role? *	Prime
Brief Description of Prior/Current Services Performed:	Pomeroy provided Project Management and Implementation services for a large enterprise ERP project for the State of Tennessee prison systems. As the prime contractor, Pomeroy partnered with Practical Software to design, develop and implement MAS500.		

Reference #2

REFERENCE FOR PROJECT MANAGEMENT/PROJECT OVERSIGHT			
Contracting Agency Name:	Commonwealth of KY-Department of Education		
Mailing Address:	500 Mero Street Frankfort, KY 40601		
Contact Name:	Phil Coleman	Contact Title:	IT Executive Director
Contact Phone Number:	(502) 564-2020	Contact Email Address:	pcoleman@kde.state.ky.us
Applicable Dates of Contract(s)	April 2002 thru Current	Prime or Subcontractor Role? *	Prime
Brief Description of Prior/Current Services Performed:	Pomeroy led the Project Management team to implement one of the largest public-sector Microsoft Active Directory services projects, coordinating the client, Dell, and Microsoft resources. The Microsoft AD project was an extreme success, and Pomeroy is still engaged in an on-going Microsoft Exchange upgrade project.		

Reference #3

REFERENCE FOR PROJECT MANAGEMENT/PROJECT OVERSIGHT			
Contracting Agency Name:	Montgomery County – City of Dayton		
Mailing Address:	451 West Third Street		
	Dayton, OH 45422		
Contact Name:	James Alford	Contact Title:	IT Director
Contact Phone Number:	937-225-4318	Contact Email Address:	
Applicable Dates of Contract(s)	July 2004 thru October 2004	Prime or Subcontractor Role?	Prime
Brief Description of Prior/Current Services Performed:	Pomeroy provided Project Management resources to assist in the design and implementation of a enterprise wide WAN replacement project that included 21 different sites, and a 4 month deployment plan within Montgomery County.		

Attachment 10: Enterprise Application Integration

Project description:	Various Enterprise Application Integration projects since 2004. \$10 Million IT staffing and a Procurement and logistics customer. Over 5 year Relationship.
General value of project	Varies between \$50k to \$250K
Length of project	Continuous
Customer's name	Commonwealth of Kentucky
Contact's name	Steven Rucker CIO
Phone and e-mail.	101 Cold Harbor Drive / Frankfort, KY 40601 Contact Mike Ferrari to arrange call with this client.

Attachment 11: Migration of Legacy Systems

Project description:	Various migration projects since 2004. \$10 Million IT staffing and a Procurement and logistics customer. Over 5 year Relationship.
General value of the project	Varies between \$50k to \$250K
Length of project	Continuous
Customer's name	Commonwealth of Kentucky
Contact's name	Steven Rucker CIO
Phone and e-mail.	101 Cold Harbor Drive / Frankfort, KY 40601 Contact Mike Ferrari to arrange call with this client.



Attachment 12: Project Quality Assurance Review and Associated Services

Project description:	Various Project Quality Assurance Review and Associated Services projects since 2004. \$10 Million IT staffing and a Procurement and logistics customer. Over 5 year Relationship.
General value of the project	Varies between \$50k to \$250K
Length of project	Continuous
Customer's name	Commonwealth of Kentucky
Contact's name	Steven Rucker CIO
Phone and e-mail.	101 Cold Harbor Drive / Frankfort, KY 40601 Contact Mike Ferrari to arrange call with this client.

Attachment 13: ERP Implementation Services

Not Interested.



Attachment 14: VOIP Implementation Services

The State is implementing Voice over Internet Protocol (VoIP), a general term for a family of transmission technologies for delivery of voice communications over IP networks such as the Internet or other packet switched networks. The State's plan is to implement Internet telephony - voice, facsimile, and/or voice messaging applications - that are transported via the Internet, rather than the public switched telephone network (PSTN).

Successful vendors for this attachment must demonstrate skills, experience and capabilities in the three areas listed below, and must provide references (names, phone and email contact, description, cost, scope of work, and results) for at least three (3) clients where VoIP implementation services have been performed in the last three years.

- 1. At least 5 years of experience in the analysis of network configurations and assisting in the conduct of site surveys, transition plan development and other actions required.*
- 2. Preparing reports, briefings and other documentation needed to network operations/maintenance and management personnel for situational awareness.*
- 3. Good ability to analyze and solve complex problems using analytical and creative problem solving skills for design, creating and testing of networks.*

Reference #1

REFERENCE FOR VOIP IMPLEMENTATION SERVICES			
Contracting Agency Name:	Upshur County		
Mailing Address:			
Contact Name:	Glenna Clutter	Contact Title:	
Contact Phone Number:	304-472-5480 ext 1019	Contact Email Address:	gclutter@access.k12.wv.us
Applicable Dates of Contract(s)	06-05 to present	Prime or Subcontractor Role?	PRIME
Brief Description of Prior/Current Services Performed:	Performed and assessment and audit of the existing network, performed an installation, configuration of the call manager, programmed IP Phones and trained the end-users on usage and light programming changes. Performed IMAC's (Installs, Moves, Adds and Changes) for existing IP phones.		

Reference #2

REFERENCE FOR VOIP IMPLEMENTATION SERVICES			
Contracting Agency Name:	West Virginia Office of Technology		
Mailing Address:			
Contact Name:	John Dunlap	Contact Title:	
Contact Phone Number:	304-558-5472	Contact Email Address:	<u>John.D.Dunlap@wv.gov</u>
Applicable Dates of Contract(s)	Current (one year with renewal options)	Prime or Subcontractor Role?	Prime
Brief Description of Prior/Current Services Performed:	Resource for ongoing Cisco projects. Support and maintenance as directed by John.		

Reference #3

REFERENCE FOR VOIP IMPLEMENTATION SERVICES			
Contracting Agency Name:	Commonwealth of Kentucky		
Mailing Address:	101 Cold Harbor Drive / Frankfort, KY 40601		
Contact Name:	Steven Rucker	Contact Title:	CIO
Contact Phone Number:	Mike Ferrari to arrange calls.	Contact Email Address:	
Applicable Dates of Contract(s)		Prime or Subcontractor Role?	Prime
Brief Description of Prior/Current Services Performed:	Various VOIP projects since 2004. \$10 Million IT staffing and a Procurement and logistics customer. Over 5 year Relationship		



Attachment 15: Advanced Internet Technology and Applications

Project description:	Various Advanced Internet Technology and Applications projects since 2004. \$10 Million IT staffing and a Procurement and logistics customer. Over 5 year Relationship.
General value of the project	Varies between \$50k to \$250K
Length of project	Continuous
Customer's name	Commonwealth of Kentucky
Contact's name	Steven Rucker CIO
Phone and e-mail.	101 Cold Harbor Drive / Frankfort, KY 40601 Contact Mike Ferrari to arrange call with this client.

Attachment 16: Microsoft Specialists

The world of government work is changing. To meet the growing expectations of their constituents, governments need to consider new processes, technologies, and systems to improve service and communication. Due to the highly dispersed nature of state government offices, the State has adopted Microsoft as a standard for communications unifying State offices with a single technology backbone that makes them more manageable. The main support behind the state's unified communications is the Active Directory® service, which is making possible a more effective e-mail system, as well as presence information and instant messaging.

We have partnered with Microsoft to design cost-effective and innovative solutions that allow government agencies to leverage existing infrastructure and application investments and accommodate for future demands.

As the State's infrastructure continues to grow, we will have a need for Microsoft Partners with Microsoft Certified professionals. Projects under this category will require Microsoft Certified Professionals, Microsoft Certified Developers, and individuals achieving the Microsoft Advanced certifications. Successful vendors for this attachment must be a Microsoft Partner and must demonstrate skills, experience and capabilities in the three areas listed below, and must provide references (names, phone and email contact, description, cost, scope of work, and results) for at least three (3) clients where Microsoft Certified individuals have worked on projects in the last three years.

Project description:	Various Microsoft projects since 2004. \$10 Million IT staffing and a Procurement and logistics customer. Over 5 year Relationship.
General value of the project	Varies between \$50k to \$250K
Length of project	Continuous
Customer's name	Commonwealth of Kentucky
Contact's name	Steven Rucker CIO
Phone and e-mail.	101 Cold Harbor Drive / Frankfort, KY 40601 Contact Mike Ferrari to arrange call with this client.

Section IV: Documents

Include the following documents:

- * No Debt Affidavit*
- * Vendor's Preference Form (if company is an in-state vendor)*

State of West Virginia
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). *West Virginia Code*, §5A-3-37, provides an opportunity for qualifying vendors to request (at the time of bid) preference for their residency status. Such preference is an evaluation method only and will be applied only to the cost bid in accordance with the *West Virginia Code*. This certificate for application is to be used to request such preference. The Purchasing Division will make the determination of the Resident Vendor Preference, if applicable.

1. **Application is made for 2.5% resident vendor preference for the reason checked:**
 _____ 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,
 _____ Bidder is a partnership, association or corporation resident vendor and 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 80% of the ownership interest of Bidder is held by another individual, partnership, association or corporation resident vendor 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,
 _____ Bidder is a 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; or,
2. **Application is made for 2.5% resident vendor preference for the reason checked:**
 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,
3. **Application is made for 2.5% resident vendor preference for the reason checked:**
 _____ 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 75% of the employees or Bidder's 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; or,
4. **Application is made for 5% resident vendor preference for the reason checked:**
 _____ Bidder meets either the requirement of both subdivisions (1) and (2) or subdivision (1) and (3) as stated above; or,
5. **Application is made for 3.5% resident vendor preference who is a veteran for the reason checked:**
 _____ Bidder is an individual resident vendor who is a veteran of the United States armed forces, the reserves or the National Guard and has resided in West Virginia continuously for the four years immediately preceding the date on which the bid is submitted; or,
6. **Application is made for 3.5% resident vendor preference who is a veteran for the reason checked:**
 _____ Bidder is a resident vendor who is a veteran of the United States armed forces, the reserves or the National Guard, if, for purposes of producing or distributing the commodities or completing the project which is the subject of the vendor's bid and continuously over the entire term of the project, on average at least seventy-five percent of the vendor's employees are residents of West Virginia who have resided in the state continuously for the two immediately preceding years.

Bidder understands if the Secretary of 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) reject the bid; 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.

By submission of this certificate, Bidder agrees to disclose any reasonably requested information to the Purchasing Division and authorizes the Department of 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.

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.

Bidder: Pomeroy IT Solutions Signed: Mick Fomeni
 Date: 1-19-10 Title: Senior Account Exec.

*Check any combination of preference consideration(s) indicated above, which you are entitled to receive.

EXHIBIT 10

REQUISITION NO.:

ADDENDUM ACKNOWLEDGEMENT

I HEREBY ACKNOWLEDGE RECEIPT OF THE FOLLOWING CHECKED
ADDENDUM(S) AND HAVE MADE THE NECESSARY REVISIONS TO MY
PROPOSAL, PLANS AND/OR SPECIFICATION, ETC.

ADDENDUM NO.'S:

NO. 1^{XX}NO. 2^{XX}NO. 3^{XX}

NO. 4

NO. 5

I UNDERSTAND THAT FAILURE TO CONFIRM THE RECEIPT OF THE
ADDENDUM(S) MAY BE CAUSE FOR REJECTION OF BIDS. VENDOR
MUST CLEARLY UNDERSTAND THAT ANY VERBAL
REPRESENTATION MADE OR ASSUMED TO BE MADE DURING ANY
ORAL DISCUSSION HELD BETWEEN VENDOR'S REPRESENTATIVES
AND ANY STATE PERSONNEL IS NOT BINDING. ONLY THE
INFORMATION ISSUED IN WRITING AND ADDED TO THE
SPECIFICATIONS BY AN OFFICIAL ADDENDUM IS BINDING.



SIGNATURE

Pomeroy IT Solutions

COMPANY

December 19, 2010

DATE

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:

If this is a solicitation for a public improvement construction contract, the vendor, by its signature below, affirms that it has a written plan for a drug-free workplace policy in compliance with Article 1D, Chapter 21 of the *West Virginia Code*. The vendor **must** make said affirmation with its bid submission. Further, 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. Vendor further agrees to comply with the Confidentiality Policies and Information Security Accountability Requirements, set forth in <http://www.state.wv.us/admin/purchase/privacy/noticeConfidentiality.pdf>.

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

Vendor's Name: Pomeroy IT Solutions

Authorized Signature: *Mick Jancini*

Date: December 19, 2010