

October 18, 2010

Ms. Shelly Murray
West Virginia Purchasing Division
2019 Washington Street East
Charleston, WV 25305

Ref: RFQ # DCH11008

Dear Ms. Murray:

Indus MIS, Inc. is pleased to respond to your RFQ # DCH11008 for a Scanning System. We are bidding an alternative Book Scanner, our Indus BookScanner Model 5005C that meets and/or exceeds the specifications of your RFQ. We have included a response list detailing each of your 10 specifications.

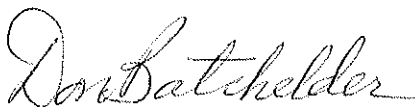
On May 26, 2010 we were pleased to demonstrate the Indus Model 5005C to Mr. Bryan Ward from your Cultural Center. At that time, he scanned a variety of books to make certain the Indus Model 5005C met all of his hardware & software requirements. We also showed him the steps necessary to transport the scanner when moving it to a new location. We have a number of service bureaus around the country that routinely move their Model 5005C book scanners from one County or customer to another to scan their books on-site. The 5005C has passed the test for being durable and dependable in such operations.

Thank you for the opportunity to bid upon your requirements. We look forward to being of service to you. We strongly recommend that prior to award you obtain scanned test images from the selected low bidder and supply those images to an independent testing Lab to determine the actual "Optical Resolution" of that scanner.

Please do not hesitate to contact us if you have any questions.

Sincerely,

Indus MIS, Inc.



Don Batchelder
VP Sales

RECEIVED
2010 OCT 27 A 8:22
PURCHASING DIVISION
STATE OF WV

GENERAL TERMS & CONDITIONS
REQUEST FOR QUOTATION (RFQ) AND REQUEST FOR PROPOSAL (RFP)

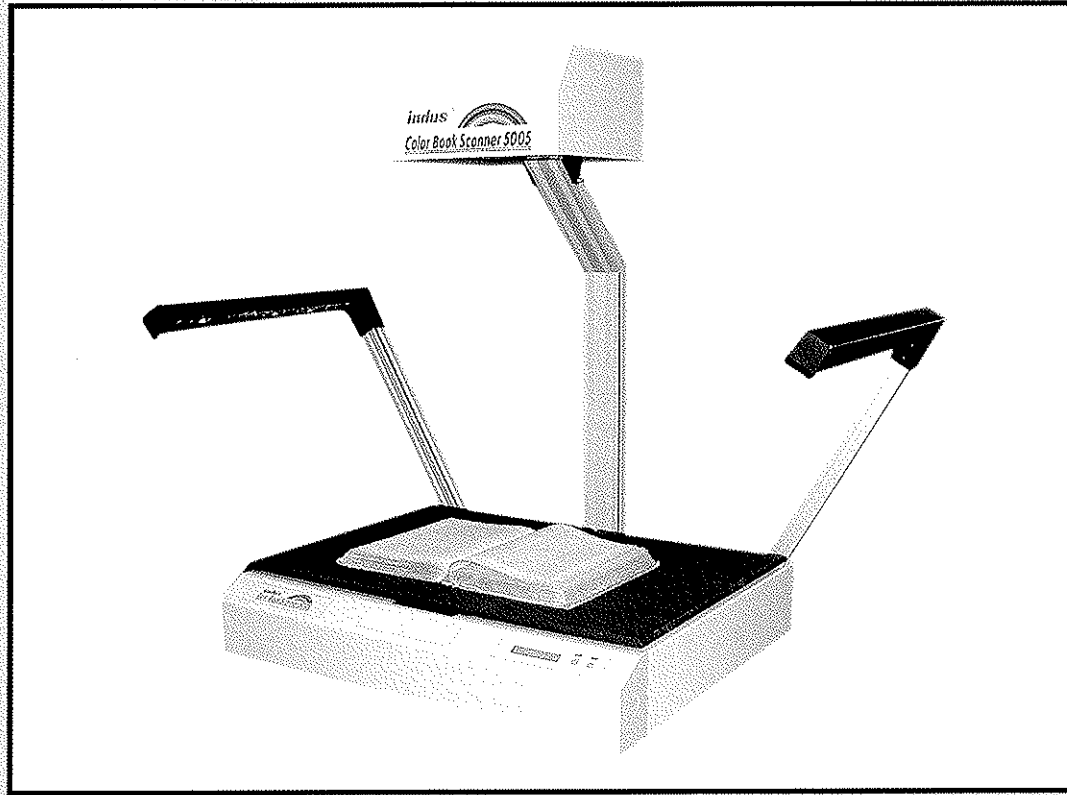
1. Awards will be made in the best interest of the State of West Virginia.
2. The State may accept or reject in part, or in whole, any bid.
3. Prior to any award, the apparent successful vendor must be properly registered with the Purchasing Division and have paid the required \$125 fee.
4. All services performed or goods delivered under State Purchase Order/Contracts are to be continued for the term of the Purchase Order/Contracts, contingent upon funds being appropriated by the Legislature or otherwise being made available. In the event funds are not appropriated or otherwise available for these services or goods this Purchase Order/Contract becomes void and of no effect after June 30.
5. Payment may only be made after the delivery and acceptance of goods or services.
6. Interest may be paid for late payment in accordance with the *West Virginia Code*.
7. Vendor preference will be granted upon written request in accordance with the *West Virginia Code*.
8. The State of West Virginia is exempt from federal and state taxes and will not pay or reimburse such taxes.
9. The Director of Purchasing may cancel any Purchase Order/Contract upon 30 days written notice to the seller.
10. The laws of the State of West Virginia and the *Legislative Rules* of the Purchasing Division shall govern the purchasing process.
11. Any reference to automatic renewal is hereby deleted. The Contract may be renewed only upon mutual written agreement of the parties.
12. **BANKRUPTCY:** In the event the vendor/contractor files for bankruptcy protection, the State may deem this contract null and void, and terminate such contract without further order.
13. **HIPAA BUSINESS ASSOCIATE ADDENDUM:** The West Virginia State Government HIPAA Business Associate Addendum (BAA), approved by the Attorney General, is available online at www.state.wv.us/admin/purchase/vrc/hipaa.htm and is hereby made part of the agreement. Provided that the Agency meets the definition of a Cover Entity (45 CFR §160.103) and will be disclosing Protected Health Information (45 CFR §160.103) to the vendor.
14. **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>.
15. **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, and the West Virginia Insurance Commission. 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.
16. **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 material, 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.

INSTRUCTIONS TO BIDDERS

1. Use the quotation forms provided by the Purchasing Division. Complete all sections of the quotation form.
2. Items offered must be in compliance with the specifications. Any deviation from the specifications must be clearly indicated by the bidder. Alternates offered by the bidder as **EQUAL** to the specifications must be clearly defined. A bidder offering an alternate should attach complete specifications and literature to the bid. The Purchasing Division may waive minor deviations to specifications.
3. Unit prices shall prevail in case of discrepancy. All quotations are considered F.O.B. destination unless alternate shipping terms are clearly identified in the quotation.
4. All quotations must be delivered by the bidder to the office listed below prior to the date and time of the bid opening. Failure of the bidder to deliver the quotations on time will result in bid disqualifications: Department of Administration, Purchasing Division, 2019 Washington Street East, P.O. Box 50130, Charleston, WV 25305-0130
5. Communication during the solicitation, bid, evaluation or award periods, except through the Purchasing Division, is strictly prohibited (W.Va. C.S.R. §148-1-6.6).

BookScanner 5005



5005C COLOR & 5005GS GRAYSCALE MODELS

The 5005C Advanced Color BookScanner & the 5005GS Grayscale BookScanner from Indus are the latest in available technology for the scanning of bound books and very large scale documents up to 23.39 inches x 33.11 inches at a resolution of 400 dpi. They maintain the original condition of a bound book even if it is in a fragile condition. They combine a state-of-the-art scan lens, a high quality CCD image sensor and white LED lights, clustered in a mobile strip that follows the scanner's movement. A built-in book cradle helps overcome the unevenness of thick books.

indus
Tools for the microinformation age

Indus MIS, Inc.

340 South Oak Street • P.O. Box 890 • West Salem, WI 54669-0890 • USA
TEL (608) 786-0300 • 1-800-843-9377 • FAX (608) 786-0786
www.indususa.com

October 18, 2010

West Virginia Purchasing Division
Ref: RFQ # DCH11008 – Scanning System SPECIFICATIONS

Indus MIS, Int. is pleased to provide the following information pertaining to the above RFQ for an alternative Scanning System, the Indus BookScanner Model 5005C, as compared to the Zeutschel OS1200 as listed as a reference product in the RFQ:

1. The Indus BookScanner Model 5005C tabletop scanner has a maximum scan size of 35.4” by 25” without cover glass down, which is larger than the A1 size limitation of the OS1200 at 33 inches by 23 inches, and it will scan an area of 23.39 inches x 33.11 inches with the cover glass down.
2. The offered scanner operates at 110 Volts. The offered scanner, because of its A1 scan size, is a large scanner. It requires some disassembly with the removal of the lights arms and scan head assembly so that it can be moved through doorways or transported in the safest manner. Indus will train your staff on-site to do this procedure in order for them to repeat this assembly and disassembly procedure when they have to move the scanner from one location to another. The Indus BookScanner 5005C is safety certified by ETL, to the requirements of UL950 Standards, usually a requirement for equipment purchased by State and Federal agencies of the United States.
3. The Indus BookScanner Model 5005C includes operator selectable resolution levels from 100 to 600 dpi. The true “Optical Resolution” of the Model 5005C is 400dpi. This is achieved through the use of a 7500 megapixel CCD array. The resolution of 600 dpi over the entire scan area is achieved through interpolation.
4. The Color Depth of the Indus BookScanner Model 5005C is 36 bit internal with 24 bit output.
5. The selectable scan capabilities of the Indus BookScanner 5005C include 24 bit Color, 8 bit Grayscale and one bit Black & White.
6. The Indus BookScanner Model 5005C includes all of the file formats as listed in the specifications.
7. The requirement Specification lists the need for OCR capability. Indus is including the OCR software supplied by ABBYY Software’s ABBYY Fine Reader Professional that is an industry standard OCR package. This software will create the Text Searchable Data Output that you have listed in the specifications. The software package BCS-2 that is included with the Indus BookScanner 500C allows users to create HTML documents for loading up on the

internet and for this we have included the Web Publishing Module of BCS-2. Meta Data creation is included in BCS-2.

8. The Indus BookScanner Model 5005C includes BCS-2 Image capture & management software that includes complete image enhancement modules for color management, brightness, contrast, image rotation, many page splitting & cropping options including auto black border removal and redacting of selected areas. Despeckle and Deskew of either single images or one click for doing an entire "Batch" of images is all included.
9. The bid from Indus includes a Computer and Monitor meeting certain specifications that were included with Amendment 1. In examining these specifications for the computer we realize that some of these specifications are outdated. For example, operating system VISTA is not being delivered by any computer manufacturers and suppliers of computers have already moved to offering operating system Windows 7 with a downgrade, factory installed to offer operating system XP Professional. Indus' bid is for the latest available technology in computers that are available today so that the State of West Virginia's equipment will be of the most current available products. If the State decides that they would rather take the system with Windows 7, Indus will comply.
10. The Indus offer for the BookScanner Model 5005C includes all installation costs for hardware, software, on-site training & calibration, as well as freight to your location.

PC Connection

PC Connection Sales Corp.
730 Milford Road
Merrimack, NH 03054-4631
603/683-2000

Order line: (800) 800-0014 ext. 76094
Salesperson: David Stenstrom
Fax: (603) 683-1088

QUOTATION

Quote # 6234574.01

*PLEASE REFER TO THE ABOVE
QUOTE NUMBER WHEN ORDERING*

Date: October 19, 2010

Valid through: October 29, 2010

Contact: Ameen Ayoob, Indus Mis, Inc
(608) 786-0300

BILL TO:

AB#: 9710086
INDUS INTERNATIONAL INC
ACCOUNTS PAYABLE
PO BOX 890
WEST SALEM, WI 54669

SHIP TO:

AB#: 11434217
INDUS MIS
AMEEN AYOOB
340 OAK ST S
WEST SALEM, WI 54669

DELIVERY		FOB Wilmington, OH		TERMS NET 30
* Line#	Qty	Item #	Manuf. Part #	Description
10	1	11562922	FM018UT#ABA	SmartBuy Workstation Z600 Xeon QC E5506 2.13GHz(x1) / 3GB / 1x160GB SATA / GigNIC / W7P-XP HP Workstations
20	1	9672102	FY945UT	nVidia Quadro FX580 Graphics Card, 512MB HP Workstations Accessories
30	1	9836621	NF147AA	Processor, Xeon QC E5506 2.13GHz, 4MB L3 Cache, for Z600, Z800 HP Workstations Accessories
40	1	8809074	IOC-4400	4-Port Firewire 1394a PCI Card Cables Unlimited/components
50	1	9458552	GE262UT	1TB SATA 3Gb / s NCQ 7200 RPM Internal Hard Disk Drive Compaq Workstations
60				If you need to match the on board drive on the Dell Workstation then the on-board drive needs to be upgraded to this one.
70	1	8184879	EW222UT	160GB WD Raptor SATA 3Gb / s 10K RPM NCQ Internal Hard Drive HP Workstations Accessories
80	1	11301790	EX2220X	22" EX2220X Widescreen Monitor, Black Samsung Monitors

*SPECIFICATIONS OF COMPUTER, ACCESSORIES,
& MONITOR INCLUDED IN THIS OFFER
see next page also*



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DELIVERY		FOB Wilmington, OH		TERMS NET 30		FEDERAL ID # 02-0497006	
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* Line#	Qty	Item #	Manuf. Part #	Description	Price	Ext
90	1	353799		Config. Desktop / Notebook Hardware Install and / or SW Install PC Connection Configuration Services		

Lines: 8

* Lease quote above is based on a 36-month, Fair Market Value lease, provided by one of our leasing partners, conditions and policies.

Important Notice - Standard Terms of Sale: Pricing valid for quantities shown until expiration date, excluding net Leasing subject to credit approval. All purchases from PC Connection, Inc. are subject to the Company's Standard Terms of Sale. Please review the Standard Terms of Sale on the Company's website or you may request a copy via fax, e-mail, or mail by calling 1-800-800-0011 or your account representative.



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

**Request for
 Quotation**

SEP 24 2010

RFQ NUMBER
DCH11008

PAGE
1

ADDRESS CORRESPONDENCE TO ATTENTION OF:
SHELLY MURRAY 304-558-8801

VENDOR

*B18113536 800-843-9377
 INDUS MIS INC
 PO BOX 890
 340 SOUTH OAK STREET
 WEST SALEM WI 54669-0890

SHIP TO

DIVISION OF CULTURE & HISTORY
 CULTURAL CENTER
 1900 KANAWHA BOULEVARD, EAST
 CHARLESTON, WV
 25305-0300 558-0220

DATE PRINTED	TERMS OF SALE	SHIP VIA	F.O.B.	FREIGHT TERMS
09/20/2010	Net 30 Days	YRC Freight	DESTINATION	

BID OPENING DATE: 10/21/2010 BID OPENING TIME 01:30PM

LINE	QUANTITY	UOP	CAT NO	ITEM NUMBER	UNIT PRICE	AMOUNT
0001	1	LS		898-20		
<p>THE WEST VIRGINIA PURCHASING DIVISION, FOR THE AGENCY, THE WEST VIRGINIA DIVISION OF CULTURE & HISTORY, IS SOLICITING BIDS FOR A SCANNING SYSTEM PER THE ATTACHED SPECIFICATIONS.</p> <p>TECHNICAL QUESTIONS MUST BE SUBMITTED IN WRITING TO SHELLY MURRAY IN THE WEST VIRGINIA PURCHASING DIVISION VIA MAIL AT THE ADDRESS SHOWN AT THE TOP OF THIS RFQ, VIA FAX AT 304-558-4115, OR VIA E-MAIL AT SHELLY.L.MURRAY@WV.GOV. DEADLINE FOR ALL TECHNICAL QUESTIONS IS 10/05/2010 AT THE CLOSE OF BUSINESS. ALL TECHNICAL QUESTIONS RECEIVED, IF ANY, WILL BE ADDRESSED BY ADDENDUM AFTER THE DEADLINE.</p> <p>CANCELLATION: THE DIRECTOR OF PURCHASING RESERVES THE RIGHT TO CANCEL THIS CONTRACT IMMEDIATELY UPON WRITTEN NOTICE TO THE VENDOR IF THE COMMODITIES AND/OR SERVICES SUPPLIED ARE OF AN INFERIOR QUALITY OR DO NOT CONFORM WITH THE SPECIFICATIONS OF THE BID AND CONTRACT HEREIN.</p> <p>BANKRUPTCY: IN THE EVENT THE VENDOR/CONTRACTOR FILES FOR BANKRUPTCY PROTECTION, THIS CONTRACT IS AUTOMATICALLY NULL AND VOID, AND IS TERMINATED WITHOUT FURTHER ORDER.</p> <p>THE MODEL/BRAND/SPECIFICATIONS NAMED HEREIN ESTABLISH</p>						

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

SIGNATURE	TELEPHONE	DATE
	608-786-0300	10-18-2010
TITLE	FEIN	ADDRESS CHANGES TO BE NOTED ABOVE
PRESIDENT		

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



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
DCH11008

PAGE
2

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SHELLY MURRAY 304-558-8801

VENDOR

*B18113536 800-843-9377
 INDUS MIS INC
 PO BOX 890
 340 SOUTH OAK STREET
 WEST SALEM WI 54669-0890

SHIP TO

DIVISION OF CULTURE & HISTORY

 CULTURAL CENTER
 1900 KANAWHA BOULEVARD, EAST
 CHARLESTON, WV
 25305-0300 558-0220

DATE PRINTED	TERMS OF SALE	SHIP VIA	F.O.B.	FREIGHT TERMS
09/20/2010				

BID OPENING DATE: **10/21/2010** BID OPENING TIME **01:30PM**

LINE	QUANTITY	UOP	CAT NO	ITEM NUMBER	UNIT PRICE	AMOUNT
<p>THE ACCEPTABLE LEVEL OF QUALITY ONLY AND ARE NOT INTENDED TO REFLECT A PREFERENCE OR FAVOR ANY PARTICULAR BRAND OR VENDOR. VENDORS WHO ARE BIDDING ALTERNATES SHOULD SO STATE AND INCLUDE PERTINENT LITERATURE AND SPECIFICATIONS. FAILURE TO PROVIDE INFORMATION FOR ANY ALTERNATES MAY BE GROUNDS FOR REJECTION OF THE BID. THE STATE RESERVES THE RIGHT TO WAIVE MINOR IRREGULARITIES IN BIDS OR SPECIFICATIONS IN ACCORDANCE WITH SECTION 148-1-4(F) OF THE WEST VIRGINIA LEGISLATIVE RULES AND REGULATIONS.</p> <p style="text-align: center;">NOTICE</p> <p>A SIGNED BID MUST BE SUBMITTED TO:</p> <p style="padding-left: 40px;">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> <p>SEALED BID</p> <p>BUYER: SHELLY MURRAY RFQ. NO.: DCH11008 BID OPENING DATE: 10/21/2010</p>						

SEE REVERSE SIDE FOR TERMS AND CONDITIONS			
SIGNATURE	TELEPHONE	DATE	
	608-786-0300	10-18-2010	
TITLE	FEIN	ADDRESS CHANGES TO BE NOTED ABOVE	
PRESIDENT			

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

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 25305-0300 558-0220

DATE PRINTED: 09/20/2010	TERMS OF SALE	SHIP VIA	F.O.B.	FREIGHT TERMS
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BID OPENING DATE: **10/21/2010** BID OPENING TIME **01:30PM**

LINE	QUANTITY	UOP	CAT NO	ITEM NUMBER	UNIT PRICE	AMOUNT
BID OPENING TIME:				1:30 PM		
PLEASE PROVIDE A FAX NUMBER IN CASE IT IS NECESSARY TO CONTACT YOU REGARDING YOUR BID: Fax No. 1-608-786-0786						

CONTACT PERSON (PLEASE PRINT CLEARLY): Mr. Don Batchelder						

THE INDUS BID IS FOR THE INDUS BOOKSCANNER MODEL 5005C						
***** THIS IS THE END OF RFQ DCH11008 ***** TOTAL:						\$42,607.00

SEE REVERSE SIDE FOR TERMS AND CONDITIONS		
SIGNATURE	TELEPHONE 608-786-0300	DATE 10-18-2010
TITLE PRESIDENT	FEI**	ADDRESS CHANGES TO BE NOTED ABOVE

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

DCH11008 Specifications

Zeutschel OS 1200 A1 Book/Large Format Scanning System or equivalent

The scanner must be a tabletop scanner for books, newspapers and large format documents, legal books, certificates, maps and other large items with a maximum size of A1 or 33" x 23"

The scanning system must be portable and work on a standard 110 electrical outlet.

Resolution: 100 to 600 dpi of full scanner bed area.

Color depth: 36 bit internal/24 bit output

Colors: 24 bit color, 8 bit grayscale and 1 bit black and white

Image formats: All standard formats (i.e. tiff uncompressed, tiff, G4, jpeg, jp2, multi-page tiff, pdf, multi-page tif, bmp, pcs, png)

Data output: OCR, text searchable file formats, XML metadata, etc.

Image processing/image enhancing software must include integrated color management, contrast improvement, image rotation, despeckle, deskewing, cropping, masking, B&W scanning

Must include computer with high speed processor and a minimum 256mb dual DVI graphics card, monitor, keyboard, mouse, and foot pedal for image capture. The scanner should include a motorized book cradle and glass plate.

Must include all hardware, software, training for operation, shipping and installation costs.

STATE OF WEST VIRGINIA
Purchasing Division

PURCHASING AFFIDAVIT

West Virginia Code §5A-3-10a states: No contract or renewal of any contract may be awarded by the state or any of its political subdivisions to any vendor or prospective vendor when the vendor or prospective vendor or a related party to the vendor or prospective vendor is a debtor and the debt owed is an amount greater than one thousand dollars in the aggregate.

DEFINITIONS:

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

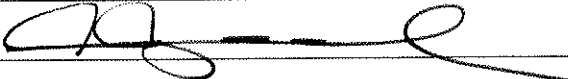
"Debtor" means any individual, corporation, partnership, association, limited liability company or any other form or business association owing a debt to the state or any of its political subdivisions. "Political subdivision" means any county commission; municipality; county board of education; any instrumentality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

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

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.

WITNESS THE FOLLOWING SIGNATURE

Vendor's Name: INDUS MIS, INC.

Authorized Signature:  Date: 10-18-2010

State of WISCONSIN

County of LA CROSSE, to-wit:

Taken, subscribed, and sworn to before me this 19th day of OCTOBER, 2010.

My Commission expires 2/29/, 2013.

AFFIX SEAL HERE

NOTARY PUBLIC 

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: INDUS MIS, INC.

Signed: 

Date: 10-18-2010

Title: PRESIDENT

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



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
DCH11008

PAGE
1

ADDRESS CORRESPONDENCE TO ATTENTION OF:
SHELLY MURRAY 304-558-8801

VENDOR

*B18113536 800-843-9377
 INDUS MIS INC
 PO BOX 890
 340 SOUTH OAK STREET
 WEST SALEM WI 54669-0890

SHIP TO

DIVISION OF CULTURE & HISTORY
 CULTURAL CENTER
 1900 KANAWHA BOULEVARD, EAST
 CHARLESTON, WV
 25305-0300 558-0220

OCT 18 2010

DATE PRINTED	TERMS OF SALE	SHIP VIA	F.O.B.	FREIGHT TERMS
10/12/2010				

BID OPENING DATE: 10/27/2010 BID OPENING TIME 01:30PM

LINE	QUANTITY	UOP	CAT NO	ITEM NUMBER	UNIT PRICE	AMOUNT
0001	1	LS		898-20		
<p>----- ADDENDUM NO. 1 -----</p> <p>THIS ADDENDUM IS ISSUED TO ADDRESS THE QUESTIONS SUBMITTED PRIOR TO THE QUESTION SUBMISSION DEADLINE OF 10/05/2010.</p> <p>ATTACHMENT: QUESTIONS AND RESPONSES</p> <p>THE BID OPENING IS EXTENDED:</p> <p>FROM: 10/21/2010 TO : 10/27/2010</p> <p>SCANNING SYSTEMS</p> <p>EXHIBIT 10</p> <p>REQUISITION NO.:</p> <p>ADDENDUM ACKNOWLEDGEMENT</p> <p>I HEREBY ACKNOWLEDGE RECEIPT OF THE FOLLOWING CHECKED ADDENDUM(S) AND HAVE MADE THE NECESSARY REVISIONS TO MY PROPOSAL, PLANS AND/OR SPECIFICATION, ETC.</p> <p>ADDENDUM NO.'S:</p>						

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

SIGNATURE	TELEPHONE 608-786-0300	DATE 10-18-2010
TITLE PRESIDENT	FEIN	ADDRESS CHANGES TO BE NOTED ABOVE

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



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
DCH11008

PAGE
2

ADDRESS CORRESPONDENCE TO ATTENTION OF:
SHELLY MURRAY
304-558-8801

VENDOR

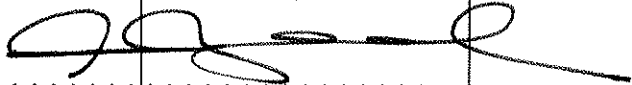
*B18113536 800-843-9377
INDUS MIS INC
PO BOX 890
340 SOUTH OAK STREET
WEST SALEM WI 54669-0890

SHIP TO

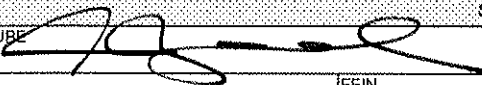
DIVISION OF CULTURE & HISTORY
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LINE	QUANTITY	UOP	CAT NO	ITEM NUMBER	UNIT PRICE	AMOUNT
	NO. 1					
	NO. 2					
	NO. 3					
	NO. 4					
	NO. 5					
<p>I UNDERSTAND THAT FAILURE TO CONFIRM THE RECEIPT OF THE ADDENDUM(S) MAY BE CAUSE FOR REJECTION OF BIDS.</p> <p>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.</p> <p style="text-align: center;">  SIGNATURE INDUS MIS, INC. COMPANY 10-18-2010 DATE </p> <p>NOTE: THIS ADDENDUM ACKNOWLEDGEMENT SHOULD BE SUBMITTED WITH THE BID.</p> <p style="text-align: center;">----- END OF ADDENDUM NO. 1 -----</p>						

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

SIGNATURE 	TELEPHONE 608-786-0300	DATE 10-18-2010
TITLE PRESIDENT	FEIN	ADDRESS CHANGES TO BE NOTED ABOVE

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

DCH11008

Addendum No. 1

QUESTION:

The specifications state that a resolution of 100-600 dpi of the full scanner bed area. What is the required TRUE optical resolution for the full scanner bed area?

RESPONSE:

100 – 600

QUESTION:

What are the required TRUE optical resolutions for both the vertical and the horizontal axis's?

RESPONSE:

2339 inches x 33.11 inches or higher

QUESTION:

Does the end user care if the vertical or horizontal resolutions are scaled/interpolated to meet the required resolution?

RESPONSE:

The resolutions cannot be scaled or interpolated to meet required resolution.

QUESTION:

What material does the end user plan to scan on the equipment?

RESPONSE:

County Court Records, Photographs, and Newspapers

QUESTION:

Does the client's workflow plan to include a Master Image Capture and a Derivative image as well?

RESPONSE:

Yes

QUESTION:

Does the end user care if images are scaled down or scaled up to achieve a particular resolution?

RESPONSE:

Images can be scaled down from a higher resolution, but not scaled up from a lower one.

QUESTION:

Does the end user require curvature correction software to be included?

RESPONSE:

Yes

QUESTION:

What is the planned budgeted life span usage of the scanner: 3 years, 5 years, or longer?

RESPONSE:

5 years or longer

QUESTION:

Does the client plan to select a set of finalist vendors to send evaluation targets for a final comparison of scanners or does the client prefer bidders send evaluation targets with the RFP?

RESPONSE:

No, this is a Request for Quotation (RFQ) and the equipment must meet the specifications outlined in the RFQ.

QUESTION:

What targets does the client use to evaluate digital scanners? The TL5003, Q13, golden thread from Image Science Associates other?

RESPONSE:

The evaluation of the equipment will be based on the equipments ability to meet the specification in the RFQ.

QUESTION:

Does the end user care if all images must be corrected to remove mathematical optical distortion introduced by the scanner?

RESPONSE:

No

QUESTION:

Would the client like to have an independent image quality evaluation of scanners by the image quality consultant used by NARA and the Library of Congress?

RESPONSE:

No

QUESTION:

You request "Output" to be OCR text searchable yet the books presented to us at the time we did a demonstration of our scanner were mostly hand written and would not lend themselves to "OCR" conversion. Please clarify if the OCR capability is for conversion from text books that are scanned, and not from hand written items, notes & books?

RESPONSE:

The project we will be working will be a combination of handwritten and typed records. The OCR capability would be only for the typed records.

QUESTION:

Define "Portable" as it relates to this product. All book scanners of this size require some disassemble and reassembly to allow for transport to another location. An A1 scanner tends to become quite heavy and is really not portable. Are your staff members capable of this type of mechanical involvement with moving equipment of this nature?

RESPONSE:

Yes, we are well aware of the nature of our project and our staff can handle the situation. The equipment will regularly be taken apart and reassembled on location to scan materials at county court houses. The equipment must be rugged enough to handle this type of use.

QUESTION:

Regarding your requirement for resolution up to "600dpi for the entire scan bed area." Is this requirement based upon true optical resolution for the entire scan area or software enhanced resolution?

RESPONSE:

The requirement is for true optical resolution for the entire scan area.

QUESTION:

Since the PC for use with the book scanner should be available from your State Contract at the best pricing why is this included as part of this bid?

RESPONSE:

The PC is included in the bid because scanners of this type used different processes to acquire and capture images. In some systems the computer and scanner are integrated into the scanner, while others use USB connections and still others use Ethernet connections which would have different requirements from the computer. Each scanner also has different requirements for the processing of very large files that would greatly exceed computers listed on the statewide contract.

QUESTION:

What Operating System do you want for the PC?

RESPONSE:

The operating system should be at least Windows XP or the most current operating system that works with the scanner and its operating software.

QUESTION:

What size and type of Monitor is required?

RESPONSE:

22" or larger

QUESTION:

How much RAM & HD capacity do you want for the PC?

RESPONSE:

The computer will need to meet the recommended requirements to operate the scanner. Below are specs from a Dell machine, but a computer with equal or greater specifications will meet our needs.

Base Unit: Dell Precision T5500 Workstation (224-4858)
 Processor: Dual Quad Core Processor E5506 2.13GHz, 4M, 4.8GT/s, Dell Precision T5500 (317-0297)
 Memory: 4GB DDR3 ECC SDRAM Memory, 1066MHz, 4X1GB, Dell Precision TX500 (317-0327)
 Keyboard: Dell, USB, Quiet KYBD, No Hot Keys, PWS, Black (330-3203)
 Monitor: Dell 22 in Widescreen E2209W Flat Panel, Optiplex Precision and Latitude (320-7183)
 Video Card: 512MB PCIe x16 NVIDIA Quadro FX 580 Dual Monitor DVI + 2DP Dell Precision TX500 (320-7893)
 Hard Drive: 160GB SATA, 10K RPM 3.0Gb/s 2.5inch, SATA2 16MB Data Burst Cache, Dell Precision (341-7143)
 Hard Drive Controller: C2 All SATA Hard Drives Non-RAID for 2 Hard Drives Dell Precision T5500 (341-8795)
 Additional Storage Products: 750GB SATA 3.0Gb/s, 7200RPM Additional NCQ Hard Drive with 16MB Data Burst Cache, Dell Precision (341-7034)
 Floppy Disk Drive: No Floppy Drive, Dell Precision (341-5255)
 Operating System: Windows XP PRO SP3 with Windows Vista Business License English, Dell Precision (420-9559)
 Operating System: Vista Premium Downgrade Relationship Desktop (310-9161)
 Mouse: New Dell USB 2 Button Optical Mouse with Scroll, Black Precision (310-9602)
 TBU: Mini-Tower Chassis Configuration with 1394 Card, Dell Precision TX500 (317-1151)
 CD-ROM or DVD-ROM Drive: 16X DVD+/-RW Data Only Dell Precision TX500 (313-7457)
 CD-ROM or DVD-ROM Drive: Roxio Creator Dell Edition, 9.0 Dell Precision (420-7980)
 CD-ROM or DVD-ROM Drive: Cyberlink Power DVD 8.2, with Media, Dell Relationship LOB (421-0536)
 Speakers: Internal Chassis Speaker Dell Precision (313-3417)

Controller Option: Integrated Intel chipset SATA 3.0Gb/s controller, Dell Precision T3500 and T5500 (341-9289)

Misc: Chassis Intrusion Switch, Dell Precision T5500 (330-3559)

Indus MIS, Inc., is a wholly owned subsidiary of Indus International, Inc.
Indus International, Inc., is a certified Minority owned company, so certified by the
Department of Development, State of Wisconsin. A certificate showing this status of
Indus is attached. Indus MIS, Inc., the bidder on this RFQ is consequently a Minority
owned company.



commerce.wi.gov



201 West Washington Avenue
P. O. Box 7970
Madison, Wisconsin 53707
(608) 266-1018
<http://www.commerce.state.wi.us>

Jim Doyle, Governor
Dick J. Leinenkugel, Secretary

DD-181

WI-378-MBE

STATE OF WISCONSIN
DEPARTMENT OF COMMERCE
BUREAU OF MINORITY BUSINESS DEVELOPMENT

CERTIFICATION AUTHORIZATION
(Expiration: December 31, 2010)

Business Name: Indus International, Inc.

Address: 340 South Oak Street

Address: P. O. Box 890

City: West Salem, WI 54669-1737

Contact: **Ameen Ayoob**
President

Tel: 608/786-0300 Fax: 608/786-0786

Email: aayoob@indususa.com

County (WI only): **La Crosse**
Class: **A**

MBE DIRECTORY CAPABILITY DESCRIPTION

Micrographic equipment and supplies, electronic document imaging systems, book and document scanners

Authorized by:

Date: 12/21/2009

Bureau of Minority Business Development
201 West Washington Avenue • P. O. Box 7970 • Madison, WI 53707
608/267-9550 Fax 608/267-2829