# J.P.Morgan

George F. Sesock Vice President Chase Government Not for Profit

March 15, 2012

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

RE: RFQ WWV12872, Work Force West Virginia (Electronic Payment Card)

Dear Mr. Whittaker:

JPMorgan Chase Bank, N.A. is pleased to submit the following response to Request for Quotation WWV12872 to Work Force West Virginia, Unemployment Compensation Division to provide Electronic Payments Card (EPC) and direct deposit services for the delivery of unemployment benefits. We also acknowledge receipt of addendum #1, dated November 15, 2011 – clarify the information to be contained on the face of the envelope or bid; addendum #2, dated December 14, 2011 – extend the bid opening date and time; addendum #3, dated January 6, 2012 – extend the bid opening date and time; addendum #4, dated February 16, 2012, 1.) Provide revised specifications, 2.) Provide technical questions and answers, 3.) Provide attachments 1, 4.) Provide editable version of the pricing page, 5.) Provide mandatory pre-bid sign in sheet, 6.) Change bid opening date and time.

JPMorgan is pleased to have been the provider for Work Force West Virginia, Unemployment Compensation Division since 2008 and we look forward to continuing our strong relationship. Together we have built a solution that delivers expedited payment processing for unemployment benefits.

JPMorgan is a leader in Government Banking and our card solutions are leading edge in the industry, providing cost-effective debit card solutions to more than 35 states. Our proven solutions will provide Work Force West Virginia with the support necessary for a successful EPC and direct deposit program.

JPMorgan also brings our financial strength. Few can provide the financial stability and accountability of a financial services organization with a history of proven performance of the required services.

J.P. Morgan has been dedicated to providing state-of-the-art solutions to our state government clients, and we look forward to continuing our relationship with Work Force West Virginia. We recognize the importance, complexity, and impact of a project of this scope that will provide essential services to West Virginia residents. We are certain that our unsurpassed implementation experience, management experience, commitment to quality and financial strength will continue to create a positive impact for all stakeholders.

In closing, JPMorgan would like to thank you for the opportunity to present our quotation for Electronic Payment Card and Direct Deposit Services. Please let us reiterate our strong interest and unwavering commitment to keep your business. Given the opportunity, JPMorgan is committed to continue providing a program that extends superior benefits for Work Force West Virginia, Unemployment Compensation Division and its recipients.

If you have any questions regarding our quotation, please do not hesitate to contact me at 330-972-1762 or my associate, Chandra Sams, Executive Director at 614-248-5391.

Sincerely,

George F. Sesock Vice President

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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

REGNUMBER
WWV12872

PAGE

ADDRESS CORRESPONDENCE TO ATTENTION OF:

FRANK WHITTAKER 804-558-2316

JPMorgan Chase Bank, N.A. 50 S Main Street, 2nd Floor Mailcode OH2-5165 Akron, OH 44308

TYPE NAME/ADDRESS HERE

RFQ COPY

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OFFICE	OF	ADMIN	. SUPPORT-5302

112 CALIFORNIA AVENUE CHARLESTON, WV 25305-0112 304-5

304-558-2631

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VENDOR

RFQ COPY

Mailcode OH2-5165

Akron, OH 44308

TYPE NAME/ADDRESS HERE

JPMorgan Chase Bank, N.A. 50 S Main Street, 2nd Floor

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

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FRANK WHITTAKER 304-558-2316

WORKFORCE WEST VIRGINIA OFFICE OF ADMIN. SUPPORT-5302

112 CALIFORNIA AVENUE CHARLESTON, WV

25305-0112

304-558-2631

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PAGE 3

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Senior Bank	cer	13-4994650		ADDRESS CHANGE	S TO BE NOTED ABOVE



Mailcode OH2-5165

Akron, OH 44308

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PAGE 4

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FRANK WHITTAKER 304-558-2316

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112 CALIFORNIA AVENUE CHARLESTON, WV 25305-0112 304-558-2631

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FRANK WHITTAKER

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112 CALIFORNIA AVENUE CHARLESTON, WV 25305-0112

304-558-2631

ADDRESS CORRESPONDENCE TO ATTENTION OF:

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Senior Bank	er	10 ck FEIN 13-4994650			ES TO BE NOTED ABOVE

1.

## 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.

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,
<sup>3</sup> ✓	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.
require agains or ded	r understands if the Secretary of Revenue determines that a Bidder receiving preference has failed to continue to meet the ements for such preference, the Secretary may order the Director of Purchasing to: (a) reject the bid; or (b) assess a penalty st such Bidder in an amount not to exceed 5% of the bid amount and that such penalty will be paid to the contracting agency ucted from any unpaid balance on the contract or purchase order.
author the red deeme	omission of this certificate, Bidder agrees to disclose any reasonably requested information to the Purchasing Division and izes the Department of Revenue to disclose to the Director of Purchasing appropriate information verifying that Bidder has paid quired business taxes, provided that such information does not contain the amounts of taxes paid nor any other informationed by the Tax Commissioner to be confidential.
and a	r penalty of law for false swearing (West Virginia Code, §61-5-3), Bidder hereby certifies that this certificate is true ccurate in all respects; and that if a contract is issued to Bidder and if anything contained within this certificate jes during the term of the contract, Bidder will notify the Purchasing Division in writing immediately.
Bidde	r: JPMorgan Chase Bank, N.A. Signed Slove , Seloch
Date:	March 15, 2012 Title: Senior Banker
*Check	any combination of preference consideration(s) indicated above, which you are entitled to receive.

RFQ No. WWV 12872

## 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: JPMorgan Chase Bank, N.A.	
Authorized Signature: Slorige F. Deso	Date: February 28, 2012
State of Ohw	
county of Summit, to-wit:	
Taken, subscribed, and sworn to before me this day	yor February , 2012
My Commission expires December 7	, 20/4.
	O. L. Advan
AFFIX SEAL HERE	NOTARY PUBLIC



CASEY J. FISHER
Notary Public, State of Ohio
My Comm. Expires Dec. 7, 2014

Purchasing Affidavit (Revised 12/15/09)

A	True of Comics	C Monthly Estimated	D Claimant's	E Claimant's
Line No.	Type of Service	Quantities*	Unit Fee	Total Cost
1	Set Up Fee - Initial Card	5,000	No Cost	
2	Monthly Account Services for Active Accounts	32,000	No Cost	
3	Transactions	256,000	NA	
4	Total ATM Withdraws	64,000	NA	
	ATM In-Network (4 free Withdrawals)	RESERVE AND D		
5	Number of Counties with at least one ATM	55		
6	Divided by Total Counties in West Virginia	.55		
7	Percent	100.00%		
8	% in 7C multiplied by 64,000 ATM Withdrawals 64,000	64,000	No Cost	Charles Co
	Contracted ATM In-Network with Fee			3197
9	Number of Counties with at least one ATM	0		
10	Divided by Total Counties in West Virginia	55		
11	Percent	0.00%		
12	% in 11C multiplied by 64,000 ATM Withdrawals	-	\$0.00	\$0.
	More than 4 In-Network ATM Withdraws		Market Land	
13	10% of quantitiles in Line 8	6,400	\$0.00	\$0.
	ATM Out-of-Network			
14	Number of Counties without an In-Network ATM	0		
15	Divided by Total Counties in West Virginia	55		
16	Percent	0.00%		
17	% in 16C multiplied by 64,000 ATM Withdrawals	-	\$2.50	\$0.
18	Potential Additional Charge by Bank where Out-of-Network ATM is located (Use Same Quantity from 17C)	_	\$2.00	\$0.
10	**Bidding vendor cannot predict the cost per transaction	being charged by a ban		
	one of the vendor's banks. For Line 18, the important fac			
	Therefore, the standard rate of \$2.00 is being used for the			2
-	,			
20	ATM Transactions outside of the US	200	\$0.00	\$0
21	Point of Sale as Credit	115,200	\$0.00	\$0
			4	1
22	Point of Sale as PIN Debit	64,000	\$0.00	\$0
23	Teller assisted Withdraw at debit card in-network bank	12,800	No Cost	
				4-
24	Total Transaction Cost Col E(12+13+17+18 +20+21+22)			\$0

^	В	С	D	E
A		Monthly Estimated	Claimant's	Claimant's
No.	Type of Service	Quantities	Unit Fee	Total Cost
	ATM Balance Inquiries	70,000	NA	
25	4 Free ATM Balance Inquiries for In-Network 70,000		= .	
	multiplied by % from C7 plus C11	70,000	No Cost	
26	Additional ATM Balance Inquiries for In-Network (10%		40.00	40.0
-	multiplied by C25) equals monthly estimated total	7,000	\$0.00	\$0.0
27	ATM Balance Inquiries for Out-of- Network (70,000		40.05	40.0
	multiplied by % in C16) equals monthly estimated total	-	\$0.25	\$0.0
28	Total Cost (E26+E27)			\$0.0
	Other Fees		NEW TESTS OF STREET	
29	Account Overdraft	10,000	\$0.00	\$0.0
29	Insufficient Funds	10,000	\$0.00	
30	Minimum of two (2) denials for Insufficient Funds per month			
30		10,000	No Cost	
31	Additional denials for Insufficient Funds	5,000		\$0.0
32	Free On-Line Statements	26,000		
33	Account Statements Mailed to Claimants	6,000		\$0.0
34	Total Other Fees (E29+E31+E33)			\$0.0
	Card Issuance Services			
35	One Card replacement per year (includes postage)	500	The second second second	40.00
36	Additional Card Replacements	100		\$0.00
37	Overnight deliviery requested by cardholder	50		\$625.00
38	Expired card replacement	2,000		
39	Card Deactiviation		No Cost	
40	Card Reactiviation	300	No Cost	CC2E O
41	Total Card Services Cost (E36+E37)			\$625.00
	Cardholder Inquiry	180,000		
42	Free telephone automated inquiries through toll-free line	80,000	No Cost	
43	Free Web inquiries	30,000	No Cost	
44	2 Free Live Customer Service Inquiries per Month	40,000	No Cost	
45	Additional Live Customer Service Inquiries per Mth	30,000	\$1.25	\$37,500.0
46	Total Inquiry Cost (E45)			\$37,500.00
	Miscellaneous			
47	Account Inactivity with a balance after 12 Months	50	\$0.00	\$0.0
48	Change in PIN	500		\$0.0
49	Account Research	1,000		\$0.0
50	Conversion of Foreign currency (200 x \$446)	\$89,200		
50	Total Miscellaneous Cost (E47+E48+E49+E50)	725/200		\$892.0

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Line	Type of Service	Monthly Estimated	Claimant's	Claimant's	
٧o.		Quantities	Unit Fee	Total Cost	
	ACH Origination and Routing				
52	ACH Monthly Maintenance	2	No cost		
53	ACH Credit Originated	64,000	No cost		
54	ACH Debit Originated	55	No cost		
55	ACH Transmission	27	No cost		
56	ACH Return	10	No cost		
57	ACH Notification of Change	10	No cost		
58	Total ACH Cost (E52+E53+E54+E55+E56)				
59	Grand Total Col. E (24+28+34+41+46+51)			\$39,017.00	



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## Request for Quotation

WWV12872

PAGE 1

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JPMorgan Chase Bank, N.A. 50 S Main Street, 2nd Floor Mailcode OH2-5165 Akron, OH 44308

WORKFORCE WEST VIRGINIA OFFICE OF ADMIN. SUPPORT-5302

112 CALIFORNIA AVENUE CHARLESTON, WV 25305-0112

304-558-2631

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

### Request for \_\_\_\_\_RFQ NUMBER\_\_\_\_ Quotation

WWV12872

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ADDRESS CORRESPONDENCE TO ATTENTION OF FRANK WHITTAKER 304-558-2316

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RFQ NUMBER WWV12872 PAGE 1

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WORKFORCE WEST VIRGINIA OFFICE OF ADMIN. SUPPORT-5302

112 CALIFORNIA AVENUE CHARLESTON, WV

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## Request for Quotation

RFQ NUMBER
WWV12872

PAGE 1

ADDRESS CORRESPONDENCE TO ATTENTION OF ......

FRANK WHITTAKER 304-558-2316

WORKFORCE WEST VIRGINIA

OFFICE OF ADMIN, SUPPORT-5302

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