

Harrison, Krystle L

From: Oswald, Connie S
Sent: Monday, August 19, 2013 8:43 AM
To: Montantez, Gail K; Harrison, Krystle L
Cc: Toler, Beverly A
Subject: FW: RFP DMV130055

Ladies,

Would you please put this email as a "NO BID" for DMV130055?

Thanks,
Connie

From: fussner@wihgroup.com [<mailto:fussner@wihgroup.com>]
Sent: Friday, August 16, 2013 1:41 PM
To: Oswald, Connie S
Subject: RFP DMV130055

Paul Fussner
Vice President
The Irwin Hodson Group
P: 440-358-9488
Fussner@WIHGroup.com

August 16, 2013



Connie Oswald
State Capitol Complex
2019 Washington Street, East
PO Box 50130
Charleston, WV 25305

08/19/13 10:11:01 AM
West Virginia Purchasing Division

Dear Connie,

First, please let me thank both you and the State of West Virginia for the opportunity to participate in your Request for Proposal # DMV130055, Cash Register and Drawers. Thanks also for providing the opportunity for me to meet with the West Virginia staff during your pre-bid meeting.

As I had mentioned during the pre-bid meeting, the work that West Virginia has put into the preparation of this RFP is very impressive. We have seen very many RFPs throughout the years, and few are so complete.

Our company, the Irwin Hodson Group (IHG) has completely reviewed the RFP requirements. While we are very proud of the quality and service that we have provided (since 1917!) to our jurisdictional DMV customers in North America (either as a prime contractor or as a subcontractor to other qualified companies within our industry), the scope of the West Virginia RFP combined with the unique requirements for the Cash Management System (CMS) are beyond what we could comfortably offer as a prime contractor to the Great State of West Virginia. Accordingly, IHG will respectfully not be submitting a formal response to the RFP.

As a company with a long-standing good reputation in the Motor Vehicle industry, we feel obligated to continue to do what we do exceedingly well while meeting or exceeding our customer's expectations. With that being said, we feel an equal responsibility to

recognize when opportunities such as this do not match with our license plate manufacturing and registration services core competencies. This is one of those times.

Should any future opportunities arise where we might be of service, we will of course be open to any such projects where we might provide value to the State.

In closing, all of us here at the Irwin Hodson Group wish you the very best with your project. This is especially true for me, as I am your neighbor here in Ohio.

With best regards,

Paul Fussner
Vice President
The Irwin Hodson Group
P: 440-358-9488
Fussner@WIHGroup.com

