

ATTACHMENT B



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
BEP07059

PAGE
1

ADDRESS CORRESPONDENCE TO ATTENTION OF
BUTCH CHITTUM 304-558-8806

VENDOR

ENTERPRISE CONSULTING PARTNERS INC.
 570 HERNDON PKWY
 SUITE 500
 HERNDON, VA 20171

SHIP TO

**BUREAU OF EMPLOYMENT PROGRAMS
 UC CONTRIBUTIONS- 5102
 ROOM 507
 112 CALIFORNIA AVENUE
 CHARLESTON, WV
 25305-0112 558-2634**

DATE PRINTED	TERMS OF SALE	SHIP VIA	FOB	FREIGHT TERMS
06/06/2007				

BID OPENING DATE: **06/28/2007** BID OPENING TIME **01:30PM**

LINE	QUANTITY	UOP	CAT NO	ITEM NUMBER	UNIT PRICE	AMOUNT
0001	3	EA		205-41		
<p>OPTICAL CHARACTER READERS AND SCANNERS</p> <p>PROVIDE THREE (3) SCANNERS PER THE ATTACHED SPECIFICATIONS.</p> <p>THE MODEL/BRAND/SPECIFICATIONS NAMED HEREIN ESTABLISH 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 SPECIFICATION IN ACCORDANCE WITH SECTION 148-1-4(F) OF THE WEST VIRGINIA LEGISLATIVE RULES AND REGULATIONS.</p> <p align="center">VENDOR PREFERENCE CERTIFICATE</p> <p>CERTIFICATION AND APPLICATION* IS HEREBY MADE FOR PREFERENCE IN ACCORDANCE WITH WEST VIRGINIA CODE, 5A-3-37 (DOES NOT APPLY TO CONSTRUCTION CONTRACTS).</p> <p>A. APPLICATION IS MADE FOR 2.5% PREFERENCE FOR THE REASON CHECKED:</p> <p>() 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</p> <p>() BIDDER IS A PARTNERSHIP, ASSOCIATION OR CORPORA-</p>						

RECEIVED

2007 JUN 28 A 9 37

PURCHASING DIVISION
 STATE OF WV

SEE REVERSE SIDE FOR TERMS AND CONDITIONS		
SIGNATURE <i>Kenneth Stumm</i>	TELEPHONE 703 781-9393	DATE 27 JUNE 2007
TITLE GENERAL MANAGER	ADDRESS CHANGES TO BE NOTED ABOVE	

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



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**BUTCH CHITTUM
 304-558-8806**

ENTERPRISE CONSULTING PARTNERS INC.
 570 HERNDON PKWY.
 SUITE 500
 HERNDON, VA 20170

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<p>TION RESIDENT VENDOR AND HAS MAINTAINED ITS HEAD- QUARTERS 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 VENDO 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</p> <p>() BIDDER IS A CORPORATION 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.</p> <p>B. APPLICATION IS MADE FOR 2.5% PREFERENCE FOR THE REASON CHECKED:</p> <p>() 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</p> <p>() 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</p>						

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

SIGNATURE *Kevin J. Steum* TELEPHONE **703 787-9393** DATE **27 June 2007**

TITLE **GENERAL MANAGER** FEIN

ADDRESS CHANGES TO BE NOTED ABOVE

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 570 HERNDON PARKWAY
 SUITE 500
 HERNDON, VA 20170

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<p>75% OF THE EMPLOYEES OR BIDDERS' 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.</p> <p>BIDDER UNDERSTANDS IF THE SECRETARY OF TAX & 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) RESCIND THE CONTRACT OR PURCHASE ORDER ISSUED; 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.</p> <p>BY SUBMISSION OF THIS CERTIFICATE, BIDDER AGREES TO DISCLOSE ANY REASONABLY REQUESTED INFORMATION TO THE PURCHASING DIVISION AND AUTHORIZES THE DEPARTMENT OF TAX AND 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.</p> <p>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.</p> <p>BIDDER: <u>ENTERPRISE CONSULTING PARTNERS INC.</u></p>						

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

SIGNATURE	TELEPHONE	DATE
<i>Kenneth Stumm</i>	703 781-9393	27 JUNE 2007
TITLE	ADDRESS CHANGES TO BE NOTED ABOVE	
GENERAL MANAGER		

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<p>DATE: <u>27 JUNE 2007</u></p> <p>SIGNED: <u>Kevin J. Steun</u></p> <p>TITLE: <u>GENERAL MANAGER</u></p> <p>* CHECK ANY COMBINATION OF PREFERENCE CONSIDERATION(S) IN EITHER "A" OR "B", OR BOTH "A" AND "B" WHICH YOU ARE ENTITLED TO RECEIVE. YOU MAY REQUEST UP TO THE MAXIMUM 5% PREFERENCE FOR BOTH "A" AND "B". (REV. 12/00)</p> <p>NOTICE</p> <p>A SIGNED BID MUST BE SUBMITTED TO:</p> <p>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: BUTCH CHITTUM 44</p>						

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

SIGNATURE	TELEPHONE	DATE
<u>Kevin J. Steun</u>	<u>703 787-9393</u>	<u>27 JUNE 2007</u>
TITLE	ADDRESS CHANGES TO BE NOTED ABOVE	
<u>GENERAL MANAGER</u>		

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State of West Virginia
 Department of Administration
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RFQ. NO.:				BEP07059		
BID OPENING DATE:				06/28/2007		
BID OPENING TIME:				1:30 P.M.		
PLEASE PROVIDE A FAX NUMBER IN CASE IT IS NECESSARY TO CONTACT YOU REGARDING YOUR BID:						
				703-8787-8898		

CONTACT PERSON (PLEASE PRINT CLEARLY):				CHUCK WILSON		

***** THIS IS THE END OF RFQ BEP07059 ***** TOTAL: _____						

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

SIGNATURE <i>Kevin J. Sturm</i>	TELEPHONE 703 787-9393	DATE 27 June 2007
TITLE GENERAL MANAGER	ADDRESS CHANGES TO BE NOTED ABOVE	

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

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. All quotations are governed by the *West Virginia Code* and the *Legislative Rules* of the Purchasing Division.
4. Prior to any award, the apparent successful vendor must be properly registered with the Purchasing Division and have paid the required \$125.00 registration fee.
5. All services performed or goods delivered under State Purchase Orders/Contracts are to be continued for the term of the Purchase Order/Contract, 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.
6. Payment may only be made after the delivery and acceptance of goods or services.
7. Interest may be paid for late payment in accordance with the *West Virginia Code*.
8. Vendor preference will be granted upon written request in accordance with the *West Virginia Code*.
9. The State of West Virginia is exempt from federal and state taxes and will not pay or reimburse such taxes.
10. The Director of Purchasing may cancel any Purchase Order/Contract upon 30 days written notice to the seller.
11. The laws of the State of West Virginia and the *Legislative Rules* of the Purchasing Division shall govern all rights and duties under the Contract, including without limitation the validity of this Purchase Order/Contract.
12. Any reference to automatic renewal is hereby deleted. The Contract may be renewed only upon mutual written agreement of the parties.
13. **BANKRUPTCY:** In the event the vendor/contractor files for bankruptcy protection, this contract is automatically null and void, and is terminated without further order.
14. **HIPAA Business Associate Addendum -** The West Virginia State Government HIPAA Business Associate Addendum (BAA), approved by the Attorney General, and available online at the Purchasing Division's web site (<http://www.state.wv.us/admin/purchase/vrc/hipaa.htm>) is hereby made part of the agreement. Provided that, the Agency meets the definition of a Covered Entity (45 CFR §160.103) and will be disclosing Protected Health Information (45 CFR §160.103) to the vendor.

INSTRUCTIONS TO BIDDERS

1. Use the quotation forms provided by the Purchasing Division.
2. **SPECIFICATIONS:** 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. Complete all sections of the quotation form.
4. Unit prices shall prevail in cases of discrepancy.
5. All quotations are considered F.O.B. destination unless alternate shipping terms are clearly identified in the quotation.
6. **BID SUBMISSION:** 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.

SIGNED BID TO:

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



June 27, 2007

To Whom It May Concern:

This letter is to confirm that the below customer is a Fujitsu Scanner Pro Partner, partner number pro2423.

Enterprise Consulting Partners
620 Herndon Parkway
Suite 350
Herndon, VA 24151

Regards,

Don Caruso
Manager, Inside Sales
Fujitsu Imaging Group
Ph# 408-746-7048
dcaruso@us.fujitsu.com

WV-96
Rev. 5/94

AGREEMENT ADDENDUM

In the event of conflict between this addendum and the agreement, this addendum shall control:

1. ARBITRATION - Any references to arbitration contained in the agreement are hereby deleted. Disputes arising out of the agreement shall be presented to the West Virginia Court of Claims.
2. HOLD HARMLESS - Any clause requiring the Agency to indemnify or hold harmless any party is hereby deleted in its entirety.
3. GOVERNING LAW - The agreement shall be governed by the laws of the State of West Virginia. This provision replaces any references to any other State's governing law.
4. TAXES - Provisions in the agreement requiring the Agency to pay taxes are deleted. As a State entity, the Agency is exempt from Federal, State, and local taxes and will not pay taxes for any Vendor including individuals, nor will the Agency file any tax returns or reports on behalf of Vendor or any other party.
5. PAYMENT - Any references to prepayment are deleted. Payment will be in arrears.
6. INTEREST - Should the agreement include a provision for interest on late payments, the Agency agrees to pay the maximum legal rate under West Virginia law. All other references to interest or late charges are deleted.
7. RECOUPMENT - Any language in the agreement waiving the Agency's right to set-off, counterclaim, recoupment, or other defense is hereby deleted.
8. FISCAL YEAR FUNDING - Service performed under the agreement may be continued in succeeding fiscal years for the term of the agreement, contingent upon funds being appropriated by the Legislature or otherwise being available for this service. In the event funds are not appropriated or otherwise available for this service, the agreement shall terminate without penalty on June 30. After that date, the agreement becomes of no effect and is null and void. However, the Agency agrees to use its best efforts to have the amounts contemplated under the agreement included in its budget. Non-appropriation or non-funding shall not be considered an event of default.
9. STATUTE OF LIMITATION - Any clauses limiting the time in which the Agency may bring suit against the Vendor, lessor, individual, or any other party are deleted.
10. SIMILAR SERVICES - Any provisions limiting the Agency's right to obtain similar services or equipment in the event of default or non-funding during the term of the agreement are hereby deleted.
11. ATTORNEY FEES - The Agency recognizes an obligation to pay attorney's fees or costs only when assessed by a court of competent jurisdiction. Any other provision is invalid and considered null and void.
12. ASSIGNMENT - Notwithstanding any clause to the contrary, the Agency reserves the right to assign the agreement to another State of West Virginia agency, board or commission upon thirty (30) days written notice to the Vendor and Vendor shall obtain the written consent of Agency prior to assigning the agreement.
13. LIMITATION OF LIABILITY - The Agency, as a State entity, cannot agree to assume the potential liability of a Vendor. Accordingly, any provision limiting the Vendor's liability for direct damages or limiting the Vendor's liability under a warranty to a certain dollar amount or to the amount of the agreement is hereby deleted. In addition, any limitation is null and void to the extent that it precludes any action for injury to persons or for damages to personal property.
14. RIGHT TO TERMINATE - Agency shall have the right to terminate the agreement upon thirty (30) days written notice to Vendor.
15. TERMINATION CHARGES - Any provision requiring the Agency to pay a fixed amount or liquidated damages upon termination of the agreement is hereby deleted. The Agency may only agree to reimburse a Vendor for actual costs incurred or losses sustained during the current fiscal year due to wrongful termination by the Agency prior to the end of any current agreement term.
16. RENEWAL - Any reference to automatic renewal is hereby deleted. The agreement may be renewed only upon mutual written agreement of the parties.
17. INSURANCE - Any provision requiring the Agency to insure equipment or property of any kind and name the Vendor as beneficiary or as an additional insured is hereby deleted.
18. RIGHT TO NOTICE - Any provision for repossession of equipment without notice is hereby deleted. However, the Agency does recognize a right of repossession with notice.
19. ACCELERATION - Any reference to acceleration of payments in the event of default or non-funding is hereby deleted.
20. AMENDMENTS - All amendments, modifications, alterations or changes to the agreement shall be in writing and signed by both parties. No amendment, modification, alteration or change may be made to this addendum without the express written approval of the Purchasing Division and the Attorney General.

ACCEPTED BY:
STATE OF WEST VIRGINIA

Spending Unit: _____

Signed: _____

Title: _____

Date: _____

VENDOR

Company Name: ENTERPRISE CONSULTING PARTNERS INC

Signed: Kenn J. Stumm

Title: GENERAL MANAGER

Date: 27 JUNE 2007

RFQ No. BEP07059STATE 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 owned 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 exceeds 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.

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. Vendors should visit www.state.wv.us/admin/purchase/privacy for the Notice of Agency Confidentiality Policies.

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

Vendor's Name: ENTERPRISE CONSULTING PARTNERS INC.

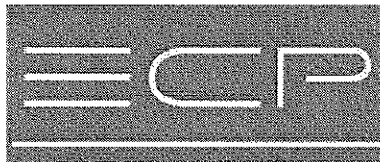
Authorized Signature: *Kevin J. Stumm* Date: 27 JUNE 2007

Proposal

To



Presented By



ENTERPRISE CONSULTING PARTNERS

For

RFQ BEP07059
Replacement Scanners

Submission Dated: 6/27/2007

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Disclosure Statement

This estimate includes data that cannot be disclosed outside of the WORKFORCE West Virginia, Bureau of Employment Programs, or its subsidiaries and affiliates and shall not be duplicated, used, or disclosed – in whole or in part – for any purpose other than to evaluate ECP and this proposal. If, however, a contract is awarded as a result of - or in connection with - the submission of this data, the WORKFORCE West Virginia, Bureau of Employment Programs and its subsidiaries and affiliates shall have the right to duplicate, use, or disclose the data to the extent provided for in the resulting contract. This restriction does not limit the WORKFORCE West Virginia, Bureau of Employment Programs and its subsidiaries and affiliates rights' to use information contained in this document if it is obtained from another source without restriction. The data subject to this restriction is contained on all sheets.

1. Executive Summary

Enterprise Consulting Partners, Inc. (ECP) is pleased to present this proposal response to the Request for Quotation BEP07059 on behalf of WORKFORCE West Virginia, Bureau of Employment Programs for the replacement of existing Bell & Howell scanners. This proposal is designed to provide the pricing and specifications for the Fujitsu 5900's plus an understanding of our support and the methodologies we use when providing support to our clients. We have also enclosed references of a few of our clients that are currently clients of our support program. We are very confident that we can meet and exceed your current scanner requirements with the leading scanner vendor in the market today, Fujitsu. ECP is a certified partner of Fujitsu and we have included a letter from Fujitsu in our response to confirm that. In addition, as one of Hyland Software's top systems integrators for implementing OnBase, we are fully capable of handling any issues that may arise from the software side of this implementation.

At ECP, we have an obsession with providing exceptional customer service and a passion for insuring that our customers derive the maximum value from the solutions in which they have invested. When you select ECP, you can be assured that your support needs will be handled professionally and expeditiously, by knowledgeable ECP support team members. Through our expert knowledge of the products we are certified to support, including Fujitsu and OnBase, and our 10+ years of experience in the enterprise content management industry, we are capable of solving almost any problem you would encounter. Most importantly to you, ECP maintains a full time, dedicated support staff that is trained and certified by Hyland Software, the manufacturers of OnBase. ECP has recently inherited another OnBase client in the State of West Virginia, Division of Labor, which can testify to our desire, ability and interest in supporting our clients. We encourage you to contact our help desk as well and experience our level of commitment to service.

ECP Support

Our services include direct access to a trained support individual from 8am to 5pm. In addition, we proactively provide information to our clients such as new product enhancements, patches, policy changes or new procedures from our vendors that may impact your organization or your system. Moreover, because we are a systems integrator in the industry, you get the added benefit of our insight into the rest of the industry with respect to emerging technologies that compliment your scanners and system. ECP support is not just about answering support calls. It's about making our customers smarter, more self sufficient and consequently more successful users of their solution. Our goal is to enable clients to achieve the maximum value from their investments and we are certain that we can accomplish that goal with the WORKFORCE West Virginia.

All of our support cases are entered and tracked in our electronic issue tracking system. This system allows our support desk and clients to collaboratively enter, update and monitor the progress of issues over the Internet. It automatically sends alerts to assigned users whenever an issue event occurs and maintains a history of the life cycle of the issue. Our support desk is backed by our trained installers, development engineers, analysts, and backed by Fujitsu directly, securing a resolution to your issues that is prompt and thorough.

We will answer all of your scanner support issues within 30 minutes of notification and have included in our proposal onsite support within 8 working hours if required. We also have preventative maintenance calls built into this proposal. The closet resource is located in Lexington, Kentucky.

Once you choose to engage ECP, we will send you a complete packet of information on how to contact and work with our support desk. In addition to the support desk, you are always welcome to contact anyone on the ECP staff to ask questions.

Support Proposal

We are proposing to provide you with maintenance support coverage for the Fujitsu scanners that we have quoted in your quotation form.

You will need to sign a maintenance agreement that indicates ECP will be providing support backed by Fujitsu Corporation of America.

The remaining sections of this proposal include the following:

Section 2 – ECP Company Profile - This section provides some additional information on ECP.

Section 3 – Proposed Fujitsu 5900 scanners.

Section 4 – Proposed Support Services - This section provide more details of our support program.

Section 5- ECP Customer References - This section provides the names of a few of our clients.

Section 6- Cost Information - This section provides the proposal costs.

2. ECP Company Profile

Enterprise Consulting Partners (ECP) is a systems integrator and provider of enterprise content management solutions. This technology includes but is not limited to imaging, workflow, document management, collaboration, OCR and records management. This includes the supporting industry hardware such as scanners and storage. This industry has been our sole business focus for over ten years providing us with a deep understanding of the technology. ECP provides solutions for all sizes of organizations in a broad range of industries. Since our start in 1996, our company's approach has been to treat each customer as if it were our only customer.

ECP provides comprehensive solutions that include all the components from the vendors listed below:

- Hyland Software
- Global 360 Software
- EMC
- Kofax
- Cardiff
- Captaris
- Fujitsu
- Kodak
- Cannon
- Bell & Howell

ECP is a certified Hyland Partner with Fujitsu and OnBase meaning that we have met the high standards set forth as a quality provider of sales and services. As a business partner, we have an opportunity to work closely with Fujitsu and Hyland to remain current on all new product offerings and releases. This knowledge and experience assists ECP in providing expert ongoing support services.

All of our employees are CDIA (Certified Document Imaging Architects) certified and have on average ten or more years of experience in this industry. We have one employee who lives in West Virginia and several existing clients there as well. One of ECP's largest clients is the US Coast Guard, located in Martinsburg, West Virginia. This project is a multi-year implementation of a large workflow, imaging and OCR-based capture application that will ultimately manage documents for every vessel in the United States.

The range of services ECP offers is listed here:

Support Services

ECP provides software, hardware, and application level support services through our professional support desk. For each of the products we resell, ECP provides Tier 1, and in some cases Tier 2, support. Our support desk is managed by individuals who are trained and certified in the products for which they provide support.

Professional Services

ECP's core services include systems integration capabilities that incorporate state-of-the-art technologies into business solutions for client companies. Our professional services team is made up of highly experienced individuals that can deliver everything from simple software installations to full system implementations. In addition, we provide training, development and design as an added value.

Third Party Product Resellers

We resell several industry leading products including Fujitsu, OnBase, Global 360, Kofax, ReadSoft, Captiva, Captaris, and Verity. In addition, we resell a wide array of other scanners as required including Kodak, Bell & Howell, Panasonic, and Cannon. The software and hardware are essentially the tools in our tool belt that we use to implement our business solutions. By representing several different products, it allows us as systems integrators to ensure that we have the right product to meet the requirement for our clients.

Document Capture

ECP has a document capture practice within our business that focuses on the technologies that allow for the automated capture of data from paper documents. We provide our customers with expert consulting around OCR functions, such as automatic document classification (scanning without the need for document separators) and data extraction. Many of our clients who own products like OnBase often graduate to more sophisticated front end capture solutions over time. ECP can assist with both products and services to meet these needs.

Document Conversions

ECP operates a document scanning division in Martinsville, VA that supports backfile scanning operations. We will take all types of documents from our clients, prepare the documents, scan them, index them and then ship the electronic images and data back to our clients. This premier service allows our clients to remove legacy documents from their facilities to lower the cost of storage and increase the speed of retrieval. In the case of OnBase, we will send the data back in a format ready to be imported directly into your OnBase system.

3. Proposed Scanners

ECP has reviewed the specifications and has concluded that the Fujitsu 5900C will meet or exceed all of your specifications listed on page 8. We have included the specifications for these models below to support our proposed model. We have included the Kofax 650i and cable in the pricing.

3.1 Fujitsu 5900C

The Fujitsu fi-5900C scanner offers best-of-breed technology and has been tailored specifically for high volume applications. Combine a rated speed of 120 ppm (Simplex) and 240 ipm (Duplex), both high-speed USB 2.0 and Ultra Wide SCSI interface connectivity options, including Kofax VRS hardware as well as three Ultrasonic double feed sensors, and you have the ideal scanner to quickly and efficiently transform piles of paperwork into usable electronic data. True 600-dpi optical resolution, dual-CCD scanning arrays and a black/white switchable background offer maximum flexibility with a wide variety of applications to achieve outstanding image quality. The scanner fits the bill in demanding environments such as service bureaus, backfile conversions or many other paper-intensive industries, delivering a daily duty cycle of up to 100,000 sheets and consumable life of 600,000 sheets. The 500 page automatic document feeder (ADF) accommodates a wide range of documents sizes from 2.07" x 2.91" to 12" x 17" with long document scanning capability of up to 34". Adobe® Acrobat® Standard, ScandAll 21, QuickScan™ Pro (Demo), and Kofax VRS 4.1 Professional utilities are included with the Fujitsu fi-5900C scanner to get you up and running right out of the box.

3.2 Specifications

Model	fi-5900C	
Functional Specifications		
Technology	Dual Color Charge Coupled Device (CCD) image sensor	
Resolution	50-600 dpi (600 optical) ⁽¹⁾	
Halftone patterns	4 Dither Patterns and error diffusion	
Grayscale	10 bit/1024 level (internal), 8 bit/256 level (output)	
Color	24-bit single pass color	
Scanning speeds (200 or 300 dpi, Letter, Color, Grayscale and Monochrome)		
Output	Simplex	Duplex
Portrait	100ppm ⁽²⁾	200ppm ⁽²⁾
Landscape	120ppm ⁽²⁾	240ppm ⁽²⁾
Scanning mode	Simplex and Duplex	

Model		fi-5900C
Document Feeding Mode		Automatic document feeder (ADF)
ADF capacity		500 Sheets (letter/A4, 17 lb.)
Document size	ADF Minimum	(A8) (2.1 in. x 2.9 in.)
	ADF Maximum	(A3) (12 in. x 17 in.)
Interface		Ultra Wide SCSI / USB 2.0 / Kofax VRS Ultra Wide SCSI / Kofax VRS USB 2.0 and Third Party Slot
Software driver support		ISIS® and TWAIN driver included (Win 98/2000/NT/Me/XP/Vista via free download)
JPEG Compression		Hardware real time JPEG compression available
Physical Specifications		
Power requirements (auto-switching)		100-240 VAC, 50/60 Hz
Power consumption		250 VA or less
Operating environment	Temperature	59° to 95° F (15° to 35° C)
	Relative Humidity	20%-80% (non-condensing) Not operating: 8%-95%
Dimensions (HxWxD)		20 in. x 21 in. x 21 in.
Weight		110.4 lbs.
Limited Warranty		3 months on-site
Inbox Contents		USB 2.0 cable
Bundled Software		Adobe Acrobat ⁽³⁾ , Kofax VRS 4.1 Professional, ScandAll21, QuickScan Pro (Demo), Image Processing Software Option 2.5
Options		Pre and Post Imprinter
Features		Ultrasonic Intelligent MultiFeed Function Double Feed Detection (3x) and Long Document Scanning ⁽⁴⁾
Part Number		PA03450-B005

1 50-600 dpi (600 optical):

Requires Intel® Pentium® IV 2.8 GHz PC computer with 1.5 GB memory or above for optimum throughput.

2 100ppm200ppm120ppm240ppm:

VRS hardware maximum speed is 100 ppm / 200 ipm @200 dpi

3 Adobe Acrobat:

Does not support Win 98 and ME

4 Long Document Scanning:

Up to 34" (600 dpi monochrome)

4. Proposed Support Services

As part of our proposed services and the OnBase maintenance program, ECP will provide first tier support to the WORKFORCE West Virginia, Bureau of Employment Programs for its Fujitsu scanners. Technical support would be provided out of our corporate offices located in Herndon, Virginia with onsite back-up coming from Lexington, Kentucky. Our support line is always manned by trained OnBase professionals that will assist with any problem you may encounter with your system. When issues arise which cannot be readily resolved by our team, Fujitsu Corporation of America serves as the second tier of support.

As ECP is your first line of support, the Principal Period of Maintenance (PPM) is a nine (9) hour period beginning at 8:00 AM and ending at 5:00 PM, EST Time, Monday through Friday, excluding most commonly observed national holidays.

If the nature of the problem is a product bug or something that ECP cannot readily resolve, ECP will log the issue with Fujitsu Corporation of America.

Fujitsu Scanner maintenance includes the following:

ScanCare is Fujitsu's Premium service offering and one of the most comprehensive service programs in the industry. It combines preventative maintenance, scanner consumables and training with Basic on-site service including spare parts, labor and travel.

ScanCare is available as an upgrade to the existing standard Limited Warranty. ScanCare Plus is available in the post-warranty period and may be purchased in single or multiple 12-month increments. You choose next business day or 4-hour response time options to suit the needs of your business.

4.1 ECP Support Team

Provided below is a resume of our lead Capture Specialist for your reference.

Floyd Williams – Document Capture, Subject Matter Expert

Years of IT Experience: 14, 24 years total work experience

Years of EDMS Experience: 14

Mr. Williams is ECP's most experienced staff member when it comes to scanner and capture technology. He has been with ECP for seven years and has extensive experience with the installation and configuration of scanner hardware. He has experience with 30+ ECP customers installing one or more scanners as part of an

EDMS project. He also has a lot of experience with the configuration and maintenance of scanner technology.

He is also very skilled in the implementation and configuration of capture solutions such as Kofax and Captiva. He is a certified Kofax and Captiva technician with several installations to his credit. He also has a deep knowledge of OCR technology and forms design, most recently working with the US Coast Guard in West Virginia implementing a very sophisticated OCR capture front end.

Mr. Williams also has experience with several document management software packages. He has served as a project manager and business analyst on several large business automation projects. His experience with the management of documents and business content is extremely deep.

5. ECP Customer References

ECP has been engaged in more than 85 projects that involved the use of imaging, document management, data capture and workflow technologies since 1996. We have implemented and supported systems for both government and commercial accounts in that time period and understand the unique requirements of both. Some of our customers include; Allegheny Energy (Fairmont, WV), Chiquita Brands International, US Coast Guard (Martinsburg, WV), Simonton Windows (Parkersburg, WV), PNC Bank, Virginia Housing Development Authority (VHDA), Daughters of the American Revolution, NIH, American Council on Education, University of Central Florida, Citizens Bank, University of Louisville, Nextel, Land America Title, and BellSouth.

We have listed several of our Maintenance support customer's below. Out of respect to these organizations and their day-to-day responsibilities, we ask that you contact us before contacting them so we can inform them of a pending call. These references include:

ECP Customer Reference #1	
Client Name:	Northern Illinois University
Contact:	Mr. Craig Williams
Contact Address:	Dekalb, IL
Contact Telephone Number:	Upon Request
Installation Date (s):	2/2005
Summary of Products Installed and/or Services Provided:	ECP provides OnBase system support and consulting services for Kofax and OnBase projects. ECP took over maintenance of their OnBase system in 2006 from another provider.

ECP Customer Reference #2	
Client Name:	University of Cincinnati
Contact:	Bruce Kieviets
Contact Address:	Cincinnati, OH
Contact Telephone Number:	Upon Request
Installation Date (s):	1/2004
Summary of Products Installed and/or Services Provided:	ECP provides OnBase system support and consulting services for OnBase. ECP took over maintenance of their OnBase system in 2006 from another provider.

ECP Customer Reference #3	
Client Name:	Simonton Windows
Contact:	Amanda Runyon
Contact Address:	Parkersburg, WV
Contact Telephone Number:	(304)420-9272
Installation Date (s):	4/2006
Summary of Products Installed and/or Services Provided:	We implemented this new OnBase system in 2006, provide support for it, and continue to assist in enhancements.

ECP Customer Reference #4	
Client Name:	The US Coast Guard
Contact:	Dale Streyle
Contact Address:	Kearnyville, WV
Contact Telephone Number:	(304) 264-5098
Installation Date (s):	2/1/2004
Summary of Products Installed and/or Services Provided:	This is one of ECP's largest accounts. We are replacing their current system with a new workflow and imaging solution from Global 360.

ECP Customer Reference #5	
Client Name:	Daughters of the American Revolution (DAR)
Contact:	Victor Kunze
Contact Address:	Washington, DC
Contact Telephone Number:	Upon Request
Installation Date (s):	1/2004
Summary of Products Installed and/or Services Provided:	DAR has been running OnBase for over two years to support their new member process and the genealogy research department that validates all ancestor claims to the society. They also engaged ECP to complete a significant backfile scanning project for historical records. Their next initiative is to provide information and documents on line for the constituents' and other research projects.

ECP Customer Reference #6	
Client Name:	West Virginia Division of Labor
Contact:	Teddy Thompson & Robert Bryant
Contact Address:	Charleston, WV
Contact Telephone Number:	(304) 558-7890
Installation Date (s):	1/2007
Summary of Products Installed and/or Services Provided:	We assumed support responsibilities for this system from another reseller in January of this year and are currently upgrading them to version 6.4.

6. Cost Information

ECP has included the pricing as specified in the RFQ including the purchase of scanners, installation, testing, training, and documentation. We have also provided for three years maintenance and the Kofax 650i interface cards. These items are outlined below.

In addition, Fujitsu has a trade in program that will allow WORKFORCE to gain \$2000 per scanner on a trade-in basis directly from Fujitsu after purchase. We will provide the paper work as appropriate.

6.1 Installation Support

ECP works on a time a materials basis, so should we not need all of the time indicated in the implementation plan listed below, we would not invoice the state.

Task Description	Schedule	Location	Total Hours	Hourly Rate	Total
Install 3 Fujitsu 5900's on an OnBase system for a department in the State of WV	Day 1 & 2	On-site	12	\$160.00	\$1,920.00
Test each paper type	Day 2 & 3	On-site	10	\$160.00	\$1,600.00
Document results of paper type	Day 2 & 3	On-site	2	\$160.00	\$320.00
Provide training for up to three (3) end users on scanner utilization	Day 4	On-site	5	\$160.00	\$800.00
Provide one-on-one training follow-up to end users on the use of the scanners.	Day 4	On-site	3	\$160.00	\$480.00
Provide onsite Production support for initial scanning usage	Day 5	On-site	8	\$160.00	\$1,280.00
Monitor OnBase error logs for the first 40 hours of operations	Day 6, 7, 8, 9,10	Offsite	5	\$127.50	\$637.50
Provide hardware and software configuration documentation, as well as user documentation (quick reference card)	Day 6 & 7	Offsite	16	\$127.50	\$2,040.00
Document the results of error log monitoring and operations	Day 10	Offsite	4	\$127.50	\$510.00
Totals			65		\$9,587.50

Task Description	Schedule	Location	Total Hours	Hourly Rate	Total
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** Hourly Rate includes travel and per diem expenses for on-site tasks as identified

6.2 Pricing Summary

The following is your table for quotation of the scanners and scanner components.

BEP07059 Pricing Sheet BID OPENING 6/28/2007 1:30PM

Equipment Costs

Proposed Scanner	Cost Per Scanner	Number of Scanners	Total Cost
Fujitsu 5900C	\$18,820.75	3	\$56,462.25
Kofax 650i Card & Cable	\$865.80	3	\$2,597.40
Installation and Training	\$9,587.50	1	\$9,587.50
		Total	\$68,647.15

Annual Maintenance Cost (less warranty) - Support, Parts and all supplies except paper during business hours.

Base = 90,000 documents per quarter		
Model	Unit Cost	Totals Cost
Fujitsu-FI-5900C Year 1	\$4,140.74	\$12,422.22
Fujitsu-FI-5900C Year 2	\$5,205.14	\$15,615.42
Fujitsu-FI-5900C Year 3	\$5,205.14	\$5,205.14
	Total	\$33,242.78

Grand Total

\$101,889.93

ATTACHMENT
P.O.# BEP07059

This agreement constitutes the entire agreement between the parties, and there are no other terms and conditions applicable to the licenses granted hereunder.

Agreed

Kevin Stumm 27 June 2007
Signature Date

GENERAL MANAGER
Title

ENTERPRISE CONSULTING PARTNERS INC
Company Name

Signature Date

Title

Agency-Division