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September 23, 2010

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

Subject: Request for Quotation # DMV110025  
Automated Drivers Testing System

Dear Sir,

Juno Systems, Inc., classified a small business, has been dedicated to the DMV Driver License Testing market for over 30 years. During that period the company has pioneered the implementation of Automated Driver License Knowledge Testing solutions to over thirty DMV agencies throughout the United States and Canada, and has administered literally millions of driver license examinations.

Juno Systems, Inc. appreciated the opportunity to provide a comprehensive, compliant and cost-effective proposal to the West Virginia DMV, in response to RFQ # DMV110025, Automated Drivers Testing System. However, after a thorough review of the RFQ document, and the agencies response to our related questions, we regret to inform you that Juno Systems, Inc. will not be submitting a response or a price quotation for its field-proven Web-enabled Automated Driver License Knowledge Testing solution.

The main areas of concern that influenced our no bid decision were as follows:

- In response to the Juno Systems submitted question number 1 answered in Addendum 1, regarding "Open Source Technology", we find the mandatory requirement and the agencies reply too nebulous for interpretation for the protection of the Juno Systems proprietary software solution.
- While the requirement of maintaining the Vendors software in an escrow account is a standard requirement of most bids of this type, Juno Systems finds the mandatory requirement to release the Source Code, etc. to the agency upon termination of said agreement to be outside of the normal boundaries of protection for the agency.
- In response to the Juno Systems submitted question number 2 answered in Addendum 1, regarding the number of questions in each Non-CDL test type pool

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of questions; without knowing how many questions require translation and accompanying audio enhancement for all of mandatory test types and foreign languages, it was virtually impossible for Juno Systems to develop a competitive price quotation.

Juno Systems understands and appreciates the effort put forth by the DMV in constructing the RFQ and we realize it was a challenging effort. Our sincere thanks to the DMV staff for the opportunity afforded Juno to submit a proposal response for your procurement. Perhaps we may be of service in the future.

Respectfully,

A handwritten signature in cursive script, appearing to read "Gary Phillips".

Gary Phillips  
President