



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
 DMV110162

PAGE
 1

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

VENDOR

PASCO
 Attn: Peter A Spitalieri
 1140 Terex Road
 Hudson OH 44236-4400

SHIP TO

DIVISION OF MOTOR VEHICLES
 1317 HANSFORD STREET
 CHARLESTON, WV
 25311 558-0002

DATE PRINTED	TERMS OF SALE	SHIP VIA	F.O.B.	FREIGHT TERMS
03/08/2011				

BID OPENING DATE: 04/05/2011 BID OPENING TIME 01:30PM

LINE	QUANTITY	UOP	CAT NO	ITEM NUMBER	UNIT PRICE	AMOUNT
0001	1	EA		920-45		
<p>ELECTRONIC INSURANCE VERIFICATION SOLUTION</p> <p>THE WEST VIRGINIA PURCHASING DIVISION, FOR THE AGENCY THE WEST VIRGINIA DIVISION OF MOTOR VEHICLES IS SOLICITING BIDS FOR THE PURCHASE, INSTALLATION, AND SUPPORT OF AN ELECTRONIC INSURANCE VERIFICATION SOLUTION PER THE ATTACHED SPECIFICATIONS,</p> <p>ALL TECHNICAL QUESTIONS MUST BE SUBMITTED IN WRITING TO FRANK WHITTAKER IN THE WV PURCHASING DIVISION VIA EMAIL AT FRANK.M.WHITTAKER@WV.GOV OR VIA FAX AT 304-558-4115. DEADLINE FOR ALL TECHNICAL QUESTIONS IS 03/15/2011. ALL TECHNICAL QUESTIONS WILL BE ADDRESSED BY ADDENDUM AFTER THE DEADLINE.</p> <p>EXHIBIT 3</p> <p>LIFE OF CONTRACT: THIS CONTRACT BECOMES EFFECTIVE ON AND EXTENDS FOR A PERIOD OF THREE (3) YEAR OR UNTIL SUCH "REASONABLE TIME" THEREAFTER AS IS NECESSARY TO OBTAIN A NEW CONTRACT OR RENEW THE ORIGINAL CONTRACT. THE "REASONABLE TIME" PERIOD SHALL NOT EXCEED TWELVE (12) MONTHS. DURING THIS "REASONABLE TIME" THE VENDOR MAY TERMINATE THIS CONTRACT FOR ANY REASON UPON GIVING THE DIRECTOR OF PURCHASING 30 DAYS WRITTEN NOTICE.</p> <p>UNLESS SPECIFIC PROVISIONS ARE STIPULATED ELSEWHERE IN THIS CONTRACT DOCUMENT, THE TERMS, CONDITIONS AND PRICING SET HEREIN ARE FIRM FOR THE LIFE OF THE</p>						

RECEIVED
 2011 APR -5 AM 11:35
 WV PURCHASING DIVISION

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

SIGNATURE: *Peter A Spitalieri* TELEPHONE: 330 655 7000 DATE: 4/1/2011
 TITLE: President FEIN: 34-1522041 ADDRESS CHANGES TO BE NOTED ABOVE

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



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 304-558-2316

PASCO
 Att: Peter A Spitalieri
 1140 Terex Road
 Hudson OH 44236-4400

DIVISION OF MOTOR VEHICLES
 1317 HANSFORD STREET
 CHARLESTON, WV
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LINE	QUANTITY	UOP	CAT. NO.	ITEM NUMBER	UNIT PRICE	AMOUNT
<p>CONTRACT.</p> <p>RENEWAL: THIS CONTRACT MAY BE RENEWED UPON THE MUTUAL WRITTEN CONSENT OF THE SPENDING UNIT AND VENDOR, SUBMITTED TO THE DIRECTOR OF PURCHASING THIRTY (30) DAYS PRIOR TO THE EXPIRATION DATE. SUCH RENEWAL SHALL BE IN ACCORDANCE WITH THE TERMS AND CONDITIONS OF THE ORIGINAL CONTRACT AND SHALL BE LIMITED TO TWO (2) ONE (1) YEAR PERIODS.</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 TO THE SPECIFICATIONS OF THE BID AND CONTRACT HEREIN.</p> <p>OPEN MARKET CLAUSE: THE DIRECTOR OF PURCHASING MAY AUTHORIZE A SPENDING UNIT TO PURCHASE ON THE OPEN MARKET, WITHOUT THE FILING OF A REQUISITION OR COST ESTIMATE, ITEMS SPECIFIED ON THIS CONTRACT FOR IMMEDIATE DELIVERY IN EMERGENCIES DUE TO UNFORESEEN CAUSES (INCLUDING BUT NOT LIMITED TO DELAYS IN TRANSPORTATION OR AN UNANTICIPATED INCREASE IN THE VOLUME OF WORK.)</p> <p>QUANTITIES: QUANTITIES LISTED IN THE REQUISITION ARE APPROXIMATIONS ONLY, BASED ON ESTIMATES SUPPLIED BY THE STATE SPENDING UNIT. IT IS UNDERSTOOD AND AGREED THAT THE CONTRACT SHALL COVER THE QUANTITIES ACTUALLY ORDERED FOR DELIVERY DURING THE TERM OF THE CONTRACT, WHETHER MORE OR LESS THAN THE QUANTITIES SHOWN.</p> <p>BANKRUPTCY: IN THE EVENT THE VENDOR/CONTRACTOR FILES FOR BANKRUPTCY PROTECTION, THE STATE MAY DEEM THE CONTRACT NULL AND VOID, AND TERMINATE SUCH CONTRACT</p>						

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

SIGNATURE <i>Pat Spitalieri</i>	TELEPHONE 330 655 7000	DATE 4/1/2011
TITLE <i>President</i>	FEIN 34-1522041	ADDRESS CHANGES TO BE NOTED ABOVE

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



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ADDRESS CORRESPONDENCE TO ATTENTION OF
 FRANK WHITTAKER
 804-558-2316

VENDOR

PASCO
 Att: Peter A Spitalieri
 1140 Terex Road
 Hudson OH 44236-4400

SHIP TO

DIVISION OF MOTOR VEHICLES
 1317 HANSFORD STREET
 CHARLESTON, WV
 25311 558-0002

DATE PRINTED	TERMS OF SALE	SHIP VIA	F.O.B.	FREIGHT TERMS
03/08/2011				

BID OPENING DATE: 04/05/2011 BID OPENING TIME 01:30PM

LINE	QUANTITY	UOP	CAT. NO.	ITEM NUMBER	UNIT PRICE	AMOUNT
<p>WITHOUT FURTHER ORDER.</p> <p>THE TERMS AND CONDITIONS CONTAINED IN THIS CONTRACT SHALL SUPERSEDE ANY AND ALL SUBSEQUENT TERMS AND CONDITIONS WHICH MAY APPEAR ON ANY ATTACHED PRINTED DOCUMENTS SUCH AS PRICE LISTS, ORDER FORMS, SALES AGREEMENTS OR MAINTENANCE AGREEMENTS, INCLUDING ANY ELECTRONIC MEDIUM SUCH AS CD-ROM.</p> <p>REV. 05/26/2009</p> <p style="text-align: center;">NOTICE</p> <p>A SIGNED BID MUST BE SUBMITTED TO:</p> <p style="text-align: center;">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: 44</p> <p>RFQ. NO.: DMV110162</p> <p>BID OPENING DATE: 04/05/2011</p> <p>BID OPENING TIME: 1:30 PM</p>						

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

SIGNATURE <i>Peter Spitalieri</i>	TELEPHONE 330 655 7000	DATE 4/1/2011
TITLE <i>President</i>	FEIN 34-1522041	ADDRESS CHANGES TO BE NOTED ABOVE

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 CHARLESTON, WV
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DATE PRINTED	TERMS OF SALE	SHIP VIA	F.O.B.	FREIGHT TERMS
03/23/2011				

BID OPENING DATE: 04/05/2011 BID OPENING TIME 01:30PM

LINE	QUANTITY	UOP	CAT. NO.	ITEM NUMBER	UNIT PRICE	AMOUNT
***** ADDENDUM NO. 1 *****						
THIS ADDENDUM IS ISSUED TO PROVIDE THE ATTACHED TECHNICAL QUESTIONS AND ANSWERS.						
THE BID OPENING DATE AND TIME HAVE NOT CHANGED.						
***** END ADDENDUM NO. 1 *****						
0001	1	EA		920-45		
ELECTRONIC INSURANCE VERIFICATION SOLUTION						
***** THIS IS THE END OF RFQ DMV110162 ***** TOTAL:						4,602,776.

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

SIGNATURE: *Peter Spitalieri* TELEPHONE: 330 655 7000 DATE: 4/1/2011

TITLE: *President* FEIN: 34-1522041 ADDRESS CHANGES TO BE NOTED ABOVE

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

INSURANCE VERIFICATION SYSTEM

DMV110162 BID FORM

A. All Inclusive Subscription Cost

	Cost Per Month	Extended Cost
3-Year Initial Term - * 36 months X	\$ 62,250	\$ 2,241,000
Year 4 Subscription Fee - 12 months X	\$ 57,500	\$ 690,000
Year 5 Subscription Fee 12 months X	\$ 55,800	\$ 669,600
Total		\$ 3,600,600

*Note: For bid evaluation purposes, the 36-month unit of measure for calculating the total subscription fee cost is based on the 3-year contract term. Vendors are reminded, however, that payment of monthly subscription fees will be implemented upon formal acceptance of the system by change order. Renewal of the contract for Years 4 and 5 shall be at The DMV's discretion.

B. Maintenance Costs

Maintenance & Support	Cost Per Month	Extended Cost
3-Year Initial Term - * 36 months X	\$ 16,666	\$ 599,976
Year 4 - 12 months X	15,800	\$ 189,600
Year 5 - 12 months X	15,800	\$ 189,600
Total		\$ 979,176

*Note: For bid evaluation purposes, the 36-month unit of measure for calculating the total maintenance fee cost is based on the 3-year contract term. Vendors are reminded that maintenance and support will be implemented by change order upon formal acceptance of the system by change order. Renewal of the contract for Years 4 and 5 shall be at The DMV's discretion.

C. Customization Costs

* Estimated Hours	All Inclusive Hourly Rate	Extended Cost
200	\$ 115	\$ 23,000

*Note: For bid evaluation purposes, 200 hours is estimated for any customization that may be required by The DMV. Actual hours may be more or less at The DMV's discretion.

COMBINED TOTALS

A. All Inclusive Subscription Cost -	\$ 3,600,600
B. Total Maintenance Costs	\$ 979,176
C. Total Customization Costs	\$ 23,000
GRAND TOTAL	\$ 4,602,776

Bid Form ContinuedVENDOR: PASCOBy: Peter A. LybaleTitle: PresidentDate: 4/1/2011

Address:

1140 Terex RoadDudson Ohio 44236

State of West Virginia



Certificate

*I, Natalie E. Tennant, Secretary of State of the
State of West Virginia, hereby certify that*

PASCO, INC.

a corporation formed under the laws of Ohio filed an application to be registered as a foreign corporation authorizing it to transact business in West Virginia. The application was found to conform to law and a "Certificate of Authority" was issued by the West Virginia Secretary of State on March 22, 2011.

I further certify that the corporation has not been revoked by the State of West Virginia nor has a Certificate of Withdrawal been issued to the corporation by the West Virginia Secretary of State.

Accordingly, I hereby issue this

CERTIFICATE OF AUTHORIZATION



*Given under my hand and the
Great Seal of the State of
West Virginia on this day of
March 24, 2011*

Natalie E. Tennant

Secretary of State

**WEST VIRGINIA
STATE TAX DEPARTMENT
BUSINESS REGISTRATION
CERTIFICATE**

ISSUED TO:
**PASCO, INC.
1140 TEREX RD
HUDSON, OH 44236-0000**

BUSINESS REGISTRATION ACCOUNT NUMBER: 2252-7900

This certificate is issued on: **03/30/2011**

*This certificate is issued by
the West Virginia State Tax Commissioner
in accordance with Chapter 11, Article 12, of the West Virginia Code*

*The person or organization identified on this certificate is registered
to conduct business in the State of West Virginia at the location above.*

This certificate is not transferrable and must be displayed at the location for which issued.

This certificate shall be permanent until cessation of the business for which the certificate of registration was granted or until it is suspended, revoked or cancelled by the Tax Commissioner.

Change in name or change of location shall be considered a cessation of the business and a new certificate shall be required.

TRAVELING/STREET VENDORS: Must carry a copy of this certificate in every vehicle operated by them.
CONTRACTORS, DRILLING OPERATORS, TIMBER/LOGGING OPERATIONS: Must have a copy of this certificate displayed at every job site within West Virginia.



STATE OF WEST VIRGINIA
State Tax Department, Tax Account Administration Div
P. O. Box 2666
Charleston, WV 25330-2666



Earl Ray Tomblin, Governor

Craig A. Griffith, Tax Commissioner

PASCO, INC.
1140 TEREX RD
HUDSON OH 44236

RE: Business Registration Certificate

The West Virginia State Tax Department would like to thank you for registering your business. Enclosed is your Business Registration Certificate. This certificate shall be permanent until cessation of business or until suspended, revoked or cancelled. Changes in name, ownership or location are considered a cessation of business; a new Business Registration Certificate and applicable fees are required. Please review the certificate for accuracy.

This certificate must be prominently displayed at the location for which issued. Engaging in business without conspicuously posting a West Virginia Business Registration Certificate in the place of business is a crime and may subject you to fines per W.Va. Code § 11-9.

When contacting the State Tax Department, refer to the appropriate account number listed on the back of this page. The taxes listed may not be all the taxes for which you are responsible. Account numbers for taxes are printed on the tax returns mailed by the State Tax Department. Failure to timely file tax returns may result in penalties for late filing.

Should the nature of your business activity or business ownership change, your liability for these and other taxes will change accordingly.

To learn more about these taxes and the services offered by the West Virginia State Tax Department, visit our web site at www.wvtax.gov.

Enclosure

atL006 v.4

Save a stamp and your time. You can now view, file and pay taxes at <https://mytaxes.wvtax.gov>
More taxes will be available for online access in the future.

TAX

FILING FREQUENCY

Business Registration Tax

1



STATE OF WEST VIRGINIA

Offices of the Insurance Commissioner

April 1, 2011

JANE L. CLINE
Insurance CommissionerPasco, Inc.
1140 Terex Road
Hudson, OH 44236

RE: Exempt ID #11000254

Dear Employer:

Your request for exemption from coverage for West Virginia Workers' Compensation insurance has been received and processed.

According to your application, your company's main office is located outside of West Virginia, has no office or facility in West Virginia, and you have hired no West Virginia residents to work in the State of West Virginia. Further, you have shown proof of workers' compensation coverage from the State of Ohio and have elected out of West Virginia Workers' Compensation coverage as an out of state employer. Therefore, **based on this information provided**, you are in compliance with West Virginia Workers' Compensation laws and rules and are exempted from the requirement to maintain West Virginia workers' compensation coverage.

This exemption for Pasco, Inc. is valid until April 1, 2012, or until circumstances change such that your business has operated in West Virginia for more than thirty calendar days within any three-hundred and sixty five (365) day period, you hire one (1) or more West Virginia residents to work in the State of West Virginia, or your business activities otherwise change such that you are required to maintain West Virginia workers' compensation coverage. If such changes occur, you must obtain West Virginia workers' compensation coverage. Failure to obtain the mandatory coverage can result in severe penalties such as an administrative fine up to \$10,000, financial responsibility for benefits incurred for any accidents and losses during periods when you are not insured, and placement on the Employer Violator System that can result in revocation of your business license and any other licenses, permits or certificates required to do business in West Virginia. Further, be reminded that in accordance with W.Va. Code §61-3-24a(6), it is a felony to knowingly and willingly make false statements respecting any information required to be provided under the WV Workers' Compensation Act. Upon conviction, the individual shall be confined in a penitentiary for up to three years, fined up to \$10,000, or both.

Please be advised that this exemption is advisory in nature and does not constitute any formal adjudication as to the workers' compensation status of your company. It is based solely on the information you provided to us in your application. If the information provided in the application is incorrect, then this exemption may also be erroneous. It is important for anyone relying on this exemption to be aware of this.

Should you find that you are in need of workers compensation coverage, you may apply for coverage from one of the approved carriers of workers compensation. A list of these carriers can be found on our website at www.wvinsurance.gov underneath the box entitled Workers Compensation found in the center of the page. If you are unable to access the website for a list of these carriers, please feel free to contact our offices at (304) 558-6279.

Sincerely,



Gregory L. Hughes
Offices of the Insurance Commissioner



RFQ No. DMV110162

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 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.

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: PASCO

Authorized Signature: *Peter A. [Signature]* Date: 03-30-11

State of Ohio

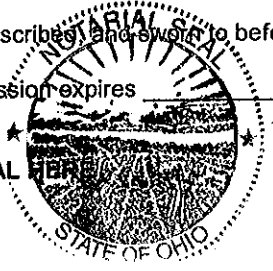
County of All, to-wit:

Taken, subscribed, and sworn to before me this 30 day of March, 2011.

My Commission expires _____ CATHERINE SOLOMON²⁰

Notary Public, State of Ohio
My Commission Expires **NOTARY PUBLIC**
JULY 1, 2014

Catherine Solomon



AFFIX SEAL