



To: Connie Oswald

State of WV

Purchasing Division

11/29/12 12:37:42 PM
West Virginia Purchasing Division

From: Brian Harris
Blackboard Inc.

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November 29th, 2012

State of West Virginia
Department of Administration
Purchasing Division
Attn: Connie Oswald
2019 Washington St East
Charleston, WV, 25305

11/29/12 12:37:40 PM
West Virginia Purchasing Division

Reference Bid# EDD385993

Dear Ms. Oswald:

Thank you for including Blackboard Inc. on your Solicitation #EDD385993.

Blackboard has a highly robust web Conferencing solution. With *Blackboard Collaborate™*, WVDE will continue to receive a high quality educational Web conferencing solution. Blackboard is committed to our customer base and strives to exceed expectations through teamwork, innovation, and a commitment to customer satisfaction. We believe that our experience, financial stability, and web conferencing solution capabilities are unmatched in the marketplace. We look forward to partnering with you to improve the delivery of education to your constituents.

Some key Blackboard figures include:

- Largest network of eLearning practice worldwide with more than 5,700 global clients
- Full set of product solutions supporting all aspects of online education
- Most scalable and open solutions
- Continuous development environment and ability to commit significant company investment in research and development, services, and support
- Strong focus on product ease of use and next-generation functionality
- In-depth experience and understanding of client needs and expectations in the eLearning marketplace
- Financial stability

It appears that the documents you attempted to relay to our Washington,DC office were never received. We are therefore submitting this notification of No Bid.

Should the evaluation committee not find any of the submitted responses able to address the requirements, we would be interested in pursuing additional conversations. Please do not hesitate to contact me at 919-573-4933.

Sincerely,

Brian Harris, Sales Executive
Blackboard Inc.