



RFQ # TAX12007 – BID: MAPPING SERVICES
WEST VIRGINIA TAX DIVISION AND PROPERTY TAX DIVISION
JULY 17, 2012

IDENTIFICATION



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Please accept this response to the Invitation for Bid RFQ # TAX12007 from The Schneider Corporation for Mapping Services for Mingo County, West Virginia.

If you are looking for the absolute lowest cost per parcel for this project then The Schneider Corporation is not your firm. If you are looking for the best value, with a balanced cost with a highly accurate digital deliverable that can be maintained in the future, we are the company that you are looking for.

As you review this response, we believe it will be evident that The Schneider Corporation is more than qualified to deliver your project on time and on budget. In our proposal we will talk about our *Team's Demonstrated Qualifications, Project Manager, Approach to Project and the Investment Needed*. The following information is organized to address each of these items.

RESPONSIBILITIES

The Schneider Corporation's team is domestically located here in the United States. Working in the parcel conversion industry for over two decades has given our team the experience to clearly understand the many different types of documents, their condition, research requirements and what is needed to acquire all the necessary records needed to successfully build a useful GIS for every community we serve.

We have acquired Computer Aided Mass Appraisal (CAMA) and Tax Administration System data from dozens of different companies across the country. The Schneider Corporation currently host over 200 public access data portals in 11 different states and we see no problems connecting to these communities' CAMA and Tax systems. Visit <http://beacon.schneidercorp.com/> to see examples of our ability to connect to different CAMA and Tax systems.



Modern technology gives us a number of digital datasets we could use to help with the conversion. We will review the existing data and resources then develop the GIS using the best available data for Mingo County.

Source Data Needed:

- Copies of tax maps, digital map book data layers
- Orthophotography
- Digital extract of Integrated Assessment Systems (IAS)

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WV PURCHASING
 DIVISION



The Schneider Corporation will:

1. Create a digital cadastral map for Mingo County, West Virginia.
2. Provide digital data in an esri Geodatabase format based on the West Virginia Property Tax Division geodatabase schema; this format shall be used for all deliveries
3. Provide digital data in native coordinative system:
 - a. West Virginia State Plane North NAD 1983
4. Establish project methodology to resolve any parcels that cannot be identified and mapped with the appropriate Parcel Identification Numbers (PINs)
5. Provide a digital cadastral map that is a seamless polygon "layer", covering the geographic extent of each county contracted for completion
6. Create and maintain map topology
7. Use esri mapping software for the parcel conversion and we will perform topological control processes for the project
8. Create all digital data within the specifications of the West Virginia Secretary of State Administrative Law Division Document: Statewide Procedures for the Maintenance and Publishing of Surface Tax Map 189CRS3 (01/27/2009)
9. Adhere to the standards set forth in the West Virginia Secretary of State Administrative Law Division Document: Statewide Procedures for the Maintenance and Publishing of Surface Tax Map 189CRS3 (01/27/2009)
10. Perform weekly backups of project related data to an off-site location and an on-site location and on West Virginia Property Tax Division (WVPTD).
11. Follow the delivery schedule and procedures as specified in our Professional Services Agreement.

THE COMMITMENT

Project Manager – Your senior project manager, Jeff Corns, GISP has over 15 year of experience working with county government building countywide parcel mapping GIS. Jeff is a proven leader in the industry and has developed the best project approach using his knowledge of CAMA, GIS and local government. He understands what it takes to fund this project and deliver it on time, within budget and on schedule. More information on Jeff's experience is provided on page 8.

The Schneider Commitment



The Schneider Corporation is committed to making every effort to be responsive in serving West Virginia Property Tax Division's (WVPTD) GIS needs and being innovative in identifying issues and solutions in a proactive manner. You have our continued commitment to listen, care, communicate, and follow through with your vision beyond the primary project scope of services.

As Chief Executive Officer, I will ensure professional, qualified staff is available to exceed your scheduling needs.

Signed: Victoria Schneider Temple
Victoria Schneider Temple, Chief Executive Officer

PROJECT APPROACH

The Schneider Corporation is committed to providing excellence, throughout the duration of the current project and continuing into the future. Industry recommendations and our expertise in parcel data conversion will be provided to Mingo County. Working with Mingo County and WVPTD to provide a workable solution that is easy to maintain will help them understand the process and grow. The county provided sources (IAS data, hard copy plats and orthophotography) will be used to construct a seamless parcel layer. Using existing and creating new boundary information will assist with edge matching, parcel construction and maintenance. All data will be provided back to both the State of West Virginia and Mingo County in a seamless parcel layer and boundary dataset, based on the details provided in RFP EA 962-52 for construction, delivery, and expertise.

The success of the project depends on organization, experience, quality standards, communication, and documentation. We pursue each of these aspects and offer clients:

- Concise project delivery timelines
- Experience that sets industry standards
- Highly developed data quality standards
- Direct communication
- Quality assurance documentation throughout the life cycle of the project

In 2011 Schneider was awarded a contract by the State of Arkansas for parcel conversion for 11 remaining counties, very similar to the State of West Virginia project. Our approach has shown that a higher quality deliverable up front has a much greater return on investment than a project simply awarded based on cost as the sole determinant. A team structure has been designed to support all aspects of the project and ensure requirements are met. The team for your project will provide conscientious project leadership, strong technical supervision, diligent adherence to the principles of total quality management, and continuous client interface needed to ensure successful project completion. Our selection of key staff was done with great care, to ensure maximum contribution to the success of the project.

To support technical and production personnel, we maintain a full complement of departmental directors, project managers, consultants, and quality assurance technicians. Project software and applications requirements have been met through a full-time staff of systems analysts, software engineers, programmers, and computer/network support personnel, in addition to our authorized trainers.

The Schneider Corporation continually strives to improve individual and organizational learning processes. We believe it is critical to the success of our employees that they recognize their education is never complete—we must always be learning and advancing. We encourage our employees to participate in and attend seminars, conferences and workshops as well as enroll in continuing education classes. We also provide an educational assistance program to financially assist employees who are committed to advancing their education.

As a full-service firm, we have found value in being able to manage all phases of a project. We believe it is our responsibility to make your job easier and to take care of you throughout the whole process.

QUALIFICATIONS

The project team has a knowledge base which includes experience in the completion of thousands of projects, partnerships with world class corporations, and extensive research. We have developed advanced technology solutions to help assist in data maintenance, creation, and communication. Our staff provides knowledge of trends affecting the GIS industry and political atmosphere that ultimately impact our clients' implementation. In the end, we are offering you this value in the form of knowledge transfer, consultation, and leadership.

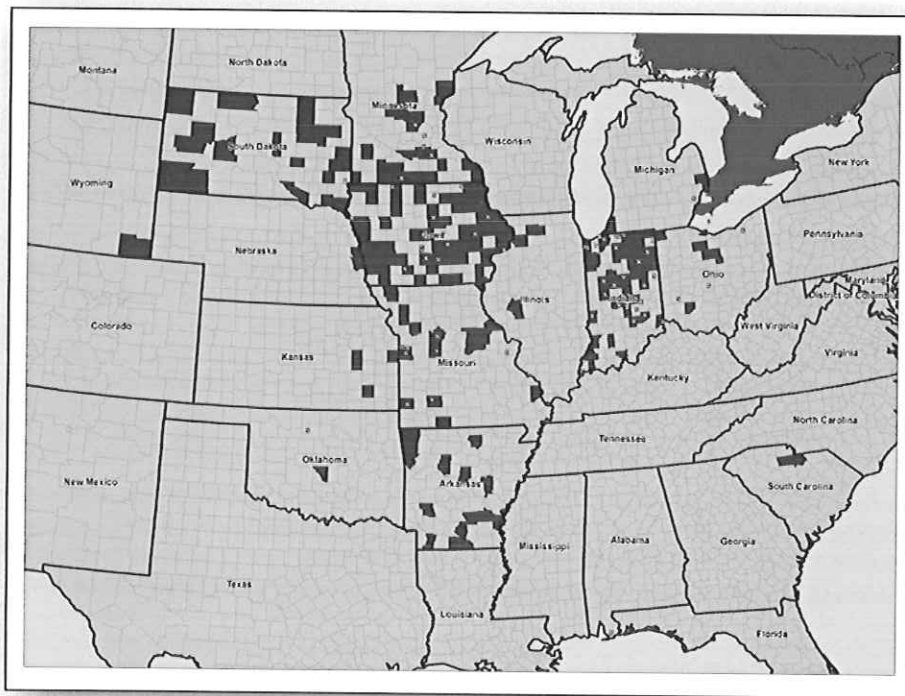
We have recently been awarded a statewide project in Arkansas where we are currently converting 11 counties from paper maps to digital maps. With requirements that included a strict timeline, a high quality deliverable and a domestic team we were the chosen firm that balanced quality and price while performing all work in the United States.

In addition, The Schneider Corporation is prepared to become a qualified vendor in the State of West Virginia. We have successfully completed previous several projects across 14 different states and would value the opportunity to add the State of West Virginia Property Tax Department to our satisfied client base.

The Schneider Corporation's team qualifications are:

1. Combined team levels of experience:
 - a. Decades of combined work experience with CAMA (Computer Aided Mass Appraisal) and Tax Administration Systems, equal to West Virginia's Integrated Assessment System (IAS) database for the research and development of cadastral mapping.
 - b. Decades of combined work experience in cadastral mapping and GIS services.
 - c. Decades of experience working with esri ArcView, ArcEditor, ArcInfo Geographic Information Systems software, and/or similar products.
 - d. Over a century of combined experience in reading and interpreting legal descriptions.

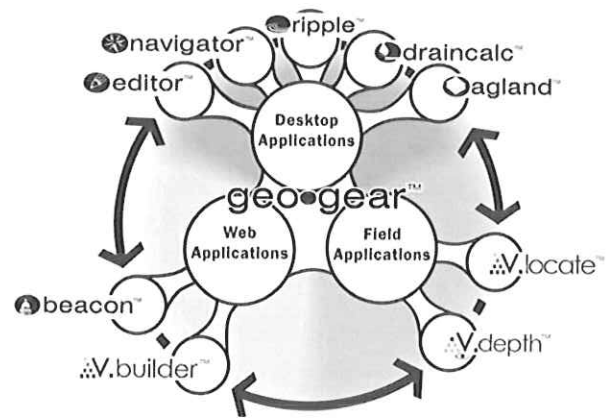
2. The Schneider Corporation has the GIS and cadastral experience needed for this level of work.
 - a. **Award winning GIS solutions** – County Achievement Awards, Excellence in GIS Achievement Awards, esri Special Achievements in GIS Awards
 - b. Our team has ten (10) Certified GIS Professionals, supported by an experienced team of Professional Land Surveyors and mapping experts.
3. The Schneider Corporation has the necessary knowledge of Assessors' office workflows and function.
 - a. Our employees work with Assessor's all over the region and support the Assessor's offices with a number of GIS tools such as, neighborhood mapping, trending, sales, farmland assessment, drainage assessment, route mapping, appeals and public reporting to name a few.
4. The Schneider Corporation's team has the ability to work closely with the County Assessor and their staff to resolve cadastral mapping issues for the 26,000 parcels.
 - a. **Large Project Experience** – For our GIS services our Primary Client is the Assessor's office. We have customers in 14 States, supporting over 7.5 million parcels, just under one trillion dollars in assessment property value. We have Statewide Property Information Portals in Iowa and Indiana, connecting over 100 different databases to GIS spatial data.



5. The Schneider Corporation has the experience and ability to research and make the necessary editing and judgment calls to address issues that arise from creating a countywide parcel fabric from multi-scaled, multiple accuracy and wide range of available source documents.
 - a. Not only will you get a proven team of GIS professionals when you hire The Schneider Corporation you also get one the most reputable Professional Land Survey Firms in the country. We have placed Gary Kent, PLS (who is also national speaker and educator about Land Surveyor law, research and judgments) on the project team to provide the supporting knowledge and experience needed to resolve difficult legal description discrepancies. Since our founding in 1962, our company has been reading and writing legal descriptions.
6. The Schneider Corporation has the technical skills and knowledge of GIS software tools necessary to convert source parcel documents to a digital, spatial format. These tools include, but are not limited to: entering

coordinate geometry (COGO); scanning hard copy source documents, and georeferencing scanned documents. We can digitally capture point line and polygon features (both cartographic and data elements) using the appropriate tools. We also have the ability to capture feature database attributes, and populate such data fields appropriately.

- a. As a firm that has been converting county parcel information for over 20 years, we have developed a portfolio of product offerings with the goal of bringing integrated, easy, fast, and affordable parcel mapping tools to our customers. These tools were developed by a team of mapping professionals that have converted thousands of parcels. The concept is simple, if there is a method that makes parcel conversion easier or faster, our team has asked the developer to add it to our product suite called **geogear™**. These products are then shared with clients and are used in over 100 communities around the region.



As a result, our esri integrated tools provide tailored GIS solutions best suited for your needs. We should also note that we also have a strong AutoCAD user base and can support anyone's AutoCAD needs also.

- b. **geogear™** is The Schneider Corporation's suite of land records data maintenance and analysis tools. The suite is comprised of several extensions to the ArcGIS™ product line—navigator™, editor™, agland™, and draincalc™, which all integrate with ArcView™, ArcEditor™, and ArcInfo™ environments. The product will work on data stored in any esri industry-standard, like geodatabases, shapefiles, and coverages. **geogear™ is designed for flexibility around an organization's existing workflow, allowing for quick and easy implementation and maintenance.**

7. The Schneider Corporation has extensive working knowledge of CAMA (Computer Aided Mass Appraisal) and Tax Administration Systems, equal to West Virginia's Integrated Assessment System (IAS) database, and can integrate such systems with the GIS/Digital Cadastre element. This experience can best be viewed by looking at our Beacon™ web portal. There you will see how we connect, update and share assessment data with millions of users. <http://beacon.schneidercorp.com/>
8. Since 1962, The Schneider Corporation has been interpreting legal descriptions, plats, subdivisions, GLO information, and other documentation that describes land parcel boundaries.
9. The Schneider Corporation understands standardized Parcel Identification Numbers (PINs) numbering systems and the relationship of the ID to both the spatial and database elements of the deliverable. We have helped a number of counties develop and populate standardized parcel numbering systems.
10. The Schneider Corporation has the technical skills and knowledge of GIS software tools necessary to convert source parcel documents to a digital, spatial format. These tools include, but are not limited to the following:

- a. Entering coordinate geometry (COGO) - the use of Schneider developed geogear™ tools and existing COGO tools in esri's ArcView, ArcEditor and ArcInfo.
- b. Scanning hard copy source documents – we have our own large scale scanner for converting hard copy documents into a digital format.



- c. Georeferencing scanned document – once the hard copy documents are scanned The Schneider Corporation team is able to georeference the documents and convert into the parcel layer. These georeferenced documents are also able to be delivered back to the counties.

Schneider's solutions provide the State of West Virginia the best of everything our current clients have come to expect from us. Our staff understands the needs and workflows of county assessors. The GIS support team assists with county office needs and helps everyday with questions. Working with Schneider allows you access to the entire GIS team, giving you some of the top minds in the industry to resolve questions and issues when needed. Our industry leading Developers, Land Surveyors and GIS technicians are constantly available to share their knowledge, consult, and train.

For the completion of this project we will utilize esri and Schneider developed geogear™ production software to perform the GIS data conversion capturing required information from the tax maps in conjunction with supporting provided data layers provided by Mingo County and the State of West Virginia.

Schneider is a domestically based GIS firm that is financially stable and growing. We preserve client, employee, and community loyalty and sustainability by listening, caring, communicating and following through.



The Schneider Corporation Headquarters at
Historic Fort Harrison

KEY STAFF MEMBERS

Key staff members are persons who support the project manager. They are members of the team responsible for important disciplines such as data collection, conversion, integration, quality control, training, delivery and reporting tasks.

Project Management

- Jeff Corns, GISP Authorized Negotiator
- Michael Morefield Senior Project Manager

Mapping Conversion

- Vickie Phelps, GISP Conversion Team Expert
- Patricia Harvey, GISP Conversion Team Expert
- Martin Jank Conversion Team Expert
- Mike Mohrhauser, GISP CAMA Integration Expert
- Keri Brennan, GISP Training Expert
- Joel Prail, GISP Senior Integration Developer
- Gary Kent, PLS Professional Land Surveyor

Administrative

- Ed Yankowski Account Manager



KEY STAFF RESUMES

Jeff Corns, GISP Authorized Negotiator



BACKGROUND: Jeff will serve as the overall leader for your parcel conversion project. Jeff was selected as the project manager because of his vast experience with county Assessors, GIS, CAMA Providers and local governments. He has

provided leadership for over 60 GIS projects in Indiana, Iowa, Minnesota, South Dakota, Nebraska, Kansas and Missouri.

Jeff has worked on all levels of GIS implementation including providing clients with expertise in needs assessments & implementation plans, data conversion, project design and development, project management, software and system training, technical writing as well as client support and relations.

EDUCATION: B.S. Geography, University of Iowa

CERTIFICATIONS: Certified GIS Professional
(#00038434)

EXPERIENCE: 15 years

RELEVANT PROJECT HISTORY:

Senior Project Manager

Arkansas Centerlines (Cleveland, Desha, Calhoun and Izard)

Sarpy County, Nebraska

Shelby County, Iowa

City of Terre Haute and Vigo County, Indiana

Northwest Water & Sewer District, Ohio

Steuben County, Indiana

Hamilton Southeastern Utilities, Indiana

Scott County, Iowa

Noble County, Indiana

Mahaska County, Iowa

Hancock County, Indiana

"Jeff prepared a GIS business plan for a partner organization. I found Jeff to have the highest level of integrity and possess a superior understanding of the parcel conversion process. Jeff is highly organized and able to communicate with a diverse group of clients who possess varying degrees of expertise and responsibility. Everyone associated with our project was impressed with Jeff's leadership abilities and personable nature. I would recommend Jeff Corns to any organization wishing to employ his services."

~ Russell Gibson, Chief Information Officer – ITS/GIS
City of Fort Smith, AR

Michael Morefield Senior Project Manager



BACKGROUND: Michael will serve as the Conversion Team Leader for your project. Michael uses his sixteen years of GIS mapping experience to provide expertise in conversion of local government

information. He understands the difficulties associated with the conversion of documents that are over 100 years old and has the skills needed to support a team of conversion experts. In addition to his leadership skills Michael supports implementing and directing quality control and quality assurance programs. With an emphasis on cadastral implementation, Michael has delivered solutions for many local government organizations. Michael is a highly effective manager that motivates project teams who, as a result, consistently deliver quality data on time and within budget.

EDUCATION: Drafting, Central Nine Technical
School

EXPERIENCE: 17 years

RELEVANT PROJECT HISTORY:

Scott County, Iowa

Managed parcel conversion project for 75,000 parcels from existing plat and sections maps utilizing digital orthophotography to ensure proper placement.

Crawford County, Indiana

Served as Sr. Project Manager over parcel conversion project. Converted plat map and section map information into AutoCAD. Performed quality control checks to verify placement accuracy and ensure proper database matching was maintained. Translated files into ArcInfo coverages and shapefiles. Wrote quality procedures used to ensure proper topology and connectivity was maintained at all times during translation.

Vigo County, Indiana

Served as Project Manager over parcel conversion project for 60,000 parcels from existing plat and sections maps utilizing new color digital orthophotography to ensure proper placement. Additional layers including zoning, land use (assessment purposes), soils, etc. will be created for a complete solution for the county. All aspects from orthophoto control to GIS model and conversion was completed by The Schneider Corporation.

Vickie Phelps, GISP
Conversion Team Expert



BACKGROUND: Vickie serves as a Senior GIS Technician for The Schneider Corporation. Vickie contributes over twenty-two years of experience in the GIS, surveying and civil engineering. She has extensive expertise in providing data

conversion and database design processes for cadastral projects in both esri and AutoCAD environments. Vickie is also a Level II Certified Indiana Assessor/Appraiser and is able to understand and analyze the unique requirements of municipalities and counties.

CERTIFICATIONS: Level II Assessor/Appraiser #2432
Certified GIS Professional
(#00025636)

EXPERIENCE: 22 years

RELEVANT PROJECT HISTORY:

Scott County, Iowa

Team Leader for Scott County's cadastral conversion project. Responsible for a team of technicians maintaining schedules, status reports, and communication between team and project manager, during the parcel conversion phase. Digitized parcels using tax maps, plats, and deeds. Performed quality control on all delivery data sets prior to handing them to the project manager. Communicated with the client through the project desktop problem resolution application to resolve data discrepancies with the sources. Provided the project manager timely communication regarding the progress of the project.

LaGrange County, Indiana

In addition the countywide parcel conversion effort, Vickie designed and managed the creation of the land use layer in the county's GIS for the County Assessor, used for a more accurate determination of the agricultural assessment.

Morrison County, Minnesota

Team Leader for cadastral conversion project for Morrison County. Created a section corner certificates point layer and hyperlinked scanned section corners to the points. Helped create the methodology for using the county's internet web-x site that contained the plats and deeds. Maintained regular contact with the client via the project desktop's problem resolution application and with regular phone calls. Performed quality control on all data sets prior to delivery to the project manager. Trained client on maintenance of parcel data and made herself available to help answer any questions.

Patricia Harvey, GISP
Conversion Team Expert



BACKGROUND: Pat has played a key role in several large conversion projects by delivering processes that have reduced data conversion time by over 50 percent. In the GIS industry for more than 19

years, she is well versed in providing expertise in the delivery of municipal and county agencies GIS. In coordinating data conversion, Pat is instrumental in ensuring consistent and efficient workflow throughout the process, controlling the quality of data, and managing project database information.

CERTIFICATIONS: Certified GIS Professional
(#00049077)

EXPERIENCE: 22 years

RELEVANT PROJECT HISTORY:

Custer County, South Dakota

Team Leader for the Custer County, South Dakota cadastral project. Managed a team of technicians to convert parcel data from plats, legal deeds and AutoCAD drawings. Created parcels, lots, blocks, subdivisions, and corporate limit polygons. Parcel conversion was complex, as the county had many elevation changes and parcels had to be created to reflect the elevation change. Also had parcels known as "patented land" along the river that needed to be created while meeting certain specifications. Spoke with the client on a regular basis to help them with their review of the data and also helped them learn how to update their parcel data as new splits were received.

Cass County, Illinois

Team Leader for the Cass County, IL cadastral conversion project. Managed a team of technicians to convert parcel data from plats and legal deeds. The team used a variety of methods to create the parcel data from COGO to best fit methodologies. Responsible for meeting timelines, providing project information to the project manager, and quality control. Travelled to client site and remained onsite past completion to help the client research parcels.

Martin Jank
Conversion Team Expert



BACKGROUND: Marty has a vast range of experience in working with local government data conversion and client support. Marty works daily with communities all over the region supporting ongoing GIS needs. He has comprehensive understanding for Assessor office and local government needs, and will build a GIS that reflects the community needs. Reading and interpreting legal descriptions, land surveys, parcel maps and plats are tasks Marty completes with nearly every project he works on.

EDUCATION: BS, Geography, Ball State University
EXPERIENCE: 8 years

RELEVANT PROJECT HISTORY:

Arkansas Centerlines (Cleveland, Desha, Calhoun and Izard)
Countywide address ranging project to assign address ranges to newly created road centerlines. Address grid development based on specifications set forth by each individual county. In addition, address sites were created, attributed and adjusted to reflect the addressing grid. Also, created were emergency service zones to reflect the addressing grid and address site locations.

Adams County, Indiana

Cadastral conversion and E911 project development. Cadastral Conversion included the conversion from AutoCAD to esri format followed by the E911 phase which included: creation of road centerlines and address ranges, site and address location, and field verification of roads and addresses.

Benton County, Iowa

Cadastral conversion project that included realignment of existing data, comparison of existing address ranges to parcel address information, and comparison of address ranges and ESZ to MSAG.

Cass County, Illinois

The project included creation of road centerlines with classifications and label classes using orthophotography and county road maps for reference.

Mike Mohrhauser, GISP
CAMA Integration Expert



BACKGROUND: Mike has over eight years experience with GIS analysis, software development, and system implementation. Mike has extensive experience developing web-enabled GIS solutions for several clients throughout the Midwest. Mike also works closely with clients to provide technical expertise for GIS integration into current CAMA and administration systems. Mike manages development of new software products, web solutions, and custom applications.

EDUCATION: BS, Geography, Northwest Missouri State

CERTIFICATIONS: Certified GIS Professional (#00058034)

EXPERIENCE: 8 years

RELEVANT PROJECT HISTORY:

CAMA Systems Integration with GIS

Worked with CAMA systems vendors to develop seamless integration of parcel CAMA information with geographic features throughout the Midwest. Instructional presentations to assessment officials to demonstrate the GIS capabilities of analyzing CAMA information geographically.

Schneider's Product Manager

Product research, workflow design, and client implementation of Schneider's geogear™ tools such as our assessment toolset for users in ArcGIS that assigns values to agricultural land based on soil productivity, land use, and ownership. Applied extensive research in agricultural land valuation methods to assist the development of solutions for counties in Iowa, Illinois, Minnesota, Missouri, and South Dakota.

Keri Brennan, GISP
Training Expert



BACKGROUND: Keri has served as GIS Education Program Manager with The Schneider Corporation for 11 years and delivers more than 19 years of experience in the GIS industry. As an expert GIS instructor, Keri is excellent at

providing technical support and custom designed applications to clients.

EDUCATION: BA, Geography, Laurentian University, Sudbury, Ontario, Canada
CERTIFICATIONS: Certified GIS Professional (#00074741)
EXPERIENCE: 19 years

RELEVANT PROJECT HISTORY:

GIS Training Expert – Keri has trained hundreds of people on GIS. Utilizing our mobile training lab, Keri is able to go onsite to support client training needs. She also understands everything needed to use GIS tools in text books. Therefore, she routinely does hands-on side-by-side training and support. Keri's goal is to develop fully functional GIS users by passing as much knowledge as she can to the student.

Cottonwood County, Minnesota

Responsible for GIS training and development within the county and implementation of workflow for enterprise GIS within all county offices. Provided client contact consulting as needed

Indianapolis, Indiana

Responsible for providing guidance and technical support and direction for implementation of a statewide enterprise GIS system for INDOT. Designed and developed quality assurance and quality control (QA/QC) programs and oversaw the QA/QC activities associated with this project.

Cass County, Missouri

Responsible for GIS training and development within the county and implementation of workflow for enterprise GIS within all county offices. Provided client contact consulting as needed.

Joel Prail, GISP
Senior Integration Developer



BACKGROUND: Joel's extensive background allows him to evaluate situations and design processes that are user friendly and streamline workflow. Joel initiated our GIS software development efforts back in the days of

Atlas DOS and has been the key team member in migrating them through Avenue to the current ArcObjects. As an esri developer, Joel specializes in combining his thorough understanding of GIS technology and theory with his knowledge of local government land records, public safety, and public works. He delivers data distribution solutions through the development of interactive information portals in addition to customized applications and migration processes. Joel's unparalleled knowledge of esri and CAMA products enables him to provide industry leading solutions that reduce work effort and costs while enhancing the decision making process.

EDUCATION: BS, Computer Engineering, Iowa State University
CERTIFICATIONS: Certified GIS Professional (#00035745)
EXPERIENCE: 17 years

RELEVANT PROJECT HISTORY:

Beacon™ (web portals for government information)
Developed features like search pages, property sketches and photos, ownership/taxation/valuation reports, appraisal reports, property comparison searches, and map viewer for over 100 sites. These sites rely on ASP.Net, SQL Server, ArcGIS Server, and numerous other technologies.

Geogear™ Editor and Navigator

Developed an extensive set of navigation, query, coordinate geometry editing, polygon splitting, and printing tools. Originally developed with Avenue, later migrated to ArcObjects the current toolset enhances the ArcMap interface and is built to integrate with ArcView, ArcEditor, or ArcInfo.

Geogear™ Agland Assessment

Developed tools for both ArcView 3.x and ArcGIS 8.x/9.x to value agricultural land based on soil productivity, land use, and ownership. Also developed programs to provide data collection, conversion, and analysis capability in an AtlasGIS environment.

Gary Kent, PLS
Professional Land Surveyor



BACKGROUND: Gary has over 30 years of surveying experience and has been with The Schneider Corporation for 27 years. He currently serves as Director, Integrated Services. Gary is a National Speaker and educator that has completed numerous boundary surveys, topographic surveys, construction surveys, prepared numerous legal descriptions, 3-D aerial and subterranean easements.

EDUCATION: BS, Land Surveying, Purdue University
REGISTRATIONS: Registered Land Surveyor
EXPERIENCE: 35 years

Ed Yankowski
Account Manager



BACKGROUND: Ed has over eight years' experience working with state and local government understanding their needs for efficiency through the use of technology. Ed will serve as your account manager. He understands that clear communication with the many different offices and people in each county and across the state is critical in large projects. Ed's job is to ensure client expectations are identified and met.

EDUCATION: BS, Business Management, University of Connecticut
EXPERIENCE: 8 years

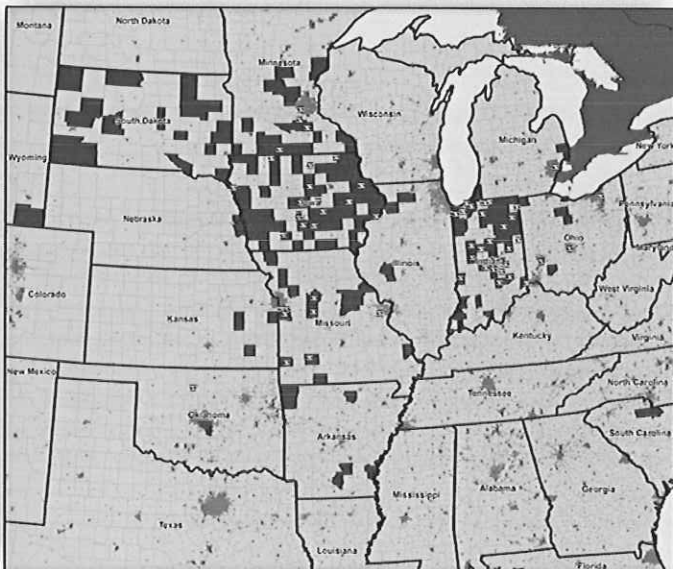
"The staff is very knowledgeable in all aspects of GIS....The Schneider Corporation has exceeded our expectations greatly. The saying "The sky is the limit" fits Schneider perfectly. They have made the transition over to the GIS, for my staff and me, almost effortlessly."

~ Donna Prior, County Assessor
Pike County, Missouri

FIRM OVERVIEW

Since our founding in 1962, The Schneider Corporation has cultivated successful client partnerships and has grown its service base to meet the needs of clients for over 50 years. We are a GIS, Engineering, and Survey firm specializing in land records, infrastructure management, and public safety.

Our experience with GIS and mapping products allows us to provide you with a tailored, familiar, and open solution. As a leader in delivering advanced technology, we develop and implement solutions designed to enhance local government. These solutions focus on organizing and analyzing geographic information that is constantly evolving to meet the changing needs of government agencies, private industries, and technology.



We consider our greatest strength our ability to understand our client's requirements and analyze multiple implementation solutions to formulate one that balances GIS functionality, existing client hardware and software assets, while considering the future of GIS technology. The end result is a cost-effective solution that drastically reduces GIS implementation time, empowers decision-making-processes, and provides future growth into more functionality.

As technology changes and GIS requirements mature, The Schneider Corporation is leading the way as an innovative solutions provider. We are already delivering data for the next GIS plateau by providing solutions that assist local government in addressing business drivers, like economic development and homeland security. By delivering advanced GIS services that include land record management, drainage assessment, agricultural land assessment, and public access tools, we provide highly flexible and powerful decision-support systems that empower our clients with information necessary to make business decisions quickly and effectively.



INVESTMENT OPTIONS

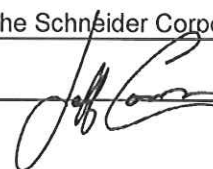
If you are looking for the absolute lowest cost per parcel for this project then The Schneider Corporation is not your firm. If you are looking for the best value, with a balanced cost with a highly accurate digital deliverable that can be maintained in the future, we are the company that you are looking for.

Because the original document and answers state multiple times that this project is for Mingo County only, we have not provided pricing for the additional counties. Without having a full understanding of the source data for each of the other counties it is unrealistic for us to commit to a cost with so many unknowns. Without further information or assumptions on the source data, we do not want to commit to a price per parcel for a GIS database conversion in these additional counties.

COUNTY	Digital Tax Parcel Polygon Data	Cost	Finished Tax Map Publication	Cost
BRAXTON	16,439		277	
CALHOUN	8,766		149	
GRANT	12,172		260	
HARDY	14,655		298	
JACKSON	19,474		322	
LEWIS	15,223		231	
LINCOLN	17,029		264	
LOGAN	29,212		399	
MCDOWELL	31,020		535	
MINGO	25,986	\$340,008	369	\$1,476
MONONGALIA	49,865		638	
MONROE	13,483		255	
ROANE	14,521		241	
TYLER	8,994		149	
WEBSTER	10,765		251	
Total	287,604		4638	
	Total Cost	\$340,008	Total Cost	\$1,476

Phone # & Fax #	Email address	Date	Vendor's name & signature
866.973.7100 x 7272 317.826.7260	jcorns@schneidercorp.com	7/17/2012	The Schneider Corporation

Signed: _____



The pricing above is in direct response to the stated RFP #TAX12007. Schneider would be happy to discuss alternative approaches similar to what we are completing for the State of Arkansas, which resulted in a ~ \$4.00 per parcel price.

SERVICE AFTER THE SALE

The Schneider Corporation commitment to the State of West Virginia and Mingo County extends well beyond the initial conversion of parcel data. We are offering to assist with ongoing parcel maintenance and establishing a web presence through our Beacon™ application.

Parcel maintenance can be difficult to maintain without consistent and proper training; however, with many communities requiring higher service levels with fewer resources. We offer our clients an affordable way to continue developing their GIS with minimal cost. Typically, the investment of parcel maintenance is a per unit basis. We will maintain the parcels and other cadastral data layer for the community requiring minimal changes to daily workloads. The maintenance schedule is driven by our client, as to the frequency of the updates needed; the information is then sent to Schneider to complete. Quick, easy and affordable!

"Service after the sale makes Schneider Corporation the leader in the GIS community"

~ James Theisen, Technology Director
Pettis County, Missouri

"I've never worked with a group of people that I felt gave better service or were more responsive than the Schneider Corp staff. We've been with them for years & they've always been great to work with. They have the expertise to setup and modify our database to deliver just what we and our subscribers need. We've always had good comments from the public about our website. I would be comfortable recommending them to any of our counties."

~ Stephanie O'Dell, County Appraiser
Miami County, Kansas

As updates are made to the cadastral data layers our clients are able to review the changes using our state-of-the-art Beacon™ solution. Beacon™ is our premier online courthouse solutions providing the data to Mingo County and their constituents. Our clients appreciate that all the website set-up, development, hosting and maintenance tasks are handled by Schneider, so there is no need to purchase additional equipment or require additional training. They trust Beacon™ because it has been adopted by over 200 communities in 11 states.

This proposal and the pricing associated with it deals with only the scope of the original bid, which is the digital conversion of the Mingo County tax maps. We feel that our initial conversion work in addition to our plan of ongoing maintenance and distribution of parcel information will help Mingo County do more with less and truly maximize the return on the your investment.

We have several investment options that combine support, ongoing training, hosting and parcel maintenance to discuss if this decision is made.

WORKERS COMPENSATION CERTIFICATE

Please see attached document.

DATE (MM/DD/YYYY)
 11/07/2011

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.

IMPORTANT: If the certificate holder is an ADDITIONAL INSURED, the policy(ies) must be endorsed. If SUBROGATION IS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).

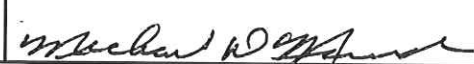
PRODUCER MJ Insurance, Inc. PO Box 50435 Indianapolis, IN 46250-0435 317 805-7500	CONTACT NAME: Kelly Saffell PHONE (A/C, No, Ext): 317 805-7500 E-MAIL ADDRESS: kelly_saffell@mjinsurance.com PRODUCER CUSTOMER ID #:	FAX (A/C, No): 3178057515
	INSURER(S) AFFORDING COVERAGE	
INSURED The Schneider Corporation 8901 Otis Avenue Indianapolis, IN 46216	INSURER A : Amerisure Insurance Company	NAIC # 19488
	INSURER B : Amerisure Mutual Insurance Co.	23396
	INSURER C :	
	INSURER D :	
	INSURER E :	
	INSURER F :	

COVERAGES CERTIFICATE NUMBER: REVISION NUMBER:

THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

INSR LTR	TYPE OF INSURANCE	ADDL SUBR INSR WVD	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS
A	GENERAL LIABILITY <input checked="" type="checkbox"/> COMMERCIAL GENERAL LIABILITY CLAIMS-MADE <input type="checkbox"/> OCCUR <input checked="" type="checkbox"/> GEN'L AGGREGATE LIMIT APPLIES PER: <input checked="" type="checkbox"/> POLICY <input checked="" type="checkbox"/> PROJECT <input checked="" type="checkbox"/> LOC		CPP1382970510	11/01/2011	11/01/2012	EACH OCCURRENCE \$1,000,000 DAMAGE TO RENTED PREMISES (Ea occurrence) \$100,000 MED EXP (Any one person) \$5,000 PERSONAL & ADV INJURY \$1,000,000 GENERAL AGGREGATE \$2,000,000 PRODUCTS - COMPI/OP AGG \$2,000,000
A	AUTOMOBILE LIABILITY <input checked="" type="checkbox"/> ANY AUTO <input type="checkbox"/> ALL OWNED AUTOS <input type="checkbox"/> SCHEDULED AUTOS <input checked="" type="checkbox"/> HIRED AUTOS <input checked="" type="checkbox"/> NON-OWNED AUTOS <input checked="" type="checkbox"/> PHYSICAL DAMAGE		CA1382974	11/01/2011	11/01/2012	COMBINED SINGLE LIMIT (Ea accident) \$1,000,000 BODILY INJURY (Per person) \$ BODILY INJURY (Per accident) \$ PROPERTY DAMAGE (Per accident) \$ \$500 COMP DED \$1,000 COLL DED
B	<input checked="" type="checkbox"/> UMBRELLA LIAB <input checked="" type="checkbox"/> OCCUR <input type="checkbox"/> EXCESS LIAB <input type="checkbox"/> CLAIMS-MADE DEDUCTIBLE <input checked="" type="checkbox"/> RETENTION \$ 0		CU1382976	11/01/2011	11/01/2012	EACH OCCURRENCE \$5,000,000 AGGREGATE \$5,000,000 \$ \$
A	WORKERS COMPENSATION AND EMPLOYERS' LIABILITY ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? (Mandatory in NH) If yes, describe under DESCRIPTION OF OPERATIONS below	Y/N N N/A	WC2065367 3A-IN,NC,SC,MI 3C-OTHER STATES INS EXCL ME,ND,OH,WA,WY	11/01/2011	11/01/2012	<input checked="" type="checkbox"/> WC STATUTORY LIMITS <input type="checkbox"/> OTHER E.L. EACH ACCIDENT \$1,000,000 E.L. DISEASE - EA EMPLOYEE \$1,000,000 E.L. DISEASE - POLICY LIMIT \$1,000,000

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (Attach ACORD 101, Additional Remarks Schedule, if more space is required)

CERTIFICATE HOLDER .SPECIMEN	CANCELLATION SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS.
	AUTHORIZED REPRESENTATIVE 

CERTIFICATION AND SIGNATURE PAGE

By signing below, I certify that I have reviewed this Solicitation in its entirety; understand the requirements, terms and conditions, and other information contained herein; that I am submitting this bid or proposal for review and consideration; that I am authorized by the bidder to execute this bid or any documents related thereto on bidder's behalf; that I am authorized to bind the bidder in a contractual relationship; and that to the best of my knowledge, the bidder has properly registered with any State agency that may require registration.

The Schneider Corporation

(Company)

Jeff Coons, VICE PRESIDENT

(Representative Name, Title)

866.973.7100 / 317.826.7260

(Contact Phone/Fax Number)

July 16, 2012

(Date)

ADDENDUM ACKNOWLEDGEMENT FORM
SOLICITATION NO.: TAXI2007

Instructions: Please acknowledge receipt of all addenda issued with this solicitation by completing this addendum acknowledgment form. Check the box next to each addendum received and sign below. Failure to acknowledge addenda may result in bid disqualification.

Acknowledgment: I hereby acknowledge receipt of the following addenda and have made the necessary revisions to my proposal, plans and/or specification, etc.

Addendum Numbers Received:

(Check the box next to each addendum received)

- | | |
|--|--|
| <input checked="" type="checkbox"/> Addendum No. 1 | <input type="checkbox"/> Addendum No. 6 |
| <input type="checkbox"/> Addendum No. 2 | <input type="checkbox"/> Addendum No. 7 |
| <input type="checkbox"/> Addendum No. 3 | <input type="checkbox"/> Addendum No. 8 |
| <input type="checkbox"/> Addendum No. 4 | <input type="checkbox"/> Addendum No. 9 |
| <input type="checkbox"/> Addendum No. 5 | <input type="checkbox"/> Addendum No. 10 |

I understand that failure to confirm the receipt of addenda may be cause for rejection of this bid. I further understand that that any verbal representation made or assumed to be made during any oral discussion held between Vendor's representatives and any state personnel is not binding. Only the information issued in writing and added to the specifications by an official addendum is binding.

The Schneider Corporation
 Company
Jeffery G. Schneider
 Authorized Signature
July 16, 2012
 Date

NOTE: This addendum acknowledgment should be submitted with the bid to expedite document processing.

State of West Virginia
VENDOR PREFERENCE CERTIFICATE

Certification and application* is hereby made for Preference in accordance with *West Virginia Code*, §5A-3-37. (Does not apply to construction contracts). *West Virginia Code*, §5A-3-37, provides an opportunity for qualifying vendors to request (at the time of bid) preference for their residency status. Such preference is an evaluation method only and will be applied only to the cost bid in accordance with the *West Virginia Code*. This certificate for application is to be used to request such preference. The Purchasing Division will make the determination of the Resident Vendor Preference, if applicable.

- 1A **Application is made for 2.5% resident vendor preference for the reason checked:**
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,**
- 1A Bidder is a partnership, association or corporation resident vendor and 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 80% of the ownership interest of Bidder is held by another individual, partnership, association or corporation resident vendor 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,**
- 1A Bidder is a 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; **or,**
- 2A **Application is made for 2.5% resident vendor preference for the reason checked:**
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,**
- 3A **Application is made for 2.5% resident vendor preference for the reason checked:**
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 75% of the employees or Bidder's 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; **or,**
- 4A **Application is made for 5% resident vendor preference for the reason checked:**
Bidder meets either the requirement of both subdivisions (1) and (2) or subdivision (1) and (3) as stated above; **or,**
- 5A **Application is made for 3.5% resident vendor preference who is a veteran for the reason checked:**
Bidder is an individual resident vendor who is a veteran of the United States armed forces, the reserves or the National Guard and has resided in West Virginia continuously for the four years immediately preceding the date on which the bid is submitted; **or,**
- 6A **Application is made for 3.5% resident vendor preference who is a veteran for the reason checked:**
Bidder is a resident vendor who is a veteran of the United States armed forces, the reserves or the National Guard, if, for purposes of producing or distributing the commodities or completing the project which is the subject of the vendor's bid and continuously over the entire term of the project, on average at least seventy-five percent of the vendor's employees are residents of West Virginia who have resided in the state continuously for the two immediately preceding years.

Bidder understands if the Secretary of 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) reject the bid; 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.

By submission of this certificate, Bidder agrees to disclose any reasonably requested information to the Purchasing Division and authorizes the Department of 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.

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.

Bidder: The Schneider Corporation Signed: [Signature]
Date: July 16, 2012 Title: VICE PRESIDENT

*Check any combination of preference consideration(s) indicated above, which you are entitled to receive.

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 exceed 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 SIGNATUREVendor's Name: The Schnaider CorporationAuthorized Signature: [Signature] Date: July 16, 2012State of IndianaCounty of Manion, to-wit:Taken, subscribed, and sworn to before me this 16 day of July, 2012My Commission expires 6-18-16, 20 .

AFFIX SEAL HERE

NOTARY PUBLIC [Signature]