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WV Purchasing Division

ESCHEATMENT EXPERTISE CONSULTING SERVICES

FACSIMILE COVER SHEET

Date: June 8, 2017

- TO: Tara Lyle, Buyer Supervisor West Virginia Purchasing Division

- FAX NUMBER: 304-558-3970

- FROM: Oliver Olanoff, COO and General Counsel, EECS LLC

- Number of Pages (Including Cover Page): 19

- Sender Contact Telephone Number: 646-589-7640

- Comments:

Enclosed herewith is the response of EECS LLC to CRFQ
STO1700000006, entitled "Professional Auditing Services for
UP".

EECS LLC

**Response to CRFQ STO 1700000006
Professional Auditing Services**

Prepared for :

**State of West Virginia
State Treasurer's Office (STO)**



June 8, 2017

Prepared by:

EECS LLC

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EECS – State of West Virginia
CRFQ Number: STO 170000006

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1.0 Transmittal Letter

EECS LLC

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ESCHEATMENT EXPERTISE CONSULTING SERVICES

June 8, 2017

Ms. Tam Lyle
Buyer Supervisor
2019 Washington Street, East
Charleston, WV 25305

Subject: EECS Response to CRFQ STO 1700000006 Professional Auditing Services

Dear Ms. Lyle:

EECS LLC ("EECS") is pleased to submit the enclosed proposal in response to CRFQ STO 1700000006 for the State of West Virginia, State Treasurer's Office (the "STO"). As discussed in detail in the following proposal, EECS believes that its expertise in abandoned property and escheatment, as well as in holder operations and audits, together with its use of proprietary auditing tools, uniquely positions EECS to provide superior audit outcomes on behalf of the STO as it has for other client states. EECS is prepared to furnish all supervision, labor, materials, and other resources necessary to satisfy Section 4.1 of the CRFQ, Mandatory Contract Services Requirements and Deliverables.

EECS was founded in 2011 by experts in unclaimed property, escheatment, and holder examinations. The Company was formed to provide state governments with a faster, more reliable, and cost-efficient means to complete unclaimed property audits while capturing a larger share of undetected holder escheatment obligations under statutory law. Immediately after securing its first state contracts, EECS began conducting unclaimed property audits and in a short period, these audits have resulted in the identification of tens of millions of dollars of past due unclaimed property for the contracting states. Currently, we have numerous state contracts and many complete and active unclaimed property examinations.

EECS believes that it is highly qualified to provide unclaimed property audit services to West Virginia because it has improved upon the prevailing methodology for unclaimed property audits for the benefit of both state governments and holders. EECS avoids the highly labor-intensive and time consuming process involved with the in-person examination of sample records that are then used to estimate and extrapolate a holder's undetected escheatment obligations – a process that often causes unnecessary delay and contentiousness. In contrast, the EECS solution uses proprietary technology for audit analysis. This allows EECS to review the targeted set of potentially escheatable account records easily and securely, rather than relying on

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just a sample. Our proprietary application calculates undetected holder escheatment obligations quickly and accurately using algorithms refined through years of escheatment expertise. Our process reduces the burden and inconvenience on holders as it, among other advantages, minimizes the number of accounts requiring more labor-intensive analysis. Additionally, EECS's examinations result in the identification of the names and addresses associated with the escheatment-ready property, which will enhance West Virginia's goals of reuniting unclaimed property with its rightful owners.

EECS's methodologies have earned it positive feedback from the holder community. To date, its audit findings have never been disputed by a holder and holders have reported that EECS's audits are highly informative and conducted in a highly professional manner. EECS takes this feedback very seriously. It understands that representing state governments is a great privilege that should not be taken for granted.

The EECS team is headed by COO and General Counsel Oliver Olanoff and Senior Consultant and Unclaimed Property Audit Expert, William Slade. Mr. Olanoff has over 11 years of legal experience, but now works exclusively on unclaimed property examinations on behalf of state governments and is deeply familiar with all aspects of such examinations. Mr. Slade is an undisputed leader in the representation of state governments in the unclaimed property auditing space. Over the course of his career, he has presided over forty-nine state contracts and their successful renewals and has served as the Chairman and Director of the National Association of State Treasurers Corporate Affiliate Board.

EECS is confident that its selection will enable the State of West Virginia State Treasurer's Office to collect a greater amount of undetected escheatment-ready property more quickly than it would realize through providers who rely on more traditional auditing techniques to calculate estimated or extrapolated escheatment obligations.

Thank you for your consideration.

Respectfully yours,



Oliver Olanoff
COO and General Counsel
EECS LLC

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2.0 Executive Summary

EECS combines decades of experience in unclaimed property record analysis and a deep understanding of holder operations and audits, with its use of proprietary auditing tools to provide superior audit outcomes for states – and does so at highly competitive rates. We have demonstrated the value of our proprietary approach, recovering significant volumes of unclaimed property on behalf of state governments.

Founded in 2011 by experts in unclaimed property, escheatment, and holder examinations, EECS was created to provide state governments with a faster, more reliable, and cost-efficient means by which to complete unclaimed property audits and to capture a larger share of undetected holder escheatment obligations under statutory law. Shortly after securing its first state contracts, EECS began conducting unclaimed property examinations, delivering significant amounts of past due unclaimed property for the contracting states. Since that time, EECS has secured several additional contracts and it now has active or pending contracts with numerous states, in addition to completed audits.

EECS has improved upon the prevailing methodology for unclaimed property audits for the benefit of both state governments and holders. Many providers today use a highly labor-intensive and time-consuming process involving in-person examination of sample records that are then used to estimate and extrapolate a holder’s undetected escheatment obligations – a process that can often cause unnecessary delay, contentiousness, and potentially costly litigation.

The EECS solution uses proprietary technology for audit analysis paired with a complete commitment to professionalism. This allows EECS to review the targeted set of potentially escheatable property records easily and securely rather than simply relying on a sample. Our proprietary application calculates undetected holder escheatment obligations quickly and accurately using methodologies refined through years of escheatment expertise. Our process reduces the burden and inconvenience on holders as it, among other advantages, minimizes the number of records requiring more labor-intensive analysis. EECS’s approach broadly tests a holder’s unclaimed property detection systems, while remaining less burdensome than other vendors.

Additionally, EECS’s examinations result in the identification of the names and addresses associated with the escheatment-ready property, which contributes to each state’s goals of reuniting unclaimed property with its rightful owners. Having already completed many audits, EECS is also highly skilled in the process of reconciling unclaimed property, taking custody of that property (or otherwise facilitating escheatment to the state) and properly documenting each instance of unclaimed property in a NAUPA-compliant format to be submitted to the state.

Distinguishing Characteristics of EECS Audit Approach

- EECS does not use estimation or extrapolation, but actual data
- > More accurate
- > More assets returned to states
- > Holders prefer use of actual data
- EECS provides owner names and addresses to states to facilitate return of property to owners

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EECS is also highly committed to professionalism, which includes balancing the proper representation of the state and interpretation of unclaimed property statutes with the recognition that holders deserve to be treated with courtesy and respect. EECS appreciates that audits must move forward in a timely manner; therefore, we focus on finding solutions, not creating problems. We use a collaborative and non-adversarial approach for each examination. Our feedback to date indicates that this is one of the reasons we have had success.

The EECS team is headed by COO and General Counsel Oliver Olanoff, an attorney with significant experience in abandoned property matters and Senior Consultant and Unclaimed Property Audit Expert William (Bill) Slade. Mr. Olanoff has over 11 years of legal experience, including legal experience handling abandoned property matters, but now works exclusively on unclaimed property examinations on behalf of state governments and is deeply familiar with all aspects of such examinations. This past year, Mr. Olanoff attended the Uniform Law Commission's unclaimed property laws drafting session in Dallas, Texas and provided useful written work product to the NAUPA contingent representing the various states. Bill Slade is an undisputed leader in the representation of state governments in the unclaimed property auditing space, having worked for many years in a senior capacity for Xerox. Over the course of his career, he presided over forty-nine state contracts and their successful renewals and served as the Chairman and Director of the National Association of State Treasurers Corporate Affiliate Board.

We are confident that by selecting EECS, the West Virginia STO will take custody of a greater volume of undetected escheatment-ready unclaimed property, and do so more quickly than it would by relying on providers using more traditional auditing techniques that calculate estimated or extrapolated escheatment obligations.

3.0 Qualifications**3.1 Organization**

EECS LLC was incorporated in the State of Delaware on March 14, 2011. Since its incorporation, EECS's only business has been to provide unclaimed property auditing services to state governments. EECS and its professional audit team members bring the experience and specialized expertise to deliver the full scope of work required by the STO. We provide the requested corporate information below:

Firm Name: EECS LLC

Firm Address: 111 Broadway, Suite 2002, New York, NY 10006

EECS Ownership: EECS is wholly owned by Merydian LLC and R6 LLC

Name of Primary Contact: Oliver Olanoff (Contract Manager)

Title of Primary Contact: COO and General Counsel

Address of Primary Contact: 111 Broadway, Suite 2002, New York, New York 10006

Telephone Number of Primary Contact: (646) 589-7640

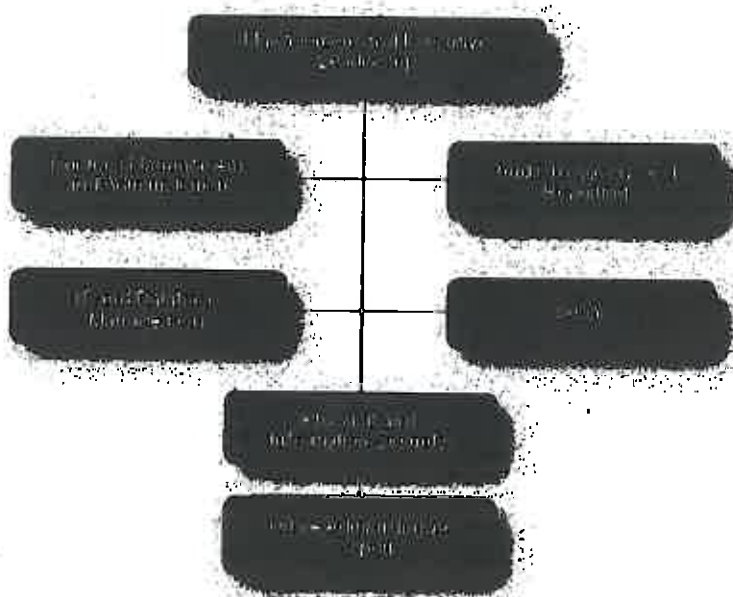
Email Address of Primary Contact: oolanoff@eeconsultingservices.com

EECS, its principals, staff and consultants have a history of experience and expertise, including audit and legal, in the field of abandoned and unclaimed property and EECS has built

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on that experience and expertise to deliver a technology-based solution that is less burdensome and more effective in identifying, auditing, collecting and recovering unclaimed property for the states where we are currently under contract and conducting unclaimed property examinations. Currently, there are eleven members of the EECS team. Our organizational structure is shown below.



The formation and evolution of EECS are summarized below.

3.1.1 Corporate History

In 2011, recognized experts in the field of abandoned property, Charles Ginsberg and Paul Goldstein assembled a group of professionals with significant experience handling abandoned property legal matters to form EECS LLC. While running previous companies, Mr. Ginsberg and Mr. Goldstein developed a proprietary, state-of-the-art research and tracking technology for identifying the owners of unclaimed property that became the foundation of the current EECS system.

The previous companies developed significant experience identifying unclaimed property and aided holders in updating their own systems for the identification of unclaimed property. The holders they represented reduced costs through improvements and maintenance. Through their work, Mr. Ginsberg and Mr. Goldstein developed a sophisticated understanding of how holders create and maintain client records and the areas where these systems were underperforming. It was this understanding that led to the creation of EECS and is one of its primary strengths.

2011. Formation of EECS. Mr. Ginsberg and Mr. Goldstein, in partnership with a group of professionals with experience handling abandoned property legal matters, formed EECS LLC.

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2014. EECS Secures First State Contracts. In 2014, EECS secured its first state contracts and conducted multiple, successful audits.

2015. EECS Continues to Conduct Successful Unclaimed Property Examinations. In 2015, EECS built upon the success it had in 2014 and continued to conduct unclaimed property examinations resulting in the return of significant amounts of unclaimed property to state governments and securing contracts in additional states.

2016. EECS Adds Contracts with Additional States. In 2016, EECS secured contracts to conduct unclaimed property examinations with several additional states and continued to conduct successful unclaimed property examinations.

2017: EECS Continues Its Successful Operations. 2017 has brought the initiation of several new examinations for EECS with many other examinations in progress. EECS is also poised to add additional state contracts to its existing group.

EECS's approach, which combines: (1) depth and breadth of expertise in unclaimed property auditing and law; (2) proprietary technology making audits more comprehensive and effective; and (3) staff that is highly committed to professionalism; has resonated with states seeking unclaimed property audit and recovery services. We effectively balance the proper representation of states and interpretation of unclaimed property statutes with the recognition that holders deserve to be treated with courtesy and respect. EECS's focus on finding solutions, not creating problems ensures that audits move forward in a timely manner using a collaborative and non-adversarial approach for each examination. Feedback both from contracting states and holders to date has been overwhelmingly positive.

3.2 Licenses

EECS LLC was incorporated in Delaware, and is in good standing with all applicable regulatory and government entities. Attached as Appendix A is a certificate from Delaware showing that EECS LLC is currently in good standing in the state of Delaware.

3.3 Location

EECS LLC is headquartered at 111 Broadway, Suite 2002, New York, NY 10006. EECS LLC also maintains an office at 8 Wright Street, Suite 107, Westport, CT 06880 where some of its operations are conducted. All assets and data relating to the STO will be maintained within the United States as required. The physical location where EECS conducts business is Class A Commercial Office Space. The tenants of the building other than EECS are other businesses. The office space has manned front entrance security during business hours. After hours, the main entrance to the offices is locked and only accessible by key card. The specific offices of EECS personnel are locked and only accessible with key access.

3.4 Quality Control Review Litigation

EECS provides quality audits in accordance with applicable auditing standards. Given the automated nature of EECS's proprietary auditing methodology, it does not face many of the difficulties presented by traditional auditing procedures, and can more effectively maintain

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quality control mechanisms. Moreover, since the value of the abandoned property collected from the holder is tabulated by computer, the likelihood that EECS will accurately report a holder's past due unclaimed property escheatment obligations is much higher than through other auditing methods. Of course, EECS quality checks the results of its holder examinations during the manual portion of its review. During this manual check, EECS closely reviews the records identified through the use of its automated system (and any additional property that flows from this initial query) to ensure that all property identified is properly categorized as either escheatment-ready or appropriately in the custody of the holder.

Another internal measure used by EECS to ensure accuracy is the real-time update of its working papers. EECS maintains meticulously organized working papers to ensure that the analysis of each property record is documented properly. To further that goal, EECS employs a regimented system for the analysis of each potential unclaimed property record and all substantive communications with the holder. This system includes the documentation through a detailed communication log of all correspondence whether written or oral with the holder. Working papers are regularly updated through the course of each audit to ensure maximum accuracy. EECS has found that the process of updating working papers in real time provides an important quality control check on the accuracy of the audit. EECS's procedures and quality control policies have led to no disputed audit findings to date and EECS has not been involved in any litigation over the period of its existence.

3.5 References

The following references are from state authorities for whom EECS has been providing services similar in scope and complexity as the services sought by the State of West Virginia STO.

<p>Tennessee Department of Treasury (EECS LLC has been under contract with the Tennessee DOT as an unclaimed property contract auditor from September 2015-Present)</p>	<p>Kellie Williamson Unclaimed Property Division Manager Phone: 615-253-5342 Kellie.Williamson@tn.gov Tennessee Treasury Department 15th Floor, Andrew Jackson State Office Building Nashville, TN 37243-0203</p>
<p>State of Florida Department of Financial Services (EECS has been under contract with the Florida DFS as an unclaimed property contract auditor from May 2014-Present)</p>	<p>Theodore "Barry" Williams Unclaimed Property Administrator Phone: (904) 485-9541 Theodore.Williams@myfloridacfo.com State of Florida Department of Financial Services 200 East Gaines Street Tallahassee, FL 32399</p>
<p>Arizona Department of Revenue (EECS has been under contract with the Arizona DOR as an unclaimed property contract auditor from July 2015-Present)</p>	<p>Joshua Joyce Unclaimed Property Administrator Phone: 602-716-6033 jjoyce@azdor.gov State of Arizona, Department of Revenue 1600 W. Monroe Division Code: 10 Phoenix, AZ 85007</p>

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Since its incorporation in 2011, EECS's only business has been to provide unclaimed property auditing services to state governments. EECS began conducting audits for state governments in February 2014, meeting the requirement that bidders have been conducting audits for at least 3 years. EECS and its professional audit team members bring the experience and specialized expertise to deliver the full scope of work required by the STO.

EECS, its principals, staff and consultants have a history of experience and expertise, including audit and legal in the field of abandoned and unclaimed property and EECS has built on that experience and expertise to deliver a technology-based solution that is less burdensome and more effective in identifying, auditing, collecting and recovering unclaimed property for the states where we are currently under contract and conducting unclaimed property examinations

EECS LLC brings together several decades of experience in the review and examination of unclaimed property records with business acumen, offering a proprietary solution that provides better and faster results for states in identifying escheatment-ready assets that is less disruptive to holders than other methodologies. Our audit process has demonstrated significant advantages over traditional audit methods.

3.6.a Process Overview

All state governments have unclaimed property statutes that require holders to escheat statutorily abandoned property pending the return of the unclaimed property to its rightful legal owners or their heirs. State agencies, either directly or through contracting vendors, conduct periodic audits of holder institutions to determine whether the assets that qualify for escheatment to the state are in fact identified and transferred in accordance with applicable statutes.

Detecting property that is out of compliance with the relevant unclaimed property laws requires intensive analysis. Standard auditing procedures can rely significantly on sampling, estimation, and extrapolation to calculate holder escheatment obligations, as a manual review of each unit of property would burden holders and be cost prohibitive for the STO. This may result in holders retaining property that should be escheated to the STO, or the escheatment of funds that cannot be tied to a specific individual or company. Moreover, the estimation/extrapolation methodology is often the source of contention between holders and auditors causing significant audit delays, possible litigation and creating additional burdens on state governments. EECS's audit methodology enables it to avoid estimation and extrapolation techniques, while accurately and thoroughly determining whether a holder is out of compliance with a given state's unclaimed property laws. Moreover, the result of EECS's examinations is a list of the names and addresses of the legal owners of the unclaimed property, which may not be attainable using less refined methods of examination. By submitting this information to the State with each unclaimed property exam, EECS can best position the State to further its goal of reuniting unclaimed property with the property's rightful owners.

3.6.b The Audit

Once EECS receives authorization to conduct a holder examination, it initiates contact with the holder to schedule the unclaimed property opening conference and to determine the appropriate person or persons at the holder institution to serve as the unclaimed property

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examination point of contact. The next step is to conduct the opening conference, which is the process by which EECS provides information regarding the examination and asks detailed questions so that it can best understand exactly how the holder institution currently handles the identification and escheatment of unclaimed property.

A core component of the EECS audit process is the education of holders in the proper interpretation of controlling unclaimed property statutes. In the early stages of an EECS examination, EECS conducts a detailed interview with representatives of the holder to understand the holder's unclaimed property practices and to assess whether their practices are consistent with the law. In our experience, the holders' understanding and application of abandoned property law varies greatly; some holders need significant guidance and training to understand how to interpret the law properly. EECS's ability to educate is a core competency given the strong legal background of several of our principals and employees, which includes experience in analyzing and interpreting unclaimed property statutes. Once we develop an understanding of the holder's practices, we explain to holders, as appropriate, how their practices are non-compliant and offer an alternative approach that complies with the law. Having undertaken audits of several companies in different states, we have the benefit of observing how different holders attempt to comply with different statutory requirements, and to leverage this knowledge in educating other holders. Moreover, EECS principals, consultants and staff continually stay abreast of legal, audit, security and other issues related to the identification, audit, collection, and reporting of unclaimed property.

After conducting the opening conference, EECS sends a formal written request for documents and information. These requests are designed to hone in on potential areas of vulnerability and have been refined through the benefit of numerous audit responses. Indeed, through the responses to these requests, EECS can identify whether infirmities exist in the holder's systems for identifying abandoned property and can begin to classify each of the areas of non-compliance identified. EECS does not employ a one-size-fits-all approach to its examinations. The responses received from the initial requests for data and information will lead to a highly-customized set of follow up requests and analyses, much of which will be conducted using automated queries. EECS's examinations incorporate the use of proprietary database technology. In conjunction with the use of our proprietary database technology, EECS also conducts a close examination of the unclaimed property policies and procedures employed by an institution. Holders often maintain policies and procedures that are inadvertently causing unclaimed property to appear active. EECS's expertise and repeated review of policies and procedures enables the company to identify these faulty policies and procedures and bring them to the holder's attention for remediation.

Throughout the entirety of the examination process, EECS maintains robust quality controls. One of the main features employed by EECS to ensure accuracy is the real-time update and review of its working papers. EECS maintains highly organized working papers to ensure that the analysis of each property record is documented properly. To further that goal, EECS employs a regimented system for the analysis of each potential unclaimed property record and all substantive communications with the holder. This system includes the documentation through a detailed communication log of all substantive correspondence whether written or oral with the holder. Working papers are regularly updated through the course of each audit to ensure

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maximum accuracy. EECS has found that the process of updating working papers in real time provides an important quality control check on the accuracy of the audit.

Once EECS completes its review of a holder’s records it will conduct a reconciliation of the unclaimed property identified through the examination. This process prepares the unclaimed property for escheatment to the relevant state agency and relies significantly on the detailed working papers maintained by EECS over the course of each examination. After completing the reconciliation, EECS issues a Preliminary Statement of Audit Findings to the holder, reflecting EECS’s assessment of the holder’s systems for identifying, monitoring, aging and escheating unclaimed property. The Preliminary Statement of Audit Findings will also document any specific infirmities identified through the audit and whether the identified infirmities have been resolved. Finally, the Preliminary Statement of Audit Findings will make recommendations that can help the holder to be more compliant with West Virginia’s unclaimed property laws.

The final step in the audit will be to conduct the closing conference. During the closing conference, EECS ensures that all unclaimed property identified during the audit has been recorded properly and will discuss its findings with the holder. Once the audit is concluded, EECS will also confirm with the holder that all future escheatment of abandoned property should be made directly to the State without the involvement of EECS. As part of the closing process, EECS will provide the holder with instructions for transferring any unclaimed property identified during the examination, either through EECS’s designated custodian, Wilmington Trust, N.A. or directly to the State, depending on the State’s preference.

3.6.c EECS innovative audit process minimizes disruption

EECS implements an auditing process that is either primarily or entirely performed away from the holder’s facilities to minimize disruption. EECS recognizes that holder personnel are extremely busy and the added burden of an unclaimed property examination should be minimized wherever possible. To that end, EECS carefully writes its requests for information to minimize the workload placed on the holder while balancing the need to conduct a thorough and comprehensive audit. EECS’s ability to balance these important competing priorities over the course of each examination is another distinguishing characteristic held by EECS.

Figure 3.6.c-1: The STO will collect a higher percentage of escheatable assets faster by selecting the EECS solution

EECS Feature	Benefit to the STO
Multiple layers of security implemented for data exchanged	Secure protection of all holder and STO data Low risk
Automated analysis of all holder property within subset reviewed	Comprehensive and accurate No estimating or extrapolation
Audit records indexed by property holder data for analysis	Non-disputable escheatment liability based on Statute

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Accurate escheatment based on actual holder data and Statute	Decades of expertise in escheatment
Interface compatible with multiple database platforms (Oracle, DB2, Sybase, MS SQL Server)	Easy for financial institutions to transfer records in their preferred formats Deliver reports and invoices in NAUPA-compliant format

3.7 Staff Qualifications

3.7.1 Experienced Staff

EECS has a breadth and depth of experience specific to the services sought by this solicitation. The EECS team numbers 11 professionals. We propose a dedicated team that will provide not only the necessary expertise to manage the STO audits, but significant skills and expertise to support the audits and address any issues as needed. Qualifications for all EECS team members with responsibility for the conduct of STO audits are included below.

Christopher Allegaert – CEO, Unclaimed Property Legal Subject Matter Expert

Mr. Allegaert is an EECS founder and the CEO. Through Mr. Allegaert's leadership, EECS has secured sixteen state contracts and conducted multiple examinations of holder companies. Mr. Allegaert has direct experience conducting various aspects of unclaimed property exams, including reviewing holder records, interfacing with holders and drafting EECS audit work product. Mr. Allegaert brings more than 30 years of experience as a practicing attorney and as a founding partner of a mid-size law firm with offices in New York and New Jersey with a practice focused on complex civil litigation, intellectual property, commercial real estate, and trust and estate matters and Mr. Allegaert has represented a wide range of clients in banking, securities and accounting litigations, including matters involving asset recovery, abandoned property and escheatment. He brings his broad knowledge of state abandoned property statutes to the audit process, having represented heirs and other claimants in abandoned property proceedings, and litigated multiple cases in the estate administration area. As an Unclaimed Property Legal Subject Matter expert, he will be involved in the day-to-day support of audit activities for EECS and will provide specialized assistance for more complex legal issues that may emerge in the conduct of audits.

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EECS principal Oliver Olanoff is the Company's Chief Operating Officer and General Counsel. Mr. Olanoff is responsible and accountable for all contractual deliverables, including opening and closing conferences, audit reports, monthly work in progress reports, and invoicing for all EECS current state contracts. He leads EECS's engagement with holder institutions selected for audit by coordinating notifications, leading opening and closing conferences, obtaining and analyzing account information from holders, drafting EECS work products and acting as the main point of contact between EECS and the institutions. Mr. Olanoff brings more than 11 years of legal experience to EECS, two of which were specifically related to unclaimed property legal matters that are highly relevant to his work as an unclaimed property auditor, fully familiarizing him with all the elements of unclaimed property audits and unclaimed property laws. He has managed all EECS state contracts and conducted numerous unclaimed property exams.

William Slade – Senior Consultant and Unclaimed Property Audit Expert

Senior Unclaimed Property Audit Expert Bill Slade has more than 25 years of experience in the unclaimed property auditing field. Bill Slade is a pioneer and undisputed leader in the unclaimed property auditing world, having extensive experience with unclaimed property audits on behalf of state governments since 1988. Prior to his association with EECS, Mr. Slade co-founded and worked for the unclaimed property auditing firm National Abandoned Property Processing Corporation (NAPPCO), and served as its president for fifteen years. Over the course of his career, Mr. Slade has presided over forty-nine state contracts and their successful renewals. Mr. Slade has served as the Chairman and Director of the National Association of State Treasurers Corporate Affiliate Board and in recognition of the defense of states' rights, Bill was awarded the National Association of State Treasurers Corporate Affiliate of the Year award by a unanimous vote of state treasurers. Mr. Slade has been affiliated with EECS since September 2015. Up until December 2013, Mr. Slade was a senior vice president with Xerox Corporation, and a senior executive in their unclaimed property auditing division.

Sandra Fleming – Auditor/Analyst

EECS auditor-analyst Sandra Fleming conducts unclaimed property examinations for EECS. Ms. Fleming is a graduate of Wesleyan University with a degree in Economics and Mathematics. She also holds a Master's in Business Administration with a concentration in Finance and Accounting from New York University. Prior to joining EECS, she had 9 years of experience working in the financial services industry. Her extensive knowledge of financial services companies is an asset in reviewing and analyzing holder data for unclaimed property examinations. Ms. Fleming has been conducting unclaimed property audits on behalf of EECS for more than one year, meeting the West Virginia STO requirements.

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CRFQ Number: STO 1700000006**Gary Brozyna – Auditor/Analyst**

EECS auditor-Analyst Gary Brozyna conducts unclaimed property examinations for EECS. Mr. Brozyna holds a Bachelor of Science degree in Finance from Post University, and a Bachelor of Arts degree in Psychology from Eastern Connecticut State University. Prior to joining EECS, Mr. Brozyna had two years of experience working in retail banking, where he developed a strong understanding of financial institutions' operations. He now uses this background and experience in the review and analysis of Holder data for unclaimed property examinations. Mr. Brozyna has been conducting unclaimed property audits on behalf of EECS for more than one year, meeting the West Virginia STO requirements.

3.7.2 Partner and Supervisory Qualifications

The primary contacts for STO would be Oliver Olanoff, COO and General Counsel, Bill Slade, Senior Unclaimed Property Audit Expert, and Auditor/Analyst Sandra Fleming. Their qualifications are included in this proposal response. Christopher Allegaert, EECS Chief Executive Officer will also be engaged in management and supervisory functions for this contract. His qualifications are also included in Section 3.7.1 above.

3.7.3 Continuation of Quality Staff

EECS has a stable staff of professionals with extremely low turnover, however we commit to ensuring that, should replacement of personnel become necessary, any professionals hired to conduct work on STO audits will meet or exceed the qualifications and training of existing staff. EECS shall inform the STO in writing of any such personnel changes as required.

3.7.4 Subcontractors

EECS has the skill and expertise mix internally to perform all work on this contract and does not intend to use subcontractors to perform any aspect of work related to the STO audits.

3.8 Conflicts

EECS has no conflict of interest with regard to any other work performed for the State of West Virginia, the STO, or any other agency, board or commission thereof and shall not participate in any examinations in which such participation could be construed as a conflict of interest.

4.0 Mandatory Requirements

EECS is prepared to and commits to meeting all the mandatory requirements detailed in Section 4- Mandatory Requirements 4.1.1- 4.1.22. Per Section 12.1 of the RFP, EECS designates Oliver Olanoff as the Contract Manager and provides the following required information:

Contract Manager: Oliver Olanoff, Chief Operating Officer and General Counsel

Telephone Number: (646) 589-7640

Fax Number: (646) 390-1745

Email Address: oolanoff@eeconsultingservices.com

Original

EECS – State of West Virginia
CRFQ Number: STO 170000006

5.0 Additional Optional Services Which Vendor May Provide
EECS LLC respectfully declines to bid on the additional optional services.

Original
EECS – State of West Virginia
CRFQ Number: STO 1700000006

APPENDIX A

Delaware
The First State

Page 1

I, JEFFREY W. BULLOCK, SECRETARY OF STATE OF THE STATE OF DELAWARE, DO HEREBY CERTIFY "EECS LLC" IS DULY FORMED UNDER THE LAWS OF THE STATE OF DELAWARE AND IS IN GOOD STANDING AND HAS A LEGAL EXISTENCE SO FAR AS THE RECORDS OF THIS OFFICE SHOW, AS OF THE SIXTH DAY OF JUNE, A.D. 2017.

AND I DO HEREBY FURTHER CERTIFY THAT THE SAID "EECS LLC" WAS FORMED ON THE FOURTEENTH DAY OF MARCH, A.D. 2011.

AND I DO HEREBY FURTHER CERTIFY THAT THE ANNUAL TAXES HAVE BEEN PAID TO DATE.



JWB
Jeffrey W. Bullock, Secretary of State

4954120 8300
SR# 20174609151
You may verify this certificate online at corp.delaware.gov/authvar.shtml

Authentication: 202660572
Date: 06-06-17

Original

EECS - State of West Virginia
CRFQ Number: STO 1700000006

APPENDIX B

ADDENDUM ACKNOWLEDGEMENT FORM
SOLICITATION NO.: CRFQ STO1700000006

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.

EECS LLC

 Company


 Authorized Signature
 6/6/17

 Date

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