



State of West Virginia  
 Department of Administration  
 Purchasing Division  
 2019 Washington Street East  
 Post Office Box 50130  
 Charleston, WV 25305-0130

# Purchase Order

PURCHASE ORDER NO. AIRFARE14C
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CHANGE ORDER 1
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CORRECT PURCHASE ORDER NUMBER MUST APPEAR ON ALL PACKAGES, INVOICES, AND SHIPPING PAPERS. QUESTIONS CONCERNING THIS PURCHASE ORDER SHOULD BE DIRECTED TO THE BUYER AS NOTED BELOW.

INVOICE TO

ALL STATE AGENCIES  
 AND POLITICAL SUBDIVISIONS  
 VARIOUS LOCALES AS INDICATED  
 BY ORDER

## AGENCY COPY

VENDOR

\*A22102548      404-715-2701  
 DELTA AIRLINES  
 1030 DELTA BLVD  
 ATLANTA GA 30354

SHIP TO

ALL STATE AGENCIES  
 AND POLITICAL SUBDIVISIONS  
 VARIOUS LOCALES AS INDICATED  
 BY ORDER

DATE PRINTED 12/19/2013	TERMS OF SALE NET 30	FEIN/SSN 580218548	FUND
SHIP VIA BEST WAY	F.O.B DESTINATION	FREIGHT TERMS PREPAID	ACCOUNT NUMBER MUL-MUL

LINE	QUANTITY	UOP	VENDOR ITEM NO	UNIT PRICE	AMOUNT
	DELIVERY DATE	CAT. NO.	ITEM NUMBER		
	07/31/2014		962-87		
<p>DISCOUNT AIRFARE</p> <p>CHANGE ORDER #01</p> <p>THIS CHANGE ORDER IS ISSUED TO PUBLISH A LETTER OF AUTHORIZATION PER THE ATTACHED.</p> <p>ALL PROVISIONS OF THE ORIGINAL CONTRACT AND SUBSEQUENT CHANGE ORDERS NOT MODIFIED HEREIN SHALL REMAIN IN FULL FORCE AND EFFECT.</p>					

PURCHASING DIVISION  
 CERTIFIED ENCUMBERED  
 DEC 20 2013  
*Beverly Toler*

IF APPROVAL AS TO FORM IS REQUIRED BY ATTORNEY GENERAL, CHECK HERE

OPEN END

TOTAL

304-558-2596

*Dalh...*

GUY NISBET

BY

PURCHASING DIVISION AUTHORIZED SIGNATURE

APPROVED AS TO FORM BY  
 ASSISTANT ATTORNEY GENERAL

## Letter of Authorization

Request for a Joint Corporate Discount Program from Société Air France (Air France), Delta Air Lines, Inc. (Delta), KLM Royal Dutch Airlines (KLM), Aerovías de México, S.A. de C.V. (Aeromexico), Alaska Airlines, Inc. (Alaska), Alitalia-Compagnia Aerea Italiana S.p.A (Alitalia), Virgin Australia Airlines PTY LTD (Virgin Australia) and VRG Linhas Aéreas S.A. (GOL).

This letter is to confirm the State of West Virginia's (referred to herein as "we," "us" or "our") desire to be considered for a joint corporate discount program from Air France, Delta, KLM, Aeromexico, Alaska, Alitalia, Virgin Australia and GOL (the "Carriers") which may include their respective code-share partners. In making this request, we understand that:

1. We have the option of requesting separate proposals from each or any of the Carriers any time. However, we understand that during the period that the Carriers are responding to our request for a joint proposal in lieu of separate proposals from each Carrier, the Carriers will not be submitting independent competing bids to us for services exiting most countries and on most routes. We acknowledge that the Carriers may not be in a position to offer a joint proposal on certain overlapping routes. If this restriction is applicable, we acknowledge that we will be given a choice on the preferred routing to be included in the joint corporate program and also offered the opportunity to enter into a separate agreement with the omitted Carrier with regard to those routes. We also acknowledge that the Carriers will jointly manage the Carriers' agreements that result from this joint corporate discount program.
2. We will allow you access to our historical travel data, pricing data, and projections concerning our anticipated travel needs for next year to allow the Carriers' representatives including, if applicable, representatives of their respective code-share partners, to jointly analyze and confirm the advantages of a multiple carrier discount agreement. Our travel data is confidential and is provided subject to the understanding that the Carriers and, if applicable, their respective code-share partners, will maintain the confidentiality of this data and, except as required by law, regulation or judicial process, use it solely for the purpose of the administration of the Carriers' corporate programs generally, and assessing and, if appropriate, preparing a joint corporate discount proposal.
3. We confirm that the Carriers can share the terms and conditions of the existing corporate agreements between Air France, Delta, KLM, Aeromexico, Alaska, Alitalia, Virgin Australia, GOL and the State of West Virginia, if any such agreements exist, for the sole purpose of assessing and preparing a joint corporate discount proposal and that we waive confidential obligations which may be contained therein for such purpose.

STATE OF WEST VIRGINIA



By: *Michael Sheets*

Title: *Assistant Director, Purchasing Division*

Company's Headquarters Address:	Company's Principal Place of Business Address (if different):
Purchasing Division Department of Administration 2019 Washington Street East Charleston, WV 25305	<u>Company's Principal place of Business Address</u> <u>Company's Principal place of Business Address</u>