

# Vendor Communications

From prior to RFP release to deadline for receipt of proposals

## **Augustus, Staci A (DOA)**

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**From:** Sharon Callahan [SCallahan@cherryroad.com]  
**Sent:** Friday, October 15, 2010 6:32 AM  
**To:** Augustus, Staci A (DOA)  
**Cc:** Joseph Silberberg  
**Subject:** RFP 2010-0200-9388 - CherryRoad replacement CD

Dear Ms. Augustus,

As we discussed yesterday, CherryRoad Technologies Inc. ("CherryRoad") requests your assistance regarding our response to RFP 2010-0200-9388, Statewide Administrative Systems Replacement Project.

Could you please:

- replace our initial CD (delivered on 10/13) with our corrected CD (delivered on 10/14),
- repackage our corrected CD with our hard copy response, and
- dispose of our initial CD.

If you or a colleague would be so kind as to confirm the above, we would truly appreciate it.

Should you have any questions, please feel free to contact me as indicated below, or Joseph Silberberg, Manager of Public Sector Sales, at 973-541-4349 or [jsilberberg@cherryroad.com](mailto:jsilberberg@cherryroad.com).

Thank you very much in advance for your assistance.

Sincerely,

*Sharon M. Callahan*

Sharon M. Callahan  
Proposal Project Manager  
CherryRoad Technologies Inc.  
301 Gibraltar Drive, Suite 2C  
Morris Plains, NJ 07950  
732-236-9653  
[scallahan@cherryroad.com](mailto:scallahan@cherryroad.com)  
[www.cherryroad.com](http://www.cherryroad.com)

## **Augustus, Staci A (DOA)**

---

**From:** Cheung, Angela [angela.cheung@cgi.com]  
**Sent:** Tuesday, October 12, 2010 8:02 AM  
**To:** Augustus, Staci A (DOA)  
**Cc:** Witte, Greg  
**Subject:** RE: CGI Acknowledgement to Amendments for RFP 2010-0200-9388

We will absolutely include in our submission. Thank you for the confirmation.

Angela

**Angela Cheung**  
**CGI West Public Sector**  
Director, Business Development  
510.919.2350

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**From:** Augustus, Staci A (DOA) [mailto:staci.augustus@alaska.gov]  
**Sent:** Tuesday, October 12, 2010 9:01 AM  
**To:** Cheung, Angela  
**Cc:** Witte, Greg  
**Subject:** RE: CGI Acknowledgement to Amendments for RFP 2010-0200-9388

Yes, I did receive them, however, they should also be contained in your proposal submission.

---

**From:** Cheung, Angela [mailto:angela.cheung@cgi.com]  
**Sent:** Tuesday, October 12, 2010 7:30 AM  
**To:** Augustus, Staci A (DOA)  
**Cc:** Witte, Greg  
**Subject:** CGI Acknowledgement to Amendments for RFP 2010-0200-9388

Good Morning, Staci. Hope you're well and we look forward to submitting our response shortly.

Can you please confirm electronic receipt of CGI signed acknowledgements to mandatory-return Amendments #2, #3, #4, #6, and #8 previously sent to you?

Thank you very much,  
Angela

**Angela Cheung**  
**CGI West Public Sector**  
Director, Business Development  
510.919.2350

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## Augustus, Staci A (DOA)

---

**From:** Augustus, Staci A (DOA)  
**Sent:** Monday, October 11, 2010 11:32 AM  
**To:** Witte, Greg  
**Subject:** RE: Confirmation from phone call

I cannot receive the proposal-you'll need to turn it in at the Commissioner's Office front desk. It's all part of assuring the integrity of the process, I cannot touch the proposals until after the deadline has passed.

---

**From:** Witte, Greg [<mailto:greg.witte@cgi.com>]  
**Sent:** Monday, October 11, 2010 11:02 AM  
**To:** Augustus, Staci A (DOA)  
**Subject:** RE: Confirmation from phone call

Sounds good, I'll see you Thursday for delivery.

Thanks, Greg

Greg Witte  
West Regional Manager - CGI Public Sector  
Office: 425-213-5342, Cell: 425-765-1781

---

**From:** Augustus, Staci A (DOA) [<mailto:staci.augustus@alaska.gov>]  
**Sent:** Monday, October 11, 2010 11:31 AM  
**To:** Witte, Greg  
**Subject:** RE: Confirmation from phone call

I think you're ok.

---

**From:** Witte, Greg [<mailto:greg.witte@cgi.com>]  
**Sent:** Monday, October 11, 2010 10:29 AM  
**To:** Augustus, Staci A (DOA)  
**Subject:** RE: Confirmation from phone call

Thank you for that clarification and my misunderstanding. As we also discussed on the phone, We still are planning to say things like: experience in over 190 implementations, intimate knowledge of Alaska legacy systems, CIM methodology, but no mention of company name people or products. Let me know if that is still ok.

Thanks Staci.

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I'm very glad you followed up, because I think you may have misunderstood my previous comments. As I recall, I previously indicated that CGI could refer to working on State of Alaska projects, but to not name them or the department in the Project Approach (RAVA and Work Plan). Please reference RFP Section 7.05, "In order to minimize

any bias, the Project Approach must NOT contain any names that can be used to identify the Offeror (company name, personnel names, past project names, product names or any other identifying information).”

Please keep in mind the intent here-we don’t want the PEC to be able to identify the Offeror by information contained in the Project Approach portion of the proposal. The Strategic Fit component does allow Offerors to provide more specific information in which you may refer to departments and systems.

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Thanks , Greg

Greg Witte  
Director and West Regional Manager  
CGI Public Sector  
10655 NE 4th Street, Suite 900, Bellevue, WA 98004  
Office: 425-213-5342, Cell: 425-765-1781

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Director and West Regional Manager  
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## Augustus, Staci A (DOA)

---

**From:** Arehart, Scot A (DOA)  
**Sent:** Friday, October 08, 2010 10:33 AM  
**To:** Witte, Greg; Garnero, Kim J (DOA)  
**Subject:** RE: Trip to Juneau next week

Greg,

On the advice of the procurement officer for the outstanding RFP for Administrative Systems Replacement we respectfully decline the request to discuss the ALDER exit meeting. While we both know that the discussion would be only ALDER related, the timing would not be good for either party and may be perceived inaccurately by others.

The ALDER data warehouse is going good and we have continued to enhance the reporting functionality. After the procurement phase has been completed for the RFP I would welcome the opportunity to discuss ALDER.

Regards

---

Scot Arehart, PMP  
Data Processing Manager  
Department of Administration, Division of Finance  
PO Box 110204, Juneau, AK 99811-0204  
(907) 465-5601 Fax: (907) 465-2169

---

**From:** Witte, Greg [<mailto:greg.witte@cgi.com>]  
**Sent:** Friday, October 08, 2010 5:37 AM  
**To:** Arehart, Scot A (DOA); Garnero, Kim J (DOA)  
**Subject:** Trip to Juneau next week

Hi Scot and Kim,

I'm in Juneau on this coming Thursday and would welcome a chance to just stop by and say hello and briefly discuss the ALDER exit meeting and our current status on both Jeff and Mindy's work.

If you have an opening, just let me know. Sincerely, Greg

Greg Witte  
Director and West Regional Manager  
CGI Public Sector  
10655 NE 4th Street, Suite 900, Bellevue, WA 98004  
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## Augustus, Staci A (DOA)

---

**From:** Joseph Silberberg [JSilberberg@cherryroad.com]  
**Sent:** Wednesday, October 06, 2010 2:00 PM  
**To:** Augustus, Staci A (DOA); Sharon Callahan  
**Subject:** RE: CherryRoad's Attachment M Nondisclosure Agreement

Thanks. Got it.

Joe Silberberg  
Director of Public Sector Sales  
CherryRoad Technologies  
973-541-4349 office  
201-315-3294 cell

---

**From:** Augustus, Staci A (DOA) [mailto:staci.augustus@alaska.gov]  
**Sent:** Wednesday, October 06, 2010 5:57 PM  
**To:** Joseph Silberberg; Sharon Callahan  
**Subject:** RE: CherryRoad's Attachment M Nondisclosure Agreement

My apologies-try this.

---

**From:** Joseph Silberberg [mailto:JSilberberg@cherryroad.com]  
**Sent:** Wednesday, October 06, 2010 1:56 PM  
**To:** Augustus, Staci A (DOA); Sharon Callahan  
**Subject:** RE: CherryRoad's Attachment M Nondisclosure Agreement

Hi Staci:

The document was not attached.

Joe Silberberg  
Director of Public Sector Sales  
CherryRoad Technologies  
973-541-4349 office  
201-315-3294 cell

---

**From:** Augustus, Staci A (DOA) [mailto:staci.augustus@alaska.gov]  
**Sent:** Wednesday, October 06, 2010 5:53 PM  
**To:** Sharon Callahan  
**Cc:** Joseph Silberberg  
**Subject:** RE: CherryRoad's Attachment M Nondisclosure Agreement

Attached are the State's CONFIDENTIAL Security Plan documents. I will send a separate email with the password. Thank you.

---

**From:** Sharon Callahan [mailto:SCallahan@cherryroad.com]  
**Sent:** Wednesday, October 06, 2010 1:46 PM  
**To:** Augustus, Staci A (DOA)

**Cc:** Joseph Silberberg  
**Subject:** CherryRoad's Attachment M Nondisclosure Agreement

Hi, Staci. Thanks for your note.

As an FYI, attached please find a scan of our completed Att. M Nondisclosure Agreement.

The FedEx tracking number is 8702 8298 0933.

Thank you very much again for your help. ☺

Sincerely,

*Sharon M. Callahan*

Sharon M. Callahan  
Proposal Project Manager  
CherryRoad Technologies Inc.  
301 Gibraltar Drive, Suite 2C  
Morris Plains, NJ 07950  
732-236-9653  
[scallahan@cherryroad.com](mailto:scallahan@cherryroad.com)  
[www.cherryroad.com](http://www.cherryroad.com)

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**From:** Augustus, Staci A (DOA) [<mailto:staci.augustus@alaska.gov>]  
**Sent:** Wednesday, October 06, 2010 5:37 PM  
**To:** Joseph Silberberg  
**Cc:** Sharon Callahan  
**Subject:** RE: Attachment M Non-Disclosure Agreement

Thanks, I'll be on the lookout for it.

---

**From:** Joseph Silberberg [<mailto:JSilberberg@cherryroad.com>]  
**Sent:** Wednesday, October 06, 2010 1:30 PM  
**To:** Augustus, Staci A (DOA)  
**Cc:** Sharon Callahan  
**Subject:** Attachment M Non-Disclosure Agreement

Hi Staci:

CherryRoad realized that we had never sent to your attention, an executed Attachment M Non-Disclosure Agreement. I believe this was a step in obtaining the state's security plan.

We fedexed this form to your attention today.

If I am correct in this assumption, could you kindly email me the security plan once our document is received at your office?

Thank you,

Joe Silberberg  
Director of Public Sector Sales  
CherryRoad Technologies  
973-541-4349 office  
201-315-3294 cell

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**Sent:** Wednesday, October 06, 2010 2:00 PM  
**To:** Augustus, Staci A (DOA); Joseph Silberberg  
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No worries! We did receive the attached .zip. Thank you so much again! ☺

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**Sent:** Wednesday, October 06, 2010 1:46 PM  
**To:** Augustus, Staci A (DOA)  
**Cc:** Joseph Silberberg  
**Subject:** CherryRoad's Attachment M Nondisclosure Agreement

Hi, Staci. Thanks for your note.

As an FYI, attached please find a scan of our completed Att. M Nondisclosure Agreement.

The FedEx tracking number is 8702 8298 0933.

Thank you very much again for your help. ☺

Sincerely,

*Sharon M. Callahan*

Sharon M. Callahan  
Proposal Project Manager  
CherryRoad Technologies Inc.  
301 Gibraltar Drive, Suite 2C  
Morris Plains, NJ 07950  
732-236-9653  
[scallahan@cherryroad.com](mailto:scallahan@cherryroad.com)  
[www.cherryroad.com](http://www.cherryroad.com)

---

**From:** Augustus, Staci A (DOA) [<mailto:staci.augustus@alaska.gov>]  
**Sent:** Wednesday, October 06, 2010 5:37 PM  
**To:** Joseph Silberberg  
**Cc:** Sharon Callahan  
**Subject:** RE: Attachment M Non-Disclosure Agreement

Thanks, I'll be on the lookout for it.

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**From:** Joseph Silberberg [<mailto:JSilberberg@cherryroad.com>]  
**Sent:** Wednesday, October 06, 2010 1:30 PM  
**To:** Augustus, Staci A (DOA)  
**Cc:** Sharon Callahan  
**Subject:** Attachment M Non-Disclosure Agreement

Hi Staci:

CherryRoad realized that we had never sent to your attention, an executed Attachment M Non-Disclosure Agreement. I believe this was a step in obtaining the state's security plan.

We fedexed this form to your attention today.

If I am correct in this assumption, could you kindly email me the security plan once our document is received at your office?

Thank you,

Joe Silberberg  
Director of Public Sector Sales  
CherryRoad Technologies  
973-541-4349 office  
201-315-3294 cell

## Augustus, Staci A (DOA)

---

**From:** Joseph Silberberg [JSilberberg@cherryroad.com]  
**Sent:** Wednesday, October 06, 2010 1:56 PM  
**To:** Augustus, Staci A (DOA); Sharon Callahan  
**Subject:** RE: CherryRoad's Attachment M Nondisclosure Agreement

Hi Staci:

The document was not attached.

Joe Silberberg  
Director of Public Sector Sales  
CherryRoad Technologies  
973-541-4349 office  
201-315-3294 cell

---

**From:** Augustus, Staci A (DOA) [<mailto:staci.augustus@alaska.gov>]  
**Sent:** Wednesday, October 06, 2010 5:53 PM  
**To:** Sharon Callahan  
**Cc:** Joseph Silberberg  
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Director of Public Sector Sales  
CherryRoad Technologies  
973-541-4349 office  
201-315-3294 cell

## Augustus, Staci A (DOA)

---

**From:** Augustus, Staci A (DOA)  
**Sent:** Wednesday, October 06, 2010 1:57 PM  
**To:** Joseph Silberberg; Sharon Callahan  
**Subject:** RE: CherryRoad's Attachment M Nondisclosure Agreement  
**Attachments:** SOA Confidential.zip

My apologies-try this.

---

**From:** Joseph Silberberg [<mailto:JSilberberg@cherryroad.com>]  
**Sent:** Wednesday, October 06, 2010 1:56 PM  
**To:** Augustus, Staci A (DOA); Sharon Callahan  
**Subject:** RE: CherryRoad's Attachment M Nondisclosure Agreement

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Joe Silberberg  
Director of Public Sector Sales  
CherryRoad Technologies  
973-541-4349 office  
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## Augustus, Staci A (DOA)

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**Sent:** Wednesday, October 06, 2010 1:56 PM  
**To:** Augustus, Staci A (DOA)  
**Cc:** Joseph Silberberg  
**Subject:** RE: CherryRoad's Attachment M Nondisclosure Agreement

Hi, Staci. Thank you for this and your subsequent note with the password.

There were no documents attached to this email, though. Is it possible that the combined file size was over 10MB?

Our server only accepts attachments up to 10MB. We do accept .zip files, if that helps.

We'll stay tuned. Thank you very much again. ☺

Sharon

---

**From:** Augustus, Staci A (DOA) [<mailto:staci.augustus@alaska.gov>]  
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**To:** Sharon Callahan  
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**Subject:** RE: CherryRoad's Attachment M Nondisclosure Agreement

The password to open the documents that I just sent is (caps sensitive)

*Redacted*

Thank you.

---

**From:** Sharon Callahan [<mailto:SCallahan@cherryroad.com>]  
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## Augustus, Staci A (DOA)

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**Sent:** Wednesday, October 06, 2010 1:46 PM  
**To:** Augustus, Staci A (DOA)  
**Cc:** Joseph Silberberg  
**Subject:** CherryRoad's Attachment M Nondisclosure Agreement  
**Attachments:** RFP 2010-0200-9388 - CherryRoad - Att. M Nondisclosure Agreement.pdf

Hi, Staci. Thanks for your note.

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Director of Public Sector Sales  
CherryRoad Technologies  
973-541-4349 office  
201-315-3294 cell

## **Augustus, Staci A (DOA)**

---

**From:** Cheung, Angela [angela.cheung@cgi.com]  
**Sent:** Wednesday, October 06, 2010 1:41 PM  
**To:** Augustus, Staci A (DOA)  
**Subject:** CGI Acknowledgement to Amendments Six and Eight  
**Attachments:** Amendment 6 - signed.pdf; Amendment 8 - signed.pdf

Hello Staci,

Please find attached our signed acknowledgements to Amendments Six and Eight. We will also include in our proposal response.

Thank you,  
Angela

**Angela Cheung**  
**CGI West Public Sector**  
Director, Business Development  
510.919.2350

**CONFIDENTIALITY NOTICE:** Proprietary/Confidential Information belonging to CGI Group Inc. and its affiliates may be contained in this message. If you are not a recipient indicated or intended in this message (or responsible for delivery of this message to such person), or you think for any reason this message may have been addressed to you in error, you may not use or copy or deliver this message to anyone else. In such case, you should destroy this message, and are asked to notify the sender by reply email.

## **Augustus, Staci A (DOA)**

---

**From:** Cheung, Angela [angela.cheung@cgi.com]  
**Sent:** Wednesday, October 06, 2010 1:39 PM  
**To:** Augustus, Staci A (DOA)  
**Subject:** CGI Acknowledgement to Amendment Four  
**Attachments:** Amendment 4 - signed.pdf

Hello Staci,

Please find attached our signed acknowledgement to Amendment Four. We will also include in our proposal response.

Thank you,  
Angela

**Angela Cheung**  
**CGI West Public Sector**  
Director, Business Development  
510.919.2350

*CONFIDENTIALITY NOTICE: Proprietary/Confidential Information belonging to CGI Group Inc. and its affiliates may be contained in this message. If you are not a recipient indicated or intended in this message (or responsible for delivery of this message to such person), or you think for any reason this message may have been addressed to you in error, you may not use or copy or deliver this message to anyone else. In such case, you should destroy this message, and are asked to notify the sender by reply email.*

## Augustus, Staci A (DOA)

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973-541-4349 office  
201-315-3294 cell

## Augustus, Staci A (DOA)

---

**From:** Augustus, Staci A (DOA)  
**Sent:** Monday, October 04, 2010 3:27 PM  
**Subject:** Amendment Nine to RFP 2010-0200-9388 Issued!  
**Attachments:** RFP 2010-0200-9388 Amendment Nine.PDF

**Importance:** High

This is to notify you, a registered interested party, that Amendment Nine to the State of Alaska's Statewide Administrative Systems Replacement Project RFP has been issued. The amendment answers an additional question received by the State. In addition to the amendment being attached to this email, you may also view it online at:

<http://notes3.state.ak.us/pn/pubnotic.nsf/cc52605f7c156e7a8925672a0060a91b/d6483c3dba9cad1889257774000af210?OpenDocument>

## Augustus, Staci A (DOA)

---

**From:** Owen, Douglas J [DOWen@ciber.com]  
**Sent:** Monday, October 04, 2010 9:59 AM  
**To:** Augustus, Staci A (DOA)  
**Subject:** Question

Hi Staci:

Can you please confirm a "Risk/value add" question. I thought it was in one of the amendments, but I don't see it.

Some of the value add items have no cost associated with the items and others will have costs. Since we don't know enough about your specific requirements I wanted to know if you will be adding the cost of the value add items to the overall cost of the RFP response? It is difficult to finalize the value add items until we have had the opportunity to have a discovery call/requirements gathering session with the State.

Thank you,

**Doug Owen**  
SAP Public Sector Director

**ciber**<sup>®</sup>

720-255-4451

[dowen@ciber.com](mailto:dowen@ciber.com)

[www.ciber.com](http://www.ciber.com)



## Augustus, Staci A (DOA)

---

**From:** Augustus, Staci A (DOA)  
**Sent:** Friday, October 01, 2010 3:08 PM  
**Subject:** Amendment Eight to RFP 2010-0200-9388 issued!  
**Attachments:** RFP 2010-0200-9388 Amendment Eight.PDF; Amended (4 and 8) Attachment F - Software Functionality and Technical Requirements.xls; Amended (4 and 8) Attachment F - Software Functionality and Technical Requirements.pdf

**Importance:** High

This is to notify you, a registered interested party, that Amendment Eight to the State of Alaska's Statewide Administrative Systems Replacement Project RFP has been issued. The amendment issues the updated Attachment/Exhibit F that was incorrect on the Online Public Notice website. In addition to the amendment being attached to this email, you may also view it online at:

<http://notes3.state.ak.us/pn/pubnotic.nsf/cc52605f7c156e7a8925672a0060a91b/d6483c3dba9cad1889257774000af210?OpenDocument>

## Augustus, Staci A (DOA)

---

**From:** Owen, Douglas J [DOWen@ciber.com]  
**Sent:** Thursday, September 30, 2010 1:00 PM  
**To:** Augustus, Staci A (DOA)  
**Subject:** Question about updates spreadsheet for Amendment No. 2  
**Attachments:** Amended+(2)++Exhibit+F+-+Offeror's+Software+Functionality+and+Technical+Requirements.xls

**Importance:** High

Hi Staci,

The latest version of the requirements spreadsheet does not have the corrections listed in Amendment Three and Four. Attached is the Amended 2 version of the spreadsheet posted on the website which does not reflect any changes. Please let me know when the new one will be posted?

Thank you,

**Doug Owen**  
SAP Public Sector  
Utilities Director

**ciber**<sup>™</sup>  
720-255-4451  
[dowen@ciber.com](mailto:dowen@ciber.com)  
[www.ciber.com](http://www.ciber.com)



## Augustus, Staci A (DOA)

---

**From:** Augustus, Staci A (DOA)  
**Sent:** Friday, September 24, 2010 2:26 PM  
**Subject:** Amendment Seven to RFP 2010-0200-9388 Issued!  
**Attachments:** RFP 2010-0200-9388 Amendment Seven.PDF

**Importance:** High

This is to notify you, a registered interested party, that Amendment Seven to the State of Alaska's Statewide Administrative Systems Replacement Project RFP has been issued. The amendment answers additional questions that have been asked by potential Offerors. In addition to the amendment being attached to this email, you may also view it online at:

<http://notes3.state.ak.us/pn/pubnotic.nsf/cc52605f7c156e7a8925672a0060a91b/d6483c3dba9cad1889257774000af210?OpenDocument>

## **Augustus, Staci A (DOA)**

---

**From:** Sharon Callahan [SCallahan@cherryroad.com]  
**Sent:** Friday, September 24, 2010 9:04 AM  
**To:** Augustus, Staci A (DOA)  
**Cc:** Joseph Silberberg  
**Subject:** RE: RFP 2010-0200-9388 - CherryRoad Registration for Amendments

Thank you very much, Ms. Augustus. We appreciate your assistance.

Sharon

---

**From:** Augustus, Staci A (DOA) [<mailto:staci.augustus@alaska.gov>]  
**Sent:** Friday, September 24, 2010 1:02 PM  
**To:** Sharon Callahan  
**Cc:** Joseph Silberberg  
**Subject:** RE: RFP 2010-0200-9388 - CherryRoad Registration for Amendments

Thank you, I have registered CherryRoad.

---

**From:** Sharon Callahan [<mailto:SCallahan@cherryroad.com>]  
**Sent:** Friday, September 24, 2010 8:28 AM  
**To:** Augustus, Staci A (DOA)  
**Cc:** Joseph Silberberg  
**Subject:** RFP 2010-0200-9388 - CherryRoad Registration for Amendments

Dear Ms. Augustus,

CherryRoad Technologies Inc. ("CherryRoad") hereby seeks registration to receive amendments regarding RFP 2010-0200-9388, Statewide Administrative Systems Replacement Project.

If you or a colleague would be so kind as to confirm receipt of this email and our company's registration, we would truly appreciate it.

Should you have any questions, please feel free to contact Joseph Silberberg, Manager of Public Sector Sales, at 973-541-4349 or [jsilberberg@cherryroad.com](mailto:jsilberberg@cherryroad.com).

Thank you very much in advance, and enjoy your weekend.

Sincerely,

*Sharon M. Callahan*

Sharon M. Callahan  
Proposal Project Manager  
CherryRoad Technologies Inc.  
301 Gibraltar Drive, Suite 2C  
Morris Plains, NJ 07950  
732-236-9653  
[scallahan@cherryroad.com](mailto:scallahan@cherryroad.com)  
[www.cherryroad.com](http://www.cherryroad.com)

## Augustus, Staci A (DOA)

---

**From:** Augustus, Staci A (DOA)  
**Sent:** Friday, September 24, 2010 9:02 AM  
**To:** Sharon Callahan  
**Cc:** Joseph Silberberg  
**Subject:** RE: RFP 2010-0200-9388 - CherryRoad Registration for Amendments

Thank you, I have registered CherryRoad.

---

**From:** Sharon Callahan [<mailto:SCallahan@cherryroad.com>]  
**Sent:** Friday, September 24, 2010 8:28 AM  
**To:** Augustus, Staci A (DOA)  
**Cc:** Joseph Silberberg  
**Subject:** RFP 2010-0200-9388 - CherryRoad Registration for Amendments

Dear Ms. Augustus,

CherryRoad Technologies Inc. ("CherryRoad") hereby seeks registration to receive amendments regarding RFP 2010-0200-9388, Statewide Administrative Systems Replacement Project.

If you or a colleague would be so kind as to confirm receipt of this email and our company's registration, we would truly appreciate it.

Should you have any questions, please feel free to contact Joseph Silberberg, Manager of Public Sector Sales, at 973-541-4349 or [jsilberberg@cherryroad.com](mailto:jsilberberg@cherryroad.com).

Thank you very much in advance, and enjoy your weekend.

Sincerely,

*Sharon M. Callahan*

Sharon M. Callahan  
Proposal Project Manager  
CherryRoad Technologies Inc.  
301 Gibraltar Drive, Suite 2C  
Morris Plains, NJ 07950  
732-236-9653  
[scallahan@cherryroad.com](mailto:scallahan@cherryroad.com)  
[www.cherryroad.com](http://www.cherryroad.com)

## Augustus, Staci A (DOA)

---

**From:** Augustus, Staci A (DOA)  
**Sent:** Thursday, September 23, 2010 8:28 AM  
**To:** Cheung, Angela  
**Subject:** RE: CGI Questions Relating to RFP #2010-0200-9388 - Set #4

Thank you, we will issue an amendment to answer.

---

**From:** Cheung, Angela [<mailto:angela.cheung@cgi.com>]  
**Sent:** Wednesday, September 22, 2010 10:32 AM  
**To:** Augustus, Staci A (DOA)  
**Subject:** CGI Questions Relating to RFP #2010-0200-9388 - Set #4

Hi Staci,

Please find our fourth set of questions related to RFP #2010-0200-9388.

Thank you,  
Angela

**Angela Cheung**  
**CGI West Public Sector**  
Director, Business Development  
510.919.2350

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## **Augustus, Staci A (DOA)**

---

**From:** Cheung, Angela [angela.cheung@cgi.com]  
**Sent:** Wednesday, September 22, 2010 10:32 AM  
**To:** Augustus, Staci A (DOA)  
**Subject:** CGI Questions Relating to RFP #2010-0200-9388 - Set #4  
**Attachments:** CGI Questions for Alaska ERP\_09222010.docx

Hi Staci,

Please find our fourth set of questions related to RFP #2010-0200-9388.

Thank you,  
Angela

**Angela Cheung**  
**CGI West Public Sector**  
Director, Business Development  
510.919.2350

CONFIDENTIALITY NOTICE: Proprietary/Confidential Information belonging to CGI Group Inc. and its affiliates may be contained in this message. If you are not a recipient indicated or intended in this message (or responsible for delivery of this message to such person), or you think for any reason this message may have been addressed to you in error, you may not use or copy or deliver this message to anyone else. In such case, you should destroy this message, and are asked to notify the sender by reply email.

## Augustus, Staci A (DOA)

---

**From:** Hoedebecke, Roch [Roch.Hoedebecke@cedarcrestone.com]  
**Sent:** Wednesday, September 22, 2010 9:42 AM  
**To:** Augustus, Staci A (DOA)  
**Subject:** My Contact Name on ERP Vendor List

Staci,

I noticed today that my name is still the contact name for MAXIMUS on the ERP website.

I left MAXIMUS to join CedarCrestone. Please remove me from the list.

Thanks.

**Roch Hoedebecke**

CedarCrestone, Inc.  
Vice President – Public Sector Services

Mobile: (303) 807-6819

Email: [roch.hoedebecke@cedarcrestone.com](mailto:roch.hoedebecke@cedarcrestone.com)

*If you are not the intended recipient of this message please treat confidentially, notify the sender and delete it.*

## Augustus, Staci A (DOA)

---

**From:** Witte, Greg [greg.witte@cgi.com]  
**Sent:** Tuesday, September 21, 2010 4:31 PM  
**To:** Augustus, Staci A (DOA)  
**Subject:** RE: message

Of course...let me know when is best time to catch you in morning. Thanks Staci.

Greg Witte  
West Regional Manager - CGI Public Sector  
Office: 425-213-5342, Cell: 425-765-1781

---

**From:** Augustus, Staci A (DOA) [mailto:staci.augustus@alaska.gov]  
**Sent:** Tuesday, September 21, 2010 5:28 PM  
**To:** Witte, Greg  
**Subject:** RE: message

Ok, and please remember that I cannot advise an Offeror other than to answer a question that I can refer to the RFP for the answer-otherwise I have to answer in an amendment.

---

**From:** Witte, Greg [mailto:greg.witte@cgi.com]  
**Sent:** Tuesday, September 21, 2010 4:25 PM  
**To:** Augustus, Staci A (DOA)  
**Subject:** RE: message

Thanks Staci. Just a 5 min call whenever you have a chance is fine. I could call in the morning also.....

Greg Witte  
West Regional Manager - CGI Public Sector  
Office: 425-213-5342, Cell: 425-765-1781

---

**From:** Augustus, Staci A (DOA) [mailto:staci.augustus@alaska.gov]  
**Sent:** Tuesday, September 21, 2010 5:11 PM  
**To:** Witte, Greg  
**Subject:** message

Hi Greg, one of my staff is monitoring my phone and sent a message saying you'd called-I'm in a meeting and cannot use the phone-can you email the question you have, please.

## Augustus, Staci A (DOA)

---

**From:** Witte, Greg [greg.witte@cgi.com]  
**Sent:** Tuesday, September 21, 2010 4:25 PM  
**To:** Augustus, Staci A (DOA)  
**Subject:** RE: message

Thanks Staci. Just a 5 min call whenever you have a chance is fine. I could call in the morning also.....

Greg Witte  
West Regional Manager - CGI Public Sector  
Office: 425-213-5342, Cell: 425-765-1781

---

**From:** Augustus, Staci A (DOA) [mailto:[staci.augustus@alaska.gov](mailto:staci.augustus@alaska.gov)]  
**Sent:** Tuesday, September 21, 2010 5:11 PM  
**To:** Witte, Greg  
**Subject:** message

Hi Greg, one of my staff is monitoring my phone and sent a message saying you'd called-I'm in a meeting and cannot use the phone-can you email the question you have, please.

## Augustus, Staci A (DOA)

---

**From:** Augustus, Staci A (DOA)  
**Sent:** Tuesday, September 21, 2010 4:11 PM  
**To:** Greg.witte@cgi.com  
**Subject:** message

Hi Greg, one of my staff is monitoring my phone and sent a message saying you'd called-I'm in a meeting and cannot use the phone-can you email the question you have, please.

## Augustus, Staci A (DOA)

---

**From:** Augustus, Staci A (DOA)  
**Sent:** Tuesday, September 21, 2010 4:28 PM  
**To:** Witte, Greg  
**Subject:** RE: message

Ok, and please remember that I cannot advise an Offeror other than to answer a question that I can refer to the RFP for the answer-otherwise I have to answer in an amendment.

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**From:** Witte, Greg [<mailto:greg.witte@cgi.com>]  
**Sent:** Tuesday, September 21, 2010 4:25 PM  
**To:** Augustus, Staci A (DOA)  
**Subject:** RE: message

Thanks Staci. Just a 5 min call whenever you have a chance is fine. I could call in the morning also.....

Greg Witte  
West Regional Manager - CGI Public Sector  
Office: 425-213-5342, Cell: 425-765-1781

---

**From:** Augustus, Staci A (DOA) [<mailto:staci.augustus@alaska.gov>]  
**Sent:** Tuesday, September 21, 2010 5:11 PM  
**To:** Witte, Greg  
**Subject:** message

Hi Greg, one of my staff is monitoring my phone and sent a message saying you'd called-I'm in a meeting and cannot use the phone-can you email the question you have, please.

## Augustus, Staci A (DOA)

---

**From:** Augustus, Staci A (DOA)  
**Sent:** Monday, September 20, 2010 3:25 PM  
**To:** Owen, Douglas J  
**Subject:** RE: Questions from CIBER for RFP no. 2010-0200-9388

Thank you, we'll issue an amendment to answer.

---

**From:** Owen, Douglas J [<mailto:DOwen@ciber.com>]  
**Sent:** Monday, September 20, 2010 11:36 AM  
**To:** Augustus, Staci A (DOA)  
**Subject:** Questions from CIBER for RFP no. 2010-0200-9388  
**Importance:** High

Hi Staci:

CIBER – SAP practice has the following questions:

### Response Question

1. WE HAVE REVIEWED THE QUESTIONS AND ANSWERS ABOUT ELECTRONIC SIGNATURES (ADDENDUM THREE Q21). HOWEVER, WE ARE ASKING SLIGHTLY DIFFERENT QUESTION. OUR CLIENTS HAVE SIGNED THE PERFORMANCE SURVEYS WITH AN ORIGINAL SIGNATURE AND THEN THEY EITHER FAXED OR SCANNED AND EMAILED THEIR ORIGINAL "SIGNED" FORM AND TO US. DO WE NEED TO ASK THEM TO MAIL THE ORIGINAL SIGNED DOCUMENT TO US OR WILL YOU ACCEPT A SCANNED FORM WITH THE ORIGINAL SIGNATURE?

### Reference:

Q21. Is electronic signature acceptable for the survey questionnaires in Exhibit B5 and B6?

A21. No, an electronic signature is not acceptable. RFP Section 7.03 states, "All returned surveys MUST be completed and signed by the past client."

### Training and Change Management

1. ALTHOUGH THE RFP STATES THAT THERE IS A NEED FOR CHANGE MANAGEMENT EXPERTISE, THERE ARE NO DELIVERABLES LISTED FOR CHANGE MANAGEMENT OR COMMUNICATIONS IN THE RFP. WHAT IS THE STATE'S EXPECTATION REGARDING CHANGE MANAGEMENT AND COMMUNICATIONS SERVICES/DELIVERABLES?
2. DOES THE STATE PLAN AND/OR DESIRE TO USE THE TRAINALASKA SYSTEM TO MANAGE STUDENT REGISTRATION, ATTENDANCE, AND TRANSCRIPTS FOR THE END USER TRAINING FOR THIS PROJECT?
3. DOES THE STATE ANY INTERNAL TRAINING RESOURCES THAT CAN BE LEVERAGED TO SUPPORT THE TRAINING EFFORT FOR THIS PROJECT? IF THE ANSWER IS YES, WHAT KIND OF RESOURCES WILL BE AVAILABLE TO SUPPORT THE PROJECT EITHER FULL TIME OR PART TIME? PLEASE DESCRIBE THE TRAINING DEVELOPMENT SKILLS AND EXPERIENCE OF THE AVAILABLE RESOURCES.
4. IS THE STATE CURRENTLY USING ELEARNING AND/OR DISTANCE LEARNING TO DELIVER TRAINING? DOES THE STATE DESIRE TO INCORPORATE THESE DELIVERY METHODS IN THE TRAINING PROGRAM FOR THIS PROJECT?

### Requirement Question:

Can you elaborate on this requirement? Is this the current process used when someone takes leave in excess of his or her current leave balance?

3120	Payroll	Human Resource Accounting	Leave	System shall allow for automated advance of leave base date (LBD). System shall generate reversals of advanced LBDs when transactions that reduce accumulated leave without pay (LWOP) are processed (including LWOP adjustments in batch and online warrants, reversals, stop/start of employment, etc.).
------	---------	---------------------------	-------	------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------

**Doug Owen**  
SAP Public Sector  
Utilities Director

**ciber**<sup>®</sup>  
720-255-4451  
down@ciber.com  
www.ciber.com



## Augustus, Staci A (DOA)

---

**From:** Owen, Douglas J [DOWen@ciber.com]  
**Sent:** Monday, September 20, 2010 11:36 AM  
**To:** Augustus, Staci A (DOA)  
**Subject:** Questions from CIBER for RFP no. 2010-0200-9388

**Importance:** High

Hi Staci:

CIBER – SAP practice has the following questions:

### Response Question

1. WE HAVE REVIEWED THE QUESTIONS AND ANSWERS ABOUT ELECTRONIC SIGNATURES (ADDENDUM THREE Q21). HOWEVER, WE ARE ASKING SLIGHTLY DIFFERENT QUESTION. OUR CLIENTS HAVE SIGNED THE PERFORMANCE SURVEYS WITH AN ORIGINAL SIGNATURE AND THEN THEY EITHER FAXED OR SCANNED AND EMAILED THEIR ORIGINAL "SIGNED" FORM AND TO US. DO WE NEED TO ASK THEM TO MAIL THE ORIGINAL SIGNED DOCUMENT TO US OR WILL YOU ACCEPT A SCANNED FORM WITH THE ORIGINAL SIGNATURE?

### Reference:

Q21. Is electronic signature acceptable for the survey questionnaires in Exhibit B5 and B6?

A21. No, an electronic signature is not acceptable. RFP Section 7.03 states, "All returned surveys MUST be completed and signed by the past client."

### Training and Change Management

1. ALTHOUGH THE RFP STATES THAT THERE IS A NEED FOR CHANGE MANAGEMENT EXPERTISE, THERE ARE NO DELIVERABLES LISTED FOR CHANGE MANAGEMENT OR COMMUNICATIONS IN THE RFP. WHAT IS THE STATE'S EXPECTATION REGARDING CHANGE MANAGEMENT AND COMMUNICATIONS SERVICES/DELIVERABLES?
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4. IS THE STATE CURRENTLY USING ELEARNING AND/OR DISTANCE LEARNING TO DELIVER TRAINING? DOES THE STATE DESIRE TO INCORPORATE THESE DELIVERY METHODS IN THE TRAINING PROGRAM FOR THIS PROJECT?

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**Doug Owen**  
 SAP Public Sector  
 Utilities Director

**ciber**<sup>™</sup>  
 720-255-4451  
[dowen@ciber.com](mailto:dowen@ciber.com)  
[www.ciber.com](http://www.ciber.com)



## Augustus, Staci A (DOA)

---

**From:** Penna, Fenton [Fenton.Penna@cedarcrestone.com]  
**Sent:** Friday, September 17, 2010 3:59 AM  
**To:** Augustus, Staci A (DOA)  
**Subject:** RE: Amendment Six to RFP 2010-0200-9388 Issued!

Thank you!

Thank you,

Fenton Penna

Fenton Penna | CedarCrestone Account Manager-Oracle  
303-641-5578 | [www.cedarcrestone.com](http://www.cedarcrestone.com)

---

**From:** Augustus, Staci A (DOA) [<mailto:staci.augustus@alaska.gov>]  
**Sent:** Thursday, September 16, 2010 4:55 PM  
**Subject:** Amendment Six to RFP 2010-0200-9388 Issued!  
**Importance:** High

This is to notify you, a registered interested party, that Amendment Six to the State of Alaska's Statewide Administrative Systems Replacement Project RFP has been issued. The amendment changes the deadline for receipt of proposals, please pay careful attention to that change. In addition to the amendment being attached to this email, you may also view it online at:

<http://notes3.state.ak.us/pn/pubnotic.nsf/cc52605f7c156e7a8925672a0060a91b/d6483c3dba9cad1889257774000af210?OpenDocument>

Please note that the State's Online Public Notice website will not be updated with Amendment Six until tomorrow (Friday, September 17) morning.

## **Augustus, Staci A (DOA)**

---

**From:** Augustus, Staci A (DOA)  
**Sent:** Thursday, September 16, 2010 2:58 PM  
**To:** Arehart, Scot A (DOA); Bell, Jewelee M (DOA); Borgen, Dan (PTI-DOF Sponsored); Brooks, Kevin A (DOA); Garnero, Kim J (DOA); Mayer, Thomas J (DOA); Savicky, John (ASU-DOF Sponsored); Shakespeare, Cheryl A (DOA); Silverman, Mike (DOA sponsored); Simpkinson, Nicole (DOA sponsored); Smithwick, Jake (DOA sponsored); Sullivan, Kenneth (ASU-DOF Sponsored); Lesmann, Mike (GOV)  
**Subject:** Amendment Six has been issued  
**Attachments:** RFP 2010-0200-9388 Amendment Six.PDF

Notification that Amendment Six, attached, has been issued. The amendment changes the deadline for receipt of proposals to October 15 and we answered three additional questions.

## Augustus, Staci A (DOA)

---

**From:** Augustus, Staci A (DOA)  
**Sent:** Thursday, September 16, 2010 2:55 PM  
**Subject:** Amendment Six to RFP 2010-0200-9388 Issued!  
**Attachments:** RFP 2010-0200-9388 Amendment Six.PDF

**Importance:** High

This is to notify you, a registered interested party, that Amendment Six to the State of Alaska's Statewide Administrative Systems Replacement Project RFP has been issued. The amendment changes the deadline for receipt of proposals, please pay careful attention to that change. In addition to the amendment being attached to this email, you may also view it online at:

<http://notes3.state.ak.us/pn/pubnotic.nsf/cc52605f7c156e7a8925672a0060a91b/d6483c3dba9cad1889257774000af210?OpenDocument>

Please note that the State's Online Public Notice website will not be updated with Amendment Six until tomorrow (Friday, September 17) morning.

## **Augustus, Staci A (DOA)**

---

**From:** Robert B Cockrum/MAXIMUS [RobertBCockrum@maximus.com]  
**Sent:** Wednesday, September 15, 2010 10:04 AM  
**To:** Augustus, Staci A (DOA)  
**Subject:** Two Week Extension

Dear Staci:

MAXIMUS ERP will be submitting a response for the RFP Statewide Administrative Systems Replacement Project. Based on our review of amendment 4 and 5, we are requesting a two week extension to the due date for this rfp response.

Thank you in advance for your consideration.

Rob

Robert Cockrum  
MAXIMUS ERP Solutions  
Cell: 916.715.6504

## Augustus, Staci A (DOA)

---

**From:** Joseph Silberberg [JSilberberg@cherryroad.com]  
**Sent:** Wednesday, September 15, 2010 6:35 AM  
**To:** Augustus, Staci A (DOA)  
**Subject:** Alaska Extension

Dear Stacie:

CherryRoad Technologies will be submitting a response for the RFP Statewide Administrative Systems Replacement Project. Based on our review of amendment 4 and 5, we are requesting a two week extension to the due date for this rfp response.

Thank you in advance for your consideration.

Joe Silberberg  
Director of Public Sector Sales  
CherryRoad Technologies  
973-541-4349 office  
201-315-3294 cell

## **Augustus, Staci A (DOA)**

---

**From:** Penna, Fenton [Fenton.Penna@cedarcrestone.com]  
**Sent:** Wednesday, September 15, 2010 5:09 AM  
**To:** Augustus, Staci A (DOA)  
**Subject:** FW: Question

Hi Staci,

I am still submitting the question below. But I do know that I still have time. I was backing my 10 days to submit a question up from the day I print not the day due to you! :) I thought yesterday was the last day. Now that I have slept on it, I know I am still within question window! Thanks!

Thank you,

Fenton Penna

Fenton Penna | CedarCrestone Account Manager-Oracle  
303-641-5578 | [www.cedarcrestone.com](http://www.cedarcrestone.com)

---

**From:** Penna, Fenton  
**Sent:** Tuesday, September 14, 2010 10:05 PM  
**To:** 'Augustus, Staci A (DOA)'  
**Cc:** Penna, Fenton  
**Subject:** Question

Staci,

I am not sure if it is too late to ask a final question but here it is in case you can answer:

If the Prime is using a software reseller to resell the software companies software, does the state enter into a Software and Maintenance agreement with the reseller and a services agreement with the prime hence meeting the States response in Amendment Number Three Q&A 17. Or does the State issue two contracts to the Prime (1) Implementation of software solution and (2) Licensing and Ten Year Maintenance and Support.

Thank you,

Fenton Penna

Fenton Penna | CedarCrestone Account Manager-Oracle  
303-641-5578 | [www.cedarcrestone.com](http://www.cedarcrestone.com)

## Augustus, Staci A (DOA)

---

**From:** Penna, Fenton [Fenton.Penna@cedarcrestone.com]  
**Sent:** Tuesday, September 14, 2010 8:05 PM  
**To:** Augustus, Staci A (DOA)  
**Cc:** Penna, Fenton  
**Subject:** Question

Staci,  
I am not sure if it is too late to ask a final question but here it is in case you can answer:

If the Prime is using a software reseller to resell the software companies software, does the state enter into a Software and Maintenance agreement with the reseller and a services agreement with the prime hence meeting the States response in Amendment Number Three Q&A 17. Or does the State issue two contracts to the Prime (1) Implementation of software solution and (2) Licensing and Ten Year Maintenance and Support.

Thank you,

Fenton Penna

Fenton Penna | **CedarCrestone** Account Manager-**Oracle**  
303-641-5578 | [www.cedarcrestone.com](http://www.cedarcrestone.com)

## Augustus, Staci A (DOA)

---

**From:** Augustus, Staci A (DOA)  
**Sent:** Tuesday, September 14, 2010 12:41 PM  
**To:** Miller, Brett J  
**Subject:** RE: Amendment Four to RFP 2010-0200-9388 issued!

Thank you, we'll issue an amendment to answer.

---

**From:** Miller, Brett J [<mailto:BrMiller@ciber.com>]  
**Sent:** Tuesday, September 14, 2010 12:40 PM  
**To:** Augustus, Staci A (DOA)  
**Subject:** RE: Amendment Four to RFP 2010-0200-9388 issued!

Ms. Augustus,

CIBER would like to request an extension to the due date of the RFP given the impact of recent Addenda.

Please let us know if this is acceptable.

Thank you in advance for your consideration.

Sincerely,

Brett J. Miller  
Client Development Executive

**ciber**<sup>®</sup>

Cell: 714-514-7598

[www.ciber.com](http://www.ciber.com)

---

**From:** Augustus, Staci A (DOA) [<mailto:staci.augustus@alaska.gov>]  
**Sent:** Friday, September 10, 2010 2:43 PM  
**Subject:** Amendment Four to RFP 2010-0200-9388 issued!

This is to notify you, a registered interested party, that Amendment Four to the State of Alaska's Statewide Administrative Systems Replacement Project RFP has been issued. In addition to it being attached to this email, you may also view it online at:

<http://notes3.state.ak.us/pn/pubnotic.nsf/cc52605f7c156e7a8925672a0060a91b/d6483c3dba9cad1889257774000af210?OpenDocument>

## Augustus, Staci A (DOA)

---

**From:** Miller, Brett J [BrMiller@ciber.com]  
**Sent:** Tuesday, September 14, 2010 12:40 PM  
**To:** Augustus, Staci A (DOA)  
**Subject:** RE: Amendment Four to RFP 2010-0200-9388 issued!

Ms. Augustus,

CIBER would like to request an extension to the due date of the RFP given the impact of recent Addenda.

Please let us know if this is acceptable.

Thank you in advance for your consideration.

Sincerely,

Brett J. Miller  
Client Development Executive

**ciber**

Cell: 714-514-7598

[www.ciber.com](http://www.ciber.com)

---

**From:** Augustus, Staci A (DOA) [<mailto:staci.augustus@alaska.gov>]  
**Sent:** Friday, September 10, 2010 2:43 PM  
**Subject:** Amendment Four to RFP 2010-0200-9388 issued!

This is to notify you, a registered interested party, that Amendment Four to the State of Alaska's Statewide Administrative Systems Replacement Project RFP has been issued. In addition to it being attached to this email, you may also view it online at:

<http://notes3.state.ak.us/pn/pubnotic.nsf/cc52605f7c156e7a8925672a0060a91b/d6483c3dba9cad1889257774000af210?OpenDocument>

## **Augustus, Staci A (DOA)**

---

**From:** Ken Von Essen [ken.vonessen@oracle.com]  
**Sent:** Tuesday, September 14, 2010 12:26 PM  
**To:** Augustus, Staci A (DOA)  
**Subject:** RE: Last Question

Thanks Staci, sorry to be a pain.

---

**From:** Augustus, Staci A (DOA) [mailto:staci.augustus@alaska.gov]  
**Sent:** Tuesday, September 14, 2010 1:23 PM  
**To:** Ken Von Essen  
**Subject:** RE: Last Question

Thank you, we will issue an amendment to answer.

---

**From:** Ken Von Essen [mailto:ken.vonessen@oracle.com]  
**Sent:** Tuesday, September 14, 2010 7:25 AM  
**To:** Augustus, Staci A (DOA)  
**Subject:** Last Question

Staci,

Q:

Based on the new information provided in addendum 4 & 5 - we would like to ask for an extension of TWO weeks.

Thanks,  
Ken.

**Ken Von Essen | Application Sales Manager**  
Phone: +1 425-455-0505 | Cell: +1 425-922-2288  
Oracle Public Sector - State & Local Government  
[Ken.vonessen@oracle.com](mailto:Ken.vonessen@oracle.com)

411 108th Ave NE Suite 900 | Bellevue, WA 98004

## Augustus, Staci A (DOA)

---

**From:** Augustus, Staci A (DOA)  
**Sent:** Tuesday, September 14, 2010 12:23 PM  
**To:** Robert B Cockrum/MAXIMUS  
**Subject:** RE: RFP No. 2010 - 0200 - 9388; Additional Question

Thank you, we will issue an amendment to answer.

---

**From:** Robert B Cockrum/MAXIMUS [<mailto:RobertBCockrum@maximus.com>]  
**Sent:** Tuesday, September 14, 2010 11:39 AM  
**To:** Augustus, Staci A (DOA)  
**Subject:** RFP No. 2010 - 0200 - 9388; Additional Question

Hi Staci,

I hope all is well. Below is an additional question MAXIMUS would like to submit.

How much of item 1.G in Section 5.01 does the ASSET system deliver and how much is expected of the new ERP system?

Thanks,

Rob

Robert Cockrum  
MAXIMUS ERP Solutions  
Cell: 916.715.6504

## **Augustus, Staci A (DOA)**

---

**From:** Augustus, Staci A (DOA)  
**Sent:** Tuesday, September 14, 2010 12:23 PM  
**To:** Ken Von Essen  
**Subject:** RE: Last Question

Thank you, we will issue an amendment to answer.

---

**From:** Ken Von Essen [<mailto:ken.vonessen@oracle.com>]  
**Sent:** Tuesday, September 14, 2010 7:25 AM  
**To:** Augustus, Staci A (DOA)  
**Subject:** Last Question

Staci,

Q:

Based on the new information provided in addendum 4 & 5 - we would like to ask for an extension of TWO weeks.

Thanks,  
Ken.

**Ken Von Essen | Application Sales Manager**  
Phone: +1 425-455-0505 | Cell: +1 425-922-2288  
Oracle Public Sector - State & Local Government  
[Ken.vonessen@oracle.com](mailto:Ken.vonessen@oracle.com)

411 108th Ave NE Suite 900 | Bellevue, WA 98004

## Augustus, Staci A (DOA)

---

**From:** Robert B Cockrum/MAXIMUS [RobertBCockrum@maximus.com]  
**Sent:** Tuesday, September 14, 2010 11:39 AM  
**To:** Augustus, Staci A (DOA)  
**Subject:** RFP No. 2010 - 0200 - 9388; Additional Question

Hi Staci,

I hope all is well. Below is an additional question MAXIMUS would like to submit.

How much of item 1.G in Section 5.01 does the ASSET system deliver and how much is expected of the new ERP system?

Thanks,

Rob

Robert Cockrum  
MAXIMUS ERP Solutions  
Cell: 916.715.6504

## Augustus, Staci A (DOA)

---

**From:** Ken Von Essen [ken.vonessen@oracle.com]  
**Sent:** Tuesday, September 14, 2010 7:25 AM  
**To:** Augustus, Staci A (DOA)  
**Subject:** Last Question

Staci,

Q:

Based on the new information provided in addendum 4 & 5 - we would like to ask for an extension of TWO weeks.

Thanks,  
Ken.

**Ken Von Essen | Application Sales Manager**  
Phone: +1 425-455-0505 | Cell: +1 425-922-2288  
Oracle Public Sector - State & Local Government  
[Ken.vonessen@oracle.com](mailto:Ken.vonessen@oracle.com)

411 108th Ave NE Suite 900 | Bellevue, WA 98004

## Augustus, Staci A (DOA)

---

**From:** Fenton Penna [fpenna@comcast.net]  
**Sent:** Monday, September 13, 2010 4:43 PM  
**To:** Augustus, Staci A (DOA)  
**Subject:** Re: Confidential State documents

Thank you Staci! That worked.

Fenton Penna

----- Original Message -----

**From:** Augustus, Staci A (DOA)  
**To:** fpenna@comcast.net  
**Sent:** Monday, September 13, 2010 11:47 AM  
**Subject:** Confidential State documents

## Augustus, Staci A (DOA)

---

**From:** Augustus, Staci A (DOA)  
**Sent:** Monday, September 13, 2010 2:35 PM  
**Subject:** Amendment Five to RFP 2010-0200-9388 Issued!  
**Attachments:** RFP 2010-0200-9388 Amendment Five.PDF

This is to notify you, a registered interested party, that Amendment Five to the State of Alaska's Statewide Administrative Systems Replacement Project RFP has been issued. In addition to it being attached to this email, you may also view it online at:

<http://notes3.state.ak.us/pn/pubnotic.nsf/cc52605f7c156e7a8925672a0060a91b/d6483c3dba9cad1889257774000af210?OpenDocument>

## Augustus, Staci A (DOA)

---

**From:** Augustus, Staci A (DOA)  
**Sent:** Monday, September 13, 2010 9:10 AM  
**To:** Penna, Fenton  
**Subject:** RE: Security Access  
**Attachments:** SOA Confidential.txt

Let's try this-I didn't feel comfortable saving the document on my home computer over the weekend and didn't want to drive to town (I live about 20 miles out from downtown Juneau) so I needed to wait until this morning. Let me know if this works. Thanks

---

**From:** Penna, Fenton [<mailto:Fenton.Penna@cedarcrestone.com>]  
**Sent:** Saturday, September 11, 2010 5:07 AM  
**To:** Augustus, Staci A (DOA)  
**Subject:** Security Access

---

Hi Staci,  
I'm 99% sure that our e-mail system is blocking "zip" files from being sent in because they appear to be a potential security threat.

Could you possibly either send the files directly (not zipped) or rename the ".zip" file to something like ".txt" before you send the file and then we will have to rename it back after we receive the file. I am sorry for any inconvenience but it is our security that keeps blocking it I believe.

Thank you!

Fenton Penna

## Augustus, Staci A (DOA)

---

**From:** Ken Von Essen [ken.vonessen@oracle.com]  
**Sent:** Monday, September 13, 2010 5:45 AM  
**To:** Augustus, Staci A (DOA)  
**Subject:** Questions...

Staci,

THREE additional questions.

- 1) If there is a valid master agreement in place between the State and a potential Software Offeror or its authorized reseller, is the State amenable to utilizing same in place of the Software Agreement contained in the RFP?
- 2) Similarly, is the State amenable to using the GSA schedule to acquire the necessary software licenses.
- 3) With regard to setting out any exceptions to the contract as required in Exhibit D-3; is the State amenable to a proper redline of the terms and conditions to the Software and/or the Services Agreements rather than a piece meal, provision by provision, offering which may consist of partial phrases with notes on where to insert/delete in the Agreement, greatly improving readability of the proposed changes?

**Ken Von Essen | Application Sales Manager**  
Phone: +1 425-455-0505 | Cell: +1 425-922-2288  
Oracle Public Sector - State & Local Government  
[Ken.vonessen@oracle.com](mailto:Ken.vonessen@oracle.com)

411 108th Ave NE Suite 900 | Bellevue, WA 98004

## Augustus, Staci A (DOA)

---

**From:** Penna, Fenton [Fenton.Penna@cedarcrestone.com]  
**Sent:** Friday, September 10, 2010 3:39 PM  
**To:** Augustus, Staci A (DOA)  
**Subject:** RE: Security Access

When we open it, it only says this attachment was removed? Hmmm Any suggestions?

Thank you,

Fenton Penna

Fenton Penna | CedarCrestone Account Manager-Oracle  
303-641-5578 | [www.cedarcrestone.com](http://www.cedarcrestone.com)

---

**From:** Augustus, Staci A (DOA) [<mailto:staci.augustus@alaska.gov>]  
**Sent:** Friday, September 10, 2010 5:31 PM  
**To:** Penna, Fenton  
**Subject:** RE: Security Access

I'm sorry, I have been swamped with all the questions, etc. Here it is again.

---

**From:** Penna, Fenton [<mailto:Fenton.Penna@cedarcrestone.com>]  
**Sent:** Friday, September 10, 2010 3:20 PM  
**To:** Augustus, Staci A (DOA)  
**Subject:** Security Access

Hi Staci,

I am sorry if I missed this, the Security Document you sent me seemed to be blank? Maybe there was a glitch on my end. Can you please resend the document? I have the password.

Thank you,

Fenton Penna

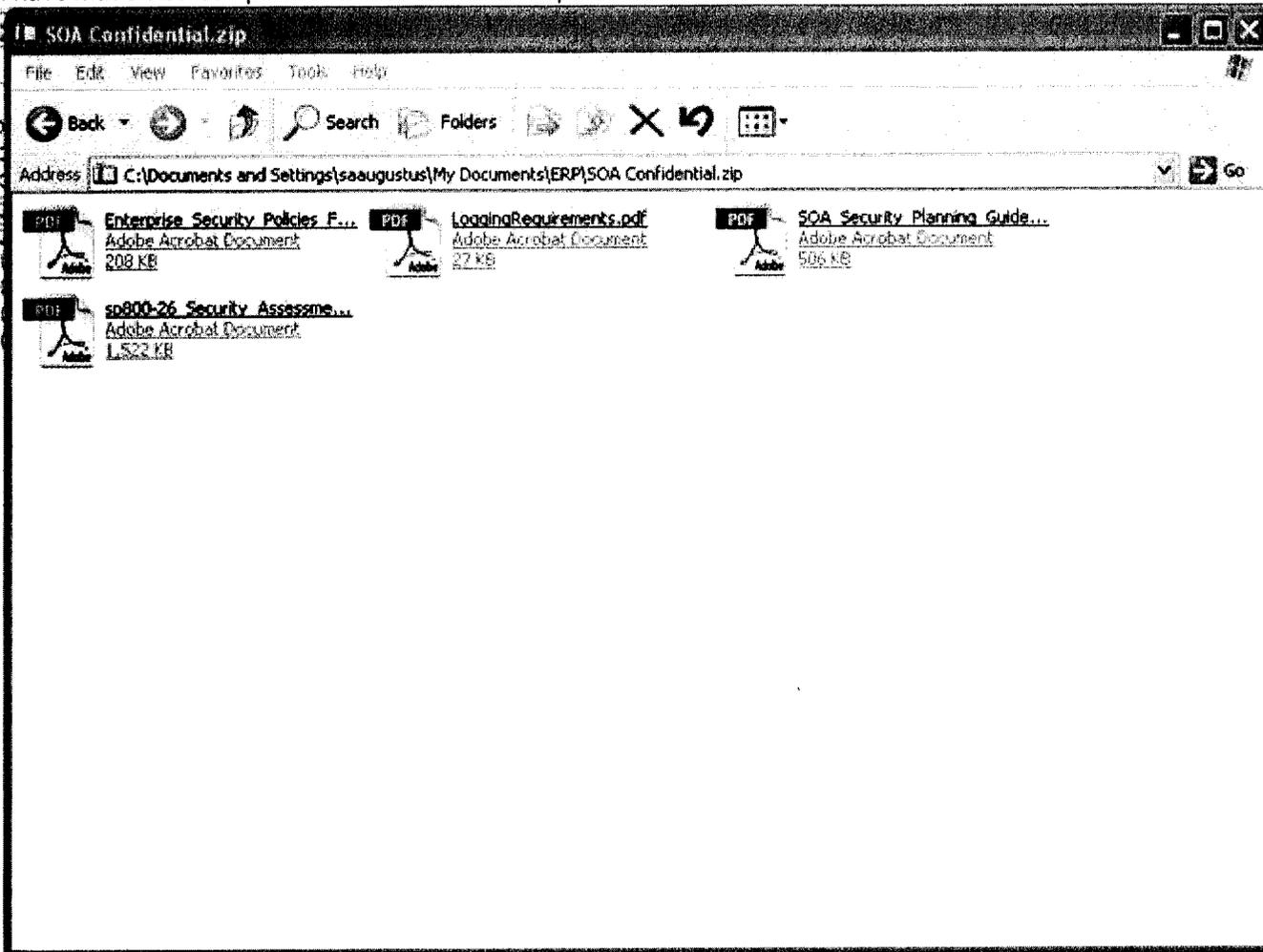
Fenton Penna | CedarCrestone Account Manager-Oracle  
303-641-5578 | [www.cedarcrestone.com](http://www.cedarcrestone.com)

## Augustus, Staci A (DOA)

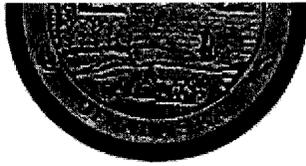
---

**From:** Augustus, Staci A (DOA)  
**Sent:** Friday, September 10, 2010 3:37 PM  
**To:** Penna, Fenton  
**Subject:** RE: Security Access

I have made a screen print of what I see when I open the folder:



Then, when I open, for example the first document, this is what I see:



**State of Alaska**  
**Information Technology**  
**And**  
**Telecommunication**

**Security Policies**

VERSION 1.5

October 1, 2005

---

**From:** Penna, Fenton [<mailto:Fenton.Penna@cedarcrestone.com>]  
**Sent:** Friday, September 10, 2010 3:32 PM  
**To:** Augustus, Staci A (DOA)  
**Subject:** RE: Security Access

Staci,  
for some reason when I open this doc is it still blank? When you open it is there something in it?

Thank you,

Fenton Penna

Fenton Penna | **CedarCrestone** Account Manager-**Oracle**  
303-641-5578 | [www.cedarcrestone.com](http://www.cedarcrestone.com)

---

**From:** Augustus, Staci A (DOA) [<mailto:staci.augustus@alaska.gov>]  
**Sent:** Friday, September 10, 2010 5:31 PM  
**To:** Penna, Fenton  
**Subject:** RE: Security Access

I'm sorry, I have been swamped with all the questions, etc. Here it is again.

---

**From:** Penna, Fenton [<mailto:Fenton.Penna@cedarcrestone.com>]  
**Sent:** Friday, September 10, 2010 3:20 PM  
**To:** Augustus, Staci A (DOA)  
**Subject:** Security Access

Hi Staci,

I am sorry if I missed this, the Security Document you sent me seemed to be blank? Maybe there was a glitch on my end. Can you please resend the document? I have the password.

Thank you,

Fenton Penna

Fenton Penna | **CedarCrestone** Account Manager-**Oracle**  
303-641-5578 | [www.cedarcrestone.com](http://www.cedarcrestone.com)

## Augustus, Staci A (DOA)

---

**From:** Augustus, Staci A (DOA)  
**Sent:** Friday, September 10, 2010 3:31 PM  
**To:** Penna, Fenton  
**Subject:** RE: Security Access  
**Attachments:** SOA Confidential.zip

I'm sorry, I have been swamped with all the questions, etc. Here it is again.

---

**From:** Penna, Fenton [<mailto:Fenton.Penna@cedarcrestone.com>]  
**Sent:** Friday, September 10, 2010 3:20 PM  
**To:** Augustus, Staci A (DOA)  
**Subject:** Security Access

Hi Staci,  
I am sorry if I missed this, the Security Document you sent me seemed to be blank? Maybe there was a glitch on my end.  
Can you please resend the document? I have the password.

Thank you,

Fenton Penna

Fenton Penna | CedarCrestone Account Manager-Oracle  
303-641-5578 | [www.cedarcrestone.com](http://www.cedarcrestone.com)

## Augustus, Staci A (DOA)

---

**From:** Augustus, Staci A (DOA)  
**Sent:** Friday, September 10, 2010 1:44 PM  
**To:** Ken Von Essen  
**Cc:** Mark Betchey  
**Subject:** RE: Questions for the RFP

With Amendment Four just being issued, can you please review the Amendment and resubmit questions that weren't answered? Thanks

---

**From:** Ken Von Essen [<mailto:ken.vonessen@ORACLE.COM>]  
**Sent:** Friday, September 10, 2010 1:36 PM  
**To:** Augustus, Staci A (DOA)  
**Cc:** Mark Betchey  
**Subject:** Questions for the RFP

Staci,

Here are 5 additional questions we have regarding the RFP.

Thanks,

Ken.

- 1) In the event an authorized reseller were utilized to provide the State the software necessary under the RFP, please confirm that the applicable references for the software would be those of the software company itself rather than the reseller.
- 2) If there is a valid master agreement in place between the State and a potential Software Offeror or its authorized reseller, is the State amenable to utilizing same in place of the Software Agreement contained in the RFP?
- 3) Similarly, is the State amenable to using the GSA schedule to acquire the necessary software licenses.

- 4) With regard to setting out any exceptions to the contract as required in Exhibit D-3; is the State amenable to a proper redline of the terms and conditions to the Software and/or the Services Agreements rather than a piece meal, provision by provision, offering which may consist of partial phrases with notes on where to insert/delete in the Agreement, greatly improving readability of the proposed changes?
- 5) Requesting a extension for final submittals of the RFP.

**Ken Von Essen | Application Sales Manager**  
Phone: +1 425-455-0505 | Cell: +1 425-922-2288  
Oracle Public Sector - State & Local Government  
[Ken.vonessen@oracle.com](mailto:Ken.vonessen@oracle.com)

411 108th Ave NE Suite 900 | Bellevue, WA 98004

## **Augustus, Staci A (DOA)**

---

**From:** Augustus, Staci A (DOA)  
**Sent:** Friday, September 10, 2010 1:43 PM  
**Subject:** Amendment Four to RFP 2010-0200-9388 issued!  
**Attachments:** RFP 2010-0200-9388 Amendment Four.PDF

This is to notify you, a registered interested party, that Amendment Four to the State of Alaska's Statewide Administrative Systems Replacement Project RFP has been issued. In addition to it being attached to this email, you may also view it online at:

<http://notes3.state.ak.us/pn/pubnotic.nsf/cc52605f7c156e7a8925672a0060a91b/d6483c3dba9cad1889257774000af210?OpenDocument>

## Augustus, Staci A (DOA)

---

**From:** Ken Von Essen [ken.vonessen@ORACLE.COM]  
**Sent:** Friday, September 10, 2010 1:36 PM  
**To:** Augustus, Staci A (DOA)  
**Cc:** Mark Betchey  
**Subject:** Questions for the RFP

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Here are 5 additional questions we have regarding the RFP.

Thanks,

Ken.

- 1) In the event an authorized reseller were utilized to provide the State the software necessary under the RFP, please confirm that the applicable references for the software would be those of the software company itself rather than the reseller.
- 2) If there is a valid master agreement in place between the State and a potential Software Offeror or its authorized reseller, is the State amenable to utilizing same in place of the Software Agreement contained in the RFP?
- 3) Similarly, is the State amenable to using the GSA schedule to acquire the necessary software licenses.
- 4) With regard to setting out any exceptions to the contract as required in Exhibit D-3; is the State amenable to a proper redline of the terms and conditions to the Software and/or the Services Agreements rather than a piece meal, provision by provision, offering which may consist of partial phrases with notes on where to insert/delete in the Agreement, greatly improving readability of the proposed changes?

5) Requesting a extension for final submittals of the RFP.

**Ken Von Essen | Application Sales Manager**

Phone: +1 425-455-0505 | Cell: +1 425-922-2288

Oracle Public Sector - State & Local Government

[Ken.vonessen@oracle.com](mailto:Ken.vonessen@oracle.com)

411 108th Ave NE Suite 900 | Bellevue, WA 98004

## Augustus, Staci A (DOA)

---

**From:** Penna, Fenton [Fenton.Penna@cedarcrestone.com]  
**Sent:** Friday, September 10, 2010 5:27 AM  
**To:** Augustus, Staci A (DOA)  
**Subject:** RE: Attachment M - Nondisclosure

Hello Staci,  
The attached file was empty. Can you please resend.

Thank you,

Fenton Penna

Fenton Penna | CedarCrestone Account Manager-Oracle  
303-641-5578 | [www.cedarcrestone.com](http://www.cedarcrestone.com)

---

**From:** Augustus, Staci A (DOA) [<mailto:staci.augustus@alaska.gov>]  
**Sent:** Tuesday, September 07, 2010 12:48 PM  
**To:** Penna, Fenton  
**Subject:** Attachment M - Nondisclosure

Ms. Penna, attached are the State's CONFIDENTIAL Security Plan documents. I will send a separate email with the password. Thank you.

## **Augustus, Staci A (DOA)**

---

**From:** Cheung, Angela [angela.cheung@cgi.com]  
**Sent:** Thursday, September 09, 2010 8:58 AM  
**To:** Augustus, Staci A (DOA)  
**Subject:** CGI Acknowledgement to Amendments Two and Three  
**Attachments:** Signed RFP Amendment Two\_8.12.10.pdf; Signed RFP 2010-0200-9388 Amendment Three.pdf

Hello again, Staci.

Please find attached our signed acknowledgements to Amendments Two and Three. We will also include in our proposal response.

Thank you,  
Angela

**Angela Cheung**  
**CGI West Public Sector**  
Director, Business Development  
510.919.2350

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## Augustus, Staci A (DOA)

---

**From:** Augustus, Staci A (DOA)  
**Sent:** Thursday, September 09, 2010 8:27 AM  
**To:** Cheung, Angela  
**Subject:** RE: CGI Questions Relating to RFP #2010-0200-9388 - Set #3

Thank you, Ms. Cheung.

---

**From:** Cheung, Angela [<mailto:angela.cheung@cgi.com>]  
**Sent:** Thursday, September 09, 2010 8:08 AM  
**To:** Augustus, Staci A (DOA)  
**Subject:** CGI Questions Relating to RFP #2010-0200-9388 - Set #3

Hi Staci,

Please find our third set of questions related to RFP #2010-0200-9388.

Thank you,  
Angela

**Angela Cheung**  
**CGI West Public Sector**  
Director, Business Development  
510.919.2350

CONFIDENTIALITY NOTICE: Proprietary/Confidential Information belonging to CGI Group Inc. and its affiliates may be contained in this message. If you are not a recipient indicated or intended in this message (or responsible for delivery of this message to such person), or you think for any reason this message may have been addressed to you in error, you may not use or copy or deliver this message to anyone else. In such case, you should destroy this message, and are asked to notify the sender by reply email.

## **Augustus, Staci A (DOA)**

---

**From:** Cheung, Angela [angela.cheung@cgi.com]  
**Sent:** Thursday, September 09, 2010 8:08 AM  
**To:** Augustus, Staci A (DOA)  
**Subject:** CGI Questions Relating to RFP #2010-0200-9388 - Set #3  
**Attachments:** CGI Questions for Alaska ERP\_09072010.docx

Hi Staci,

Please find our third set of questions related to RFP #2010-0200-9388.

Thank you,  
Angela

**Angela Cheung**  
**CGI West Public Sector**  
Director, Business Development  
510.919.2350

CONFIDENTIALITY NOTICE: Proprietary/Confidential Information belonging to CGI Group Inc. and its affiliates may be contained in this message. If you are not a recipient indicated or intended in this message (or responsible for delivery of this message to such person), or you think for any reason this message may have been addressed to you in error, you may not use or copy or deliver this message to anyone else. In such case, you should destroy this message, and are asked to notify the sender by reply email.

## Augustus, Staci A (DOA)

---

**From:** Tatia Wagner [tatia.wagner@oracle.com]  
**Sent:** Wednesday, September 08, 2010 10:51 AM  
**To:** Augustus, Staci A (DOA)  
**Subject:** State of Alaska Releases ERP RFP - Clarification Question (s)

Staci

What ETL tool does the State use with ALDER?

Sincerely

Tatia  
916.715.0337 (c)  
[tatia.wagner@oracle.com](mailto:tatia.wagner@oracle.com)

## Augustus, Staci A (DOA)

---

**From:** Augustus, Staci A (DOA)  
**Sent:** Wednesday, September 08, 2010 9:05 AM  
**To:** Meyer, John  
**Subject:** RE: Question

Thank you. We will have to issue an amendment to answer which we are working on right now. Thanks

---

**From:** Meyer, John [<mailto:MeyerJR@bv.com>]  
**Sent:** Wednesday, September 08, 2010 8:47 AM  
**To:** Augustus, Staci A (DOA)  
**Subject:** RE: Question

Staci,

Understand. It is really just a simple clarification to Addendum # 3, Question 38. A strong part of our team includes a subcontractor with State ERP qualifications. May we include references (Exhibit B4) from them in our bid submission?

Thank you.

P.S. Is there an opportunity to receive an answer to the above clarification as soon as possible?

Respectfully,  
John

---

John R. Meyer, Managing Director of Sales  
**SAP Practice**  
**BLACK & VEATCH** - Building a **world** of difference®  
**Office:** 530.342.5222 | **Fax:** 530.342.5230  
**Email:** [MeyerJR@BV.com](mailto:MeyerJR@BV.com)

[www.bv.com/sap](http://www.bv.com/sap)

---

**From:** Augustus, Staci A (DOA) [<mailto:staci.augustus@alaska.gov>]  
**Sent:** Wednesday, September 08, 2010 9:41 AM  
**To:** Meyer, John  
**Subject:** Question

Mr. Meyer, I have received your voice mail message, however, I would greatly appreciate if you can please submit the question in writing. Thanks.

## Augustus, Staci A (DOA)

---

**From:** Meyer, John [MeyerJR@bv.com]  
**Sent:** Wednesday, September 08, 2010 8:47 AM  
**To:** Augustus, Staci A (DOA)  
**Subject:** RE: Question

Staci,

Understand. It is really just a simple clarification to Addendum # 3, Question 38. A strong part of our team includes a subcontractor with State ERP qualifications. May we include references (Exhibit B4) from them in our bid submission?

Thank you.

P.S. Is there an opportunity to receive an answer to the above clarification as soon as possible?

Respectfully,  
John

---

John R. Meyer, Managing Director of Sales  
**SAP Practice**  
**BLACK & VEATCH** - Building a **world** of difference®  
**Office:** 530.342.5222 | **Fax:** 530.342.5230  
**Email:** [MeyerJR@BV.com](mailto:MeyerJR@BV.com)

[www.bv.com/sap](http://www.bv.com/sap)

---

**From:** Augustus, Staci A (DOA) [<mailto:staci.augustus@alaska.gov>]  
**Sent:** Wednesday, September 08, 2010 9:41 AM  
**To:** Meyer, John  
**Subject:** Question

Mr. Meyer, I have received your voice mail message, however, I would greatly appreciate if you can please submit the question in writing. Thanks.

**Augustus, Staci A (DOA)**

---

**From:** Augustus, Staci A (DOA)  
**Sent:** Wednesday, September 08, 2010 8:41 AM  
**To:** Meyer, John  
**Subject:** Question

Mr. Meyer, I have received your voice mail message, however, I would greatly appreciate if you can please submit the question in writing. Thanks.

## Augustus, Staci A (DOA)

---

**From:** Augustus, Staci A (DOA)  
**Sent:** Tuesday, September 07, 2010 8:16 AM  
**To:** Penna, Fenton  
**Subject:** RE: NDA

You can scan it to me. thanks

---

**From:** Penna, Fenton [<mailto:Fenton.Penna@cedarcrestone.com>]  
**Sent:** Tuesday, September 07, 2010 7:43 AM  
**To:** Augustus, Staci A (DOA)  
**Subject:** NDA

Staci

We have completed the NDA. Can we scan it and send over to you or do you need to have original signature? This is for the security policy.

Thank you,

Fenton Penna

Fenton Penna | CedarCrestone Account Manager-Oracle  
303-641-5578 | [www.cedarcrestone.com](http://www.cedarcrestone.com)

## Augustus, Staci A (DOA)

---

**From:** Penna, Fenton [Fenton.Penna@cedarcrestone.com]  
**Sent:** Friday, September 03, 2010 5:02 PM  
**To:** Augustus, Staci A (DOA)  
**Cc:** Penna, Fenton

Hi Staci,

I am thinking that we have asked so many questions, we should be running out of questions soon! :) Two more for clarification are noted below: Have a great holiday weekend!

---

1. Could you please clarify the answer to Q22 in Amendment Number Three. QUESTION: Where in the Strategic Fit component do we list size, budget, employees etc.. Is the answer, In Attachment D, page D-3, under "Technical skills and qualification for the project position ? "

2. We understand that specific information in Exhibit D1: on page D-3 identified with an \* will be withheld from the PEC during evaluation. However, relevant information that may be included under "Education and Certifications" and "Technical Skills and Qualifications" may identify a specific Offeror's software. Can the SI list certifications of particular software and name the software certification ? Also, can the SI list client reference names in the qualifications section on page D-3?

Thank you,

Fenton Penna

Fenton Penna | CedarCrestone Account Manager-Oracle  
303-641-5578 | [www.cedarcrestone.com](http://www.cedarcrestone.com)

**Augustus, Staci A (DOA)**

---

**From:** Augustus, Staci A (DOA)  
**Sent:** Friday, September 03, 2010 8:28 AM  
**To:** Meyer, John  
**Subject:** RE: Question: RFP 2010-0200-9388

Thank you, Mr. Meyer, I have added this question to be answered in an amendment.

---

**From:** Meyer, John [<mailto:MeyerJR@bv.com>]  
**Sent:** Friday, September 03, 2010 8:12 AM  
**To:** Augustus, Staci A (DOA)  
**Subject:** Question: RFP 2010-0200-9388

Hello Staci,

Will the State allow limited graphics to be included in response to Attachment C: Work Plan and Rava Plan?

Thank you,  
John

---

**John R. Meyer**  
**BLACK & VEATCH - Building a world of difference®**  
**530.342.5222**

**Augustus, Staci A (DOA)**

---

**From:** Meyer, John [MeyerJR@bv.com]  
**Sent:** Friday, September 03, 2010 8:12 AM  
**To:** Augustus, Staci A (DOA)  
**Subject:** Question: RFP 2010-0200-9388

Hello Staci,

Will the State allow limited graphics to be included in response to Attachment C: Work Plan and Rava Plan?

Thank you,  
John

---

**John R. Meyer**  
**BLACK & VEATCH - Building a world of difference®**  
**530.342.5222**

## **Augustus, Staci A (DOA)**

---

**From:** Augustus, Staci A (DOA)  
**Sent:** Friday, September 03, 2010 8:09 AM  
**To:** Jim Hill  
**Subject:** RE: Bidder's Conference Attendees

Yes, Mr. Hill, it was. Please refer to Question and Answer #40 in Amendment Three.

---

**From:** Jim Hill [<mailto:jim.h.hill@oracle.com>]  
**Sent:** Friday, September 03, 2010 7:56 AM  
**To:** Augustus, Staci A (DOA)  
**Subject:** Re: Bidder's Conference Attendees

Staci:

Was this information included in the Amendment 3 data?

Thanks,

Jim Hill

**ORACLE**

Jim Hill | Account Executive  
Phone: [+15037153128](tel:+15037153128) Fax: [+15037153128](tel:+15037153128)  
Oracle Public Sector Hardware  
3295 NW 211th Terrace | Hillsboro, OR 97124



Oracle is committed to developing practices and products that help protect the environment

On Aug 24, 2010, at 10:35 AM, Augustus, Staci A (DOA) wrote:

We will publishing that information with the upcoming amendment.

---

**From:** Jim Hill [<mailto:jim.h.hill@oracle.com>]  
**Sent:** Monday, August 23, 2010 10:19 AM  
**To:** Augustus, Staci A (DOA)  
**Subject:** Bidder's Conference Attendees

Staci:

Is a list of bidder's conference attendees available? If so, I would like a copy of the list.

My contact information is below:

Thanks,

Jim Hill

## Augustus, Staci A (DOA)

---

**From:** Jim Hill [jim.h.hill@oracle.com]  
**Sent:** Friday, September 03, 2010 7:56 AM  
**To:** Augustus, Staci A (DOA)  
**Subject:** Re: Bidder's Conference Attendees

Staci:

Was this information included in the Amendment 3 data?

Thanks,

Jim Hill

**ORACLE**

Jim Hill | Account Executive  
Phone: [+15037153128](tel:+15037153128) Fax: [+15037153128](tel:+15037153128)  
Oracle Public Sector Hardware  
3295 NW 211th Terrace | Hillsboro, OR 97124



Oracle is committed to developing practices and products that help protect the environment

On Aug 24, 2010, at 10:35 AM, Augustus, Staci A (DOA) wrote:

We will publishing that information with the upcoming amendment.

---

**From:** Jim Hill [mailto:[jim.h.hill@oracle.com](mailto:jim.h.hill@oracle.com)]  
**Sent:** Monday, August 23, 2010 10:19 AM  
**To:** Augustus, Staci A (DOA)  
**Subject:** Bidder's Conference Attendees

Staci:

Is a list of bidder's conference attendees available? If so, I would like a copy of the list.

My contact information is below:

Thanks,

Jim Hill

<image001.gif>

Jim Hill | Account Executive  
Phone: [+15037153128](tel:+15037153128) Fax: [+15037153128](tel:+15037153128)  
Oracle Public Sector Hardware  
3295 NW 211th Terrace | Hillsboro, OR 97124

<image002.gif>Oracle is committed to developing practices and products that help protect the environment

## **Augustus, Staci A (DOA)**

---

**From:** Penna, Fenton [Fenton.Penna@cedarcrestone.com]  
**Sent:** Thursday, September 02, 2010 2:13 PM  
**To:** Augustus, Staci A (DOA)  
**Subject:** RE: State of Alaska Clarification Questions

Great thanks!

Thank you,

Fenton Penna

Fenton Penna | Cedar**Crestone** Account Manager-**Oracle**  
303-641-5578 | [www.cedarcrestone.com](http://www.cedarcrestone.com)

---

**From:** Augustus, Staci A (DOA) [<mailto:staci.augustus@alaska.gov>]  
**Sent:** Thursday, September 02, 2010 4:12 PM  
**To:** Penna, Fenton  
**Subject:** RE: State of Alaska Clarification Questions

Thank you, we will answer them in an amendment.

---

**From:** Penna, Fenton [<mailto:Fenton.Penna@cedarcrestone.com>]  
**Sent:** Thursday, September 02, 2010 2:11 PM  
**To:** Augustus, Staci A (DOA)  
**Cc:** Penna, Fenton  
**Subject:** State of Alaska Clarification Questions

Hi Staci,  
I have attached clarification questions. Thank you.

Fenton Penna

Fenton Penna | Cedar**Crestone** Account Manager-**Oracle**  
303-641-5578 | [www.cedarcrestone.com](http://www.cedarcrestone.com)

---

## **Augustus, Staci A (DOA)**

---

**From:** Augustus, Staci A (DOA)  
**Sent:** Thursday, September 02, 2010 2:12 PM  
**To:** Penna, Fenton  
**Subject:** RE: State of Alaska Clarification Questions

Thank you, we will answer them in an amendment.

---

**From:** Penna, Fenton [<mailto:Fenton.Penna@cedarcrestone.com>]  
**Sent:** Thursday, September 02, 2010 2:11 PM  
**To:** Augustus, Staci A (DOA)  
**Cc:** Penna, Fenton  
**Subject:** State of Alaska Clarification Questions

Hi Staci,  
I have attached clarification questions. Thank you.

Fenton Penna

Fenton Penna | Cedar**Crestone** Account Manager-**Oracle**  
303-641-5578 | [www.cedarcrestone.com](http://www.cedarcrestone.com)

---

## Augustus, Staci A (DOA)

---

**From:** Penna, Fenton [Fenton.Penna@cedarcrestone.com]  
**Sent:** Thursday, September 02, 2010 2:11 PM  
**To:** Augustus, Staci A (DOA)  
**Cc:** Penna, Fenton  
**Subject:** State of Alaska Clarification Questions  
**Attachments:** State of Alaska Clarification Questions 09022010.xls

Hi Staci,  
I have attached clarification questions. Thank you.

Fenton Penna

Fenton Penna | Cedar**Crestone** Account Manager-**Oracle**  
303-641-5578 | [www.cedarcrestone.com](http://www.cedarcrestone.com)

---

## **Augustus, Staci A (DOA)**

---

**From:** Augustus, Staci A (DOA)  
**Sent:** Thursday, September 02, 2010 11:10 AM  
**To:** Ken Von Essen  
**Cc:** Sherry Roberts; Earlena Minor  
**Subject:** RE: Questions

We will answer these in our next amendment. Thanks

---

**From:** Ken Von Essen [<mailto:ken.vonessen@oracle.com>]  
**Sent:** Wednesday, September 01, 2010 11:49 AM  
**To:** Augustus, Staci A (DOA)  
**Cc:** Sherry Roberts; Earlena Minor  
**Subject:** Questions

Staci,

Can you please answer the following questions please... Thanks.

- 1. In requirement area Financial, requirement subcategory Manufacturing: it is requested for item costing and sales. Can you give me an example on what the State is producing and selling?
- 2. In requirement area Financial, requirement subcategory Marketing/Sales/Retail: it appears like this is selling surplus items and assets. Does the State manufacture and sale additional items on the retail market?

**Ken Von Essen | Application Sales Manager**  
Phone: +1 425-455-0505 | Cell: +1 425-922-2288  
Oracle Public Sector - State & Local Government  
[Ken.vonessen@oracle.com](mailto:Ken.vonessen@oracle.com)

411 108th Ave NE Suite 900 | Bellevue, WA 98004

## Augustus, Staci A (DOA)

---

**From:** Augustus, Staci A (DOA)  
**Sent:** Thursday, September 02, 2010 11:04 AM  
**To:** Tatia Wagner  
**Subject:** RE: State of Alaska Releases ERP RFP - Clarification Question (s)

Thank you, Ms. Wagner, we will answer in an amendment.

---

**From:** Tatia Wagner [<mailto:tatia.wagner@oracle.com>]  
**Sent:** Thursday, September 02, 2010 9:55 AM  
**To:** Augustus, Staci A (DOA)  
**Subject:** State of Alaska Releases ERP RFP - Clarification Question (s)

Staci

I have a general clarification which may impact several response sections:

1. Is the state expecting a response from a single **prime contractor** (single offeror) for software (license and maintenance) and services? Or a combined response which includes sections from a Software Offeror and Systems Implementation Offeror ?
2. If the state is accepting of combined responses which may include a single Software Offeror and a single Systems Implementator (with or without subcontractors), who should sign Exhibit A7: Proposal Signature? The Systems Implementator Offeror or the Software Offeror? Or both?

If my clarification isn't clear – I would be more than happy to call to discuss if that is acceptable.

Sincerely

**ORACLE**

Tatia L. Wagner | 916.315.5638 (o) | 916.715.0337 (c)  
Oracle North America Consulting - State & Local West  
1001 Sunset Blvd. Rocklin, CA 95765  
[tatia.wagner@oracle.com](mailto:tatia.wagner@oracle.com)

## Augustus, Staci A (DOA)

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**Sent:** Thursday, September 02, 2010 9:55 AM  
**To:** Augustus, Staci A (DOA)  
**Subject:** State of Alaska Releases ERP RFP - Clarification Question (s)

Staci

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1. Is the state expecting a response from a single **prime contractor** (single offeror) for software (license and maintenance) and services? Or a combined response which includes sections from a Software Offeror and Systems Implementation Offeror ?
2. If the state is accepting of combined responses which may include a single Software Offeror and a single Systems Implementator (with or without subcontractors), who should sign Exhibit A7: Proposal Signature? The Systems Implementator Offeror or the Software Offeror? Or both?

If my clarification isn't clear – I would be more than happy to call to discuss if that is acceptable.

Sincerely

**ORACLE**

Tatia L. Wagner | 916.315.5638 (o) | 916.715.0337 (c)  
Oracle North America Consulting - State & Local West  
1001 Sunset Blvd. Rocklin, CA 95765  
[tatia.wagner@oracle.com](mailto:tatia.wagner@oracle.com)

## **Augustus, Staci A (DOA)**

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**From:** Ken Von Essen [ken.vonessen@oracle.com]  
**Sent:** Wednesday, September 01, 2010 11:49 AM  
**To:** Augustus, Staci A (DOA)  
**Cc:** Sherry Roberts; Earlena Minor  
**Subject:** Questions

Staci,

Can you please answer the following questions please... Thanks.

- 1. In requirement area Financial, requirement subcategory Manufacturing: it is requested for item costing and sales. Can you give me an example on what the State is producing and selling?
- 2. In requirement area Financial, requirement subcategory Marketing/Sales/Retail: it appears like this is selling surplus items and assets. Does the State manufacture and sale additional items on the retail market?

**Ken Von Essen | Application Sales Manager**  
Phone: +1 425-455-0505 | Cell: +1 425-922-2288  
Oracle Public Sector - State & Local Government  
[Ken.vonessen@oracle.com](mailto:Ken.vonessen@oracle.com)

411 108th Ave NE Suite 900 | Bellevue, WA 98004

## **Augustus, Staci A (DOA)**

---

**From:** Cheung, Angela [angela.cheung@cgi.com]  
**Sent:** Monday, August 30, 2010 3:30 PM  
**To:** Augustus, Staci A (DOA)  
**Subject:** CGI Questions Relating to RFP #2010-0200-9388 - Set #2  
**Attachments:** CGI Questions for Alaska ERP\_08302010.doc

Hi Staci,

Please find our second set of questions related to RFP #2010-0200-9388.

Thank you,  
Angela

**Angela Cheung**  
**CGI West Public Sector**  
Director, Business Development  
510.919.2350

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## **Augustus, Staci A (DOA)**

---

**From:** Robert B Cockrum/MAXIMUS [RobertBCockrum@maximus.com]  
**Sent:** Friday, August 27, 2010 3:03 PM  
**To:** Augustus, Staci A (DOA)  
**Cc:** sheilaschuetz@maximus.com  
**Subject:** Amendment Three Clarification

Hi Ms. Augustus,

I have a clarification question to Amendment 3, Question 38. Let me first apologize if this is a repeat question, but I just want to make sure we are very clear on this subject.

The scenario that exists is that there will be multiple system implementers teamed on one response. Implementer X will be the primary offerer and Implementer Y and Z will be subcontractors to Implementer X. Can just implementer X submit system implementer Past Performance Information or do you allow Y and Z to also submit system implementer Past Performance Information. I ask, because in the math equations there is no representation that Z could be only 5 percent of the bid, but 90 percent of the system implementer Past Performance Information?

Thanks and have a great weekend.

Rob

Robert Cockrum  
MAXIMUS ERP Solutions  
Cell: 916.715.6504

## **Augustus, Staci A (DOA)**

---

**From:** Meyer, John [MeyerJR@bv.com]  
**Sent:** Friday, August 27, 2010 12:59 PM  
**To:** Augustus, Staci A (DOA)  
**Subject:** RE: Amendment Three to RFP 2010-0200-9388 Issued!

Staci,

We understand that proposers use a "virtual office" arrangement to acquire the 5% local bidders preference. Could the State comment on whether it accepts such an approach in order to meet the intent of the bidders preference?

Respectfully,  
John

---

**John R. Meyer**  
**BLACK & VEATCH** - Building a **world** of difference®  
**530.342.5222**

---

**From:** Augustus, Staci A (DOA) [<mailto:staci.augustus@alaska.gov>]  
**Sent:** Friday, August 27, 2010 1:42 PM  
**Subject:** Amendment Three to RFP 2010-0200-9388 Issued!

This is to notify you, a registered interested party, that Amendment Three to the State of Alaska's Statewide Administrative Systems Replacement Project RFP has been issued. In addition to it being attached to this email, you may also view it online at:

<http://notes3.state.ak.us/pn/pubnotic.nsf/cc52605f7c156e7a8925672a0060a91b/d6483c3dba9cad1889257774000af210?OpenDocument>

## **Augustus, Staci A (DOA)**

---

**From:** Meyer, John [MeyerJR@bv.com]  
**Sent:** Friday, August 27, 2010 12:47 PM  
**To:** Augustus, Staci A (DOA)  
**Subject:** RE: Amendment Three to RFP 2010-0200-9388 Issued!

Thank you.

---

**John R. Meyer**  
**BLACK & VEATCH** - Building a **world** of difference®  
**530.342.5222**

---

**From:** Augustus, Staci A (DOA) [<mailto:staci.augustus@alaska.gov>]  
**Sent:** Friday, August 27, 2010 1:42 PM  
**Subject:** Amendment Three to RFP 2010-0200-9388 Issued!

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<http://notes3.state.ak.us/pn/pubnotic.nsf/cc52605f7c156e7a8925672a0060a91b/d6483c3dba9cad1889257774000af210?OpenDocument>

**Augustus, Staci A (DOA)**

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**From:** Augustus, Staci A (DOA)  
**Sent:** Friday, August 27, 2010 12:42 PM  
**Subject:** Amendment Three to RFP 2010-0200-9388 Issued!  
**Attachments:** RFP 2010-0200-9388 Amendment Three.pdf

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<http://notes3.state.ak.us/pn/pubnotic.nsf/cc52605f7c156e7a8925672a0060a91b/d6483c3dba9cad1889257774000af210?OpenDocument>

## Augustus, Staci A (DOA)

---

**From:** Augustus, Staci A (DOA)  
**Sent:** Thursday, August 26, 2010 7:35 AM  
**To:** 'mark.betchey@oracle.com'  
**Subject:** Re: Reference Signatures

We will be answering that question in an amendment. Thanks  
Staci Augustus, Procurement Specialist

---

**From:** Mark Betchey <[mark.betchey@oracle.com](mailto:mark.betchey@oracle.com)>  
**To:** Augustus, Staci A (DOA)  
**Sent:** Thu Aug 26 07:03:56 2010  
**Subject:** Reference Signatures

Hi Stacy-

A question was asked at the bidder's conference regarding the acceptability of a signed reference form that has been copied or sent electronically. I thought the ASU gentlemen said that copies with signatures were fine. I will have more than one bid and will be presenting software references that will be the same for more than one bid so I need copies regardless. Can you confirm that this is OK?

**Mark C. Betchey**  
National Program Manager  
Mobile 303-601-2172

## **Augustus, Staci A (DOA)**

---

**From:** Mark Betchey [mark.betchey@oracle.com]  
**Sent:** Thursday, August 26, 2010 7:04 AM  
**To:** Augustus, Staci A (DOA)  
**Subject:** Reference Signatures

Hi Stacy-

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**Mark C. Betchey**  
National Program Manager  
Mobile 303-601-2172

## **Augustus, Staci A (DOA)**

---

**From:** Sherry Roberts [sherry.roberts@oracle.com]  
**Sent:** Wednesday, August 25, 2010 12:35 PM  
**To:** Augustus, Staci A (DOA)  
**Cc:** Ken Von Essen; Adam Ettrick; David Stormoen  
**Subject:** RE: Questions for RFP 2010-0200-9388

Thank you for your acknowledgement.

---

**From:** Augustus, Staci A (DOA) [mailto:staci.augustus@alaska.gov]  
**Sent:** Wednesday, August 25, 2010 1:35 PM  
**To:** Sherry Roberts  
**Cc:** Ken Von Essen; Adam Ettrick; David Stormoen  
**Subject:** RE: Questions for RFP 2010-0200-9388

Thank you, we will answer the questions in an amendment.

---

**From:** Sherry Roberts [mailto:sherry.roberts@oracle.com]  
**Sent:** Wednesday, August 25, 2010 12:27 PM  
**To:** Augustus, Staci A (DOA)  
**Cc:** Ken Von Essen; Adam Ettrick; David Stormoen  
**Subject:** Questions for RFP 2010-0200-9388

Dear Ms. Augustus:

Attached is a short listing of questions we would appreciate your reviewing. We look forward to your clarification. Thank you.

Best regards,

**ORACLE**

Sherry Roberts | Proposal Manager | Oracle America, Inc. | North America Sales and Consulting | 310.977.6573  
(o/c)

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Oracle Proposal Management and Documentation Services (PMDS)  
222 No Sepulveda Blvd, Suite 2400 | El Segundo, CA 90245  
[sherry.roberts@oracle.com](mailto:sherry.roberts@oracle.com)



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**To:** Sherry Roberts  
**Cc:** Ken Von Essen; Adam Ettrick; David Stormoen  
**Subject:** RE: Questions for RFP 2010-0200-9388

Thank you, we will answer the questions in an amendment.

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**From:** Sherry Roberts [<mailto:sherry.roberts@oracle.com>]  
**Sent:** Wednesday, August 25, 2010 12:27 PM  
**To:** Augustus, Staci A (DOA)  
**Cc:** Ken Von Essen; Adam Ettrick; David Stormoen  
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Best regards,

**ORACLE**

Sherry Roberts | Proposal Manager | Oracle America, Inc. | North America Sales and Consulting | 310.977.6573  
(o/c)

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Oracle Proposal Management and Documentation Services (PMDS)  
222 No Sepulveda Blvd, Suite 2400 | El Segundo, CA 90245  
[sherry.roberts@oracle.com](mailto:sherry.roberts@oracle.com)



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**To:** Augustus, Staci A (DOA)  
**Cc:** Ken Von Essen; Adam Ettrick; David Stormoen  
**Subject:** Questions for RFP 2010-0200-9388  
**Attachments:** Questions for RFP 2010.0200.9388.doc

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Best regards,

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Sherry Roberts | Proposal Manager | Oracle America, Inc. | North America Sales and Consulting | 310.977.6573  
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## **Augustus, Staci A (DOA)**

---

**From:** Augustus, Staci A (DOA)  
**Sent:** Tuesday, August 24, 2010 3:25 PM  
**To:** Cheung, Angela  
**Subject:** RE: CGI Questions Relating to RFP #2010-0200-9388

Please send a new list. I will try to send your security information by end of day today.Thanks

---

**From:** Cheung, Angela [<mailto:angela.cheung@cgi.com>]  
**Sent:** Tue 8/24/2010 12:51 PM  
**To:** Augustus, Staci A (DOA)  
**Subject:** RE: CGI Questions Relating to RFP #2010-0200-9388

Hi Staci,

Our team has additional questions. Should I add to the previous list and keep a rolling list or should we send a separate document with the new questions? Also we sent back executed Attachment M last week, when should we expect our log in information to access the Enterprise Security Plan?

Thank you much,  
Angela

**Angela Cheung**  
**CGI West Public Sector**  
Director, Business Development  
510.919.2350

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---

**From:** Augustus, Staci A (DOA) [<mailto:staci.augustus@alaska.gov>]  
**Sent:** Tuesday, August 24, 2010 10:29 AM  
**To:** Cheung, Angela  
**Subject:** RE: CGI Questions Relating to RFP #2010-0200-9388

Thank you, Ms. Cheung, we will answer the questions in an amendment.

---

**From:** Cheung, Angela [<mailto:angela.cheung@cgi.com>]  
**Sent:** Friday, August 20, 2010 10:45 AM  
**To:** Augustus, Staci A (DOA)  
**Subject:** CGI Questions Relating to RFP #2010-0200-9388

Hi Staci,

Please find attached questions related to RFP #2010-0200-9388.

Have a great weekend.

## **Augustus, Staci A (DOA)**

---

**From:** Cheung, Angela [angela.cheung@cgi.com]  
**Sent:** Tuesday, August 24, 2010 12:51 PM  
**To:** Augustus, Staci A (DOA)  
**Subject:** RE: CGI Questions Relating to RFP #2010-0200-9388

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**From:** Augustus, Staci A (DOA) [<mailto:staci.augustus@alaska.gov>]  
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**To:** Cheung, Angela  
**Subject:** RE: CGI Questions Relating to RFP #2010-0200-9388

Thank you, Ms. Cheung, we will answer the questions in an amendment.

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**From:** Cheung, Angela [<mailto:angela.cheung@cgi.com>]  
**Sent:** Friday, August 20, 2010 10:45 AM  
**To:** Augustus, Staci A (DOA)  
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**Sent:** Tuesday, August 24, 2010 9:29 AM  
**To:** Cheung, Angela  
**Subject:** RE: CGI Questions Relating to RFP #2010-0200-9388

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## **Augustus, Staci A (DOA)**

---

**From:** Augustus, Staci A (DOA)  
**Sent:** Tuesday, August 24, 2010 9:35 AM  
**To:** Jim Hill  
**Subject:** RE: Bidder's Conference Attendees

We will publishing that information with the upcoming amendment.

---

**From:** Jim Hill [<mailto:jim.h.hill@oracle.com>]  
**Sent:** Monday, August 23, 2010 10:19 AM  
**To:** Augustus, Staci A (DOA)  
**Subject:** Bidder's Conference Attendees

Staci:

Is a list of bidder's conference attendees available? If so, I would like a copy of the list.

My contact information is below:

Thanks,

Jim Hill

**ORACLE**

Jim Hill | Account Executive  
Phone: [+15037153128](tel:+15037153128) Fax: [+15037153128](tel:+15037153128)  
Oracle Public Sector Hardware  
3295 NW 211th Terrace | Hillsboro, OR 97124



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## **Augustus, Staci A (DOA)**

---

**From:** Augustus, Staci A (DOA)  
**Sent:** Tuesday, August 24, 2010 9:30 AM  
**To:** Robert B Cockrum/MAXIMUS  
**Cc:** sheilaschuetz@maximus.com  
**Subject:** RE: Additional MAXIMUS Questions to RFP 2010-0200-9388

Thank you, we will answer the questions in amendment.

---

**From:** Robert B Cockrum/MAXIMUS [<mailto:RobertBCockrum@maximus.com>]  
**Sent:** Friday, August 20, 2010 11:19 AM  
**To:** Augustus, Staci A (DOA)  
**Cc:** [sheilaschuetz@maximus.com](mailto:sheilaschuetz@maximus.com)  
**Subject:** Additional MAXIMUS Questions to RFP 2010-0200-9388

Hi Ms. Augustus,

How are you? Below are some additional questions from MAXIMUS concerning RFP 2010-0200-9388. I appreciate the State reading through the questions MAXIMUS has asked as it will help us bring together a better response.

1. Since the video taped interviews will be included in the contract, will that make them part of the public record with no confidentiality protection? If that is the case, will a response of Trade Secret or Company Confidential be scored as a complete and compliant answer?
2. At the time of the interviews we may have existing contracts that prohibit responding to questions that identify the client and / or the work being performed to support the client, will a response to that effect be scored as complete and compliant?
3. MAXIMUS would like to confirm that for System Implementer references only references from the Prime Offerer will be allowed.

Thanks and have a good weekend,

Rob

Robert Cockrum  
Director, MAXIMUS ERP Solutions  
Cell: 916.715.6504

## Augustus, Staci A (DOA)

---

**From:** Jim Hill [jim.h.hill@oracle.com]  
**Sent:** Monday, August 23, 2010 10:19 AM  
**To:** Augustus, Staci A (DOA)  
**Subject:** Bidder's Conference Attendees

Staci:

Is a list of bidder's conference attendees available? If so, I would like a copy of the list.

My contact information is below:

Thanks,

Jim Hill

**ORACLE**

Jim Hill | Account Executive

Phone: +15037153128 Fax: +15037153128

Oracle Public Sector Hardware

3295 NW 211th Terrace | Hillsboro, OR 97124



Oracle is committed to developing practices and products that help protect the environment

## **Augustus, Staci A (DOA)**

---

**From:** Penna, Fenton [Fenton.Penna@cedarcrestone.com]  
**Sent:** Friday, August 20, 2010 2:54 PM  
**To:** Augustus, Staci A (DOA)  
**Cc:** Penna, Fenton  
**Subject:** Question Re RFP 2010-0200-9388

Hello Staci,

I know we asked this question at the Proposal Conference, but I wanted to also put the question in writing. Can you please clarify if the State will accept electronic signatures on the PPI Questionnaires? I have a number of Questionnaires out to my clients and I would like to know if I need to request that they mail them to me via hard copy mail vs.. email.

Thank you,

Fenton Penna

Fenton Penna | CedarCrestone Account Manager-Oracle  
303-641-5578 | [www.cedarcrestone.com](http://www.cedarcrestone.com)

## **Augustus, Staci A (DOA)**

---

**From:** Robert B Cockrum/MAXIMUS [RobertBCockrum@maximus.com]  
**Sent:** Friday, August 20, 2010 11:19 AM  
**To:** Augustus, Staci A (DOA)  
**Cc:** sheilaschuetz@maximus.com  
**Subject:** Additional MAXIMUS Questions to RFP 2010-0200-9388

Hi Ms. Augustus,

How are you? Below are some additional questions from MAXIMUS concerning RFP 2010-0200-9388. I appreciate the State reading through the questions MAXIMUS has asked as it will help us bring together a better response.

1. Since the video taped interviews will be included in the contract, will that make them part of the public record with no confidentiality protection? If that is the case, will a response of Trade Secret or Company Confidential be scored as a complete and compliant answer?
2. At the time of the interviews we may have existing contracts that prohibit responding to questions that identify the client and / or the work being performed to support the client, will a response to that effect be scored as complete and compliant?
3. MAXIMUS would like to confirm that for System Implementer references only references from the Prime Offerer will be allowed.

Thanks and have a good weekend,

Rob

Robert Cockrum  
Director, MAXIMUS ERP Solutions  
Cell: 916.715.6504

## **Augustus, Staci A (DOA)**

---

**From:** Augustus, Staci A (DOA)  
**Sent:** Friday, August 20, 2010 10:51 AM  
**To:** 'angela.cheung@cgi.com'  
**Subject:** Re: CGI Questions Relating to RFP #2010-0200-9388

Thank you.  
Staci Augustus, Procurement Specialist

---

**From:** Cheung, Angela <[angela.cheung@cgi.com](mailto:angela.cheung@cgi.com)>  
**To:** Augustus, Staci A (DOA)  
**Sent:** Fri Aug 20 10:45:18 2010  
**Subject:** CGI Questions Relating to RFP #2010-0200-9388

Hi Staci,

Please find attached questions related to RFP #2010-0200-9388.

Have a great weekend.

Thank you,  
Angela

**Angela Cheung**  
**CGI West Public Sector**  
Director, Business Development  
510.919.2350

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## **Augustus, Staci A (DOA)**

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**From:** Cheung, Angela [angela.cheung@cgi.com]  
**Sent:** Friday, August 20, 2010 10:45 AM  
**To:** Augustus, Staci A (DOA)  
**Subject:** CGI Questions Relating to RFP #2010-0200-9388  
**Attachments:** CGI Questions for Alaska ERP\_0820.doc

Hi Staci,

Please find attached questions related to RFP #2010-0200-9388.

Have a great weekend.

Thank you,  
Angela

**Angela Cheung**  
**CGI West Public Sector**  
Director, Business Development  
510.919.2350

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## **Augustus, Staci A (DOA)**

---

**From:** Penna, Fenton [Fenton.Penna@cedarcrestone.com]  
**Sent:** Thursday, August 19, 2010 3:25 PM  
**To:** Augustus, Staci A (DOA)  
**Subject:** RE: Question Regarding State of Alaska Request for Proposals RFP 2010-0200-9388

Thank you!

Thank you,

Fenton Penna

Fenton Penna | Cedar**Crestone** Account Manager-**Oracle**  
303-641-5578 | [www.cedarcrestone.com](http://www.cedarcrestone.com)

---

**From:** Augustus, Staci A (DOA) [<mailto:staci.augustus@alaska.gov>]  
**Sent:** Thursday, August 19, 2010 4:58 PM  
**To:** Penna, Fenton  
**Subject:** RE: Question Regarding State of Alaska Request for Proposals RFP 2010-0200-9388

I have received your question and will respond in an amendment. Thanks

---

**From:** Penna, Fenton [<mailto:Fenton.Penna@cedarcrestone.com>]  
**Sent:** Thursday, August 19, 2010 11:17 AM  
**To:** Augustus, Staci A (DOA)  
**Cc:** Penna, Fenton  
**Subject:** Question Regarding State of Alaska Request for Proposals RFP 2010-0200-9388

Hi Staci,  
I have attached a question letter to this email.

Thank you,

Fenton Penna

Fenton Penna | Cedar**Crestone** Account Manager-**Oracle**  
303-641-5578 | [www.cedarcrestone.com](http://www.cedarcrestone.com)

## **Augustus, Staci A (DOA)**

---

**From:** Augustus, Staci A (DOA)  
**Sent:** Thursday, August 19, 2010 2:58 PM  
**To:** Penna, Fenton  
**Subject:** RE: Question Regarding State of Alaska Request for Proposals RFP 2010-0200-9388

I have received your question and will respond in an amendment. Thanks

---

**From:** Penna, Fenton [<mailto:Fenton.Penna@cedarcrestone.com>]  
**Sent:** Thursday, August 19, 2010 11:17 AM  
**To:** Augustus, Staci A (DOA)  
**Cc:** Penna, Fenton  
**Subject:** Question Regarding State of Alaska Request for Proposals RFP 2010-0200-9388

Hi Staci,  
I have attached a question letter to this email.

Thank you,

Fenton Penna

Fenton Penna | CedarCrestone Account Manager-Oracle  
303-641-5578 | [www.cedarcrestone.com](http://www.cedarcrestone.com)

## Augustus, Staci A (DOA)

---

**From:** Alexandre Bejerman [abejer@hotmail.com]  
**Sent:** Thursday, August 19, 2010 2:43 PM  
**To:** Augustus, Staci A (DOA)  
**Subject:** RE: RFP 2010-0200-9388 Statewide Administrative Systems Replacement Project

Thanks again --

Alex Bejerman

---

**Date:** Thu, 19 Aug 2010 14:19:37 -0800  
**From:** [staci.augustus@alaska.gov](mailto:staci.augustus@alaska.gov)  
**Subject:** RE: RFP 2010-0200-9388 Statewide Administrative Systems Replacement Project  
**To:** [abejer@hotmail.com](mailto:abejer@hotmail.com)

No, your understanding is not correct. The list of vendors represents companies who expressed an interest in the State's project prior to us issuing the RFP. It was just an informal list. A company does not have to appear on that list in order to submit a proposal. Your understanding of the budget is correct, a company may submit a proposal that is lower than the estimated budget.

---

**From:** Alexandre Bejerman [<mailto:abejer@hotmail.com>]  
**Sent:** Thursday, August 19, 2010 2:16 PM  
**To:** Augustus, Staci A (DOA)  
**Subject:** RE: RFP 2010-0200-9388 Statewide Administrative Systems Replacement Project

Hello and thank you for *your* prompt response. Am I to understand that the list that you gave me, below, is one of companies that the government has invited to submit a proposal, and that any particular one has not necessarily done so? Also, the budget the state has allotted appears to be 30-35 million dollars; however, is one allowed to submit a proposal that quotes substantially less than that, as I believe your project entails?

Thanks again --

Alex Bejerman

---

**Date:** Thu, 19 Aug 2010 14:02:24 -0800  
**From:** [staci.augustus@alaska.gov](mailto:staci.augustus@alaska.gov)  
**Subject:** RE: RFP 2010-0200-9388 Statewide Administrative Systems Replacement Project  
**To:** [abejer@hotmail.com](mailto:abejer@hotmail.com)

Hello, thank you for your email. Yes, Canadian companies are allowed to submit a proposal, assuming that the company meets the minimum requirement found in Section 2.08 of the RFP. Prior to the RFP issuance, the State compiled a list of interested vendors who may submit a proposal. The interested parties who have specifically registered in response to the RFP is confidential until after the Notice of Intent to Award a Contract is issued. The "prior to RFP issuance" list can be found at:

<http://fin.admin.state.ak.us/dof/sysrepl/vendors.jsp>

---

**From:** Alexandre Bejerman [<mailto:abejer@hotmail.com>]  
**Sent:** Thursday, August 19, 2010 1:05 PM  
**To:** Augustus, Staci A (DOA)  
**Subject:** RFP 2010-0200-9388 Statewide Administrative Systems Replacement Project

Staci:

I am about to start programming a demonstration copy with several key features you require for the Statewide system, above, so that I can submit a proposal. I was wondering, first, whether Canadian companies are allowed to apply and, second, where to find a list of bidders for the proposal.

Thank you kindly,

Alex Bejerman

## **Augustus, Staci A (DOA)**

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**To:** Alexandre Bejerman  
**Subject:** RE: RFP 2010-0200-9388 Statewide Administrative Systems Replacement Project

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Thanks again --

Alex Bejerman

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Alex Bejerman

## **Augustus, Staci A (DOA)**

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Alex Bejerman

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Thank you kindly,

Alex Bejerman

## Augustus, Staci A (DOA)

---

**From:** Penna, Fenton [Fenton.Penna@cedarcrestone.com]  
**Sent:** Thursday, August 19, 2010 11:17 AM  
**To:** Augustus, Staci A (DOA)  
**Cc:** Penna, Fenton  
**Subject:** Question Regarding State of Alaska Request for Proposals RFP 2010-0200-9388  
**Attachments:** Staci Augustus\_Maximus Letter\_8-19-10 (3).docx

Hi Staci,  
I have attached a question letter to this email.

Thank you,

Fenton Penna

Fenton Penna | Cedar**Crestone** Account Manager-**Oracle**  
303-641-5578 | [www.cedarcrestone.com](http://www.cedarcrestone.com)

## **Augustus, Staci A (DOA)**

---

**From:** Robert B Cockrum/MAXIMUS [RobertBCockrum@maximus.com]  
**Sent:** Wednesday, August 18, 2010 9:07 AM  
**To:** Augustus, Staci A (DOA)  
**Subject:** RE: Update to MAXIMUS Contact

I appreciate it. FYI - the presentation was good yesterday and it brought clarity to the process / RFP.

Thanks,

Rob

Robert Cockrum  
MAXIMUS ERP Solutions  
Cell: 916.715.6504

"Augustus, Staci A (DOA)" <[staci.augustus@alaska.gov](mailto:staci.augustus@alaska.gov)>

To Robert B Cockrum/MAXIMUS <[RobertBCockrum@maximus.com](mailto:RobertBCockrum@maximus.com)>  
cc

08/18/2010 10:05 AM

Subject RE: Update to MAXIMUS Contact

Thank you, I have added that email address. I will still include you directly in all communications.

**From:** Robert B Cockrum/MAXIMUS [<mailto:RobertBCockrum@maximus.com>]  
**Sent:** Tuesday, August 17, 2010 4:26 PM  
**To:** Augustus, Staci A (DOA)  
**Subject:** Update to MAXIMUS Contact

Hi Ms. Augustus,

It was nice talking with you today.

Can you please update the primary MAXIMUS email address to: [erpsolutions@maximus.com](mailto:erpsolutions@maximus.com)?

Thanks,

Rob

Robert Cockrum  
MAXIMUS ERP Solutions  
Cell: 916.715.6504

## **Augustus, Staci A (DOA)**

---

**From:** Augustus, Staci A (DOA)  
**Sent:** Wednesday, August 18, 2010 9:06 AM  
**To:** Robert B Cockrum/MAXIMUS  
**Subject:** RE: Update to MAXIMUS Contact

Thank you, I have added that email address. I will still include you directly in all communications.

---

**From:** Robert B Cockrum/MAXIMUS [<mailto:RobertBCockrum@maximus.com>]  
**Sent:** Tuesday, August 17, 2010 4:26 PM  
**To:** Augustus, Staci A (DOA)  
**Subject:** Update to MAXIMUS Contact

Hi Ms. Augustus,

It was nice talking with you today.

Can you please update the primary MAXIMUS email address to: [erpsolutions@maximus.com](mailto:erpsolutions@maximus.com)?

Thanks,

Rob

Robert Cockrum  
MAXIMUS ERP Solutions  
Cell: 916.715.6504

## Augustus, Staci A (DOA)

---

**From:** Augustus, Staci A (DOA)  
**Sent:** Wednesday, August 18, 2010 9:04 AM  
**To:** Geoff Wright  
**Subject:** RE: RFP 2010-0200-9388 registration and pre-proposal conference RSVP

Thank you, Mr. Wright, I have registered you as an interested party.

-----Original Message-----

**From:** Geoff Wright [<mailto:gwright@pangomedia.com>]  
**Sent:** Monday, August 16, 2010 3:41 PM  
**To:** Augustus, Staci A (DOA)  
**Subject:** RFP 2010-0200-9388 registration and pre-proposal conference RSVP

Staci,

PangoMedia would like to register for RFP 2010-0200-9388. In addition I am planning to attend both the pre-proposal conference and best value educational meeting in person.

Thanks for the opportunity, and I'm looking forward to seeing everybody in person tomorrow.

--  
Geoffrey L. Wright, President  
PangoMedia, Inc.

<http://www.pangomedia.com>  
Office: 907.868.8092  
Direct: 907.727.9397  
Fax: 907.563.2264  
[geoff.wright@pangomedia.com](mailto:geoff.wright@pangomedia.com)

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## Augustus, Staci A (DOA)

---

**From:** Penna, Fenton [Fenton.Penna@cedarcrestone.com]  
**Sent:** Wednesday, August 18, 2010 8:58 AM  
**To:** Augustus, Staci A (DOA)  
**Cc:** Penna, Fenton  
**Subject:** State of Alaska RFP 2010-0200-9388 Question

Hello Stacie,

Can the State please provide clarification on section 3.01 Contract type. Section 3.01 lists two contracts that will result from this RFP.

1. License and Implementation of the software solution 2. Ten Year Maintenance and Support.

However, Attachment G is a standard agreement form for services and Attachment H is a software license and maintenance agreement form. Does the State intend to use Attachment G and Attachment H as the contract types and does the State intend to execute Attachment G with the System Implementer and Attachment H with the software vendor.