

---

**From:** Augustus, Staci A (DOA) [mailto:staci.augustus@alaska.gov]  
**Sent:** Wednesday, October 27, 2010 11:35 AM  
**To:** Penna, Fenton  
**Subject:** Invitation to Interviews and Demonstrations-RFP 2010-0200-9388  
**Importance:** High

Relating to the State of Alaska's RFP 2010-0200-9388, the State is pleased to announce that CedarCrestone has been identified as an Offeror susceptible for award. As a result, we extend this invitation to CedarCrestone for the Client Demonstration and Interview stage of the evaluation process.

**CedarCrestone's web-based client demonstration will take place from 2:00 pm, Alaska Time to 4:00 pm, Alaska Time on Wednesday, November 3, 2010. If this time does not work well for you, we may be able to accommodate a different time on the same day, but I will need notification as soon as possible, but no later than close of business, Friday, October 29.**

**CedarCrestone key personnel interviews will take place beginning 9:00 am, Alaska Time, Tuesday, November 30, 2010 in Juneau, Alaska (333 Willoughby, State Office Building, 10<sup>th</sup> floor).**

Action required by you:

1. Confirm via email to me your time and date for the client demonstration;
2. Confirm via email to me your time and date for the interviews of key personnel;
3. Set up web application for client demonstration and send the participation instructions via email to me; and
4. Submit (per RFP Section 7.08) a more detailed cost breakdown to explain how your costs were derived by close of business, Friday, November 5 via email to me. As part of the interview process, the identified project manager should be prepared to discuss the cost breakdown.

## **Client Demonstrations**

### **RFP Section 7.09**

The Offeror will coordinate the past client's system demonstration for the State's PEC. The purpose of this demonstration is to have an end user demonstrate the installed and fully operational system. The demonstration will also be used to identify the end users' satisfaction with the product, the system, the installation, and the service provided by the Offeror.

The past client for the demonstration must:

- (a) currently use the proposed product/system installed by the System Implementer fully in production for at least six months; and
- (b) provide an individual(s) to conduct the demonstration.

The requirements of the demonstrations are:

1. The Offeror will schedule two hours with the end user to demonstrate the product/system to the State's PEC.

2. The Offeror may assist the end user during the demonstration if required; however, greater credit/preference will be given to demonstrations that require little interaction from the Offeror. No Offeror personnel may be at the State's location during the demonstration.
3. The Offeror will set up an online, real-time demonstration at the end user's site.
4. The Offeror is encouraged to travel to the end user's site to establish an online, real-time demonstration with a web application that will allow the PEC to view the demonstration (such as WebEx, GoToMeeting, Adobe Connect, etc).
5. The PEC will view the demonstration and ask the end user general satisfaction questions.

The demonstration scenarios will be the same for every shortlisted Offeror and will be limited to:

1. Financial – Invoice a citizen for a license renewal fee; track the receivable; and liquidate it upon receipt of the money. Show how the receipt is reflected in the revenue journal and general ledger.
2. Procurement – Create a purchase requisition; track the requisition approval process; create the purchase order resulting from the requisition, track the purchase order approval process through at least two separate approvers; issue the purchase order to a vendor, receive the products, approve the invoice, and track the payment process.
3. Human resources/payroll - Appoint a new employee with setup of employee/employer charges, labor distribution, pay, leave, benefits, and demographic information.

## Interviews of Key Personnel

### RFP Section 7.08

The State will conduct interviews with the Offerors that have been invited into Filter 3. The same questions will be asked of each Offeror. The State will interview the following individuals for each of the shortlisted firms:

- Project Manager
- Technical Lead
- Finance/Procurement Functional Lead
- Business Process Reengineering Lead
- Training Lead

The State will interview each of the above individuals separately (but may also interview as a group). The State may request additional information prior to interviews (such as a list of similar past contracts, a detailed cost breakdown, a detailed service schedule, etc). No other individuals from the Offeror's organization will be allowed to sit in or participate during the interviews. Similar to a job interview, the questions will not be disclosed prior to the interview.

**Important Note:** All proposed team members must be available in person for interviews on the date specified in this solicitation and as amended. No substitutes, proxies, phone interviews, or electronic interviews will be allowed. Individuals who fail to attend the interview will not be given a score which may jeopardize the Offeror's competitiveness. All interviews will be video recorded, and if awarded the contract, all interview statements will become part of the final contract.

CedarCrestone's key personnel are identified as:

- |                   |                |
|-------------------|----------------|
| • Project Manager | Steve Rupp     |
| • Technical Lead  | Robert Pinkley |

- Finance/Procurement Functional Lead                      Marianne Hennessey
- Business Process Reengineering Lead                      Janet Edwards
- Training Lead    Nancy Grimshaw

In addition, the Project Manager will be expected to be able to answer questions concerning CedarCrestone's Cost Proposal and the aforementioned detailed cost breakdown; the Project Manager should be able to walk the PEC through the documents and be prepared to explain the costs and project budget in detail. The PM should be understand and know the following with CedarCrestone 's cost proposal:

1. Any additional funding the State will need to maintain the solution over the life of the solution.
2. How the cost model was formulated.
3. How the costing model took into account project risk.
4. How growth affects the costing model.

It is vital that the PM has a good understanding of the cost proposal, if there is any confusion on what the PM needs to know, please make sure to clarify this via email to me before the interviews.

## Augustus, Staci A (DOA)

---

**From:** Penna, Fenton [Fenton.Penna@cedarcrestone.com]  
**Sent:** Monday, November 01, 2010 3:46 PM  
**To:** Augustus, Staci A (DOA)  
**Subject:** RE: [Secure Meeting] Invitation: State of Alaska Client Presentation

Great. Thanks!

Thank you,

Fenton Penna

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

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

**From:** Augustus, Staci A (DOA) [<mailto:staci.augustus@alaska.gov>]  
**Sent:** Monday, November 01, 2010 5:45 PM  
**To:** Penna, Fenton  
**Subject:** RE: [Secure Meeting] Invitation: State of Alaska Client Presentation

Thank you, I have received.

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

**From:** Penna, Fenton [<mailto:Fenton.Penna@cedarcrestone.com>]  
**Sent:** Monday, November 01, 2010 3:11 PM  
**To:** Augustus, Staci A (DOA)  
**Cc:** Penna, Fenton  
**Subject:** [Secure Meeting] Invitation: State of Alaska Client Presentation

Hello Staci,

Below, please find the dial in information below for our Demonstration on November 3rd. If you have any questions, please let me know. Can you please confirm receipt of this email. Thank you.

Fenton Penna

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

Date: November 3, 2010  
Time: 5:00 PM (GMT-06:00) Central Time (US & Canada); Central America, Mexico City, Saskatchewan  
Duration: 2 hours, 30 minutes  
Attendee URL: <https://secureaccess.cedarcrestone.com/meeting/48151552>  
Password: cedarcrestone  
Conductor: maryellen.pfaller

Agenda and Teleconferencing Information

-----  
State of Alaska Client Presentation

Client Presentation for CedarCrestone and Oracle with the City of Milwaukee Conference

Number: 866-846-3997 Passcode: 555313

Is Your System Compatible?

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To check if your system is able to join Secure Meetings, click the link below. It will verify your system's compatibility:

[https://secureaccess.cedarcrestone.com/dana-na/meeting/meeting\\_testjs.cgi?redir=%2Fdana-na%2Fmeeting%2Flogin\\_meeting.cgi%3Fmid%3D48151552](https://secureaccess.cedarcrestone.com/dana-na/meeting/meeting_testjs.cgi?redir=%2Fdana-na%2Fmeeting%2Flogin_meeting.cgi%3Fmid%3D48151552)

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

From: Penna, Fenton

Sent: Monday, November 01, 2010 5:59 PM

To: Pfaller, Mary Ellen

Cc: Hoedebecke, Roch

Subject: RE: [Secure Meeting] Invitation: State of Alaska Client Presentation

Hi Mary Ellen,

Is this what I send to Staci at the state of Alaska? This exact email?

Thank you,

Fenton Penna

Fenton Penna | CedarCrestone Account Manager-Oracle

303-641-5578 | [www.cedarcrestone.com](http://www.cedarcrestone.com)

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

From: [maryellen.pfaller@cedarcrestone.com](mailto:maryellen.pfaller@cedarcrestone.com)

[<mailto:maryellen.pfaller@cedarcrestone.com>]

Sent: Monday, November 01, 2010 4:54 PM

To: Penna, Fenton

Subject: [Secure Meeting] Invitation: State of Alaska Client Presentation

You have been invited to join an online Secure Meeting. Information about the meeting follows:

Meeting Details

-----  
Date: November 3, 2010

Time: 5:00 PM (GMT-06:00) Central Time (US & Canada); Central America, Mexico City, Saskatchewan

Duration: 2 hours, 30 minutes

Attendee URL: <https://secureaccess.cedarcrestone.com/meeting/48151552>

Password: Please contact the meeting conductor to obtain the meeting password.

Conductor: maryellen.pfaller

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## Augustus, Staci A (DOA)

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**From:** Penna, Fenton [Fenton.Penna@cedarcrestone.com]  
**Sent:** Monday, November 01, 2010 3:45 PM  
**To:** Augustus, Staci A (DOA)  
**Subject:** RE: Invitation to Interviews and Demonstrations-RFP 2010-0200-9388

Hi Staci,

We would like to respectfully request that we conduct our interviews on December 3rd per your email below. Can you please confirm if the time will still be 9:00 A.M. Alaska Standard Time. Can you please let me know what time you anticipate the interviews to be completed so that we can make appropriate travel arrangements.

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, October 29, 2010 5:40 PM  
**To:** Penna, Fenton  
**Subject:** RE: Invitation to Interviews and Demonstrations-RFP 2010-0200-9388

Hi Ms. Penna,

Thank you for your confirmation of CedarCrestone's demo on Wednesday, November 3, from 2:00pm to 4:00pm, Alaska Time.

Unfortunately, we are unable to accommodate the request to change the interview date to the following week. We have PEC members traveling to Juneau for the interviews and cannot adjust the dates by that much time. If necessary, we could potentially move the interviews to Friday, December 3.

As to your change in key personnel, I will have to consult with others in order to determine whether we will allow CedarCrestone to change the key personnel from the individuals identified in CedarCrestone's proposal. I will get back to you soon. Thank you.

---

**From:** Penna, Fenton [mailto:Fenton.Penna@cedarcrestone.com]  
**Sent:** Fri 10/29/2010 2:41 PM  
**To:** Augustus, Staci A (DOA)  
**Cc:** Penna, Fenton  
**Subject:** RE: Invitation to Interviews and Demonstrations-RFP 2010-0200-9388

Hi Staci,

I have included the following confirmations based on your email below:

**Client Demonstrations:**

We are confirmed for Wednesday, November 3rd from 2:00-4:00 Alaska time. 5:00-7:00 CST for our client demonstration.

- We will send web ex information on Monday November 1st.

### **Interviews of Key Personnel**

- We would like to request that our key interviews be moved to December 6th. One of our "Key" personnel has a go live over Thanksgiving weekend. Please let me know if this is possible.
- With regards to CedarCrestone's key personnel we have the following team identified:

- |                                       |                    |
|---------------------------------------|--------------------|
| • Project Manager                     | Steve Rupp         |
| • Technical Lead                      | Robert Pinkley     |
| • Finance/Procurement Functional Lead | Marianne Hennessey |
| • Business Process Reengineering Lead | Elizabeth Lo       |
| • Training Lead                       | Janet              |

- Please note that our matrix in Exhibit D1 should have read:

- Nancy Grimshaw - Training Consultant
- Janet Edwards- Training Lead
- Elizabeth Lo-Business Process Reengineering Lead

Please note that we can make Nancy Grimshaw available to interview but she should not have been noted as one of the 5 "Key" resources.

Please let me know if you have any questions.

Thank you,

Fenton Penna

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## Augustus, Staci A (DOA)

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**Sent:** Monday, November 01, 2010 3:11 PM  
**To:** Augustus, Staci A (DOA)  
**Cc:** Penna, Fenton  
**Subject:** [Secure Meeting] Invitation: State of Alaska Client Presentation

Hello Staci,

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Fenton Penna

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

Date: November 3, 2010  
Time: 5:00 PM (GMT-06:00) Central Time (US & Canada); Central America, Mexico City, Saskatchewan  
Duration: 2 hours, 30 minutes  
Attendee URL: <https://secureaccess.cedarcrestone.com/meeting/48151552>  
Password: cedarcrestone  
Conductor: maryellen.pfaller

### Agenda and Teleconferencing Information

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State of Alaska Client Presentation  
Client Presentation for CedarCrestone and Oracle with the City of Milwaukee Conference  
Number: 866-846-3997 Passcode: 555313

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[https://secureaccess.cedarcrestone.com/dana-na/meeting/meeting\\_testjs.cgi?redir=%2Fdana-na%2Fmeeting%2Flogin\\_meeting.cgi%3Fmid%3D48151552](https://secureaccess.cedarcrestone.com/dana-na/meeting/meeting_testjs.cgi?redir=%2Fdana-na%2Fmeeting%2Flogin_meeting.cgi%3Fmid%3D48151552)

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From: Penna, Fenton  
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Cc: Hoedebecke, Roch  
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Fenton Penna

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303-641-5578 | [www.cedarcrestone.com](http://www.cedarcrestone.com)

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

From: [maryellen.pfaller@cedarcrestone.com](mailto:maryellen.pfaller@cedarcrestone.com) [<mailto:maryellen.pfaller@cedarcrestone.com>]  
Sent: Monday, November 01, 2010 4:54 PM  
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## Augustus, Staci A (DOA)

---

**From:** Penna, Fenton [Fenton.Penna@cedarcrestone.com]  
**Sent:** Friday, October 29, 2010 7:14 PM  
**To:** Augustus, Staci A (DOA)  
**Subject:** RE: Invitation to Interviews and Demonstrations-RFP 2010-0200-9388

Thank you for your response.

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, October 29, 2010 6:02 PM  
**To:** Penna, Fenton  
**Subject:** RE: Invitation to Interviews and Demonstrations-RFP 2010-0200-9388

Hi Ms. Penna, I have reviewed CedarCrestone's request to change the interview people and have determined that CedarCrestone may not change the identified key personnel for the following reasons. We are prohibited by law from allowing an Offeror to correct or change their proposal after the deadline for receipt of proposals has past. I have included the applicable Administrative Code citing below.

Additionally, the PEC has already evaluated, as part of Strategic Fit, the individuals that CedarCrestone identified in its proposal as "key" personnel. Even if we were enabled by law to allow an Offeror to change their proposal, it would be an unfair advantage that the other Offerors were not afforded. Also, the RFP was very clear in its description of the interview process, including language stating that no substitutions would be allowed.

Therefore, CedarCrestone must bring the individuals identified in its proposal as "key" personnel to the interviews.

Thanks.

### **2 AAC 12.250. Late proposals, late corrections, late modifications, and late withdrawals**

Unless otherwise provided in the request for proposals, a proposal, correction, modification, or withdrawal received after the date and time set for receipt of proposals is late, and may not be accepted unless the delay is due to an error of the contracting agency.

---

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- Please note that our matrix in Exhibit D1 should have read:

- Nancy Grimshaw - Training Consultant
- Janet Edwards- Training Lead
- Elizabeth Lo-Business Process Reengineering Lead

Please note that we can make Nancy Grimshaw available to interview but she should not have been noted as one of the 5 "Key" resources.

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The requirements of the demonstrations are:

1. The Offeror will schedule two hours with the end user to demonstrate the product/system to the State's PEC.
2. The Offeror may assist the end user during the demonstration if required; however, greater credit/preference will be given to demonstrations that require little interaction from the Offeror. No Offeror personnel may be at the State's location during the demonstration.

3. The Offeror will set up an online, real-time demonstration at the end user's site.
4. The Offeror is encouraged to travel to the end user's site to establish an online, real-time demonstration with a web application that will allow the PEC to view the demonstration (such as WebEx, GoToMeeting, Adobe Connect, etc).
5. The PEC will view the demonstration and ask the end user general satisfaction questions.

The demonstration scenarios will be the same for every shortlisted Offeror and will be limited to:

1. Financial – Invoice a citizen for a license renewal fee; track the receivable; and liquidate it upon receipt of the money. Show how the receipt is reflected in the revenue journal and general ledger.
2. Procurement – Create a purchase requisition; track the requisition approval process; create the purchase order resulting from the requisition, track the purchase order approval process through at least two separate approvers; issue the purchase order to a vendor, receive the products, approve the invoice, and track the payment process.
3. Human resources/payroll - Appoint a new employee with setup of employee/employer charges, labor distribution, pay, leave, benefits, and demographic information.

## Interviews of Key Personnel

### RFP Section 7.08

The State will conduct interviews with the Offerors that have been invited into Filter 3. The same questions will be asked of each Offeror. The State will interview the following individuals for each of the shortlisted firms:

- Project Manager
- Technical Lead
- Finance/Procurement Functional Lead
- Business Process Reengineering Lead
- Training Lead

The State will interview each of the above individuals separately (but may also interview as a group). The State may request additional information prior to interviews (such as a list of similar past contracts, a detailed cost breakdown, a detailed service schedule, etc). No other individuals from the Offeror's organization will be allowed to sit in or participate during the interviews. Similar to a job interview, the questions will not be disclosed prior to the interview.

**Important Note:** All proposed team members must be available in person for interviews on the date specified in this solicitation and as amended. No substitutes, proxies, phone interviews, or electronic interviews will be allowed. Individuals who fail to attend the interview will not be given a score which may jeopardize the Offeror's competitiveness. All interviews will be video recorded, and if awarded the contract, all interview statements will become part of the final contract.

CedarCrestone's key personnel are identified as:

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| • Project Manager                     | Steve Rupp         |
| • Technical Lead                      | Robert Pinkley     |
| • Finance/Procurement Functional Lead | Marianne Hennessey |
| • Business Process Reengineering Lead | Janet Edwards      |
| • Training Lead                       | Nancy Grimshaw     |

In addition, the Project Manager will be expected to be able to answer questions concerning CedarCrestone's Cost Proposal and the aforementioned detailed cost breakdown; the Project Manager should be able to walk the PEC through the documents and be prepared to explain the costs and project budget in detail. The PM should be understand and know the following with CedarCrestone 's cost proposal:

1. Any additional funding the State will need to maintain the solution over the life of the solution.
2. How the cost model was formulated.
3. How the costing model took into account project risk.
4. How growth affects the costing model.

It is vital that the PM has a good understanding of the cost proposal, if there is any confusion on what the PM needs to know, please make sure to clarify this via email to me before the interviews.

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

---

**From:** Augustus, Staci A (DOA)  
**Sent:** Friday, October 29, 2010 4:02 PM  
**To:** Penna, Fenton  
**Subject:** RE: Invitation to Interviews and Demonstrations-RFP 2010-0200-9388

Hi Ms. Penna, I have reviewed CedarCrestone's request to change the interview people and have determined that CedarCrestone may not change the identified key personnel for the following reasons. We are prohibited by law from allowing an Offeror to correct or change their proposal after the deadline for receipt of proposals has past. I have included the applicable Administrative Code citing below.

Additionally, the PEC has already evaluated, as part of Strategic Fit, the individuals that CedarCrestone identified in its proposal as "key" personnel. Even if we were enabled by law to allow an Offeror to change their proposal, it would be an unfair advantage that the other Offerors were not afforded. Also, the RFP was very clear in its description of the interview process, including language stating that no substitutions would be allowed.

Therefore, CedarCrestone must bring the individuals identified in its proposal as "key" personnel to the interviews.

Thanks.

### **2 AAC 12.250. Late proposals, late corrections, late modifications, and late withdrawals**

Unless otherwise provided in the request for proposals, a proposal, correction, modification, or withdrawal received after the date and time set for receipt of proposals is late, and may not be accepted unless the delay is due to an error of the contracting agency.

---

**From:** Penna, Fenton [mailto:Fenton.Penna@cedarcrestone.com]  
**Sent:** Fri 10/29/2010 2:41 PM  
**To:** Augustus, Staci A (DOA)  
**Cc:** Penna, Fenton  
**Subject:** RE: Invitation to Interviews and Demonstrations-RFP 2010-0200-9388

Hi Staci,  
I have included the following confirmations based on your email below:

#### **Client Demonstrations:**

We are confirmed for Wednesday, November 3rd from 2:00-4:00 Alaska time. 5:00-7:00 CST for our client demonstration.

- We will send web ex information on Monday November 1st.

#### **Interviews of Key Personnel**

- We would like to request that our key interviews be moved to December 6th. One of our "Key" personnel has a go live over Thanksgiving weekend. Please let me know if this is possible.
- With regards to CedarCrestone's key personnel we have the following team identified:

- |                                       |                    |
|---------------------------------------|--------------------|
| • Project Manager                     | Steve Rupp         |
| • Technical Lead                      | Robert Pinkley     |
| • Finance/Procurement Functional Lead | Marianne Hennessey |

- Business Process Reengineering Lead Elizabeth Lo
- Training Lead Janet

- Please note that our matrix in Exhibit D1 should have read:

- Nancy Grimshaw - Training Consultant
- Janet Edwards- Training Lead
- Elizabeth Lo-Business Process Reengineering Lead

Please note that we can make Nancy Grimshaw available to interview but she should not have been noted as one of the 5 "Key" resources.

Please let me know if you have any questions.

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:** Wednesday, October 27, 2010 11:35 AM  
**To:** Penna, Fenton  
**Subject:** Invitation to Interviews and Demonstrations-RFP 2010-0200-9388  
**Importance:** High

Relating to the State of Alaska's RFP 2010-0200-9388, the State is pleased to announce that CedarCrestone has been identified as an Offeror susceptible for award. As a result, we extend this invitation to CedarCrestone for the Client Demonstration and Interview stage of the evaluation process.

**CedarCrestone's web-based client demonstration will take place from 2:00 pm, Alaska Time to 4:00 pm, Alaska Time on Wednesday, November 3, 2010. If this time does not work well for you, we may be able to accommodate a different time on the same day, but I will need notification as soon as possible, but no later than close of business, Friday, October 29.**

**CedarCrestone key personnel interviews will take place beginning 9:00 am, Alaska Time, Tuesday, November 30, 2010 in Juneau, Alaska (333 Willoughby, State Office Building, 10<sup>th</sup> floor).**

Action required by you:

1. Confirm via email to me your time and date for the client demonstration;
2. Confirm via email to me your time and date for the interviews of key personnel;
3. Set up web application for client demonstration and send the participation instructions via email to me; and
4. Submit (per RFP Section 7.08) a more detailed cost breakdown to explain how your costs were derived by close of business, Friday, November 5 via email to me. As part of the interview process, the identified project manager should be prepared to discuss the cost breakdown.

## **Client Demonstrations**

### **RFP Section 7.09**

The Offeror will coordinate the past client's system demonstration for the State's PEC. The purpose of this demonstration is to have an end user demonstrate the installed and fully operational system. The demonstration will also be used to identify the end users' satisfaction with the product, the system, the installation, and the service provided by the Offeror.

The past client for the demonstration must:

- (a) currently use the proposed product/system installed by the System Implementer fully in production for at least six months; and
- (b) provide an individual(s) to conduct the demonstration.

The requirements of the demonstrations are:

1. The Offeror will schedule two hours with the end user to demonstrate the product/system to the State's PEC.
2. The Offeror may assist the end user during the demonstration if required; however, greater credit/preference will be given to demonstrations that require little interaction from the Offeror. No Offeror personnel may be at the State's location during the demonstration.
3. The Offeror will set up an online, real-time demonstration at the end user's site.
4. The Offeror is encouraged to travel to the end user's site to establish an online, real-time demonstration with a web application that will allow the PEC to view the demonstration (such as WebEx, GoToMeeting, Adobe Connect, etc).
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1. Financial – Invoice a citizen for a license renewal fee; track the receivable; and liquidate it upon receipt of the money. Show how the receipt is reflected in the revenue journal and general ledger.
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3. Human resources/payroll - Appoint a new employee with setup of employee/employer charges, labor distribution, pay, leave, benefits, and demographic information.

## Interviews of Key Personnel

### RFP Section 7.08

The State will conduct interviews with the Offerors that have been invited into Filter 3. The same questions will be asked of each Offeror. The State will interview the following individuals for each of the shortlisted firms:

- Project Manager
- Technical Lead
- Finance/Procurement Functional Lead
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- Training Lead

The State will interview each of the above individuals separately (but may also interview as a group). The State may request additional information prior to interviews (such as a list of similar past contracts, a detailed cost breakdown, a detailed service schedule, etc). No other individuals from the Offeror's organization will be allowed to sit in or participate during the interviews. Similar to a job interview, the questions will not be disclosed prior to the interview.

**Important Note:** All proposed team members must be available in person for interviews on the date specified in this solicitation and as amended. No substitutes, proxies, phone interviews, or electronic interviews will be allowed. Individuals who fail to attend the interview will not be given a score which may jeopardize the Offeror's competitiveness. All interviews will be video recorded, and if awarded the contract, all interview statements will become part of the final contract.

CedarCrestone's key personnel are identified as:

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| • Project Manager                     | Steve Rupp         |
| • Technical Lead                      | Robert Pinkley     |
| • Finance/Procurement Functional Lead | Marianne Hennessey |
| • Business Process Reengineering Lead | Janet Edwards      |
| • Training Lead                       | Nancy Grimshaw     |

In addition, the Project Manager will be expected to be able to answer questions concerning CedarCrestone's Cost Proposal and the aforementioned detailed cost breakdown; the Project Manager should be able to walk the PEC through the documents and be prepared to explain the costs and project budget in detail. The PM should be understand and know the following with CedarCrestone 's cost proposal:

1. Any additional funding the State will need to maintain the solution over the life of the solution.
2. How the cost model was formulated.
3. How the costing model took into account project risk.
4. How growth affects the costing model.

It is vital that the PM has a good understanding of the cost proposal, if there is any confusion on what the PM needs to know, please make sure to clarify this via email to me before the interviews.

## Augustus, Staci A (DOA)

---

**From:** Augustus, Staci A (DOA)  
**Sent:** Friday, October 29, 2010 3:43 PM  
**To:** Witte, Greg  
**Subject:** RE: Cost Breakdown Request

Hi Mr. Witte, As a modification to the previous email, the State wishes to withdraw item #3 from the list. It should read:

- 1) Split the Offeror's financial proposal into the following components:
  - i. Total Cost
  - ii. Software
  - iii. Hardware
  - iv. Technical Support
  - v. Management
  - vi. Contingency
- 2) Identify State payment points, associated major modules (Financial, Procurement, HR/payroll, etc.), and map:
  - i. Where are the major risks financially?
  - ii. Where are the major risks to the client, and how are you accounting for them?
  - iii. How will State user growth affect your current pricing?
- 3) What differentiates the Offeror's proposed solution for the State from those of others in the ERP field?

---

**From:** Witte, Greg [<mailto:greg.witte@cgi.com>]  
**Sent:** Fri 10/29/2010 11:38 AM  
**To:** Augustus, Staci A (DOA)  
**Subject:** Re: Cost Breakdown Request

Appreciate the response Staci.

Thanks,

Greg Witte  
West Region Manager  
CGI Public Sector  
425-765-1781

On Oct 29, 2010, at 12:34 PM, "Augustus, Staci A (DOA)" <[staci.augustus@alaska.gov](mailto:staci.augustus@alaska.gov)> wrote:

> Hi Mr. Witte, The State has no specific guidelines and leaves it up to  
> the Offeror to determine the proper format to provide further detailed  
> breakdown for their costs associated with their proposal. The  
> methodology and approach chosen should allow the project manager, who is  
> responsible for controlling budget for the project, the means to quickly  
> and simplistically address the following topics:

>

> 1) Split the Offeror's financial proposal into the following  
> components:

- > i. Total Cost
- > ii. Software
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> (Financial, Procurement, HR/payroll, etc.), and map:

- > i. Where are the major risks financially?
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> are you accounting for them?  
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> pricing?  
> 3) What additional costs does the Offeror foresee during system  
> integration and the maintenance period?  
> 4) What differentiates the Offeror's proposed solution for the  
> State from those of others in the ERP field?  
>  
> -----Original Message-----  
> From: Witte, Greg [<mailto:greg.witte@cgi.com>]  
> Sent: Friday, October 29, 2010 8:21 AM  
> To: Augustus, Staci A (DOA)  
> Subject: Cost Breakdown Request  
>  
> Hi Staci,  
>  
> We did not see a particular guideline or format for this information  
> requested for Nov 5. Do you have any guidance so we provide the level of  
> detail and focus that you need ?  
>  
> Thanks,  
>  
> Greg Witte  
> West Region Manager  
> CGI Public Sector  
> 425-765-1781

## Augustus, Staci A (DOA)

---

**From:** Augustus, Staci A (DOA)  
**Sent:** Friday, October 29, 2010 3:40 PM  
**To:** Penna, Fenton  
**Subject:** RE: Invitation to Interviews and Demonstrations-RFP 2010-0200-9388

Hi Ms. Penna,

Thank you for your confirmation of CedarCrestone's demo on Wednesday, November 3, from 2:00pm to 4:00pm, Alaska Time.

Unfortunately, we are unable to accommodate the request to change the interview date to the following week. We have PEC members traveling to Juneau for the interviews and cannot adjust the dates by that much time. If necessary, we could potentially move the interviews to Friday, December 3.

As to your change in key personnel, I will have to consult with others in order to determine whether we will allow CedarCrestone to change the key personnel from the individuals identified in CedarCrestone's proposal. I will get back to you soon. Thank you.

---

**From:** Penna, Fenton [mailto:Fenton.Penna@cedarcrestone.com]  
**Sent:** Fri 10/29/2010 2:41 PM  
**To:** Augustus, Staci A (DOA)  
**Cc:** Penna, Fenton  
**Subject:** RE: Invitation to Interviews and Demonstrations-RFP 2010-0200-9388

Hi Staci,  
I have included the following confirmations based on your email below:

### **Client Demonstrations:**

We are confirmed for Wednesday, November 3rd from 2:00-4:00 Alaska time. 5:00-7:00 CST for our client demonstration.

- We will send web ex information on Monday November 1st.

### **Interviews of Key Personnel**

- We would like to request that our key interviews be moved to December 6th. One of our "Key" personnel has a go live over Thanksgiving weekend. Please let me know if this is possible.
- With regards to CedarCrestone's key personnel we have the following team identified:

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| • Project Manager                     | Steve Rupp         |
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| • Business Process Reengineering Lead | Elizabeth Lo       |
| • Training Lead                       | Janet              |

- Please note that our matrix in Exhibit D1 should have read:

- Nancy Grimshaw - Training Consultant
- Janet Edwards- Training Lead
- Elizabeth Lo-Business Process Reengineering Lead

Please note that we can make Nancy Grimshaw available to interview but she should not have been noted as one of the 5 "Key" resources.

Please let me know if you have any questions.

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:** Wednesday, October 27, 2010 11:35 AM  
**To:** Penna, Fenton  
**Subject:** Invitation to Interviews and Demonstrations-RFP 2010-0200-9388  
**Importance:** High

Relating to the State of Alaska's RFP 2010-0200-9388, the State is pleased to announce that CedarCrestone has been identified as an Offeror susceptible for award. As a result, we extend this invitation to CedarCrestone for the Client Demonstration and Interview stage of the evaluation process.

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**CedarCrestone key personnel interviews will take place beginning 9:00 am, Alaska Time, Tuesday, November 30, 2010 in Juneau, Alaska (333 Willoughby, State Office Building, 10<sup>th</sup> floor).**

Action required by you:

1. Confirm via email to me your time and date for the client demonstration;
2. Confirm via email to me your time and date for the interviews of key personnel;
3. Set up web application for client demonstration and send the participation instructions via email to me; and
4. Submit (per RFP Section 7.08) a more detailed cost breakdown to explain how your costs were derived by close of business, Friday, November 5 via email to me. As part of the interview process, the identified project manager should be prepared to discuss the cost breakdown.

## **Client Demonstrations**

### **RFP Section 7.09**

The Offeror will coordinate the past client's system demonstration for the State's PEC. The purpose of this demonstration is to have an end user demonstrate the installed and fully operational system. The demonstration will also be used to identify the end users' satisfaction with the product, the system, the installation, and the service provided by the Offeror.

The past client for the demonstration must:

- (a) currently use the proposed product/system installed by the System Implementer fully in production for at least six months; and
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## **Interviews of Key Personnel**

### **RFP Section 7.08**

The State will conduct interviews with the Offerors that have been invited into Filter 3. The same questions will be asked of each Offeror. The State will interview the following individuals for each of the shortlisted firms:

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**Important Note:** All proposed team members must be available in person for interviews on the date specified in this solicitation and as amended. No substitutes, proxies, phone interviews, or electronic interviews will be allowed. Individuals who fail to attend the interview will not be given a score which may jeopardize the Offeror's competitiveness. All interviews will be video recorded, and if awarded the contract, all interview statements will become part of the final contract.

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| • Finance/Procurement Functional Lead | Marianne Hennessey |
| • Business Process Reengineering Lead | Janet Edwards      |
| • Training Lead                       | Nancy Grimshaw     |

In addition, the Project Manager will be expected to be able to answer questions concerning CedarCrestone's Cost Proposal and the aforementioned detailed cost breakdown; the Project Manager should be able to walk the PEC through the documents and be prepared to explain the costs and project budget in detail. The PM should understand and know the following with CedarCrestone 's cost proposal:

1. Any additional funding the State will need to maintain the solution over the life of the solution.
2. How the cost model was formulated.
3. How the costing model took into account project risk.
4. How growth affects the costing model.

It is vital that the PM has a good understanding of the cost proposal, if there is any confusion on what the PM needs to know, please make sure to clarify this via email to me before the interviews.

## Augustus, Staci A (DOA)

---

**From:** Augustus, Staci A (DOA)  
**Sent:** Friday, October 29, 2010 11:35 AM  
**To:** Witte, Greg  
**Subject:** RE: Cost Breakdown Request

Hi Mr. Witte, The State has no specific guidelines and leaves it up to the Offeror to determine the proper format to provide further detailed breakdown for their costs associated with their proposal. The methodology and approach chosen should allow the project manager, who is responsible for controlling budget for the project, the means to quickly and simplistically address the following topics:

- 1) Split the Offeror's financial proposal into the following components:
  - i. Total Cost
  - ii. Software
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  - iv. Technical Support
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- 2) Identify State payment points, associated major modules (Financial, Procurement, HR/payroll, etc.), and map:
  - i. Where are the major risks financially?
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- 3) What additional costs does the Offeror foresee during system integration and the maintenance period?
- 4) What differentiates the Offeror's proposed solution for the State from those of others in the ERP field?

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

**From:** Witte, Greg [<mailto:greg.witte@cgi.com>]  
**Sent:** Friday, October 29, 2010 8:21 AM  
**To:** Augustus, Staci A (DOA)  
**Subject:** Cost Breakdown Request

Hi Staci,

We did not see a particular guideline or format for this information requested for Nov 5. Do you have any guidance so we provide the level of detail and focus that you need ?

Thanks,

Greg Witte  
West Region Manager  
CGI Public Sector  
425-765-1781

## Augustus, Staci A (DOA)

---

**From:** Augustus, Staci A (DOA)  
**Sent:** Friday, October 29, 2010 8:42 AM  
**To:** Fenton Penna  
**Subject:** RE: Client Demonstration

Hi Ms. Penna, RFP Section 7.09 states, "State will require Offerors to identify one past client for which the proposed software system has been successfully implemented. The Offeror will coordinate the past client's system demonstration for the State's PEC. The purpose of this demonstration is to have an end user demonstrate the installed and fully operational system. The demonstration will also be used to identify the end users' satisfaction with the product, the system, the installation, and the service provided by the Offeror.

The Offeror must identify one past client that:

- (a) currently uses the proposed product/system installed by the System Implementer fully in production for at least more than six months; and
- (b) will provide an individual(s) to conduct the demonstration."

Based on this, the State is not amenable to having two clients demo the system; one client must be the sole demonstrator.

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

**From:** Fenton Penna [<mailto:fenton.penna@me.com>]  
**Sent:** Friday, October 29, 2010 8:03 AM  
**To:** Augustus, Staci A (DOA)  
**Subject:** Client Demonstration

Hi Again Staci

Can you please let me know if we can have one client Demo financials and another client demo HR. They both use both applications. I am trying to split the workload between two clients. Please let me know.

Thank you

Fenton Penna

Sent from my iPhone

## Augustus, Staci A (DOA)

---

**From:** Penna, Fenton [Fenton.Penna@cedarcrestone.com]  
**Sent:** Friday, October 29, 2010 8:35 AM  
**To:** Augustus, Staci A (DOA)  
**Subject:** Re: Invitation to Interviews and Demonstrations-RFP 2010-0200-9388

Yes. Based on our two options, November 2 or 3rd, we have selected the 3rd. I am still confirming time. I will confirm time with you by COB today. Thank you.

Sent from my iPhone

On Oct 29, 2010, at 10:29 AM, "Augustus, Staci A (DOA)"  
<staci.augustus@alaska.gov<mailto:staci.augustus@alaska.gov>> wrote:

Ms. Penna, So long as the evaluators have enough time to install any necessary interfaces (we have two locations that will view the demos) I think a day before the demo would be sufficient. Have you decided on a day yet?

**From:** Penna, Fenton [mailto:Fenton.Penna@cedarcrestone.com]  
**Sent:** Friday, October 29, 2010 5:21 AM  
**To:** Augustus, Staci A (DOA)  
**Subject:** RE: Invitation to Interviews and Demonstrations-RFP 2010-0200-9388

Staci,  
I understand that I need to confirm Demonstrations and Interview times with you by Friday October 29th COB. Can we send you web ex details next week or are they also due today?

Thank you,

Fenton Penna

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

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Action required by you:

1. Confirm via email to me your time and date for the client demonstration;
2. Confirm via email to me your time and date for the interviews of key personnel;
3. Set up web application for client demonstration and send the participation instructions via email to me; and
4. Submit (per RFP Section 7.08) a more detailed cost breakdown to explain how your costs were derived by close of business, Friday, November 5 via email to me. As part of the interview process, the identified project manager should be prepared to discuss the cost breakdown.

Client Demonstrations

RFP Section 7.09

The Offeror will coordinate the past client's system demonstration for the State's PEC. The purpose of this demonstration is to have an end user demonstrate the installed and fully operational system. The demonstration will also be used to identify the end users' satisfaction with the product, the system, the installation, and the service provided by the Offeror.

The past client for the demonstration must:

(a) currently use the proposed product/system installed by the System Implementer fully in production for at least six months; and

(b) provide an individual(s) to conduct the demonstration.

The requirements of the demonstrations are:

1. The Offeror will schedule two hours with the end user to demonstrate the product/system to the State's PEC.

2. The Offeror may assist the end user during the demonstration if required; however, greater credit/preference will be given to demonstrations that require little interaction from the Offeror. No Offeror personnel may be at the State's location during the demonstration.

3. The Offeror will set up an online, real-time demonstration at the end user's site.

4. The Offeror is encouraged to travel to the end user's site to establish an online, real-time demonstration with a web application that will allow the PEC to view the demonstration (such as WebEx, GoToMeeting, Adobe Connect, etc).

5. The PEC will view the demonstration and ask the end user general satisfaction questions.

The demonstration scenarios will be the same for every shortlisted Offeror and will be limited to:

1. Financial – Invoice a citizen for a license renewal fee; track the receivable; and liquidate it upon receipt of the money. Show how the receipt is reflected in the revenue journal and general ledger.
2. Procurement – Create a purchase requisition; track the requisition approval process; create the purchase order resulting from the requisition, track the purchase order approval process through at least two separate approvers; issue the purchase order to a vendor, receive the products, approve the invoice, and track the payment process.
3. Human resources/payroll - Appoint a new employee with setup of employee/employer charges, labor distribution, pay, leave, benefits, and demographic information.

Interviews of Key Personnel

RFP Section 7.08

The State will conduct interviews with the Offerors that have been invited into Filter 3. The same questions will be asked of each Offeror. The State will interview the following individuals for each of the shortlisted firms:

- Project Manager
- Technical Lead
- Finance/Procurement Functional Lead
- Business Process Reengineering Lead
- Training Lead

The State will interview each of the above individuals separately (but may also interview as a group). The State may request additional information prior to interviews (such as a list of similar past contracts, a detailed cost breakdown, a detailed service schedule, etc). No other individuals from the Offeror’s organization will be allowed to sit in or participate during the interviews. Similar to a job interview, the questions will not be disclosed prior to the interview.

Important Note: All proposed team members must be available in person for interviews on the date specified in this solicitation and as amended. No substitutes, proxies, phone interviews, or electronic interviews will be allowed. Individuals who fail to attend the interview will not be given a score which may jeopardize the Offeror’s competitiveness. All interviews will be video recorded, and if awarded the contract, all interview statements will become part of the final contract.

CedarCrestone’s key personnel are identified as:

- Project Manager Steve Rupp
- Technical Lead Robert Pinkley
- Finance/Procurement Functional Lead Marianne Hennessey
- Business Process Reengineering Lead Janet Edwards
- Training Lead Nancy Grimshaw

In addition, the Project Manager will be expected to be able to answer questions concerning CedarCrestone’s Cost Proposal and the aforementioned detailed cost breakdown; the Project Manager should be able to walk the PEC through the documents and be prepared to explain the costs and project budget in detail. The PM should be understand and know the following with CedarCrestone 's cost proposal:

1. Any additional funding the State will need to maintain the solution over the life of the solution.
2. How the cost model was formulated.

3. How the costing model took into account project risk.
4. How growth affects the costing model.

It is vital that the PM has a good understanding of the cost proposal, if there is any confusion on what the PM needs to know, please make sure to clarify this via email to me before the interviews.

## Augustus, Staci A (DOA)

---

**From:** Augustus, Staci A (DOA)  
**Sent:** Friday, October 29, 2010 8:30 AM  
**To:** Penna, Fenton  
**Subject:** RE: Invitation to Interviews and Demonstrations-RFP 2010-0200-9388

Ms. Penna, So long as the evaluators have enough time to install any necessary interfaces (we have two locations that will view the demos) I think a day before the demo would be sufficient. Have you decided on a day yet?

---

**From:** Penna, Fenton [mailto:Fenton.Penna@cedarcrestone.com]  
**Sent:** Friday, October 29, 2010 5:21 AM  
**To:** Augustus, Staci A (DOA)  
**Subject:** RE: Invitation to Interviews and Demonstrations-RFP 2010-0200-9388

Staci,  
I understand that I need to confirm Demonstrations and Interview times with you by Friday October 29th COB. Can we send you web ex details next week or are they also due today?

Thank you,

Fenton Penna

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

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**From:** Augustus, Staci A (DOA) [mailto:staci.augustus@alaska.gov]  
**Sent:** Wednesday, October 27, 2010 11:35 AM  
**To:** Penna, Fenton  
**Subject:** Invitation to Interviews and Demonstrations-RFP 2010-0200-9388  
**Importance:** High

Relating to the State of Alaska's RFP 2010-0200-9388, the State is pleased to announce that CedarCrestone has been identified as an Offeror susceptible for award. As a result, we extend this invitation to CedarCrestone for the Client Demonstration and Interview stage of the evaluation process.

**CedarCrestone's web-based client demonstration will take place from 2:00 pm, Alaska Time to 4:00 pm, Alaska Time on Wednesday, November 3, 2010. If this time does not work well for you, we may be able to accommodate a different time on the same day, but I will need notification as soon as possible, but no later than close of business, Friday, October 29.**

**CedarCrestone key personnel interviews will take place beginning 9:00 am, Alaska Time, Tuesday, November 30, 2010 in Juneau, Alaska (333 Willoughby, State Office Building, 10<sup>th</sup> floor).**

Action required by you:

1. Confirm [via email](#) to me your time and date for the client demonstration;
2. Confirm [via email](#) to me your time and date for the interviews of key personnel;

3. Set up web application for client demonstration and send the participation instructions via email to me; and
4. Submit (per RFP Section 7.08) a more detailed cost breakdown to explain how your costs were derived by close of business, Friday, November 5 via email to me. As part of the interview process, the identified project manager should be prepared to discuss the cost breakdown.

## **Client Demonstrations**

### **RFP Section 7.09**

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The past client for the demonstration must:

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## **Interviews of Key Personnel**

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|---------------------------------------|--------------------|
| • Project Manager                     | Steve Rupp         |
| • Technical Lead                      | Robert Pinkley     |
| • Finance/Procurement Functional Lead | Marianne Hennessey |
| • Business Process Reengineering Lead | Janet Edwards      |
| • Training Lead                       | Nancy Grimshaw     |

In addition, the Project Manager will be expected to be able to answer questions concerning CedarCrestone's Cost Proposal and the aforementioned detailed cost breakdown; the Project Manager should be able to walk the PEC through the documents and be prepared to explain the costs and project budget in detail. The PM should be understand and know the following with CedarCrestone 's cost proposal:

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It is vital that the PM has a good understanding of the cost proposal, if there is any confusion on what the PM needs to know, please make sure to clarify this via email to me before the interviews.

## Augustus, Staci A (DOA)

---

**From:** Penna, Fenton [Fenton.Penna@cedarcrestone.com]  
**Sent:** Friday, October 29, 2010 4:32 AM  
**To:** Augustus, Staci A (DOA)  
**Subject:** CedarCrestone Client Demonstration

Hi Staci,

I have re read section 7.09. As we prepare for the demo, are there any limits on what the client can say in front of the PEC. I have read the RFP and do not see that this is a confidential section. I am assuming that the client can say Oracle and CedarCrestone. Please let me know. Thank you.

Thank you,

Fenton Penna

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

## Augustus, Staci A (DOA)

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**From:** Witte, Greg [greg.witte@cgi.com]  
**Sent:** Thursday, October 28, 2010 11:45 AM  
**To:** Augustus, Staci A (DOA)  
**Subject:** RE: Invitation to Interviews and Demonstrations-RFP 2010-0200-9388

Thank you Staci for being flexible with the demo time. I will inform our client in WY and do understand the situation and restriction on additional interviews and scoring confidentiality.

Sincerely, Greg

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

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**From:** Augustus, Staci A (DOA) [mailto:staci.augustus@alaska.gov]  
**Sent:** Thursday, October 28, 2010 12:01 PM  
**To:** Witte, Greg  
**Subject:** RE: Invitation to Interviews and Demonstrations-RFP 2010-0200-9388

Hi Mr. Witte,

The 10:30-12:30 Client demo is acceptable to the State.

No additional people will be included in the interviews-the RFP stated that the State may request additional interviews, but they would not be scored by the PEC.

Unfortunately, we cannot release the scoring information thus far-it is not public information until after the notice of intent to award is issued. Thanks

---

**From:** Witte, Greg [mailto:greg.witte@cgi.com]  
**Sent:** Thursday, October 28, 2010 10:56 AM  
**To:** Augustus, Staci A (DOA)  
**Subject:** Fwd: Invitation to Interviews and Demonstrations-RFP 2010-0200-9388

Hi Staci,

Regarding the Client Demo (Item #1), can we propose to start the Client Demo sometime between 10:30 – 12:30 Alaska time? This will be 12:30 – 2:30 for our Wyoming client. If we need to move it an hour earlier to accommodate Alaska schedules this would be okay also.

Regarding the CGI key personnel interviews (Item #2) , we would like to confirm that our team will be available on December 2nd in Juneau. One question, can we include an additional individual (Enterprise Data Architect) in the interview process? We strongly

feel that this individual and their role to the project is critical to the overall success of the initiative and would like them to be included so the PEC can obtain this view of our team.

Regarding the web application for the client demos (Item #3), I will send this to you in a separate email once we confirm the time of the demo on 11/5.

Regarding the detailed cost breakdown (Item #4), we are preparing this for you and will have it to you prior to 11/5 close of business. If there are any guidelines or specific format for preparing this for the state, please let me know.

We would also like to have the opportunity to view the scoring Vendors have received through Filter 2 if this available for those vendors who are moving to Filter 3.

Thank you Staci,

Greg Witte

West Regional Manager - CGI Public Sector

Office: 425-213-5342, Cell: 425-765-1781

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**From:** Augustus, Staci A (DOA) [mailto:staci.augustus@alaska.gov]  
**Sent:** Wednesday, October 27, 2010 4:35 PM  
**To:** Witte, Greg  
**Subject:** RE: Invitation to Interviews and Demonstrations-RFP 2010-0200-9388

Hi Mr. Witte, thank you for your email. Unfortunately, the only day that will work for our evaluation team is the 5<sup>th</sup>, we have out of state evaluators after November 5 and cannot accommodate the change. We're willing to do the demo earlier in the day, just name the time. Thanks again.

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Hi Staci,

Just trying to coordinate the demo day and time so this gets set for everyone. We are working with the State of Wyoming and the mountain time zone and I'd like if at all possible to give them maybe 2 options early the week of Nov 8<sup>th</sup> that work for Alaska. Friday the 5<sup>th</sup> I think might be tough day of the week as to advanced planning for them and would also like to request scheduling a time that ends by 4 pm MST ?

Thanks, Greg

Greg Witte

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**CGI's web-based client demonstration will take place from 2:00 pm, Alaska Time to 4:00 pm, Alaska Time on Friday, November 5, 2010. If this time does not work well for you, we may be able to accommodate a different time on the same day, but I will need notification as soon as possible, but no later than close of business, Friday, October 29.**

**CGI key personnel interviews will take place beginning 9:00 am, Alaska Time, Thursday, December 2, 2010 in Juneau, Alaska (333 Willoughby, State Office Building, 10<sup>th</sup> floor).**

Action required by you:

1. Confirm via email to me your time and date for the client demonstration;
2. Confirm via email to me your time and date for the interviews of key personnel;
3. Set up web application for client demonstration and send the participation instructions via email to me; and
4. Submit (per RFP Section 7.08) a more detailed cost breakdown to explain how your costs were derived by close of business, Friday, November 5 via email to me. As part of the interview process, the identified project manager should be prepared to discuss the cost breakdown.

### **Client Demonstrations**

#### **RFP Section 7.09**

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## **Interviews of Key Personnel**

### **RFP Section 7.08**

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CGI's key personnel are identified as:

- Project Manager  
Robin Milne
- Technical Lead  
Steve Arrants

- Finance/Procurement Functional Lead                      Michael Muldrow
- Business Process Reengineering Lead                      Chaille Manis
- Training Lead  
Chaille Manis

In addition, the Project Manager will be expected to be able to answer questions concerning CGI's Cost Proposal and the aforementioned detailed cost breakdown; the Project Manager should be able to walk the PEC through the documents and be prepared to explain the costs and project budget in detail. The PM should be understand and know the following with CGI's cost proposal:

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

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**From:** Augustus, Staci A (DOA)  
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Steve Arrants
- Finance/Procurement Functional Lead                      Michael  
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- Business Process Reengineering Lead                      Chaille  
Manis
- Training Lead  
Chaille Manis

In addition, the Project Manager will be expected to be able to answer questions concerning CGI's Cost Proposal and the aforementioned detailed cost breakdown; the Project Manager should be able to walk the PEC through the documents and be prepared to explain the costs and project budget in detail. The PM should be understand and know the following with CGI's cost proposal:

1. Any additional funding the State will need to maintain the solution over the life of the solution.
2. How the cost model was formulated.
3. How the costing model took into account project risk.
4. How growth affects the costing model.

It is vital that the PM has a good understanding of the cost proposal, if there is any confusion on what the PM needs to know, please make sure to clarify this via email to me before the interviews.

**Augustus, Staci A (DOA)**

---

**From:** Joseph Silberberg [JSilberberg@cherryroad.com]  
**Sent:** Thursday, October 28, 2010 9:06 AM  
**To:** Augustus, Staci A (DOA)  
**Subject:** status

Dear Staci:

Yesterday, we became aware that at least one Oracle proposal in response to the state's RFP has been elevated to the next stage of the evaluation process. Could you please let me know where the CherryRoad response stands?

Thank you in advance for any information you can provide.

Sincerely,

Joe Silberberg  
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:** Thursday, October 28, 2010 8:54 AM  
**To:** Penna, Fenton  
**Subject:** RE: State of Alaska Demonstration from CedarCrestone

I have checked with the PEC members and the only time they're all available is Tuesday morning.

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

**From:** Penna, Fenton [<mailto:Fenton.Penna@cedarcrestone.com>]  
**Sent:** Thursday, October 28, 2010 8:24 AM  
**To:** Augustus, Staci A (DOA)  
**Subject:** Re: State of Alaska Demonstration from CedarCrestone

Hi Staci  
Are there any other options or just the 3rd?

Thank you

Fenton Penna

Sent from my iPhone

On Oct 28, 2010, at 11:07 AM, "Augustus, Staci A (DOA)" <[staci.augustus@alaska.gov](mailto:staci.augustus@alaska.gov)> wrote:

> Good Morning, Ms. Penna. I'm sorry, we cannot change the client  
> demonstration to the week of November 8, our PEC members are not  
> available during that time.

>  
> -----Original Message-----  
> **From:** Penna, Fenton [<mailto:Fenton.Penna@cedarcrestone.com>]  
> **Sent:** Wednesday, October 27, 2010 6:22 PM  
> **To:** Augustus, Staci A (DOA)  
> **Subject:** State of Alaska Demonstration from CedarCrestone

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>  
> Dear Staci,  
> As I noted in my earlier email, we are very excited to be short listed  
> by the State! I have checked with our customer and two back up  
> customers that we have slated to do the Oracle demonstration for the  
> State and due to the General Election on Tuesday, November 2nd, our  
> identified customers will not have employees available for the effort  
> next week. We respectfully request that the State move CedarCrestone's  
> demonstration date to the week of November 8th.

>  
> Thank you,  
>  
> Fenton Penna

## Augustus, Staci A (DOA)

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**From:** Penna, Fenton [Fenton.Penna@cedarcrestone.com]  
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**To:** Augustus, Staci A (DOA)  
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Sent from my iPhone

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> identified customers will not have employees available for the effort  
> next week. We respectfully request that the State move CedarCrestone's  
> demonstration date to the week of November 8th.

>  
> Thank you,  
>  
> Fenton Penna  
> CedarCrestone  
> 303-641-5578

## Augustus, Staci A (DOA)

---

**From:** Augustus, Staci A (DOA)  
**Sent:** Thursday, October 28, 2010 8:07 AM  
**To:** Penna, Fenton  
**Subject:** RE: State of Alaska Demonstration from CedarCrestone

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Thank you,

Fenton Penna  
CedarCrestone  
303-641-5578

## Augustus, Staci A (DOA)

---

**From:** Penna, Fenton [Fenton.Penna@cedarcrestone.com]  
**Sent:** Wednesday, October 27, 2010 5:53 PM  
**To:** Augustus, Staci A (DOA)  
**Subject:** Re: Invitation to Interviews and Demonstrations-RFP 2010-0200-9388

Thank you!!!!!!

Sent from my iPhone

On Oct 27, 2010, at 6:40 PM, "Augustus, Staci A (DOA)" <staci.augustus@alaska.gov> wrote:

> Hi Ms. Penna, I have referred to RFP Section 7.09 Client  
> Demonstrations for the answer. That section states that the client  
> demo must be done by a client that "currently uses the proposed  
> product/system installed by the System Implementer fully in production  
> for at least more than six months." Applying that to your question,  
> CedarCrestone must provide a demo from a client that CedarCrestone has implemented a system  
for.

> Thanks.

>

> -----Original Message-----

> From: Penna, Fenton [mailto:Fenton.Penna@cedarcrestone.com]  
> Sent: Wednesday, October 27, 2010 1:02 PM  
> To: Augustus, Staci A (DOA)  
> Subject: Re: Invitation to Interviews and Demonstrations-RFP  
> 2010-0200-9388

>

> Hi Staci

> I am working with my CedarCrestone customer to confirm time and date.  
> Oracle is also working with one of their clients to confirm their  
> availability- we did not implement the client Oracle is working with.  
> Can we use either client for the demo even though we did not implement  
> the client they are trying to confirm for the demo? I realize that as  
> a team we only need one or the other. Please advise. Thank you.

>

> Fenton Penna

>

> Sent from my iPhone

>

> On Oct 27, 2010, at 1:10 PM, "Augustus, Staci A (DOA)"  
> <staci.augustus@alaska.gov<mailto:staci.augustus@alaska.gov>> wrote:

>

> Not a lot of flexibility.

>

> From: Penna, Fenton [mailto:Fenton.Penna@cedarcrestone.com]  
> Sent: Wednesday, October 27, 2010 11:00 AM  
> To: Augustus, Staci A (DOA)  
> Cc: Hoedebecke, Roch  
> Subject: RE: Invitation to Interviews and Demonstrations-RFP  
> 2010-0200-9388

>

> HI Staci,

> Thanks! We are very excited!!!!!! We are checking with our client now  
> on Wednesday November 3rd date and time. Is there any flexibility with

> the date in the event that our client has a conflict?

>

>

>

>

> Thank you,

>

> Fenton Penna

>

>

> Fenton Penna | CedarCrestone Account Manager-Oracle

> 303-641-5578 | <<http://www.cedarcrestone.com/>>

> [www.cedarcrestone.com](http://www.cedarcrestone.com)<<http://www.cedarcrestone.com>>

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

> Sent: Wednesday, October 27, 2010 11:35 AM

> To: Penna, Fenton

> Subject: Invitation to Interviews and Demonstrations-RFP

> 2010-0200-9388

> Importance: High

> Relating to the State of Alaska's RFP 2010-0200-9388, the State is

> pleased to announce that CedarCrestone has been identified as an

> Offeror susceptible for award. As a result, we extend this invitation

> to CedarCrestone for the Client Demonstration and Interview stage of

> the evaluation process.

>

> CedarCrestone's web-based client demonstration will take place from

> 2:00 pm, Alaska Time to 4:00 pm, Alaska Time on Wednesday, November 3, 2010.

> If this time does not work well for you, we may be able to accommodate

> a different time on the same day, but I will need notification as soon

> as possible, but no later than close of business, Friday, October 29.

>

> CedarCrestone key personnel interviews will take place beginning 9:00

> am, Alaska Time, Tuesday, November 30, 2010 in Juneau, Alaska (333

> Willoughby, State Office Building, 10th floor).

>

> Action required by you:

>

>

> 1. Confirm via email to me your time and date for the client

> demonstration;

>

> 2. Confirm via email to me your time and date for the interviews

> of key personnel;

>

> 3. Set up web application for client demonstration and send the

> participation instructions via email to me; and

>

> 4. Submit (per RFP Section 7.08) a more detailed cost breakdown to

> explain how your costs were derived by close of business, Friday,

> November 5 via email to me. As part of the interview process, the

> identified project manager should be prepared to discuss the cost

> breakdown.

> Client Demonstrations

>

>

> RFP Section 7.09

> The Offeror will coordinate the past client's system demonstration for the State's PEC. The purpose of this demonstration is to have an end user demonstrate the installed and fully operational system. The demonstration will also be used to identify the end users' satisfaction with the product, the system, the installation, and the service provided by the Offeror.

>

> The past client for the demonstration must:

>

>

> (a) currently use the proposed product/system installed by the System Implementer fully in production for at least six months; and

>

> (b) provide an individual(s) to conduct the demonstration.

> The requirements of the demonstrations are:

>

>

> 1. The Offeror will schedule two hours with the end user to demonstrate the product/system to the State's PEC.

>

> 2. The Offeror may assist the end user during the demonstration if required; however, greater credit/preference will be given to demonstrations that require little interaction from the Offeror. No Offeror personnel may be at the State's location during the demonstration.

>

> 3. The Offeror will set up an online, real-time demonstration at the end user's site.

>

> 4. The Offeror is encouraged to travel to the end user's site to establish an online, real-time demonstration with a web application that will allow the PEC to view the demonstration (such as WebEx, GoToMeeting, Adobe Connect, etc).

>

> 5. The PEC will view the demonstration and ask the end user general satisfaction questions.

> The demonstration scenarios will be the same for every shortlisted Offeror and will be limited to:

>

> 1. Financial - Invoice a citizen for a license renewal fee; track the receivable; and liquidate it upon receipt of the money. Show how the receipt is reflected in the revenue journal and general ledger.

> 2. Procurement - Create a purchase requisition; track the requisition approval process; create the purchase order resulting from the requisition, track the purchase order approval process through at least two separate approvers; issue the purchase order to a vendor, receive the products, approve the invoice, and track the payment process.

> 3. Human resources/payroll - Appoint a new employee with setup of employee/employer charges, labor distribution, pay, leave, benefits, and demographic information.

>

> Interviews of Key Personnel

>

> RFP Section 7.08

> The State will conduct interviews with the Offerors that have been

> invited into Filter 3. The same questions will be asked of each Offeror.  
> The State will interview the following individuals for each of the  
> shortlisted firms:

- > \*
- > \* Project Manager
- > \* Technical Lead
- > \* Finance/Procurement Functional Lead
- > \* Business Process Reengineering Lead
- > \* Training Lead

>

> The State will interview each of the above individuals separately (but  
> may also interview as a group). The State may request additional  
> information prior to interviews (such as a list of similar past  
> contracts, a detailed cost breakdown, a detailed service schedule, etc).  
> No other individuals from the Offeror's organization will be allowed  
> to sit in or participate during the interviews. Similar to a job  
> interview, the questions will not be disclosed prior to the interview.

>

> Important Note: All proposed team members must be available in person  
> for interviews on the date specified in this solicitation and as  
> amended. No substitutes, proxies, phone interviews, or electronic  
> interviews will be allowed. Individuals who fail to attend the  
> interview will not be given a score which may jeopardize the Offeror's  
> competitiveness. All interviews will be video recorded, and if awarded  
> the contract, all interview statements will become part of the final  
> contract.

>

> CedarCrestone's key personnel are identified as:

- > \*
- > \* Project Manager
- > Steve Rupp
- > \* Technical Lead
- > Robert Pinkley
- > \* Finance/Procurement Functional Lead Marianne
- > Hennessey
- > \* Business Process Reengineering Lead Janet
- > Edwards
- > \* Training Lead
- > Nancy Grimshaw

>

> In addition, the Project Manager will be expected to be able to answer  
> questions concerning CedarCrestone's Cost Proposal and the  
> aforementioned detailed cost breakdown; the Project Manager should be  
> able to walk the PEC through the documents and be prepared to explain  
> the costs and project budget in detail. The PM should be understand  
> and know the following with CedarCrestone 's cost proposal:

>

- > 1. Any additional funding the State will need to maintain the solution  
> over the life of the solution.
- > 2. How the cost model was formulated.
- > 3. How the costing model took into account project risk.
- > 4. How growth affects the costing model.

>

> It is vital that the PM has a good understanding of the cost proposal,  
> if there is any confusion on what the PM needs to know, please make  
> sure to clarify this via email to me before the interviews.

>

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

---

**From:** Witte, Greg [greg.witte@cgi.com]  
**Sent:** Wednesday, October 27, 2010 3:32 PM  
**To:** Augustus, Staci A (DOA)  
**Subject:** RE: Invitation to Interviews and Demonstrations-RFP 2010-0200-9388

Hi Staci,

Just trying to coordinate the demo day and time so this gets set for everyone. We are working with the State of Wyoming and the mountain time zone and I'd like if at all possible to give them maybe 2 options early the week of Nov 8<sup>th</sup> that work for Alaska. Friday the 5<sup>th</sup> I think might be tough day of the week as to advanced planning for them and would also like to request scheduling a time that ends by 4 pm MST ?

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:** Wednesday, October 27, 2010 10:35 AM  
**To:** Witte, Greg  
**Subject:** Invitation to Interviews and Demonstrations-RFP 2010-0200-9388  
**Importance:** High

Relating to the State of Alaska's RFP 2010-0200-9388, the State is pleased to announce that CGI has been identified as an Offeror susceptible for award. As a result, we extend this invitation to CGI for the Client Demonstration and Interview stage of the evaluation process.

**CGI's web-based client demonstration will take place from 2:00 pm, Alaska Time to 4:00 pm, Alaska Time on Friday, November 5, 2010. If this time does not work well for you, we may be able to accommodate a different time on the same day, but I will need notification as soon as possible, but no later than close of business, Friday, October 29.**

**CGI key personnel interviews will take place beginning 9:00 am, Alaska Time, Thursday, December 2, 2010 in Juneau, Alaska (333 Willoughby, State Office Building, 10<sup>th</sup> floor).**

Action required by you:

1. Confirm via email to me your time and date for the client demonstration;
2. Confirm via email to me your time and date for the interviews of key personnel;
3. Set up web application for client demonstration and send the participation instructions via email to me; and
4. Submit (per RFP Section 7.08) a more detailed cost breakdown to explain how your costs were derived by close of business, Friday, November 5 via email to me. As part of the interview process, the identified project manager should be prepared to discuss the cost breakdown.

### **Client Demonstrations**

### **RFP Section 7.09**

The Offeror will coordinate the past client's system demonstration for the State's PEC. The purpose of this demonstration is to have an end user demonstrate the installed and fully operational system. The demonstration will also be used to identify the end users' satisfaction with the product, the system, the installation, and the service provided by the Offeror.

The past client for the demonstration must:

- (a) currently use the proposed product/system installed by the System Implementer fully in production for at least six months; and
- (b) provide an individual(s) to conduct the demonstration.

The requirements of the demonstrations are:

1. The Offeror will schedule two hours with the end user to demonstrate the product/system to the State's PEC.
2. The Offeror may assist the end user during the demonstration if required; however, greater credit/preference will be given to demonstrations that require little interaction from the Offeror. No Offeror personnel may be at the State's location during the demonstration.
3. The Offeror will set up an online, real-time demonstration at the end user's site.
4. The Offeror is encouraged to travel to the end user's site to establish an online, real-time demonstration with a web application that will allow the PEC to view the demonstration (such as WebEx, GoToMeeting, Adobe Connect, etc).
5. The PEC will view the demonstration and ask the end user general satisfaction questions.

The demonstration scenarios will be the same for every shortlisted Offeror and will be limited to:

1. Financial – Invoice a citizen for a license renewal fee; track the receivable; and liquidate it upon receipt of the money. Show how the receipt is reflected in the revenue journal and general ledger.
2. Procurement – Create a purchase requisition; track the requisition approval process; create the purchase order resulting from the requisition, track the purchase order approval process through at least two separate approvers; issue the purchase order to a vendor, receive the products, approve the invoice, and track the payment process.
3. Human resources/payroll - Appoint a new employee with setup of employee/employer charges, labor distribution, pay, leave, benefits, and demographic information.

## **Interviews of Key Personnel**

### **RFP Section 7.08**

The State will conduct interviews with the Offerors that have been invited into Filter 3. The same questions will be asked of each Offeror. The State will interview the following individuals for each of the shortlisted firms:

- Project Manager
- Technical Lead
- Finance/Procurement Functional Lead
- Business Process Reengineering Lead

- Training Lead

The State will interview each of the above individuals separately (but may also interview as a group). The State may request additional information prior to interviews (such as a list of similar past contracts, a detailed cost breakdown, a detailed service schedule, etc). No other individuals from the Offeror's organization will be allowed to sit in or participate during the interviews. Similar to a job interview, the questions will not be disclosed prior to the interview.

**Important Note:** All proposed team members must be available in person for interviews on the date specified in this solicitation and as amended. No substitutes, proxies, phone interviews, or electronic interviews will be allowed. Individuals who fail to attend the interview will not be given a score which may jeopardize the Offeror's competitiveness. All interviews will be video recorded, and if awarded the contract, all interview statements will become part of the final contract.

CGI's key personnel are identified as:

- |                                       |                 |
|---------------------------------------|-----------------|
| • Project Manager                     | Robin Milne     |
| • Technical Lead                      | Steve Arrants   |
| • Finance/Procurement Functional Lead | Michael Muldrow |
| • Business Process Reengineering Lead | Chaille Manis   |
| • Training Lead                       | Chaille Manis   |

In addition, the Project Manager will be expected to be able to answer questions concerning CGI's Cost Proposal and the aforementioned detailed cost breakdown; the Project Manager should be able to walk the PEC through the documents and be prepared to explain the costs and project budget in detail. The PM should be understand and know the following with CGI's cost proposal:

1. Any additional funding the State will need to maintain the solution over the life of the solution.
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4. How growth affects the costing model.

It is vital that the PM has a good understanding of the cost proposal, if there is any confusion on what the PM needs to know, please make sure to clarify this via email to me before the interviews.

## Augustus, Staci A (DOA)

---

**From:** Penna, Fenton [Fenton.Penna@cedarcrestone.com]  
**Sent:** Wednesday, October 27, 2010 1:02 PM  
**To:** Augustus, Staci A (DOA)  
**Subject:** Re: Invitation to Interviews and Demonstrations-RFP 2010-0200-9388

Hi Staci

I am working with my CedarCrestone customer to confirm time and date. Oracle is also working with one of their clients to confirm their availability- we did not implement the client Oracle is working with. Can we use either client for the demo even though we did not implement the client they are trying to confirm for the demo? I realize that as a team we only need one or the other. Please advise. Thank you.

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Not a lot of flexibility.

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**To:** Augustus, Staci A (DOA)  
**Cc:** Hoedebecke, Roch  
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Thank you,

Fenton Penna

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

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**From:** Augustus, Staci A (DOA) [mailto:staci.augustus@alaska.gov]  
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**Subject:** Invitation to Interviews and Demonstrations-RFP 2010-0200-9388  
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CedarCrestone key personnel interviews will take place beginning 9:00 am, Alaska Time, Tuesday, November 30, 2010 in Juneau, Alaska (333 Willoughby, State Office Building, 10th floor).

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4. Submit (per RFP Section 7.08) a more detailed cost breakdown to explain how your costs were derived by close of business, Friday, November 5 via email to me. As part of the interview process, the identified project manager should be prepared to discuss the cost breakdown.

Client Demonstrations

RFP Section 7.09

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##### RFP Section 7.08

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CedarCrestone's key personnel are identified as:

- Project Manager Steve Rupp
- Technical Lead Robert Pinkley
- Finance/Procurement Functional Lead Marianne Hennessey
- Business Process Reengineering Lead Janet Edwards
- Training Lead Nancy Grimshaw

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It is vital that the PM has a good understanding of the cost proposal, if there is any confusion on what the PM needs to know, please make sure to clarify this via email to me before the interviews.

## Augustus, Staci A (DOA)

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**From:** Owen, Douglas J [DOWen@ciber.com]  
**To:** Augustus, Staci A (DOA)  
**Sent:** Wednesday, October 27, 2010 12:41 PM  
**Subject:** Read: Invitation to Interviews and Demonstrations-RFP 2010-0200-9388

Your message

**To:** [DOWen@ciber.com](mailto:DOWen@ciber.com)  
**Subject:**

was read on 10/27/2010 12:41 PM.

## Augustus, Staci A (DOA)

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**From:** Witte, Greg [greg.witte@cgi.com]  
**To:** Augustus, Staci A (DOA)  
**Sent:** Wednesday, October 27, 2010 11:03 AM  
**Subject:** Read: Invitation to Interviews and Demonstrations-RFP 2010-0200-9388

Your message

To: [greg.witte@cgi.com](mailto:greg.witte@cgi.com)  
Subject:

was read on 10/27/2010 11:03 AM.

## Augustus, Staci A (DOA)

---

**From:** Penna, Fenton [Fenton.Penna@cedarcrestone.com]  
**To:** Augustus, Staci A (DOA)  
**Sent:** Wednesday, October 27, 2010 9:36 AM  
**Subject:** Read: Invitation to Interviews and Demonstrations-RFP 2010-0200-9388

Your message

**To:** [Fenton.Penna@cedarcrestone.com](mailto:Fenton.Penna@cedarcrestone.com)  
**Subject:**

was read on 10/27/2010 9:36 AM.

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

---

**From:** Augustus, Staci A (DOA)  
**Sent:** Wednesday, October 27, 2010 9:35 AM  
**To:** Witte, Greg  
**Subject:** Invitation to Interviews and Demonstrations-RFP 2010-0200-9388

**Importance:** High

Relating to the State of Alaska's RFP 2010-0200-9388, the State is pleased to announce that CGI has been identified as an Offeror susceptible for award. As a result, we extend this invitation to CGI for the Client Demonstration and Interview stage of the evaluation process.

**CGI's web-based client demonstration will take place from 2:00 pm, Alaska Time to 4:00 pm, Alaska Time on Friday, November 5, 2010. If this time does not work well for you, we may be able to accommodate a different time on the same day, but I will need notification as soon as possible, but no later than close of business, Friday, October 29.**

**CGI key personnel interviews will take place beginning 9:00 am, Alaska Time, Thursday, December 2, 2010 in Juneau, Alaska (333 Willoughby, State Office Building, 10<sup>th</sup> floor).**

Action required by you:

1. Confirm via email to me your time and date for the client demonstration;
2. Confirm via email to me your time and date for the interviews of key personnel;
3. Set up web application for client demonstration and send the participation instructions via email to me; and
4. Submit (per RFP Section 7.08) a more detailed cost breakdown to explain how your costs were derived by close of business, Friday, November 5 via email to me. As part of the interview process, the identified project manager should be prepared to discuss the cost breakdown.

### **Client Demonstrations**

#### **RFP Section 7.09**

The Offeror will coordinate the past client's system demonstration for the State's PEC. The purpose of this demonstration is to have an end user demonstrate the installed and fully operational system. The demonstration will also be used to identify the end users' satisfaction with the product, the system, the installation, and the service provided by the Offeror.

The past client for the demonstration must:

- (a) currently use the proposed product/system installed by the System Implementer fully in production for at least six months; and
- (b) provide an individual(s) to conduct the demonstration.

The requirements of the demonstrations are:

1. The Offeror will schedule two hours with the end user to demonstrate the product/system to the State's PEC.

2. The Offeror may assist the end user during the demonstration if required; however, greater credit/preference will be given to demonstrations that require little interaction from the Offeror. No Offeror personnel may be at the State's location during the demonstration.
3. The Offeror will set up an online, real-time demonstration at the end user's site.
4. The Offeror is encouraged to travel to the end user's site to establish an online, real-time demonstration with a web application that will allow the PEC to view the demonstration (such as WebEx, GoToMeeting, Adobe Connect, etc).
5. The PEC will view the demonstration and ask the end user general satisfaction questions.

The demonstration scenarios will be the same for every shortlisted Offeror and will be limited to:

1. Financial – Invoice a citizen for a license renewal fee; track the receivable; and liquidate it upon receipt of the money. Show how the receipt is reflected in the revenue journal and general ledger.
2. Procurement – Create a purchase requisition; track the requisition approval process; create the purchase order resulting from the requisition, track the purchase order approval process through at least two separate approvers; issue the purchase order to a vendor, receive the products, approve the invoice, and track the payment process.
3. Human resources/payroll - Appoint a new employee with setup of employee/employer charges, labor distribution, pay, leave, benefits, and demographic information.

## Interviews of Key Personnel

### RFP Section 7.08

The State will conduct interviews with the Offerors that have been invited into Filter 3. The same questions will be asked of each Offeror. The State will interview the following individuals for each of the shortlisted firms:

- Project Manager
- Technical Lead
- Finance/Procurement Functional Lead
- Business Process Reengineering Lead
- Training Lead

The State will interview each of the above individuals separately (but may also interview as a group). The State may request additional information prior to interviews (such as a list of similar past contracts, a detailed cost breakdown, a detailed service schedule, etc). No other individuals from the Offeror's organization will be allowed to sit in or participate during the interviews. Similar to a job interview, the questions will not be disclosed prior to the interview.

**Important Note:** All proposed team members must be available in person for interviews on the date specified in this solicitation and as amended. No substitutes, proxies, phone interviews, or electronic interviews will be allowed. Individuals who fail to attend the interview will not be given a score which may jeopardize the Offeror's competitiveness. All interviews will be video recorded, and if awarded the contract, all interview statements will become part of the final contract.

CGI's key personnel are identified as:

- Project Manager Robin Milne
- Technical Lead Steve Arrants

- Finance/Procurement Functional Lead
- Business Process Reengineering Lead
- Training Lead

Michael Muldrow  
Chaille Manis  
Chaille Manis

In addition, the Project Manager will be expected to be able to answer questions concerning CGI's Cost Proposal and the aforementioned detailed cost breakdown; the Project Manager should be able to walk the PEC through the documents and be prepared to explain the costs and project budget in detail. The PM should be understand and know the following with CGI's cost proposal:

1. Any additional funding the State will need to maintain the solution over the life of the solution.
2. How the cost model was formulated.
3. How the costing model took into account project risk.
4. How growth affects the costing model.

It is vital that the PM has a good understanding of the cost proposal, if there is any confusion on what the PM needs to know, please make sure to clarify this via email to me before the interviews.

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

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**From:** Augustus, Staci A (DOA)  
**Sent:** Wednesday, October 27, 2010 9:35 AM  
**To:** Fenton.penna@cedarcrestone.com  
**Subject:** Invitation to Interviews and Demonstrations-RFP 2010-0200-9388

**Importance:** High

Relating to the State of Alaska's RFP 2010-0200-9388, the State is pleased to announce that CedarCrestone has been identified as an Offeror susceptible for award. As a result, we extend this invitation to CedarCrestone for the Client Demonstration and Interview stage of the evaluation process.

**CedarCrestone's web-based client demonstration will take place from 2:00 pm, Alaska Time to 4:00 pm, Alaska Time on Wednesday, November 3, 2010. If this time does not work well for you, we may be able to accommodate a different time on the same day, but I will need notification as soon as possible, but no later than close of business, Friday, October 29.**

**CedarCrestone key personnel interviews will take place beginning 9:00 am, Alaska Time, Tuesday, November 30, 2010 in Juneau, Alaska (333 Willoughby, State Office Building, 10<sup>th</sup> floor).**

Action required by you:

1. Confirm via email to me your time and date for the client demonstration;
2. Confirm via email to me your time and date for the interviews of key personnel;
3. Set up web application for client demonstration and send the participation instructions via email to me; and
4. Submit (per RFP Section 7.08) a more detailed cost breakdown to explain how your costs were derived by close of business, Friday, November 5 via email to me. As part of the interview process, the identified project manager should be prepared to discuss the cost breakdown.

## **Client Demonstrations**

### **RFP Section 7.09**

The Offeror will coordinate the past client's system demonstration for the State's PEC. The purpose of this demonstration is to have an end user demonstrate the installed and fully operational system. The demonstration will also be used to identify the end users' satisfaction with the product, the system, the installation, and the service provided by the Offeror.

The past client for the demonstration must:

- (a) currently use the proposed product/system installed by the System Implementer fully in production for at least six months; and
- (b) provide an individual(s) to conduct the demonstration.

The requirements of the demonstrations are:

1. The Offeror will schedule two hours with the end user to demonstrate the product/system to the State's PEC.

2. The Offeror may assist the end user during the demonstration if required; however, greater credit/preference will be given to demonstrations that require little interaction from the Offeror. No Offeror personnel may be at the State's location during the demonstration.
3. The Offeror will set up an online, real-time demonstration at the end user's site.
4. The Offeror is encouraged to travel to the end user's site to establish an online, real-time demonstration with a web application that will allow the PEC to view the demonstration (such as WebEx, GoToMeeting, Adobe Connect, etc).
5. The PEC will view the demonstration and ask the end user general satisfaction questions.

The demonstration scenarios will be the same for every shortlisted Offeror and will be limited to:

1. Financial – Invoice a citizen for a license renewal fee; track the receivable; and liquidate it upon receipt of the money. Show how the receipt is reflected in the revenue journal and general ledger.
2. Procurement – Create a purchase requisition; track the requisition approval process; create the purchase order resulting from the requisition, track the purchase order approval process through at least two separate approvers; issue the purchase order to a vendor, receive the products, approve the invoice, and track the payment process.
3. Human resources/payroll - Appoint a new employee with setup of employee/employer charges, labor distribution, pay, leave, benefits, and demographic information.

## Interviews of Key Personnel

### RFP Section 7.08

The State will conduct interviews with the Offerors that have been invited into Filter 3. The same questions will be asked of each Offeror. The State will interview the following individuals for each of the shortlisted firms:

- Project Manager
- Technical Lead
- Finance/Procurement Functional Lead
- Business Process Reengineering Lead
- Training Lead

The State will interview each of the above individuals separately (but may also interview as a group). The State may request additional information prior to interviews (such as a list of similar past contracts, a detailed cost breakdown, a detailed service schedule, etc). No other individuals from the Offeror's organization will be allowed to sit in or participate during the interviews. Similar to a job interview, the questions will not be disclosed prior to the interview.

**Important Note:** All proposed team members must be available in person for interviews on the date specified in this solicitation and as amended. No substitutes, proxies, phone interviews, or electronic interviews will be allowed. Individuals who fail to attend the interview will not be given a score which may jeopardize the Offeror's competitiveness. All interviews will be video recorded, and if awarded the contract, all interview statements will become part of the final contract.

CedarCrestone's key personnel are identified as:

- |                   |                |
|-------------------|----------------|
| • Project Manager | Steve Rupp     |
| • Technical Lead  | Robert Pinkley |

- Finance/Procurement Functional Lead                      Marianne Hennessey
- Business Process Reengineering Lead                      Janet Edwards
- Training Lead    Nancy Grimshaw

In addition, the Project Manager will be expected to be able to answer questions concerning CedarCrestone's Cost Proposal and the aforementioned detailed cost breakdown; the Project Manager should be able to walk the PEC through the documents and be prepared to explain the costs and project budget in detail. The PM should be understand and know the following with CedarCrestone 's cost proposal:

1. Any additional funding the State will need to maintain the solution over the life of the solution.
2. How the cost model was formulated.
3. How the costing model took into account project risk.
4. How growth affects the costing model.

It is vital that the PM has a good understanding of the cost proposal, if there is any confusion on what the PM needs to know, please make sure to clarify this via email to me before the interviews.

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

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**From:** Augustus, Staci A (DOA)  
**Sent:** Friday, October 22, 2010 5:25 PM  
**To:** 'greg.witte@cgi.com'  
**Subject:** Re: CGI Affidavit and Lease

Thank you.  
Staci Augustus, Procurement Specialist

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**From:** Witte, Greg <[greg.witte@cgi.com](mailto:greg.witte@cgi.com)>  
**To:** Augustus, Staci A (DOA)  
**Sent:** Fri Oct 22 13:52:06 2010  
**Subject:** CGI Affidavit and Lease

Hi Staci,

As you requested, please find attached an Affidavit executed by CGI employee, Lu-Ann Dazey, in support of CGI's claim for the 'Alaskan Bidder's Preference'. Also included is our existing lease agreement for that particular Franklin St/Juneau location.

Please confirm receipt. Thank you.

Respectfully submitted, 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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**From:** Augustus, Staci A (DOA) [<mailto:staci.augustus@alaska.gov>]  
**Sent:** Tuesday, October 19, 2010 10:45 AM  
**To:** Witte, Greg  
**Subject:** Follow up to proposal submission

Hi Mr. Witte, I'm following up on CGI's proposal submission. CGI has claimed the Alaska Bidder's and Offeror's preferences and I would like to be proactive rather than reactive in confirming that CGI qualifies. In past procurements where a protest has been filed involving application of the preferences, I have confirmed the qualifications through the following methods and would appreciate your assistance in obtaining the following:

1. Please provide proof that CGI has maintained a place of business at 175 South Franklin, Suite 305 for at least six months prior to October 15, 2010. A copy of the lease will suffice.
2. Please provide an affidavit from at least one CGI employee who has staffed the CGI office located at 175 South Franklin, Suite 305 for at least six months prior to October 15, 2010. The affidavit must confirm that the employee is assigned to this location.

Please provide the above information as soon as possible, but no later than Friday, October 19, 2010. Please respond via writing and please direct all correspondence to me via email, no phone calls, please.

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

---

**From:** Witte, Greg [greg.witte@cgi.com]  
**Sent:** Friday, October 22, 2010 1:52 PM  
**To:** Augustus, Staci A (DOA)  
**Subject:** CGI Affidavit and Lease  
**Attachments:** Affidavit.bmp; Juneau 2008 Mar 24 - Lease.pdf

Hi Staci,

As you requested, please find attached an Affidavit executed by CGI employee, Lu-Ann Dazey, in support of CGI's claim for the 'Alaskan Bidder's Preference'. Also included is our existing lease agreement for that particular Franklin St/Juneau location.

Please confirm receipt. Thank you.

Respectfully submitted, 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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**From:** Augustus, Staci A (DOA) [mailto:staci.augustus@alaska.gov]  
**Sent:** Tuesday, October 19, 2010 10:45 AM  
**To:** Witte, Greg  
**Subject:** Follow up to proposal submission

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1. Please provide proof that CGI has maintained a place of business at 175 South Franklin, Suite 305 for at least six months prior to October 15, 2010. A copy of the lease will suffice.
2. Please provide an affidavit from at least one CGI employee who has staffed the CGI office located at 175 South Franklin, Suite 305 for at least six months prior to October 15, 2010. The affidavit must confirm that the employee is assigned to this location.

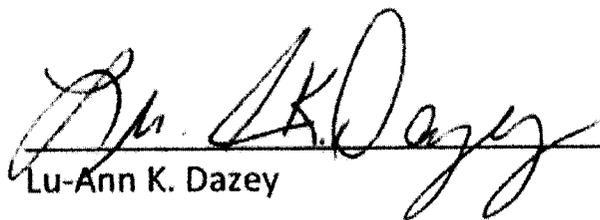
Please provide the above information as soon as possible, but no later than Friday, October 19, 2010. Please respond via writing and please direct all correspondence to me via email, no phone calls, please.

**AFFIDAVIT OF LU-ANN K. DAZE**

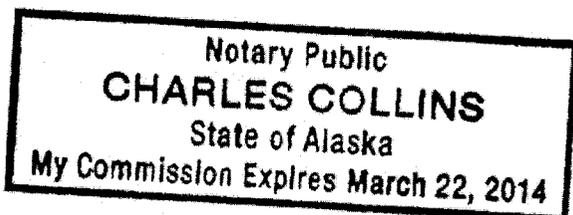
In response to Request for Proposal RFP 2010-0200-9388, I certify that I am an Alaska resident, and have resided in Juneau since November 2005. I hold an Alaska driver's license and receive an Alaska Permanent Fund Dividend. I am also a full time employee of CGI Technologies and Solutions Inc. ("CGI"), and have been employed by CGI for at least 10 years. My current position is as a Business Analyst in connection with CGI's contract with the Alaska Office of Children's Services to build and maintain the State's Online Resource for the Children of Alaska (ORCA) system, which provides the State's over 450 social workers spread across 33 geographically dispersed locations with the ability to instantly share information on the more than 10,000 child abuse and neglect cases that are investigated annually. In order to support the needs of its Alaska clients, including our work on behalf of the Office of Children's Services as well as the Department of Administration (ALDER project), CGI maintains an office at 175 South Franklin Street, Suite 305, Juneau, Alaska 99801 ("CGI's Franklin Street Office"). CGI's Franklin Street Office includes fax service, telephone equipment, and standard office furniture, file cabinets, and related equipment. CGI's Franklin Street Office telephone number is (907) 463-4112 and the office fax number is (907) 463-4122. CGI's Franklin Street Office has been leased by CGI since March 2008.

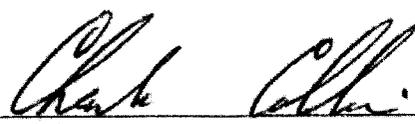
I am competent to make this affidavit and do so on the basis of my personal knowledge and experience.

Dated this 22<sup>nd</sup> day of October, 2010.

  
Lu-Ann K. Dazey

Subscribed and sworn to or affirmed before me this 22<sup>nd</sup> day of October, 2010.



  
Notary Public in and for the State of Alaska

My commission expires: MARCH 22, 2010

**LEASE BETWEEN  
SENATE PROPERTIES AND  
CGI TECHNOLOGIES AND SOLUTIONS INC.**

This is a lease made the \_\_\_ day of March, 2008, between Senate Properties, herein referred to as ("Landlord"), whose principal office is at 175 South Franklin Street, 3<sup>rd</sup> Floor, Juneau, Alaska, and CGI Technologies and Solutions Inc. ("Tenant"), with its principal office at 1130 Sherbrooke West, Montreal, Quebec.

WITNESSETH

PREMISES:

Landlord hereby leases to Tenant, and Tenant hereby leases from Landlord the premises described as Suite # 305 which contains approximately 94 sq ft., as marked on Attachment A, attached hereto and incorporated in this lease by this reference as if fully rewritten herein. These suites are located on the 3<sup>rd</sup> floor of the Senate Building located at 175 South Franklin, Juneau, Alaska.

Tenant's lease of the premises includes the right to use, along with Landlord and other tenants, the building's common areas including the bathrooms.

The gross leasable area of the Leased Premises shall be measured from a line eight inches (8") outside of the interior surfaces of exterior walls, from the outside of those walls facing corridors or stairways or other common areas and from the mid-point of walls common to adjacent leasable premises. No deduction shall be made for columns and/or other structural or mechanical elements within the Leased Premises.

USES:

Tenant may occupy the premises for business office use and all other uses incidental and related thereto.

TERM:

The term of lease with respect to the Third Floor Space shall commence on the date (the "Third Floor Commencement Date") on which this Lease is fully executed and delivered and Landlord delivers possession of the Third Floor Space to Tenant in its "as is" condition. The term of lease shall continue on a 30 day tenancy until terminated in writing by either party.

47 RENT:

48  
49 Rent shall commence upon acceptance of this lease by the parties, at a rate of two hundred  
50 eleven and 50/100 plus applicable sales tax of (\$10.57) which shall be payable in advance to  
51 Landlord on the first day of every calendar month during the term with respect to the  
52 applicable portion of the premises. Rent for any period less than one month shall be  
53 apportioned based on the number of days in that month.

54  
55 Payment received after the 10th of the month shall be assessed a late fee of 2%, and shall  
56 accrue interest at a rate of 8% per annum, or as permitted by law, until paid in full; provided,  
57 however, that Landlord shall waive such late fee and interest the first time a monthly  
58 installment of rent is late, provided such installment is paid within five business days after  
59 receipt of written notice from Landlord.

60  
61 Right of Entry by Landlord: Landlord maintains the right to enter the premises for cleaning  
62 and maintenance. Landlord may show the leased premises to brokers and prospective  
63 Tenants. All non-emergency entry shall be upon reasonable notice to Tenant.

64  
65 NO SECURITY DEPOSIT:

66  
67 There shall be no security deposit under this lease.

68  
69 TAXES:

70  
71 Landlord shall pay property taxes and assessments for the premises. Tenant shall pay personal  
72 and business property taxes for its property within the Premises.

73  
74 Tenant shall pay to Landlord with the rent the City and Borough of Juneau sales tax on the  
75 rental payments. All City and Borough of Juneau sales tax incurred by Tenant's business shall  
76 be the sole responsibility and obligation of the Tenant.

77  
78 UTILITIES:

79  
80 Landlord shall pay for and provide to the premises electric, heat, hot water, sewer and water,  
81 elevator service, window cleaning and incidental utilities necessary to the operation of a  
82 business office. Tenant shall pay for telephone and cable services. If any utility or service in  
83 the control of landlord; is interrupted for any reason and such interruption continues for more  
84 than two business days and renders any portion of the Premises unusable for the normal  
85 conduct of Tenant's business, then all rent and additional rent payable hereunder with respect  
86 to such unusable portion of the Premises shall be abated for the period beginning on the date  
87 of such interruption and such rental abatement shall continue until such portion of the  
88 Premises is tenantable again.

89  
90 INSURANCE

91  
92 Tenant shall maintain in effect throughout the performance of the lease, through a responsible

93 insurance carrier, a policy or policies of insurance covering all personal and business contents  
94 on the leased premises. Tenant agrees to procure and maintain Commercial General Liability  
95 Insurance coverage, naming Landlord as additional insured, with minimum limits of  
96 \$1,000,000 per occurrence and \$2,000,000 in aggregate for bodily injury, death, or property  
97 damage claims. Throughout the term of the lease, Landlord shall insure the building for its  
98 full replacement value. Landlord and Tenant each hereby waive any and all right to recover  
99 against the other (or against their respective officers, directors, trustees, partners, joint  
100 venturers, employees or agents) for any loss or damage to such waiving party arising from any  
101 cause covered by any property damage insurance required to be carried by such party pursuant  
102 to this lease or, if greater, actually carried by such party.

103  
104 INDEMNIFICATION:

105  
106 Tenant agrees to indemnify and save the Landlord harmless from any and all claims for bodily  
107 injury, death, or (subject to the waiver of subrogation set forth above) property damage to the  
108 extent arising out of Tenant's negligent acts, errors, or omissions with respect to the demised  
109 premises during the term of the lease. Landlord agrees to indemnify and save the Tenant  
110 harmless from any and all claims for bodily injury, death, or (subject to the waiver of  
111 subrogation set forth above) property damage to the extent arising out of Landlord negligent  
112 acts, errors, or omissions with respect to the demised premises during the term of the lease or  
113 the building of which they are a part, and all common areas grounds during the term of this  
114 Lease.

115  
116 This indemnity shall include all court costs, reasonable attorneys' fees, and expenses and  
117 liabilities incurred by the indemnified party against which the claim is made. If any action or  
118 proceeding is brought against either Landlord or Tenant by reason of any such claim the  
119 indemnifying party agrees to defend the action or proceeding at its expense upon notice from  
120 the party to be indemnified. Notwithstanding anything to the contrary contained in this lease,  
121 in no event shall Landlord or Tenant be liable to the other for punitive, consequential or other  
122 indirect damages.

123  
124 UNLAWFUL OR DANGEROUS ACTIVITY OR SUBSTANCES:

125  
126 Tenant may not use or occupy the premises or any part thereof for any unlawful, disreputable,  
127 dangerous or hazardous business purpose or conduct the business in a manner constituting a  
128 nuisance of any kind. Tenant shall not bring into or onto the premises, nor allow anyone in  
129 connection with the use of the Premises to bring into or onto the Premises any hazardous  
130 substance (other than reasonable quantities of standard office and cleaning supplies). Tenant  
131 shall immediately, upon discovery of any unlawful conduct, disreputable or hazardous  
132 conduct, or the presence of a hazardous substance, takes action to halt such activity. Tenant  
133 shall not cause or permit waste or damage to any part of the premises.

134  
135 IMPROVEMENTS AND ALTERATIONS:

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137 Tenant shall make no structural improvements or alterations in the premises without  
138 Landlord's prior consent, which shall not be unreasonably withheld, conditioned or delayed.

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ADDITIONAL SERVICES:

Landlord shall provide tenant with the office furniture in the Suite 305 consisting of a chair, desk, and book case. Telephone instrument and line service shall be provided in a separate phone services contract. Non exclusive of the conference room, coffee bar, and 5 nights a week janitorial shall be included in the lease.

Parking shall be provided in the Marine Park Garage at a rate posted by the City and Borough of Juneau. The current rate is \$56.50 per space per month. Xerox shall be billed at 8 cents per copy based on actual use.

ASSIGNMENT:

Tenant shall not assign, lease, or sublease the premises or any portion of the premises without written permission of Landlord, which shall not be unreasonably withheld, conditioned or delayed. Any attempt to assign, lease or sublease or in any way transfer the obligations of this lease without the express and written permission of the Landlord shall be void from the beginning and of no legal effect.

DEFAULT:

Any of the following shall constitute a default by Tenant:

A. Failure to perform the covenants contained herein for the payment of rent or any services provided in the lease, which failure continues for five business days after written notice from Landlord.

B. Failure to perform or fulfill any other covenant or condition herein, which failure continues for thirty days after written notice from Landlord (provided, however, that if such failure cannot reasonably be cured within thirty days, Tenant shall have such additional time as is reasonably necessary to effect such cure);

C. Dissolution, other termination of existence, or insolvency, in any sense, of Tenant.

D. Appointment of a receiver or trustee for all or substantially all of the Tenant's property or assignment for the benefit of the Tenant's creditors;

E. Commencement of any voluntary proceeding, either for the adjudication of Tenant as bankrupt, for the reorganization of Tenant, for an arrangement, or for the dissolution or other termination of the existence of Tenant.

F. Commencement of any involuntary proceeding, either for the adjudication of Tenant as bankrupt, for the reorganization of Tenant, for an arrangement, or for the dissolution or other termination of the existence of Tenant, which proceeding is not dismissed within sixty days.

184 Failure to perform a covenant or fulfill a term or condition contained herein shall constitute a  
185 default regardless of whether other consequences of said failure are contained herein, as in the  
186 case where an assignment without consent is void. In the event of default that continues  
187 beyond the applicable notice and cure period, Landlord may terminate Tenant's right to  
188 occupy the leased premise without terminating Tenant's obligation to pay rent through end of  
189 the lease term, or until a new tenant enters into a lease for the remainder of the term, at no loss  
190 to Landlord. Landlord and Tenant shall have all remedies provided by Alaska statutes and  
191 common law. Landlord shall use commercially reasonable efforts to relet the premises. In the  
192 event Landlord or Tenant is required or elects to take legal action against the other party to  
193 enforce the provisions of this Lease, then the prevailing party in such action shall be entitled  
194 to collect from the other party its costs and expenses incurred in connection with the legal  
195 action (including, without limitation, reasonable attorneys' fees and court costs).

196  
197 Landlord may, at the expense of Tenant, cure any default by Tenant hereunder that continues  
198 beyond the applicable notice and cure period, but shall not be required to do so. Tenant shall  
199 reimburse Landlord for all reasonable amounts expended in connection therewith, including  
200 attorney's fees and other costs and incidental expenses. Such amounts, together with interest  
201 at a rate of ten percent (10%) per annum, shall be deemed additional rent payable when the  
202 installment of rent, next following such expenditure, is due.

#### 203 204 HOLDING OVER:

205  
206 Should Tenant hold over from the term of this lease, such tenancy shall be deemed a tenancy  
207 from month to month and the rental rate shall be equal to 150% of the rental rate in effect at  
208 the termination of the Lease unless a new lease is executed between the parties or an extension  
209 of this lease is granted on such written terms as are mutually agreed upon by the parties.

#### 210 211 BROKERS FEES AND DISCLOSURES:

212  
213 Each party represents and warrants to the other party that it has not dealt with any other broker  
214 in connection with this lease other than Larry Spencer ( Broker for Lessor) and Landlord shall  
215 pay any brokerage fees due to Spencer Realty. Larry Spencer is a licensed real estate broker  
216 in the State of Alaska and holds a financial interest in the Senate Building.

#### 217 218 COVENANT OF QUIET ENJOYMENT

219  
220 Landlord covenants that upon Tenant paying rent and observing and performing all of the  
221 terms, covenants and conditions hereof on Tenants part to be observed and performed, Tenant  
222 may peaceably and quietly enjoy the Premises without disturbance by Landlord or anyone  
223 claiming by, through or under landlord.

#### 224 225 NOTICES

226  
227 All notices, requests, demands and other communications required to be given to either party  
228 shall be deemed validly given if personally delivered, sent via overnight courier providing  
229 proof of service, or sent by certified mail, return receipt requested, and shall be deemed to be

230 received on the date actually received or on the third business day after posting in the manner  
231 aforesaid if mailed to the following addresses. Such addresses may be changed from time to  
232 time by serving notice as provided above.

233  
234 If to Landlord: Senate Properties  
235 175 South Franklin  
236 Juneau, AK 99801  
237 Attention Larry Spencer

238  
239 If to Tenant: CGI Technologies and Solutions Inc.  
240 1130 Sherbrooke West  
241 7<sup>th</sup> Floor  
242 Montreal, Quebec H3A 2M8  
243 Attention: Real Estate Manager

244  
245 With a copy to the premises

246  
247 BINDING AGREEMENT:

248  
249 This Lease shall bind and inure to the benefit of Landlord and Tenant and the heirs,  
250 representatives, successors and permitted assigns of each. This Lease contains Landlord's and  
251 Tenant's entire agreement and may be modified only by a document signed by both parties.

252  
253 IN WITNESS WHEREOF, the duly authorized representatives of the parties hereto as  
254 of the date first above written have executed this Lease.

255  
256  
257 WITNESS:  
258  
259 Loe Anne Mill

256  
257 LANDLORD:  
258  
259 By: [Signature]  
260  
261 Date: March 24, 08

262  
263  
264  
265 WITNESS:  
266  
267 [Signature]

264  
265 TENANT:  
266  
267 By: [Signature] Jacques Roy  
268  
269 Date: Senior Vice-President Finance & Treasury

Approved  
as to  
form  
[Signature]

270  
271  
272  
273  
274 c:\pacific\3rdfloorlease

**Augustus, Staci A (DOA)**

---

**From:** Augustus, Staci A (DOA)**Sent:** Tue 10/19/2010 9:45 AM**To:** greg.witte@cgi.com**Cc:****Subject:** Follow up to proposal submission**Attachments:**

Hi Mr. Witte, I'm following up on CGI's proposal submission. CGI has claimed the Alaska Bidder's and Offeror's preferences and I would like to be proactive rather than reactive in confirming that CGI qualifies. In past procurements where a protest has been filed involving application of the preferences, I have confirmed the qualifications through the following methods and would appreciate your assistance in obtaining the following:

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Please provide the above information as soon as possible, but no later than Friday, October 19, 2010. Please respond via writing and please direct all correspondence to me via email, no phone calls, please.

## Augustus, Staci A (DOA)

---

**From:** Witte, Greg [greg.witte@cgi.com]  
**Sent:** Thursday, October 21, 2010 2:38 PM  
**To:** Augustus, Staci A (DOA)  
**Subject:** Re: Follow up to proposal submission

Hi Staci,

As I realize this is quite important I want to make sure we execute this correctly.

Is it either an employee or officer of CGI and I think this example was notarized but not sure we have the time for that ?

Should it be delivered by scan and email with original in mail if we can't do in person ?

Thanks,

Greg Witte  
West Region Manager  
CGI Public Sector  
425-765-1781

On Oct 21, 2010, at 11:26 AM, "Augustus, Staci A (DOA)" <[staci.augustus@alaska.gov](mailto:staci.augustus@alaska.gov)> wrote:

Mr. Witte, attached is the example affidavit that I referred to earlier. Thanks

---

**From:** Witte, Greg [<mailto:greg.witte@cgi.com>]  
**Sent:** Thu 10/21/2010 9:02 AM  
**To:** Augustus, Staci A (DOA)  
**Subject:** RE: Follow up to proposal submission

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Greg Witte

West Regional Manager - CGI Public Sector

Office: 425-213-5342, Cell: 425-765-1781

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**From:** Augustus, Staci A (DOA) [<mailto:staci.augustus@alaska.gov>]  
**Sent:** Thursday, October 21, 2010 9:56 AM  
**To:** Witte, Greg  
**Subject:** RE: Follow up to proposal submission

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**Subject:** RE: Follow up to proposal submission

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<Aetna employee affidavit.pdf>

## Augustus, Staci A (DOA)

---

**From:** Augustus, Staci A (DOA)  
**Sent:** Thursday, October 21, 2010 10:25 AM  
**To:** Witte, Greg  
**Subject:** RE: Follow up to proposal submission  
**Attachments:** Aetna employee affidavit.pdf

Mr. Witte, attached is the example affidavit that I referred to earlier. Thanks

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## Augustus, Staci A (DOA)

---

**From:** Sharon Callahan [SCallahan@cherryroad.com]  
**Sent:** Monday, October 18, 2010 10:54 AM  
**To:** Augustus, Staci A (DOA)  
**Cc:** Joseph Silberberg  
**Subject:** RE: RFP 2010-0200-9388 - CherryRoad replacement CD

Staci, thank you so much for confirming. We truly appreciate all of your help throughout this process.

Thank you again, and take good care. ☺

Sharon

---

**From:** Augustus, Staci A (DOA) [<mailto:staci.augustus@alaska.gov>]  
**Sent:** Monday, October 18, 2010 2:49 PM  
**To:** Sharon Callahan  
**Cc:** Joseph Silberberg  
**Subject:** RE: RFP 2010-0200-9388 - CherryRoad replacement CD

Hi Sharon, The original CD was replaced by the one delivered on 10/14. The original CD was shredded. thanks

---

**From:** Sharon Callahan [<mailto:SCallahan@cherryroad.com>]  
**Sent:** Fri 10/15/2010 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

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Thank you very much in advance for your assistance.

Sincerely,

*Sharon M. Callahan*

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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)

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**From:** Routh, Roger [Roger.Routh@tylertech.com]  
**Sent:** Monday, October 18, 2010 11:49 AM  
**To:** Augustus, Staci A (DOA)  
**Subject:** RE: List of ERP Proposal Submitters

O.k. No problem. It was worth asking anyway.

Good luck in the review of the proposal(s). Let me know if you have any questions or need any clarification regarding our response.

**Roger Routh**  
Vice President - Strategic Accounts  
P: 800.772.2260 ext: 4667

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**From:** Augustus, Staci A (DOA) [<mailto:staci.augustus@alaska.gov>]  
**Sent:** Monday, October 18, 2010 2:44 PM  
**To:** Routh, Roger  
**Cc:** Wahlbrink, Jennifer; Lane, Bill  
**Subject:** RE: List of ERP Proposal Submitters

Mr. Routh, I'm sorry, no, that information is not public until after the notice of intent to award is issued.

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**From:** Routh, Roger [<mailto:Roger.Routh@tylertech.com>]  
**Sent:** Mon 10/18/2010 9:29 AM  
**To:** Augustus, Staci A (DOA)  
**Cc:** Wahlbrink, Jennifer; Lane, Bill  
**Subject:** List of ERP Proposal Submitters

Hi, Staci:

Will the State be releasing the names of the vendors that submitted proposals for the Administrative Systems Replacement Project?

Thanks.

**Roger Routh**  
Vice President - Strategic Accounts  
Tyler Technologies, Inc.

P: 800.772.2260 ext: 4667  
F: 207.781.2981  
[www.tylertech.com](http://www.tylertech.com)

## Augustus, Staci A (DOA)

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**From:** Augustus, Staci A (DOA)  
**Sent:** Monday, October 18, 2010 10:44 AM  
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**Cc:** Wahlbrink, Jennifer; Lane, Bill  
**Subject:** RE: List of ERP Proposal Submitters

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Empowering people who serve the public™

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