

Vendor Communications

From deadline for receipt of proposals to award

Augustus, Staci A (DOA)

From: Witte, Greg [greg.witte@cgi.com]
Sent: Friday, June 10, 2011 2:37 PM
To: Augustus, Staci A (DOA)
Subject: Re: Another Update to Alaska ERP Notice of Intent to Award

Thank you Staci.....enjoy the weekend !

Thanks,

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

On Jun 10, 2011, at 3:21 PM, "Augustus, Staci A (DOA)" <staci.augustus@alaska.gov> wrote:

I'm so sorry to say that the State of Alaska has delayed the issuance of the Notice of Intent to Award a Contract in the ERP solicitation until June 27, 2011. We will do everything within our powers to assure we don't go beyond that date. I apologize for any inconvenience.

Augustus, Staci A (DOA)

From: Augustus, Staci A (DOA)
Sent: Friday, June 10, 2011 2:21 PM
Subject: Another Update to Alaska ERP Notice of Intent to Award

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Augustus, Staci A (DOA)

From: Routh, Roger [Roger.Routh@tylertech.com]
Sent: Wednesday, June 08, 2011 5:18 PM
To: Augustus, Staci A (DOA)
Subject: Re: Confidential portions of Tyler's Proposal

That was in reference to any functional requirement matrices that Tyler would have submitted that would indicate the functional capabilities of our Munis ERP system. I don't recall, but if there weren't any as part of your RFP, then there is nothing to keep confidential.

Thanks.

On Jun 8, 2011, at 7:26 PM, "Augustus, Staci A (DOA)" <staci.augustus@alaska.gov> wrote:

Hi Mr. Routh, I am readying the procurement file for the anticipated release of the Notice of Intent to Award on June 13. In reviewing Tyler Technologies, Inc.'s proposal, I noted that you request the "checklist" be kept confidential, as well as the cost proposal. As we stated in the RFP, cost proposals may not be kept confidential. As for the "checklist", I am not sure what is meant by that. Can you please provide a little more direction for what the checklist entails?
Thanks

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

P: 800.772.2260 ext: 4667
F: 207.781.2981
www.tylertech.com



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Augustus, Staci A (DOA)

From: Augustus, Staci A (DOA)
Sent: Wednesday, June 08, 2011 3:27 PM
To: 'Routh, Roger'
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Augustus, Staci A (DOA)

From: Augustus, Staci A (DOA)
Sent: Tuesday, May 31, 2011 10:35 AM
Subject: Update to ERP Notice of Intent to Award

Hello, as a respondent to the State of Alaska RFP 2010-0200-9388 for the Statewide Administrative Systems Replacement you are receiving this update. While the State previously planned to issue the Notice of Intent to Award a Contract today, our schedule has slipped by two weeks and we now plan to issue the Notice of Intent to Award a Contract on June 13, 2011. Please accept our apologies for not adhering to the schedule.

Augustus, Staci A (DOA)

From: Penna, Fenton [Fenton.Penna@cedarcrestone.com]
Sent: Tuesday, May 24, 2011 2:54 PM
To: Augustus, Staci A (DOA)
Subject: RE: NIA

Thank you. Have a great day!

Thank you,

Fenton Penna

Fenton Penna | CedarCrestone Account Manager-Oracle
303-641-5578 | www.cedarcrestone.com

From: Augustus, Staci A (DOA) [mailto:staci.augustus@alaska.gov]
Sent: Tuesday, May 24, 2011 4:31 PM
To: Penna, Fenton
Subject: RE: NIA

Hi Ms. Penna, once the Notice of Intent to Award is issued, it will be provided to all Offerors who submitted a proposal.
Thanks!

From: Penna, Fenton [mailto:Fenton.Penna@cedarcrestone.com]
Sent: Tuesday, May 24, 2011 2:09 PM
To: Augustus, Staci A (DOA)
Subject: NIA

Hello Staci,
I wanted to check in with you and find out if you will be letting us all know when you make the NIA? I wanted to know if you have next steps that you can share with us. Thank you.

Thank you,

Fenton Penna

Fenton Penna | CedarCrestone Account Manager-Oracle
303-641-5578 | www.cedarcrestone.com

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Augustus, Staci A (DOA)

From: Chad Duffy [chad.duffy@workday.com]
Sent: Thursday, May 19, 2011 7:10 AM
To: Augustus, Staci A (DOA)
Subject: FW: Re-connect & Workday Introduction

Hi Staci –

Victor recommended that I reach out to you. I had worked with Victor back in 2005-2006 when the State was looking for a new HR/Payroll system. I see that no decision has been made on this front, and wanted to see if the State had plans for looking at a new solution in the future? If there are plans we would like to give the State an opportunity to look at our solution that will revolutionize this space.

Thanks -

Chad Duffy
Regional Sales Manager
415-786-7442 (Mobile)
chad.duffy@workday.com



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From: Leamer, Victor A (DOA) [<mailto:victor.leamer@alaska.gov>]
Sent: Wednesday, May 18, 2011 4:27 PM
To: Chad Duffy
Subject: RE: Re-connect & Workday Introduction

"Chad Duffy"

Now that's a familiar name from my past.

I will need to direct you to the current Procurement staff as I have moved to another office with the Agency.

Staci Augustus is the current Procurement Specialist with Admin Services.

Her direct phone number is 907/465-5656 and email is staci.augustus@alaska.gov

It was nice to hear from you and get an update on your many adventures.

Victor

From: Chad Duffy [<mailto:chad.duffy@workday.com>]
Sent: Wednesday, May 18, 2011 2:23 PM

To: Leamer, Victor A (DOA)

Subject: Re-connect & Workday Introduction

Hi Victor –

I had met you back in 2005-2006 when you were managing the Statewide HR/Payroll system replacement project for the State and while I was at Lawson Software. Not too long after that procurement process was cancelled, I took a position in Australia with Oracle for 5 years. I am now back in the US and am the Regional Sales Manager for Workday, looking after the Pacific Northwest.

From what I can see on-line, it looks as though the State has still not made a decision on the replacement and may be looking to release a new RFP over the next year or two. Is this correct? If so, I would be very interested in introducing you and other members of the State to Workday.

PeopleSoft's former CEO and founder, Dave Duffield started Workday upon the Oracle acquisition. Workday set out to benchmark off the consumer internet, providing a unified administrative solution that allows for a shared service environment and all customers to be on the same version. This provides the public sector an easier way of training, supporting, reporting and a drastic reduction in overall costs.

We are currently growing our Public Sector footprint, and are being implemented by the State of Nebraska. If the State is still looking at making a change in this area, could we set up some time to speak. Or if you are no longer the right person to speak to, can you lead me in the right direction?

Thanks -

Chad Duffy
Regional Sales Manager
415-786-7442 (Mobile)
chad.duffy@workday.com



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Augustus, Staci A (DOA)

From: Augustus, Staci A (DOA)
Sent: Thursday, March 24, 2011 10:24 AM
To: Penna, Fenton
Subject: RE: Signed Letter to State of Alaska
Attachments: 3-24-11 letter to CedarCrestone.PDF

Hi Ms. Penna, attached is the State's response to your letter yesterday. Thank you.

From: Penna, Fenton [<mailto:Fenton.Penna@cedarcrestone.com>]
Sent: Wednesday, March 23, 2011 3:54 PM
To: Augustus, Staci A (DOA)
Cc: Penna, Fenton
Subject: Signed Letter to State of Alaska

Dear Ms. Augustus,
I have reattached **signed** correspondence regarding the State of Alaska's ERP Replacement project. We respectfully request your immediate attention to this matter. Could you please provide receipt acknowledgement of this email.

Thank you,

Fenton Penna

Fenton Penna | Cedar**Crestone** Account Manager-**Oracle**
303-641-5578 | www.cedarcrestone.com

STATE OF ALASKA
DEPARTMENT OF ADMINISTRATION
DIVISION OF ADMINISTRATIVE SERVICES

Sean Parnell,
GOVERNOR

PO Box 110208
Juneau, AK 99811-0208
Phone (907)465-2277
FAX (907)465-2194

March 24, 2011

CedarCrestone
Attn: Fenton Penna

Dear Ms. Penna,

This letter is in response to your March 23, 2011 letter. I have reviewed your request and have provided the State's response below.

I will apologize in advance for not being able to discuss all of the facts in full at this point; we do plan to perform debrief meetings with all of the Offerors after the Notice of Intent to Award is issued. Because we are still in the procurement's evaluation phase, I cannot go into a lot of detail concerning the proposals, including the cost proposals. Doing so could jeopardize the procurement. Having said that, I can tell you that the figures shown in the forecast that you refer to in AMD 40081 do not link directly to the cost proposals submitted in response to RFP 2010-0200-9388, except that for estimation purposes, we have included all value added items identified by the Pre-award vendor in their proposal to assure that if all items were selected, there would be sufficient money to pay for them. The costs include many components, including supporting contracts, such as the quality assurance contract valued at \$8.8 million.

I would also like to bring to your attention that the State addressed this issue in Section 7.12 in the RFP. Specifically, that section requires the highest ranked Offeror's ten-year total cost to be within 5% of the next ranked Offeror's ten-year total cost in order to proceed to the Pre-award phase. Given that, it is nearly impossible for the State to select a vendor whose costs were significantly higher than the other proposals.

You have requested that the State further evaluate the offered PeopleSoft solution, however, we cannot do so at this point in time. As you know, we did perform an end-user demonstration that was scored by the evaluation committee. We cannot now start over with demonstrations after the evaluation has been completed. The RFP was very clear in the evaluation process, the demonstrations were clearly identified and we did not receive any protests concerning the RFP requirements, which would have had to been filed ten days prior to deadline for receipt of proposals.

You also requested that we meet with CedarCrestone in order to allow CedarCrestone to clarify the proposed costs, however, we cannot do so during the period prior to the issuance of the Notice of Intent to Award. If the State had any questions during the price evaluation stage, we would have contacted CedarCrestone to discuss, however, we do not allow unsolicited clarifications. Again, we do plan on holding meetings with all of the Offerors to discuss the evaluation of their proposal after the Notice of Intent to Award is issued.

In closing, again, I'm sorry that I cannot go into a lot of detail at this point. We will share all information once we are allowed to by law.

Sincerely,

A handwritten signature in black ink that reads "Staci Augustus". The signature is written in a cursive, flowing style.

Staci Augustus

Procurement Specialist V

Augustus, Staci A (DOA)

From: Penna, Fenton [Fenton.Penna@cedarcrestone.com]
Sent: Wednesday, March 23, 2011 3:54 PM
To: Augustus, Staci A (DOA)
Cc: Penna, Fenton
Subject: Signed Letter to State of Alaska
Attachments: Final Letter to State of Alaska_Signed.doc

Dear Ms. Augustus,

I have reattached **signed** correspondence regarding the State of Alaska's ERP Replacement project. We respectfully request your immediate attention to this matter. Could you please provide receipt acknowledgement of this email.

Thank you,

Fenton Penna

Fenton Penna | Cedar**Crestone** Account Manager-**Oracle**
303-641-5578 | www.cedarcrestone.com



March 23, 2011

Ms. Staci Augustus
Department of Administration
Division of Administrative Services
State Office Building 10th Floor
333 Willoughby Avenue
Juneau, Alaska 99801

Subject: ERP Procurement

Dear Ms. Augustus,

As a participant in the Statewide Administrative Systems Replacement project procurement, CedarCrestone seeks clarification on a few key items. CedarCrestone has reviewed the "Budget Request for Statewide Administrative Replacement Final" #AMD 40081 and seeks clarification. The budget request in this document calls for \$47,379,818 of additional dollars for the project. The request forecasts a total budget of \$85.5 Million, with \$24.4 Million being used for internal costs and the remaining \$61.1 Million being used for external costs related to the project. The forecast appears to be significantly higher than our proposed cost. We also observe that the request justifies the forecasted amount by comparing it to actual project expenditures from other states using our proposed PeopleSoft solution (Kansas and Tennessee). These states, however, are much larger and more complex than the State of Alaska, and this comparison should lead to the conclusion that your forecasted cost should be considerably less than what those other states spent. Given our concern that the State may be moving forward with an unusually expensive solution, we request an opportunity to confer with the State to clarify our proposed cost and better understand the basis for your forecast.

We would also encourage the State to perform due diligence by evaluating our proposed PeopleSoft solution before committing to your currently preferred vendor. For many reasons, our software package is used by many more states than any other, and the State of Alaska would benefit from performing this comparison through a comprehensive product demonstration, which is very typical in procurements of this kind. At the very least, it would provide a price competitive environment which may be useful and timely given the current cost forecast.

We believe that the unusually high cost forecast for this project should raise serious concerns within the State government and amongst the citizens of Alaska. CedarCrestone respectfully requests an opportunity to meet with you as soon as possible to clarify our proposed cost, better understand the



basis for your forecasted cost, and provide the evaluation team with a comprehensive demonstration of our solution.

Thank you for considering our requests.

Sincerely,

A handwritten signature in cursive script that reads "Fenton Penna".

Fenton Penna

CedarCrestone Account Manager

Augustus, Staci A (DOA)

From: Penna, Fenton [Fenton.Penna@cedarcrestone.com]
Sent: Wednesday, March 23, 2011 2:22 PM
To: Augustus, Staci A (DOA)
Subject: Letter to State of Alaska
Attachments: Final Letter to State of Alaska.doc

Dear Ms. Augustus,

Attached, please find correspondence regarding the State of Alaska's ERP Replacement project. We respectfully request your immediate attention to this matter.

Thank you,

Fenton Penna

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303-641-5578 | www.cedarcrestone.com

Augustus, Staci A (DOA)

From: Augustus, Staci A (DOA)
Sent: Thursday, March 17, 2011 2:07 PM
To: Routh, Roger
Subject: RE: List of ERP Proposal Submitters

Hi Mr. Routh, No, the Notice of Intent to Award has not been issued-the schedule identified May 31 as the issuance date. Thanks

From: Routh, Roger [<mailto:Roger.Routh@tylertech.com>]
Sent: Wednesday, March 16, 2011 2:40 PM
To: Augustus, Staci A (DOA)
Subject: RE: List of ERP Proposal Submitters

Hi, Staci:

Just checking on the status of the ERP project. Has a notice of intent to award been issued? If so, to whom?

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

From: Augustus, Staci A (DOA) [<mailto:staci.augustus@alaska.gov>]
Sent: Tuesday, November 16, 2010 12:47 PM
To: Routh, Roger
Subject: RE: List of ERP Proposal Submitters

Hi Mr. Routh, I cannot go into a lot of detail, but I can say the following. After the initial evaluation of PPI, Project Approach (RAVA and Work Plan), Strategic Fit, and Cost, Tyler Technologies' score was not high enough to be considered susceptible for award. Only those Offerors who were within a competitive range (considered susceptible for award) were shortlisted as described in RFP Section 7.07. Unfortunately, I cannot go into the detail of the scoring until the notice of intent to award is issued. Thanks.

From: Routh, Roger [<mailto:Roger.Routh@tylertech.com>]
Sent: Tuesday, November 16, 2010 4:19 AM
To: Augustus, Staci A (DOA)
Subject: RE: List of ERP Proposal Submitters

Staci:

I was wondering if you could give me some broad insight as to why Tyler was not elevated in your selection process. As you realize, we put a lot of work into the proposal process and are very interested.

Thanks.

Roger Routh

Vice President - Strategic Accounts

P: 800.772.2260 ext: 4667

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.

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

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Augustus, Staci A (DOA)

From: Garnero, Kim J (DOA)
Sent: Wednesday, February 09, 2011 12:47 PM
To: Mark Ardekani
Cc: Augustus, Staci A (DOA)
Subject: RE: PeopleSoft, Siebel, JD Edwards and SAP Annual Support

Sorry Mark, we are in the midst of an ongoing procurement for software of this type. Not meeting with vendors at this time.

Kim

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

From: Mark Ardekani [<mailto:mardekani@riministreet.com>]
Sent: Wednesday, February 09, 2011 9:28 AM
To: Garnero, Kim J (DOA)
Subject: PeopleSoft, Siebel, JD Edwards and SAP Annual Support

Hello Kim,

I would like to see if you have time for a brief intro call to discuss Rimini Street as a viable option for your PeopleSoft, Siebel, JD Edwards or SAP annual support and maintenance. Rimini Street replaces your Annual Support, not your in-house support. We save you 50% or more in annual support costs while providing a higher level of service than you receive from the vendor today. We provide all your critical bug fixes, patches, and tax and regulatory updates, as well as support for your customizations.

We work with such clients as: Hastings Entertainment, Dave & Buster's, ShopKo Stores, IBM, AT&T, Pepsico, Caterpillar, City of Des Moines, & Medical Protective, just to name a few.

Please let me know the dates and times that you are available.

Thank you Kim, and I look forward to speaking with you.

Regards,

Mark

Mark Ardekani
Client Services
Rimini Street, Inc.
mardekani@riministreet.com
(925) 484-9024 (m)
(925) 369-7172 (f)
<http://riministreet.com>

Augustus, Staci A (DOA)

From: Jack Keys [jack.keys@workday.com]
Sent: Friday, January 21, 2011 1:43 PM
To: Augustus, Staci A (DOA)
Subject: RE: RFP 2010-0200-9388 - Statewide Administrative System replacement

Hi Staci –

Thank you for the quick response. Good luck with the project!

Jack Keys
303-601-8305
www.workday.com

From: Augustus, Staci A (DOA) [mailto:staci.augustus@alaska.gov]
Sent: Friday, January 21, 2011 10:54 AM
To: Jack Keys
Subject: RE: RFP 2010-0200-9388 - Statewide Administrative System replacement

Hi Mr. Keys, the solicitation period has ended and unfortunately, we are not accepting additional proposals. Thanks for checking.

From: Jack Keys [mailto:jack.keys@workday.com]
Sent: Friday, January 21, 2011 8:26 AM
To: Augustus, Staci A (DOA)
Subject: RFP 2010-0200-9388 - Statewide Administrative System replacement

Hi Staci –

I'm a Public Sector Regional Sales Manager based in Colorado. I recently joined workday after 15 years in the Public Sector ERP industry including seven years with PeopleSoft. In the past, I've worked with the State of Kansas, Ohio and Nebraska on their state wide ERP initiatives. I'm writing to make an introduction based on Workday's current project at the State of Nebraska and see what the current status of Alaska's statewide system replacement is. Workday offers a unique and innovative way of delivering easy to use enterprise applications for human resources, financials and spend management. By leveraging cloud based computing we're able to provide hard savings and reduce the on-going maintenance cost compared to traditional/legacy system offerings.

My understanding is an RFP was released and responses were due in October. Please let me know if there are any changes that would allow us to participate. If not, best wishes on the procurement and project. Thank you!

Jack Keys
Public Sector Regional Sales Manager
303-601-8305

Augustus, Staci A (DOA)

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Jack Keys
Public Sector Regional Sales Manager
303-601-8305



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Augustus, Staci A (DOA)

From: Joseph Silberberg [JSilberberg@cherryroad.com]
Sent: Tuesday, January 04, 2011 9:56 AM
To: Augustus, Staci A (DOA)
Subject: RE: status

Hi Staci:

Has an award announcement been made on this procurement. At the appropriate point I would like to schedule a debrief of the evaluation on CherryRoad's rfp submission.

Thanks

Joe Silberberg | Director of Public Sector Sales

office tel. 973-541-4349 | cell 201-315-3294

jsilberberg@cherryroad.com | www.CherryRoad.com

From: Augustus, Staci A (DOA) [mailto:staci.augustus@alaska.gov]
Sent: Thursday, October 28, 2010 2:23 PM
To: Joseph Silberberg
Subject: RE: status

Good morning, Mr. Silberberg. The only information that I can share at this point in the procurement is that we are on schedule and shortlisted Offerors have been notified in accordance with the published schedule. Thanks.

From: Joseph Silberberg [mailto: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: Monday, January 03, 2011 10:51 AM
To: Owen, Douglas J
Subject: Notification

Hi Mr. Owen, I received your voice mail message regarding the Statewide Administrative Systems Replacement Project. Per the schedule that was amended in Amendment Six, issued on September 15, 2010, the State was scheduled to notify the apparent best value Offeror by Friday, December 31, 2010. Per the RFP, the State will not issue an official Notice of Intent to Award a Contract until after the "pre-award" phase is completed with the apparent best value Offeror. I can confirm that the State has met its schedule, but until the Notice of Intent to Award a Contract is issued, I cannot disclose additional information. Thank you for checking in. The amended schedule issued in Amendment Six is shown below:

| Statewide Administrative Systems Replacement Project Timetable | Date | Time (Alaska Time) |
|---|---|-----------------------------|
| RFP Release | Monday, August 2, 2010 | |
| Best Value Educational Meeting | Tuesday, August 17, 2010 | 8:00 am |
| Pre-proposal Conference (refer to Section 2.02 for details) | Tuesday, August 17, 2010 | 1:00 pm |
| Deadline for Receipt of Proposals | Friday, October 1 October 15, 2010 | 1:30 pm |
| Client Demonstrations and Team Interviews | Tuesday, October 19 November 1, through Friday, December 17 30, 2010 | As scheduled for short list |
| Best Value Offeror Notification | Friday, December 31, 2010 | |
| Pre-award Phase with apparent best value Offeror | Monday, January 3 through Tuesday, May 31, 2011 | |
| Notice of Intent to Award | Tuesday, May 31, 2011 | |
| Award Contract (sign contract) | Thursday, June 30, 2011 | |
| Contract Start Date | Friday, July 1, 2011 | |

Augustus, Staci A (DOA)

From: Augustus, Staci A (DOA)
Sent: Tuesday, December 28, 2010 9:30 AM
To: Penna, Fenton
Subject: RE: Preferred Vendor Notification

Only the pre-award vendor will be notified prior to December 31. If you haven't heard by then, you can assume that CedarCrestone has not been identified as the pre-award vendor.

From: Penna, Fenton [<mailto:Fenton.Penna@cedarcrestone.com>]
Sent: Tuesday, December 28, 2010 6:22 AM
To: Augustus, Staci A (DOA)
Subject: Preferred Vendor Notification

Hello Staci,

I hope you are enjoying your holidays. I am actually off this week but am checking email in the event that I receive an email from you in regards to Preferred Vendor Notification. Can you let me know if you will be notifying the vendors this week per the schedule. Thank you!

Thank you,

Fenton Penna

Fenton Penna | CedarCrestone Account Manager-Oracle
303-641-5578 | www.cedarcrestone.com

Augustus, Staci A (DOA)

From: Penna, Fenton [Fenton.Penna@cedarcrestone.com]
Sent: Tuesday, December 28, 2010 6:22 AM
To: Augustus, Staci A (DOA)
Subject: Preferred Vendor Notification

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303-641-5578 | www.cedarcrestone.com

Augustus, Staci A (DOA)

From: Augustus, Staci A (DOA)
Sent: Thursday, December 09, 2010 3:10 PM
To: Arehart, Scot A (DOA)
Subject: CGI Proposal
Attachments: Exhibit F - Offeror's Software Functionality and Technical .xlsx; a. Cover Letter.pdf; Alaska Business License - CGI.pdf; b. Signed Amendments.pdf; Exhibit A - Offeror's Administrative Requirements Forms.docx; Exhibit A - Offeror's Administrative Requirements Forms.pdf; Exhibit A.1 - Subcontractor Letter of Commitment.pdf; Exhibit A.2 - Alaska Business License - RDI.pdf; Exhibit B - Offeror's Past Performance Information.docx; Exhibit B.3 - Reference Forms.pdf; Exhibit B.4 - Reference Forms.pdf; Exhibit C - Offeror's Project Approach.docx; Exhibit D - Offeror's Strategic Fit Considerations.docx; Exhibit D.2 Alaska Configuration Sample.doc; Exhibit E - Offeror's Cost Proposal Forms.xls

Augustus, Staci A (DOA)

From: Augustus, Staci A (DOA)
Sent: Thursday, December 02, 2010 11:53 AM
To: 'Fenton.Penna@cedarcrestone.com'
Subject: Re: Interviews

Yes.
Staci Augustus, Procurement Specialist

----- Original Message -----
From: Penna, Fenton <Fenton.Penna@cedarcrestone.com>
To: Augustus, Staci A (DOA)
Sent: Thu Dec 02 11:50:45 2010
Subject: Re: Interviews

Hi Stacie
When we go to 333 willoughby is this the State office building where we dropped off the RFP?
Ie. The commissioners office 10th floor.

Thanks!

Sent from my iPhone

On Nov 29, 2010, at 10:44 AM, "Augustus, Staci A (DOA)"
<staci.augustus@alaska.gov<<mailto:staci.augustus@alaska.gov>>> wrote:

Place and time confirmed. Yes, you may drop them off and pick them up.

From: Penna, Fenton [<mailto:Fenton.Penna@cedarcrestone.com>]
Sent: Monday, November 29, 2010 10:43 AM
To: Augustus, Staci A (DOA)
Subject: RE: Interviews

Thank you. I want to confirm that we will see you December 3rd 8:00 Alaska Time in the following location:
CedarCrestone key personnel interviews will take place in Juneau, Alaska (333 Willoughby, State Office Building, 10th floor).

Also, I will be coming with my team. Is it ok if we drop them off for the meeting and pick them up? Or shall we just wait at the hotel or off the site of the State? I know we can't come into any of the interviews.

Thank you,

Fenton Penna

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

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

Sent: Monday, November 29, 2010 12:39 PM

To: Penna, Fenton

Subject: RE: Interviews

Hi Ms. Penna, we are not allowing any materials into the interview. Thanks

From: Penna, Fenton [<mailto:Fenton.Penna@cedarcrestone.com>]

Sent: Monday, November 29, 2010 10:38 AM

To: Augustus, Staci A (DOA)

Subject: Interviews

Hi Staci,

I wanted to know if our project manager can bring in a copy of our detailed cost breakdown to the interview. Please let me know. Thank you.

We will see you at 8:00 on Friday December 3rd.

Thank you,

Fenton Penna

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Augustus, Staci A (DOA)

From: Penna, Fenton [Fenton.Penna@cedarcrestone.com]
Sent: Monday, November 29, 2010 10:45 AM
To: Augustus, Staci A (DOA)
Subject: RE: Interviews

Thanks!! See you soon with our BIG winter coats! :)

Thank you,

Fenton Penna

Fenton Penna | CedarCrestone Account Manager-Oracle
303-641-5578 | www.cedarcrestone.com

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Augustus, Staci A (DOA)

From: Snyder, Jeffrey [jeffrey.snyder@cgi.com]
Sent: Monday, November 29, 2010 10:26 AM
To: Augustus, Staci A (DOA)
Subject: RE: Questions regarding Interviews for CGI on 12/2

Thank you Staci. Have a great day and the team will see you Thursday! Happy belated Thanksgiving!

Jeff Snyder

CGI
925.818.5790 Mobile

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From: Augustus, Staci A (DOA) [mailto:staci.augustus@alaska.gov]
Sent: Monday, November 29, 2010 12:20 PM
To: Snyder, Jeffrey
Subject: RE: Questions regarding Interviews for CGI on 12/2

Hi Mr. Snyder, I'm sorry I wasn't able to respond prior to Thanksgiving.

I have answered your questions below.

From: Snyder, Jeffrey [mailto:jeffrey.snyder@cgi.com]
Sent: Tuesday, November 23, 2010 2:29 PM
To: Augustus, Staci A (DOA)
Subject: Questions regarding Interviews for CGI on 12/2
Importance: High

Staci –

We have a few questions regarding the interviews next week. Would it be possible to get responses to these this week before you all break for the Thanksgiving holiday?

1. Please clarify the total time allotted for the interview event - both overall and for each individual interview session. Project Manager interview will be 40 minutes and all others 20 minutes.
2. Will a group interview session involving all the key personnel be held as part of the event? No group interview is planned at this point, but the State reserves the right to request a group interview.
3. Will individual interviews occur simultaneously with different panels or will they be held sequentially? Interviews will be held sequentially.
4. Can key personnel bring materials into the interview sessions (e.g. copy of the RFP, copy of our proposal, a notepad)? No materials may be brought into the interview.
5. Please confirm that all bidders invited to interviews will be asked the same questions and the same number of questions. Yes, all Offerors will be asked the same questions and the same number of questions.

Thank you Staci!

Jeff Snyder

Director, US West Public Sector

CGI

925.818.5790 | jeffrey.snyder@cgi.com

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Thank you Staci!

Jeff Snyder
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Jeff Snyder

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Augustus, Staci A (DOA)

From: Owen, Douglas J [DOWen@ciber.com]
Sent: Tuesday, November 23, 2010 7:05 AM
To: Augustus, Staci A (DOA)
Subject: Confirmation CIBER SAP Interviews December 1st

Hello Staci,

The proposed team will be on site for interviews with the State of Alaska December 1st at 9:00 a.m. In addition to the following 4 items sent to CIBER on 10-28-10 is there anything else the PM should be prepared to discuss:

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.

We look forward to seeing you on the 1st. Do you have an approximate time the interviews will finish?

Thank you and have a Happy Thanksgiving.

Doug Owen

Industry Solutions Director
Public Sector & Utilities

ciber[®]

720-255-4451

dowen@ciber.com

www.ciber.com



Augustus, Staci A (DOA)

From: Routh, Roger [Roger.Routh@tylertech.com]
Sent: Tuesday, November 16, 2010 8:49 AM
To: Augustus, Staci A (DOA)
Subject: Re: List of ERP Proposal Submitters

Thanks. We were curious what part we may have fallen short.

On Nov 16, 2010, at 12:46 PM, "Augustus, Staci A (DOA)" <staci.augustus@alaska.gov> wrote:

Hi Mr. Routh, I cannot go into a lot of detail, but I can say the following. After the initial evaluation of PPI, Project Approach (RAVA and Work Plan), Strategic Fit, and Cost, Tyler Technologies' score was not high enough to be considered susceptible for award. Only those Offerors who were within a competitive range (considered susceptible for award) were shortlisted as described in RFP Section 7.07. Unfortunately, I cannot go into the detail of the scoring until the notice of intent to award is issued. Thanks.

From: Routh, Roger [<mailto:Roger.Routh@tylertech.com>]
Sent: Tuesday, November 16, 2010 4:19 AM
To: Augustus, Staci A (DOA)
Subject: RE: List of ERP Proposal Submitters

Staci:

I was wondering if you could give me some broad insight as to why Tyler was not elevated in your selection process. As you realize, we put a lot of work into the proposal process and are very interested.

Thanks.

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

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.

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

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

<image001.jpg>

Augustus, Staci A (DOA)

From: Augustus, Staci A (DOA)
Sent: Tuesday, November 16, 2010 8:47 AM
To: Routh, Roger
Subject: RE: List of ERP Proposal Submitters

Hi Mr. Routh, I cannot go into a lot of detail, but I can say the following. After the initial evaluation of PPI, Project Approach (RAVA and Work Plan), Strategic Fit, and Cost, Tyler Technologies' score was not high enough to be considered susceptible for award. Only those Offerors who were within a competitive range (considered susceptible for award) were shortlisted as described in RFP Section 7.07. Unfortunately, I cannot go into the detail of the scoring until the notice of intent to award is issued. Thanks.

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www.tylertech.com



Empowering people who serve the public™

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Thanks.

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

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.

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



Empowering people who serve the public™

Augustus, Staci A (DOA)

From: Augustus, Staci A (DOA)
Sent: Tuesday, November 09, 2010 1:29 PM
To: Owen, Douglas J
Subject: Phone message response

Hi Mr. Owen, I received your phone message regarding the interviews and ongoing availability of CIBER personnel after July 1. I am a little confused, because your voice mail message indicated that Andrea Heaberg is the person who would be out of the country and not available to perform services under the resulting contract, however, your voice mail message indicated that she is CIBER's training lead, but the CIBER proposal identifies Ms. Heaberg as the Change Management Lead.

Regardless, the following will apply to CIBER's inquiry:

RFP Section 7.08 stipulates, "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."

Given this, CIBER has two options at this point:

1. Proceed with the interview with the identified person and if CIBER is selected as the contractor, use the "change in project team members" clause in RFP Section 3.12, which requires the State's approval to change personnel once we've entered into a contract; or
2. Don't bring the identified person to the interview and risk a lower score for the interview.

Under no circumstances can we allow a personnel change for the interviews; RFP Section 7.08 was very clear in its instructions concerning the substitution of key personnel.

Thank you.

Augustus, Staci A (DOA)

From: Augustus, Staci A (DOA)
Sent: Tuesday, November 09, 2010 8:01 AM
To: Kristina Boyd
Subject: RE: CJIS GROUP information request

Hi Ms. Boyd, the RFP did close on October 15, the anticipated date for the issuance of the Notice of Intent to Award is currently scheduled for May 31, 2011. I cannot disclose who responded to the RFP, that is not public information until after the Notice of Intent to Award is issued. Thanks

From: Kristina Boyd [<mailto:kristina@cjisgroup.com>]
Sent: Tuesday, November 09, 2010 5:50 AM
To: Augustus, Staci A (DOA)
Subject: CJIS GROUP information request

Good Morning Ms. Augustus,

I am hoping to get a quick update on the Statewide Administrative Systems Replacement project. Just want to confirm that the RFP closed on October 15 and see what is the anticipated award timeline? Can you advise who responded to the RFP at this time?

Any information you can provide is greatly appreciated!

Have a great day,
Kristina

Kristina Boyd
Research Analyst II | CJIS GROUP, Inc.
Office 850-926-9800 | kristina@cjisgroup.com | Fax 850-926-5403
2758 Coastal Hwy US 98, Crawfordville, FL 32327 | <http://www.cjisgroup.com>

CJIS GROUP provides research information regarding State and Local Criminal Justice, Courts, and Public Safety Communities. Our research includes details of information technology project plans, budgets, grants, events, and publications. State and Local Government Users have open access to the resource information by registering through [Become a Government User](#).

CONFIDENTIALITY NOTICE: This communication with its contents may contain confidential and/or legally privileged information. It is solely for the use of the intended recipient(s). Unauthorized interception, review, use or disclosure is prohibited and may violate applicable laws including the Electronic Communications Privacy Act. If you are not the intended recipient, please contact the sender and destroy all copies of the communication.

Augustus, Staci A (DOA)

From: Kristina Boyd [kristina@cjisgroup.com]
Sent: Tuesday, November 09, 2010 5:50 AM
To: Augustus, Staci A (DOA)
Subject: CJIS GROUP information request

Good Morning Ms. Augustus,

I am hoping to get a quick update on the Statewide Administrative Systems Replacement project. Just want to confirm that the RFP closed on October 15 and see what is the anticipated award timeline? Can you advise who responded to the RFP at this time?

Any information you can provide is greatly appreciated!

Have a great day,
Kristina

Kristina Boyd
Research Analyst II | CJIS GROUP, Inc.
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Augustus, Staci A (DOA)

From: Snyder, Jeffrey [jeffrey.snyder@cgi.com]
Sent: Friday, November 05, 2010 6:22 PM
To: Augustus, Staci A (DOA)
Cc: Witte, Greg
Subject: CGI Cost Clarification
Attachments: CGI RFP 2010-0200-9388 Cost Clarification.pdf

Staci,

Attached please find our Cost Clarification response. Please revert in case of concerns opening the document.

Our project manager is prepared to answer any questions regarding the attached.

Thank you,

Jeff Snyder

Director, US West Public Sector

CGI

925.818.5790 | jeffrey.snyder@cgi.com

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

Augustus, Staci A (DOA)

From: Augustus, Staci A (DOA)
Sent: Friday, November 05, 2010 3:25 PM
To: Penna, Fenton
Subject: RE: Please confirm receipt

Ms. Penna, yes, I did receive the Additional Cost Breakdown, thank you.

From: Penna, Fenton [<mailto:Fenton.Penna@cedarcrestone.com>]
Sent: Friday, November 05, 2010 3:00 PM
To: Augustus, Staci A (DOA)
Subject: Please confirm receipt

Hi Staci,
Can you please confirm receipt of our Additional Cost Breakdown.

Thank you,

Fenton Penna

Fenton Penna | **CedarCrestone** Account Manager-Oracle
303-641-5578 | www.cedarcrestone.com

Augustus, Staci A (DOA)

From: Penna, Fenton [Fenton.Penna@cedarcrestone.com]
Sent: Friday, November 05, 2010 3:26 PM
To: Augustus, Staci A (DOA)
Subject: RE: Please confirm receipt

Great. Have a great weekend!!!!

Thank you,

Fenton Penna

Fenton Penna | CedarCrestone Account Manager-Oracle
303-641-5578 | www.cedarcrestone.com

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

Fenton Penna

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303-641-5578 | www.cedarcrestone.com

Augustus, Staci A (DOA)

From: Carolyn Teter [CTETER1@state.wy.us]
Sent: Friday, November 05, 2010 3:25 PM
To: Augustus, Staci A (DOA)
Subject: RE: Powerpoint Demo

Most welcome! Our pleasure!

ct

Carolyn A. Teter
Chief Administrative Officer
State Auditor's Office
(307) 777-5620
Fax: (307) 777-6983
Email: cteter1@state.wy.us

>>> "Augustus, Staci A (DOA)" <staci.augustus@alaska.gov> 11/5/2010 5:24 PM >>>

Thank you, we really appreciated your willingness to do the demo!

From: Carolyn Teter [<mailto:CTETER1@state.wy.us>]
Sent: Friday, November 05, 2010 2:59 PM
To: Augustus, Staci A (DOA)
Cc: LuAnn Chaffin
Subject: Re: Powerpoint Demo

Staci, attached is the PowerPoint Demo used today by Wyoming for the State of Alaska.

We enjoyed our interaction very much, and stand ready to assist in any way we can as you evaluate the financial and payroll applications.

ct

Carolyn A. Teter
Chief Administrative Officer
State Auditor's Office
(307) 777-5620
Fax: (307) 777-6983
Email: cteter1@state.wy.us

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Sent: Friday, November 05, 2010 3:24 PM
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Cc: LuAnn Chaffin
Subject: RE: Powerpoint Demo

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Sent: Friday, November 05, 2010 2:59 PM
To: Augustus, Staci A (DOA)
Cc: LuAnn Chaffin
Subject: Re: Powerpoint Demo

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We enjoyed our interaction very much, and stand ready to assist in any way we can as you evaluate the financial and payroll applications.

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Carolyn A. Teter
Chief Administrative Officer
State Auditor's Office
(307) 777-5620
Fax: (307) 777-6983
Email: cteter1@state.wy.us

Augustus, Staci A (DOA)

From: Penna, Fenton [Fenton.Penna@cedarcrestone.com]
Sent: Friday, November 05, 2010 3:00 PM
To: Augustus, Staci A (DOA)
Subject: Please confirm receipt

Hi Staci,
Can you please confirm receipt of our Additional Cost Breakdown.

Thank you,

Fenton Penna

Fenton Penna | **CedarCrestone** Account Manager-**Oracle**
303-641-5578 | www.cedarcrestone.com

Augustus, Staci A (DOA)

From: Carolyn Teter [CTETER1@state.wy.us]
Sent: Friday, November 05, 2010 2:59 PM
To: Augustus, Staci A (DOA)
Cc: LuAnn Chaffin
Subject: Re: Powerpoint Demo
Attachments: AK ERP Wyoming Client Demo Outline.pdf

Staci, attached is the PowerPoint Demo used today by Wyoming for the State of Alaska.

We enjoyed our interaction very much, and stand ready to assist in any way we can as you evaluate the financial and payroll applications.

ct

Carolyn A. Teter
Chief Administrative Officer
State Auditor's Office
(307) 777-5620
Fax: (307) 777-6983
Email: cteter1@state.wy.us

Augustus, Staci A (DOA)

From: Penna, Fenton [Fenton.Penna@cedarcrestone.com]
Sent: Friday, November 05, 2010 1:55 PM
To: Augustus, Staci A (DOA)
Cc: Penna, Fenton
Subject: Additional Detailed Cost Breakdown
Attachments: CedarCrestone Cost Breakdown 11052010 vFinal.doc

Hello Staci,

Attached, please find our Additional Cost Breakdown document. Please note that we broke the software costs down to their lowest level in our Original RFP Response in Exhibit E- Table A. If you have any other questions, please let me know.

Thank you,

Fenton Penna

Fenton Penna | **CedarCrestone** Account Manager-**Oracle**
303-641-5578 | www.cedarcrestone.com

Augustus, Staci A (DOA)

From: Owen, Douglas J [DOWen@ciber.com]
Sent: Friday, November 05, 2010 1:43 PM
To: Augustus, Staci A (DOA)
Cc: Rascoe, Lance G
Subject: CIBER SAP response to Interview questions for RFP 2010-0200-9388
Attachments: State of Alaska Cost Breakdown Response - CIBER.pdf

Hi Staci,

Per your request (Section 7.08 of the RFP), please find a more detailed cost breakdown explaining how the costs were derived for the Statewide Administrative Systems Replacement. Our proposed project manager will be prepared to discuss the cost breakdown during interviews on December 1st.

Our team is excited about the interviews on December 1st.

Thank you.

Doug Owen
SAP Public Sector
Utilities Director

ciber[®]
720-255-4451
dowen@ciber.com
www.ciber.com



Augustus, Staci A (DOA)

From: Augustus, Staci A (DOA)
Sent: Friday, November 05, 2010 10:20 AM
To: 'greg.witte@cgi.com'
Subject: Re: Demo instructions

Yes that is fine.
Staci Augustus, Procurement Specialist

From: Witte, Greg <greg.witte@cgi.com>
To: Augustus, Staci A (DOA)
Sent: Fri Nov 05 10:13:03 2010
Subject: Re: Demo instructions

Hi Staci,

Ok for me to listen in remote from Seattle. I have no part in demo but wanted to monitor if that's ok ?

Thanks,

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

On Nov 5, 2010, at 9:46 AM, "Augustus, Staci A \ (DOA\)" <staci.augustus@alaska.gov> wrote:

Hi Mr. Witte, prior to today's client demonstration, I wanted to go over a few basic rules regarding the demo.

First and foremost, the client demonstration is not intended to be a "dog and pony show." Its purpose is to have an end user demonstrate the installed and fully operational system and the demonstration must not go beyond the identified scenarios below. 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.

Prior to the demonstration beginning, the State of Alaska will ask the past client to confirm that they currently use the proposed product/system installed by the System Implementer fully in production and have for at least six months.

The client will have a maximum of two hours to demonstrate the product/system to the State's PEC. 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.

The demonstration scenarios 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.

Thank you, please let me know if you have any questions.

Augustus, Staci A (DOA)

From: Witte, Greg [greg.witte@cgi.com]
Sent: Friday, November 05, 2010 10:13 AM
To: Augustus, Staci A (DOA)
Subject: Re: Demo instructions

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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.

Thank you, please let me know if you have any questions.

Augustus, Staci A (DOA)

From: Augustus, Staci A (DOA)
Sent: Friday, November 05, 2010 9:28 AM
To: Penna, Fenton
Subject: RE: Interview Schedule

Thank you, yes, I think we'll be done by noon.

From: Penna, Fenton [<mailto:Fenton.Penna@cedarcrestone.com>]
Sent: Friday, November 05, 2010 9:27 AM
To: Augustus, Staci A (DOA)
Subject: RE: Interview Schedule

Staci,
Yes. We would be happy to begin our interviews at 8:00 A. M. on December 3rd. Do you think we will then be finished by 12:00 noon?

Thank you,

Fenton Penna

Fenton Penna | CedarCrestone Account Manager-Oracle
303-641-5578 | www.cedarcrestone.com

From: Augustus, Staci A (DOA) [<mailto:staci.augustus@alaska.gov>]
Sent: Friday, November 05, 2010 10:49 AM
To: Penna, Fenton
Subject: RE: Interview Schedule

Ms. Penna, would CedarCrestone be amenable to starting the interviews at 8:00am instead of 9:00am on the 3rd?

From: Penna, Fenton [<mailto:Fenton.Penna@cedarcrestone.com>]
Sent: Thursday, November 04, 2010 3:15 PM
To: Augustus, Staci A (DOA)
Subject: RE: Interview Schedule

Thank you.

Thank you,

Fenton Penna

Fenton Penna | CedarCrestone Account Manager-Oracle
303-641-5578 | www.cedarcrestone.com

From: Augustus, Staci A (DOA) [<mailto:staci.augustus@alaska.gov>]
Sent: Thursday, November 04, 2010 5:14 PM
To: Penna, Fenton
Subject: RE: Interview Schedule

Hi Ms. Penna, we will stick with the Friday interviews-we want your team to all be interviewed on the same day. Thank you for considering the change.

From: Penna, Fenton [<mailto:Fenton.Penna@cedarcrestone.com>]
Sent: Thursday, November 04, 2010 12:43 PM
To: Augustus, Staci A (DOA)
Cc: Penna, Fenton
Subject: Interview Schedule

Hi Staci,
I wanted to let you know that everyone can interview Thursday afternoon except for Wayne Pinkley. The problem with Wayne is that he has a go live that week with his client and needs to be there for go live.

I had requested that everyone come in early incase of weather. We will all be there Thursday AM except for Wayne.

Please let me know if you would like to interview the rest of the team on Thursday afternoon and Wayne on Friday?

Thank you,

Fenton Penna

Fenton Penna | **CedarCrestone** Account Manager-**Oracle**
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Fenton Penna | CedarCrestone Account Manager-Oracle
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Thank you,

Fenton Penna

Fenton Penna | **CedarCrestone** Account Manager-**Oracle**
303-641-5578 | www.cedarcrestone.com

Augustus, Staci A (DOA)

From: Witte, Greg [greg.witte@cgi.com]
Sent: Friday, November 05, 2010 9:14 AM
To: Augustus, Staci A (DOA)
Subject: RE: Demo instructions

Hi Staci,

Appreciate the clarifications and have been working under those guidelines with WY.

Sincerely, 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: Friday, November 05, 2010 9:46 AM
To: Witte, Greg
Subject: Demo instructions

Hi Mr. Witte, prior to today's client demonstration, I wanted to go over a few basic rules regarding the demo.

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Thank you, please let me know if you have any questions.

Augustus, Staci A (DOA)

From: Penna, Fenton [Fenton.Penna@cedarcrestone.com]
Sent: Friday, November 05, 2010 8:55 AM
To: Augustus, Staci A (DOA)
Subject: RE: Interview Schedule

Hi Staci,
It should not be a problem as we are coming in early. I am just confirming with the team.

Thank you,

Fenton Penna

Fenton Penna | CedarCrestone Account Manager-Oracle
303-641-5578 | www.cedarcrestone.com

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Fenton Penna

Augustus, Staci A (DOA)

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To: Witte, Greg
Subject: Demo instructions

Hi Mr. Witte, prior to today's client demonstration, I wanted to go over a few basic rules regarding the demo.

First and foremost, the client demonstration is not intended to be a "dog and pony show." Its purpose is to have an end user demonstrate the installed and fully operational system and the demonstration must not go beyond the identified scenarios below. 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.

Prior to the demonstration beginning, the State of Alaska will ask the past client to confirm that they currently use the proposed product/system installed by the System Implementer fully in production and have for at least six months.

The client will have a maximum of two hours to demonstrate the product/system to the State's PEC. 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.

The demonstration scenarios 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.

Thank you, please let me know if you have any questions.

Augustus, Staci A (DOA)

From: Penna, Fenton [Fenton.Penna@cedarcrestone.com]
Sent: Thursday, November 04, 2010 3:15 PM
To: Augustus, Staci A (DOA)
Subject: RE: Interview Schedule

Thank you.

Thank you,

Fenton Penna

Fenton Penna | CedarCrestone Account Manager-Oracle
303-641-5578 | www.cedarcrestone.com

From: Augustus, Staci A (DOA) [<mailto:staci.augustus@alaska.gov>]
Sent: Thursday, November 04, 2010 5:14 PM
To: Penna, Fenton
Subject: RE: Interview Schedule

Hi Ms. Penna, we will stick with the Friday interviews-we want your team to all be interviewed on the same day. Thank you for considering the change.

From: Penna, Fenton [<mailto:Fenton.Penna@cedarcrestone.com>]
Sent: Thursday, November 04, 2010 12:43 PM
To: Augustus, Staci A (DOA)
Cc: Penna, Fenton
Subject: Interview Schedule

Hi Staci,
I wanted to let you know that everyone can interview Thursday afternoon except for Wayne Pinkley. The problem with Wayne is that he has a go live that week with his client and needs to be there for go live.

I had requested that everyone come in early incase of weather. We will all be there Thursday AM except for Wayne.

Please let me know if you would like to interview the rest of the team on Thursday afternoon and Wayne on Friday?

Thank you,

Fenton Penna

Fenton Penna | CedarCrestone Account Manager-Oracle
303-641-5578 | www.cedarcrestone.com

Augustus, Staci A (DOA)

From: Augustus, Staci A (DOA)
Sent: Thursday, November 04, 2010 3:14 PM
To: Penna, Fenton
Subject: RE: Interview Schedule

Hi Ms. Penna, we will stick with the Friday interviews-we want your team to all be interviewed on the same day. Thank you for considering the change.

From: Penna, Fenton [<mailto:Fenton.Penna@cedarcrestone.com>]
Sent: Thursday, November 04, 2010 12:43 PM
To: Augustus, Staci A (DOA)
Cc: Penna, Fenton
Subject: Interview Schedule

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Thank you,

Fenton Penna

Fenton Penna | CedarCrestone Account Manager-Oracle
303-641-5578 | www.cedarcrestone.com

Augustus, Staci A (DOA)

From: Penna, Fenton [Fenton.Penna@cedarcrestone.com]
Sent: Thursday, November 04, 2010 12:43 PM
To: Augustus, Staci A (DOA)
Cc: Penna, Fenton
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Thank you,

Fenton Penna

Fenton Penna | CedarCrestone Account Manager-Oracle
303-641-5578 | www.cedarcrestone.com

Augustus, Staci A (DOA)

From: Augustus, Staci A (DOA)
Sent: Thursday, November 04, 2010 12:09 PM
To: Snyder, Jeffrey; Witte, Greg
Subject: RE: CGI Client Demonstrations - State of Wyoming

Thank you.

From: Snyder, Jeffrey [<mailto:jeffrey.snyder@cgi.com>]
Sent: Thursday, November 04, 2010 12:08 PM
To: Augustus, Staci A (DOA); Witte, Greg
Subject: CGI Client Demonstrations - State of Wyoming
Importance: High

When: Friday, November 05, 2010 11:30 AM-1:30 PM (GMT-07:00) Arizona.

Where: 866.378.2305 / Room 925.818.5790 & LiveMeeting enclosed

Note: The GMT offset above does not reflect daylight saving time adjustments.

~~*~*~*~*~*~*~*~*

Staci –

Please find instructions below to launch the web portion of the meeting tomorrow. Please note the easiest way to launch it is to click the yellow highlighted link below. Note meeting should appear on your calendar from 10:30 Alaska time to 12:30 Alaska time.

My **conference dial in information** is included in the location of this meeting and below for your reference.

Dial 1.866.378.2305 and then enter Room 925.818.5790 #

for entry into the teleconference.

I have provided this information to the Wyoming client team who will be demoing for the PEC. Please do not hesitate to call me if there are issues.

Jeff Snyder

Director, US West Public Sector

CGI

925.818.5790 | jeffrey.snyder@cgi.com

Web conference Live Meeting information-

CGI has invited you to attend an online meeting using Microsoft® Office Live Meeting service.

[Join the meeting](#)

Meeting time: Friday, August 06, 2010, 02:08 PM US Mountain Standard Time (GMT-07:00)

AUDIO INFORMATION

Audio information will be provided in the meeting.

FIRST-TIME USERS

To save time before the meeting, check your system to make sure it is ready to use Office Live Meeting.

TROUBLESHOOTING

Unable to join the meeting? Follow these steps:

1. Copy this address and paste into your web browser:

<https://www.livemeeting.com/cc/cgi-ams/join>

2. Copy and paste the required information:

Meeting ID: 5054391

Entry Code: MtBc'5c

Location: <https://www.livemeeting.com/cc/cgi-ams>

If you still cannot enter the meeting, contact support.

NOTICE

Office Live Meeting can be used to record meetings. By participating in this meeting, you agree that your communications may be monitored or recorded at any time during the meeting.

Augustus, Staci A (DOA)

From: Snyder, Jeffrey [jeffrey.snyder@cgi.com]
Sent: Thursday, November 04, 2010 12:08 PM
To: Augustus, Staci A (DOA); Witte, Greg
Subject: CGI Client Demonstrations - State of Wyoming
Attachments: CGI Client Demonstrations - State of Wyoming

Importance: High

When: Friday, November 05, 2010 11:30 AM-1:30 PM (GMT-07:00) Arizona.

Where: 866.378.2305 / Room 925.818.5790 & LiveMeeting enclosed

Note: The GMT offset above does not reflect daylight saving time adjustments.

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NOTICE

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Augustus, Staci A (DOA)

From: Routh, Roger [Roger.Routh@tylertech.com]
Sent: Thursday, November 04, 2010 11:17 AM
To: Augustus, Staci A (DOA)
Subject: RE: ERP Project

That's unfortunate. I thought Tyler would have been an excellent option. Good luck in your selection process. Let us know if anything changes.

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

From: Augustus, Staci A (DOA) [<mailto:staci.augustus@alaska.gov>]
Sent: Thursday, November 04, 2010 3:00 PM
To: Routh, Roger
Cc: Wahlbrink, Jennifer; Lane, Bill
Subject: RE: ERP Project

Hi Mr. Routh, we have notified the shortlisted vendors, Tyler was not one of the shortlisted vendors. Thanks

From: Routh, Roger [<mailto:Roger.Routh@tylertech.com>]
Sent: Thursday, November 04, 2010 10:59 AM
To: Augustus, Staci A (DOA)
Cc: Wahlbrink, Jennifer; Lane, Bill
Subject: ERP Project

Hi, Staci:

Just checking in. Any expectation when vendors will be notified as to who will and who will not be asked to interview?

Thanks.

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

P: 800.772.2260 ext: 4667
F: 207.781.2981
www.tylertech.com



Empowering people who serve the public™

Augustus, Staci A (DOA)

From: Augustus, Staci A (DOA)
Sent: Thursday, November 04, 2010 11:00 AM
To: Routh, Roger
Cc: Wahlbrink, Jennifer; Lane, Bill
Subject: RE: ERP Project

Hi Mr. Routh, we have notified the shortlisted vendors, Tyler was not one of the shortlisted vendors. Thanks

From: Routh, Roger [<mailto:Roger.Routh@tylertech.com>]
Sent: Thursday, November 04, 2010 10:59 AM
To: Augustus, Staci A (DOA)
Cc: Wahlbrink, Jennifer; Lane, Bill
Subject: ERP Project

Hi, Staci:

Just checking in. Any expectation when vendors will be notified as to who will and who will not be asked to interview?

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

P: 800.772.2260 ext: 4667
F: 207.781.2981
www.tylertech.com



Empowering people who serve the public™

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From: Routh, Roger [Roger.Routh@tylertech.com]
Sent: Thursday, November 04, 2010 10:59 AM
To: Augustus, Staci A (DOA)
Cc: Wahlbrink, Jennifer; Lane, Bill
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Vice President - Strategic Accounts
Tyler Technologies, Inc.

P: 800.772.2260 ext: 4667
F: 207.781.2981
www.tylertech.com



Empowering people who serve the public™

Augustus, Staci A (DOA)

From: Augustus, Staci A (DOA)
Sent: Thursday, November 04, 2010 10:36 AM
To: Penna, Fenton
Subject: Interviews

Hi Ms. Penna, we may have conflict for the interviews on Friday, December 3. Is there any way that CedarCrestone could be on site in Juneau for a Thursday afternoon interview? If not, that's ok and we can stick with the Friday time. Thanks

Augustus, Staci A (DOA)

From: Augustus, Staci A (DOA)
Sent: Thursday, November 04, 2010 9:12 AM
To: Owen, Douglas J
Subject: CIBER demonstration

Mr. Owen, prior to today's client demonstration, I wanted to go over a few basic rules regarding the demo.

First and foremost, the client demonstration is not intended to be a "dog and pony show." Its purpose is to have an end user demonstrate the installed and fully operational system and the demonstration must not go beyond the identified scenarios below. 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.

Prior to the demonstration beginning, the State of Alaska will ask the past client to confirm that they currently use the proposed product/system installed by the System Implementer fully in production and have for at least six months.

The client will have a maximum of two hours to demonstrate the product/system to the State's PEC. 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.

The demonstration scenarios 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.
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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.

Thank you, please let me know if you have any questions.

Augustus, Staci A (DOA)

From: Augustus, Staci A (DOA)
Sent: Wednesday, November 03, 2010 4:10 PM
To: Arehart, Scot A (DOA)
Subject: Fw: WEBEX instructions for CIBER demo Nov 4th 1:00 - 3:00 p.m.

Staci Augustus, Procurement Specialist

From: Owen, Douglas J <DOWen@ciber.com>
To: Augustus, Staci A (DOA)
Sent: Wed Nov 03 14:21:59 2010
Subject: RE: WEBEX instructions for CIBER demo Nov 4th 1:00 - 3:00 p.m.

Staci,

I changed the dial in number for tomorrow's webex and wanted to make sure you had the new number for your team? It's in the new updated e-mail invitation:

1-866-699-3239 ID 20086974

Doug Owen
dowen@ciber.com
Mobile: 720-255-4451

From: Augustus, Staci A (DOA) [<mailto:staci.augustus@alaska.gov>]
Sent: Tuesday, November 02, 2010 10:28 AM
To: Owen, Douglas J
Subject: RE: WEBEX instructions for CIBER demo Nov 4th 1:00 - 3:00 p.m.

Thank you.

From: Owen, Douglas J [<mailto:DOWen@ciber.com>]
Sent: Tuesday, November 02, 2010 7:00 AM
To: Augustus, Staci A (DOA)
Subject: WEBEX instructions for CIBER demo Nov 4th 1:00 - 3:00 p.m.
Importance: High

Hi Staci,

Attached are the instructions for the demonstration this Thursday at 1:00 p.m. Alaska time. Please call if you have any questions.

Hello SAP Consolidated2,

You scheduled the following Web seminar using WebEx.

Topic: CIBER/SAP Omnitrans Demo
Date and Time:
November 4, 2010 3:00 pm, Pacific Daylight Time (San Francisco, GMT-07:00)

Event number: 967 484 699

Event password: This event does not require a password.

Panelist password: The Event has no Panelist Password

Host key: 796934 (Use this to reclaim host privileges.)

Event address for attendees: <https://ciber.webex.com/ciber/onstage/g.php?d=967484699&t=a>

Event address for panelists: <https://ciber.webex.com/ciber/onstage/g.php?d=967484699&t=p>

To start the online event

At least 30 minutes before the starting time:

1. Go to <https://ciber.webex.com/ciber/onstage/g.php?d=967484699&t=h>
2. Log in to your host account if you have not yet done so.
3. On the Event Information page that appears, click "Start Now".

Teleconference information

To receive a call back, provide your phone number when you join the event, or call the number below and enter the access code.

Call-in toll-free number (US/Canada): 1-866-699-3239

Call-in toll number (US/Canada): 1-408-792-6300

Global call-in numbers: <https://ciber.webex.com/ciber/globalcallin.php?serviceType=EC&ED=148552212&tollFree=1>

Toll-free dialing restrictions: http://www.webex.com/pdf/tollfree_restrictions.pdf

Access code: 967 484 699

<http://www.webex.com>

Thank you,

Doug Owen

SAP Public Sector

Utilities Director

ciber[™]

720-255-4451

dowen@ciber.com

www.ciber.com



Augustus, Staci A (DOA)

From: Penna, Fenton [Fenton.Penna@cedarcrestone.com]
Sent: Wednesday, November 03, 2010 1:50 PM
To: Augustus, Staci A (DOA)
Subject: Username

Hi Staci,
For the demonstration today, user name can be Alaska or your name. Thank you.

Let me know if you have any questions.

Thank you,

Fenton Penna

Fenton Penna | **CedarCrestone** Account Manager-**Oracle**
303-641-5578 | www.cedarcrestone.com

Augustus, Staci A (DOA)

From: Penna, Fenton [Fenton.Penna@cedarcrestone.com]
Sent: Wednesday, November 03, 2010 10:56 AM
To: Augustus, Staci A (DOA)
Subject: RE: [Secure Meeting] Invitation: State of Alaska Client Presentation

Thank you Staci. I have no questions at this time.

Thank you,

Fenton Penna

Fenton Penna | CedarCrestone Account Manager-Oracle
303-641-5578 | www.cedarcrestone.com

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

From: Augustus, Staci A (DOA) [mailto:staci.augustus@alaska.gov]
Sent: Wednesday, November 03, 2010 12:43 PM
To: Penna, Fenton
Subject: RE: [Secure Meeting] Invitation: State of Alaska Client Presentation

Ms. Penna, prior to today's client demonstration, I wanted to go over a few basic rules regarding the demo.

First and foremost, the client demonstration is not intended to be a "dog and pony show." Its purpose is to have an end user demonstrate the installed and fully operational system and the demonstration must not go beyond the identified scenarios below. 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.

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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.

Thank you, please let me know if you have any questions.

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

From: Penna, Fenton [mailto: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

-----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

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?

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

-----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

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

From: 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

Agenda and Teleconferencing Information

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

Number: 866-846-3997 Passcode: 555313

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Augustus, Staci A (DOA)

From: Augustus, Staci A (DOA)
Sent: Wednesday, November 03, 2010 10:43 AM
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Fenton Penna

Fenton Penna | CedarCrestone Account Manager-Oracle
303-641-5578 | 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

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Fenton Penna | CedarCrestone Account Manager-Oracle
303-641-5578 | 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

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Cc: Hoedebecke, Roch
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Thank you,

Fenton Penna

Fenton Penna | CedarCrestone Account Manager-Oracle
303-641-5578 | www.cedarcrestone.com

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

From: 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

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?

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

Augustus, Staci A (DOA)

From: Augustus, Staci A (DOA)
Sent: Monday, November 01, 2010 3:48 PM
To: Penna, Fenton
Subject: RE: Invitation to Interviews and Demonstrations-RFP 2010-0200-9388

December 3 will work for us and the start time will still be 9:00am, Alaska Time. For planning purposes, I expect the interviews to be completed by 1:00pm, Alaska Time.

From: Penna, Fenton [mailto: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 respectively 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

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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