The State of Mississippi seeks to acquire 6,000 to 12,000 personal computers and related services to support Governor Musgrove's initiative of placing an Internet-accessible computer in every public elementary and secondary classroom in Mississippi by the end of 2002.

We would appreciate your taking a few moments and responding to this reference check via email. We are using email hoping you will be able to respond quickly and at your convenience, without phone interruptions to your otherwise busy schedules. We thank you in advance for your assistance and hope that we may be able to return the favor at a future date. If at all possible, we would appreciate a response ASAP, but no later than 5:00 PM, Friday, July 21, 2000.

***Please BOLD your responses to the questions in Italics.***

Reference Questionnaire - Project: Governor Musgrove's Initiative for a PC in every classroom
Date: 07/19/2000
Proposal Submitted By: ***Venture***
Reference: ***Vicker's Inc.***
Reference Contact Information:
Name: ***Kelly Kaufman (Conversation with Kelly Riley, July 21, 2000, 3:40 p.m.)***
Title:
Phone #: ***987-3497***
E-mail address:

What were the dates of the Project?
Proposed Start:
Proposed End:
Actual Start:
Actual End:

***Kaufman said that Venture was in from approximately February through March of 1999..***

What was the scope of the project?

***Vicker's refers to the project as its modernization project. They basically upgraded their system from Windows 3.1 to Windows 95. Venture installed some 100 new computers and upgraded existing computers. The project encompassed approximately 400 computers. Venture also upgraded the server.***

What hardware was acquired from this Vendor for this project?

If PC's were acquired:
  a) What was the configuration of the system?
  b) How many systems were acquired from this Vendor?

What services were acquired from this Vendor for this project?

Project Cost Information:
Proposed cost?
Actual cost?
Note:  If actual > proposed:  What is the justification for the difference?

*Kaufman said that the project cost was basically right in line.*

Was the project successfully completed on schedule?   *Yes*  /  No
If no, please justify the schedule slippage.
Was the project outcome used as the basis of additional work? If so, what?

*Kaufman said that Vicker's had established a time limit and stated upfront that there would be no extensions..*

Project Communication Information:
Did the contractor keep you informed about potential issues pertaining to
the project?  *Yes*  /  No

*Good communication.  Julie Gibbard, the wife of one of Venture's owners, served as Project Manager.  She was on-site initially and on-site a good bit towards the end of the project.*

On a scale of 1 to 10:   What is your overall satisfaction with the vendor?

*Kaufman said that he has been overall pretty satisfied with Venturel and would give them a 9.*

Would you hire this vendor again? *Yes.  Vicker's has used them on some other things since the modernization project.*
If not, why?

Please note other relevant comments.

*Kaufman said Venture's being a local company is very worthwhile and efficient.  They are very responsive.  He said that Venture has offices around the state, so the statewide nature of this project shouldn't be a problem.*

Again thanks in advance for your assistance with this matter.


Cheryl Yelverton

Technology Consultant
Information Technology Services (ITS)