



September 1, 2000

Erich Howard  
Director of General Services  
State of Mississippi, Office of the Governor  
PO Box 139  
Jackson, Mississippi 39205

Dear Erich:

I had a conversation with John Sullivan the other day and he recommended that I work up some numbers for you. I have put together a price comparison that shows the per capita difference between the system Alabama purchased and a 25 user system for Mississippi.

Alabama purchased a 40 user system with all the extra's: Boards, Projects, IMA and Press. The entire cost for their system was \$129,200.00. This price includes our software, oracle, training and support. It does not include travel expenses (which are billed at cost) or hardware (which we did not provide to Alabama). Attached, you will find a price proposal for Mississippi. This is a 25 user system with Boards and IMA. As you can see, the total price came to \$98,650.00.

For population figures, I used the 1990 census. Alabama had a population of 4,040,587 while Mississippi had a population of 2,573,216. For both AL and MS that works out to \$.03/person when rounded to the nearest penny. To be fair, however, I extended the cost per person out to 10 decimal places and multiplied that by a factor of 1000 people. For AL, that works out to \$31.98 per every 1000 people. For MS, the price is \$38.34 per every 1000 people.

There are, of course, a couple variables that may come in to play here. You may require more than 25 users. That obviously would drive up the cost. You may already own Oracle licenses; that would drive down the price. You may want more training or support than I priced out, etc.

I hope, however, that you find these numbers helpful. If you require any additional information in the future, please do not hesitate to give me a buzz at 703-208-5039. Thanks!

Sincerely,

A handwritten signature in black ink, appearing to read 'Ed Renenger', with a long horizontal line extending to the right.

Ed Renenger  
Senior Sales Executive

**DELIVERABLES AND PAYMENT SCHEDULE**  
**Between**  
**ACS DESKTOP SOLUTIONS, INC. (ACS)**  
**And**  
**Office of the Governor, State of Mississippi**

<b>Description</b>	<b>Quantity</b>	<b>Extended Price</b>	<b>Payment Schedule</b>
Intranet Quorum including People, Correspondence, Casework, Workflow, Events. 25 User System.	1	\$30,000.00	- Net Payable 30 days after order
IQ Boards & Commissions	1	\$25,000.00	- Net Payable 30 days after order
IQ Internet Mail Agent	1	5000.00	- Net Payable 30 days after order
Oracle Application Specific Licensing 25 Named User Licenses.	1	\$6250.00	- Net Payable 30 days after order
Training (Days @ \$1200/day)	4	\$4,800.00	Net 30 as performed and billed monthly
Installation (Days @ \$1200/day)	3	\$3600.00	Net 30 as performed and billed monthly
Extended On-Site Support (Days)	5	\$6,000.00	Net 30 as performed and billed monthly
Annual Upgrade Subscription (Maintenance)	1	\$12,000.00	Net 30 Upon Order
Support Agreement (Hours)	60	\$6,000.00	Net 30 Upon Order
<b>Totals</b>		<b>\$98,650.00</b>	

Unless otherwise specified, all payment terms are net 30 days from original invoice date.