

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: **Bull**

Reference: *State of Alabama Department of Education*

Reference Contact Information:

Name: **Leonard Samford** (*Conversation with Kelly Riley, July 21, 2000, 8:52 a.m.*)

Title: **Network Administrator**

Phone #: **334-242-9890**

E-mail address:

What were the dates of the Project?

Proposed Start:

Proposed End:

Actual Start:

Actual End:

Samford said that he has been dealing w/ Bull since the 1980's on multiple projects. He can't remember specifics on each project, but has been very pleased with Bull's service. These projects ranged from PCs to mini-server UNIX systems.

What was the scope of the project?

Samford has obtained more than 400 PCs from Bull with minimal problems. Bull used Gateway for their desktop computers.

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?

Samford didn't have specifics, but said that, overall, Bull has been on target with their pricing and project cost.

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?

Project Communication Information:

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

One project involved buying a large UNIX box and converting older Bull mini-computers to the system. Bull worked with the conversion quite well, offering assistance and answering questions.

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

Samford said that he has been overall pretty satisfied with Bull and would give them an 8.5 to a 9.

Would you hire this vendor again? ***Bull would definitely be on the department's list of vendors in the future.***

If not, why?

Please note other relevant comments.

Again thanks in advance for your assistance with this matter.

Cheryl Yelverton
Technology Consultant
Information Technology Services (ITS)