A C S®

February 22, 2001

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

Dear Erich:

It was great to speak with you on the phone yesterday. I know you are quite busy and sincerely appreciate the time you sacrificed to speak with me. Per our conversation, I have modified the price quote for a 30 user system. Attached, you will find the modified quote.

To reflect the changes we spoke about yesterday, I have modified the price of the Oracle licenses. I reduced the number of training days from 6 down to 3. 3 should be sufficient to train 30 users. Finally, I have removed the price for IMA. Please note that for the purposes of this purchase only, IMA will be included in the base IQ application. As such, you will receive the benefit of IMA without needing to purchase the IMA add-on.

As you can see, I was able to get the price below the threshold we had spoken about. Let me know if this is sufficient. If you have any further questions, please let me know.

Sincerely,

Ed Renenger
Senior Sales Executive

Deliverables and Payment Schedule
Between
ACS Desktop Solutions, Inc (ACS)
And
Office of the Governor, State of Mississippi

Pricing for 30 User System

Description	Qty.	Price	Ext. Price
Intranet Quorum Base System (20 User System)	1	$25,000.00	$25,000.00
Additional Licenses	10	$1,200.00	$12,000.00
Oracle Application Specific Licenses	30	$170.00	$5,100.00
Boards and Commissions	1	$25,000.00	$25,000.00
Installation Days	3	$1,200.00	$3,600.00
Extended On-Site Support Days	5	$1,200.00	$6,000.00
Training Days	3	$1,200.00	$3,600.00
Annual Upgrade Subscription (18% of licensing cost)	1	$12,078.00	$12,078.00
Customer Support Contract Hours	60	$100.00	$6,000.00
Grand Total			**$98,378.00**