From:
To: 'Eric Frazier'
CC: 'Rusty Petree'; Jerry Kordula (E-mail); 'Marti Thomas'
Sent: 1/14/2002 5:47:03 PM
Subject: Answers to questions
Attachments: Dallas County Questions and responses.doc

Just wrapped up a call with Kathy, here are the answers she got from the Commissioner. Thanks..

CC..

GOVERNMENT EXHIBIT NO.
104

3:14-CR-293-M

CC0011584

(Action Items) for Kathy and Eddie

Questions that we need to have addressed by Commissioner Price:

****The attached addendum was received on Thursday. Is it the addendum that was expected to the proposal, or are there other 'expected' changes?**

1. During the next Phase of the RFP, is everyone that is considered "Qualified" going to be able to make formal presentations or is there going to be a short list determined at that point. There will be a short list and it will be those that make the "Qualification" cut.
2. Is cost going to be the key deciding factor? It is mentioned 7 times in the RFP addendum! Cost will be very important, but not the most important, experience and level of service provided are highest on the list.
3. Where do we stand from a pricing perspective against our competitors? We hear through the grapevine that Xerox Connect was the very low bid and the others were comparable? Xerox is the low bid, we are middle of the road.
4. Are you hearing rumors on any favorite vendors or any that out of the running for any reason? Not hearing rumors of favorites but are assuming that we are at the bottom of the list based on our lack of precieved public sector experience!
5. Is the minority component as important to the other Commissioners as it is to JWP? No, it is not as important to the other Commissioners.
6. What is OC3 Media's sense of comfortability with SNS? The RFP addendum states that Consultants will be able to have input on the final selection. OC-3 Needs more info on our public sector experience.
7. Why did JWP hire OC3 and are any of the other Commissioners using consulting firms. Is there an OC3 Contact person that we can talk to informally? Contact is Willy Dosher, he runs OC3, is friends with JWP and is looking at technical aspects of proposal.
8. Who is the "Evaluation Committee" for the next phase of the proposal? The addendum states MIS Director (we assume John Hennessey) Yes, Commissioner Court Admin (we assume Allen Climson) Yes, Purchasing agent (Who)? Philip Vasques
9. In what order would you recommend that we meet with the remaining Commissioners? Will you help facilitate these meetings? Only two of the Commissioners will meet with Vendors (Cantrell and Mayfield), and they may even be closing their doors. It was noted that Roy Orr (ACS's lobbyist) had a meeting with these two commissioners and brought along ACS management and that the commissioners didn't take favorably to this.
10. What is Allen Climson's role as Court Administrator for the Commisioners Court and what role does he play in the decision making process? What are his hot buttons? He is on the selection committee only and his main focus is "Capabilities in the Public Sector"
11. Who are the most influential judges and would you recommend us talking to them as well? The addendum states that the Selection Committee can solicit input from the

user Community. All judges are important, Lee Jackson and Jim will not meet with vendors.

12. Please validate that the Commissioners Court does not have to take the recommendation of the Selection Committee? Correct
13. What are the "Personal Wins" coming out of this for JWP? Minority business and Good solution for county.
14. What are SNS's perceived strengths and weaknesses? (Image, Minority Contribution, etc?) Weak on Public Sector (no case studies in the proposal)
15. **Will there be a 'minimal' score that eliminates any vendors, prohibiting them from 'final' consideration**? Yes.. The selection committee will defend its recommendations
16. **Please review addendum #1.7.11 and give us your spin**.
17. More…. Open for Input from SNS team

Action items as a result..

Kathy/Eddie- Kathy was told if any one vendors presents during the selction process, all will be able to present. Action item is to see what it will take to be able to have them allow vendors to present.

Kathy/Eddie-Verify what the internal deadline is for making the selections of the Qualified vendors.

Kathy/Eddie-Get a meeting with Willy Dosher of OC3 for us to present capabilities.

Eric/Chris- Complete public sector case studies marketing sheets and distribute.