software.hardware.integration

33 Knightsbridge Road, Piscataway, NJ 08854
888-764-8888 • www.shi.com

State Procurement Office
100 N 15th Ave.
Suite 201
Phoenix, AZ 85007

Dear Maureen McGovern:

SHI, International Corp is pleased to submit our response to the WSCA Software Value-Added Reseller, ADSPO11-00000358. SHI, previous doing business as Software House International, has been in business for over 21 years, specializing in Software Volume Licensing Agreements and Software Asset Management.

SHI's response outlines the experience, account and license management, e-procurement, and competitive pricing that we offer to our existing customers and put forward in our offer to WSCA.

- SHI has had over 15 years experience supporting State and Local Government customers and State Contract Management. Our response will outline our experience in managing State Contract agreements for over 20 states today. Our State Contracts range from East to West coasts, but we are looking forward to the opportunity to work WSCA and the State of Arizona, to further develop our State and Local business in the West.
- SHI's account teams have an average of 8 years experience supporting the IT needs of State and Local Government. Our field sales teams are dedicated to Government and Education customers. SHI builds local field sales teams to work directly with the State as well as Local Government and Education individual agencies.
- SHI's e-procurement systems are highly advanced and customized for our customers. We have made great investments on our SHI.COM websites with Endeca Search Engine, Filter Options, Comparison Features, and other features that make SHI.COM a customized solution that will fit all of our customer's needs.
- SHI's pricing methodology is competitive. We understand that State Government is forced to find cost-savings in every requisition. SHI's response offers not only a competitive Cost + Markup but also opportunities to assist State Government with "real" savings by working with you and the Publishers everyday and analyzing your spending, your current and future projects, and options. The savings that states realize when working with SHI on planning and negotiating their Software Licensing Agreements can be thousands, hundreds of thousands and even millions of dollars. This is the value of working with a company like SHI that focuses on Software Licensing as core to their business.

I appreciate your time in reviewing our response, and would like the opportunity to discuss with you areas where you have further questions about what SHI has provided to our State and Local Government customers and how we can provide the same quality service and support to WSCA. If you have any questions about our response, please feel free to contact me directly at 848-248-3129.

Sincerely,

Katie O'Kane

Katie O'Kane
Sr. Director, Public Sector Sales