

Option 1
Option 2

**Commonwealth of Pennsylvania
Office of Administration and Department of Corrections**

Disadvantaged Business Information Section

RFP Number No. 2005-081-011



September, 8, 2005

BY FACSIMILE: (937) 898-4447

ShawnTech Communications, Inc.
One ASET Centre, Suite 102
Dayton International Airport
Vandalia, OH 45377

Re: Letter of Intent to Team, RFP No. 2005-081-011 for Section 2, Inmate Telephone System

Dear Sirs:

MCI, Inc. ("MCI") intends to submit a proposal to the Commonwealth of Pennsylvania, Office of Budget and Administration, Bureau of Infrastructure and Operations Department of Corrections in response to RFP No. DOC-1000-Phone2006 for Inmate Telephone Services (the "Pennsylvania DOCS RFP"). MCI and ShawnTech Communications Inc. ("SCI") have begun conducting discussions regarding MCI's potential use of SCI to provide certain portions of the Pennsylvania DOCS RFP work, as more specifically outlined in the Statement of Work ("SOW") document currently being drafted by MCI and SCI.

Provided that MCI and SCI agree to the scope of services and a reasonable price, MCI intends to enter into a Teaming Agreement with SCI. Under the terms of the Teaming Agreement, MCI will agree to offer SCI the portion of work in its proposal relating to the SOW, and SCI will agree to enter into a subcontract with MCI upon award of the Pennsylvania DOCS project and any necessary government approval.

Please sign below and return to me by fax to 636-793-5749 if you agree.

We look forward to working with you on this project. You may contact me at 636-793-3457 if you have any questions.

Sincerely,

Stephen D Viefhaus
Director, Justice Solutions
MCI

AGREED: _____

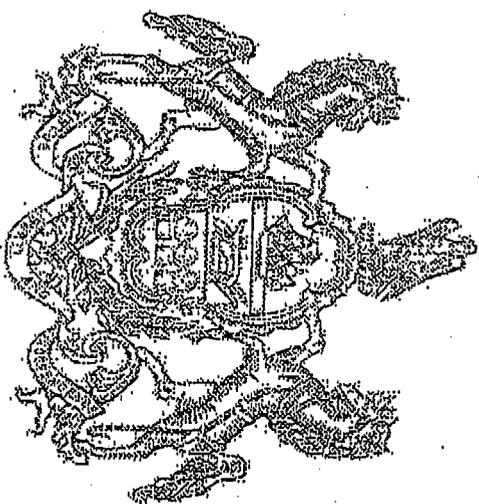


9/8/05

Commonwealth of Pennsylvania

DEPARTMENT
OF

GENERAL SERVICES



Be it hereby known that

ShawnTech Communications, Inc.

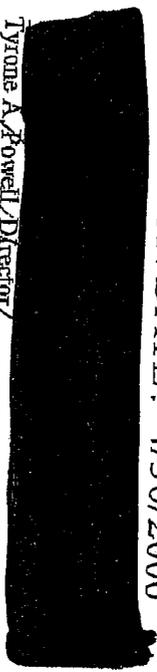
A

Minority Business Enterprise

Is recognized as a certified business enterprise owned and controlled in accordance with the criteria established by Executive Order No. 1996-8 and 4 Pennsylvania Code, Section 68.204.

ISSUE DATE: 3/4/2004

EXPIRATION DATE: 4/30/2006



Tyrone A. Powell, Director
Bureau of Minority and Women
Business Opportunities



Commonwealth of Pennsylvania

Office of Administration and Department of Corrections

Section 1

Disadvantaged Business Information Section

RFP No. 2005-081-011

13 October 2005, 1:00 p.m. ET

Technical Proposal

Submitted to:

Bureau of Infrastructure and Operations
Network Administration
1 Technology Park
Harrisburg, PA 17110-2913
Attn: Georgia A. Baer, Contract Administrator

Submitted by:

MCI Government Markets
1945 Old Gallows Rd.
Vienna, VA 22182

2.2-4 Disadvantaged Business Information

To receive credit for being a Small Disadvantaged Business or a Socially Disadvantaged Business, entering into a joint venture agreement with a Small Disadvantaged Business or subcontracting with a Small Disadvantaged Business (including purchasing supplies and/or services through a purchase agreement), a company must include proof of Disadvantaged Business qualification in the Disadvantaged Business Submittal of the proposal:

MCI Response:

MCI has read, understands and submits that although MCI is subcontracting many of the services necessary to meet the requirements of the Section 1 Coin/Card Public Payphone of RFP 2005-081-011, MCI was unable to find an MBE or WBE subcontractor that could meet MCI's needs. Because of this, MCI has not completed the listed below MBE/WBE information.

- a. Small Disadvantaged Businesses qualifying as a result of MBE/WBE certification from BMWBO must provide a photocopy of their BMWBO certificate.
- b. Disadvantaged Businesses qualifying as a result of certification from the U.S. Small Business Administration as an 8(a) or small disadvantaged business must submit proof of Small Business Administration certification. The owners of such businesses must also submit proof of United States citizenship.
- c. All companies claiming Small Disadvantaged Business status, whether as a result of BMWBO certification or Small Business Administration certification as an 8(a) or small disadvantaged business, and must attest to the fact that the business has 100 or fewer employees.
- d. All companies claiming Small Disadvantaged Business status, whether as a result of BMWBO certification or Small Business Administration certification as an 8(a) or small disadvantaged business, must submit proof that their gross annual revenues are less than \$20,000,000 (\$25,000,000 for those businesses in the information technology sales or service business). This can be accomplished by including a recent tax or audited financial statement.

All companies claiming status as a Socially Disadvantaged Business must include in the Disadvantaged Business Submittal of the proposal clear and convincing evidence to establish that the business has personally suffered racial or ethnic prejudice or cultural bias stemming from the business person's color, ethnic origin or gender. The submitted evidence of prejudice or bias must:

- a. Be rooted in treatment, which the business person has experienced in American society, not in other countries.
- b. Show prejudice or bias that is chronic and substantial, not fleeting or insignificant.
- c. Indicate that the business person's experience with the racial or ethnic prejudice or cultural bias has negatively impacted on his or her entry into and/or advancement in the business world.

BMWBO shall determine whether the Contractor has established that a business is socially disadvantaged by clear and convincing evidence.

In addition to these verifications, the Disadvantaged Business Submittal should include the following information:

- The name and telephone number of the project (contact) person for the Small Disadvantaged Business(s) or Socially Disadvantaged Business.
- The company name, address, telephone number of the prime contact person for each specific Small Disadvantaged Business or Socially Disadvantaged Business included in the proposal. The Contractor must specify the Small Disadvantaged Business(s) or Socially Disadvantaged Business to which it is making commitments. The Contractor will not receive credit by stating that it will find a Small Disadvantaged Business or Socially Disadvantaged Business after the contract is awarded or by listing several companies and stating you will select one later.
- The specific work, goods, or services the Small Disadvantaged Business(s) or Socially Disadvantaged Business(s) will perform or provide.
- The location where the Small Disadvantaged Business(s) or Socially Disadvantaged Business will perform these services.
- The timeframe for the Small Disadvantaged Business(s) or Socially Disadvantaged Business to provide or deliver the goods or services.
- The amount of capital, if any, the Small Disadvantaged Business(s) or Socially Disadvantaged Business will be expected to provide.
- The form and amount of compensation each Small Disadvantaged Business or Socially Disadvantaged Business will receive. In the Disadvantaged Business portion of the proposal, provide the estimated dollar value of the contract to each Small Disadvantaged Business or Socially Disadvantaged Business.
- The percent of the total value of services or products purchased/subcontracted under the proposal that will be provided by the Disadvantaged Business(s) or Socially Disadvantaged Business.
- In the case of a joint venture agreement, a copy of the agreement, signed by all parties, must be included in the Disadvantaged Business Submittal of the proposal. If subcontracting, a signed subcontract or letter of intent must be included in the Disadvantaged Business portion of the proposal.
- Include in the Disadvantaged Business Submittal, any and all information concerning the Contractor's proposed utilization of small businesses located in Designated Enterprise Zone as required by Section II-8, *Enterprise Zone Small Business Utilization Response*.

The Disadvantaged Business Submittal must be clearly identified as Disadvantaged Business information and sealed in an envelope separately from the remainder of the proposal. Only one copy of the Disadvantaged Business Submittal is needed.

The dollar value of the commitment to each Small Disadvantaged Business or Socially Disadvantaged Business must be sealed in the same envelope with the Disadvantaged Business portion of the proposal. The selected Contractor's Disadvantaged Business commitment amount, name of Disadvantaged Business, services to be provided including timeframe for performing services will be included as a contractual obligation when the contract is executed.



Offerors may submit, within the same proposal envelope, alternate proposals for differing utilization of Small Disadvantaged Businesses or Socially Disadvantaged Businesses. For example, a proposal may be submitted by prime contractor with a Small Disadvantaged Business as a subcontractor while an alternate proposal may be submitted by the Small Disadvantaged Business as the prime contractor. If an alternate proposal is offered, it must include separately sealed Technical, Price, and Disadvantaged Business submittals for the alternate. The Alternate proposal will be scored separately. Only the higher-scored proposal (prime proposal or alternate proposal) will be eligible for participation for Best and Final Offers.



Commonwealth of Pennsylvania

Office of Administration and Department of Corrections

Section 2

Disadvantaged Business Information Section

RFP No. 2005-081-011

13 October 2005, 1:00 p.m. ET

Technical Proposal

Submitted to:

Bureau of Infrastructure and Operations
Network Administration
1 Technology Park
Harrisburg, PA 17110-2913
Attn: Georgia A. Baer, Contract Administrator

Submitted by:

MCI Government Markets
1945 Old Gallows Rd.
Vienna, VA 22182



2.2-4 Disadvantaged Business Information

To receive credit for being a Small Disadvantaged Business or a Socially Disadvantaged Business, entering into a joint venture agreement with a Small Disadvantaged Business or subcontracting with a Small Disadvantaged Business (including purchasing supplies and/or services through a purchase agreement), a company must include proof of Disadvantaged Business qualification in the Disadvantaged Business Submittal of the proposal:

MCI Response:

MCI has read, understands and requests that MCI be given the appropriate evaluation point credit as part of the evaluation of MCI's response to Section 2 Inmate Telephone Services of RFP #2005-081-011. The requested point credit to be given to MCI and used in the evaluation is due to MCI's proposed subcontract with ShawnTech Communications Inc. (ShawnTech), a Small Disadvantaged Business (MBE) as certified by the Pennsylvania Department of General Services Bureau of Minority and Women business Opportunities (BMWBO). MCI has provided in the pages to follow and attachments, copies of requested documentation as well as response to each of the qualification statements as provided in the RFP.

- a. Small Disadvantaged Businesses qualifying as a result of MBE/WBE certification from BMWBO must provide a photocopy of their BMWBO certificate.

MCI Response:

MCI has read, understands and has provided a copy of ShawnTech's Certification as provided by BMWBO attached to the document.

- b. Disadvantaged Businesses qualifying as a result of certification from the U.S. Small Business Administration as an 8(a) or small disadvantaged business must submit proof of Small Business Administration certification. The owners of such businesses must also submit proof of United States citizenship.

MCI Response:

MCI has read, understands and submits that ShawnTech meets the Small Disadvantaged Business through its certification with BMWBO and not the U.S. Small Business Administration and as such has not provided the requested documentation.



- c. All companies claiming Small Disadvantaged Business status, whether as a result of BMWBO certification or Small Business Administration certification as an 8(a) or small disadvantaged business, and must attest to the fact that the business has 100 or fewer employees.

MCI Response:

MCI has read, understands and submits that ShawnTech has fewer than 100 employees.

- d. All companies claiming Small Disadvantaged Business status, whether as a result of BMWBO certification or Small Business Administration certification as an 8(a) or small disadvantaged business, must submit proof that their gross annual revenues are less than \$20,000,000 (\$25,000,000 for those businesses in the information technology sales or service business). This can be accomplished by including a recent tax or audited financial statement.

MCI Response:

MCI has read, understands and submits that ShawnTech's gross annual revenues are less than \$25,000,000.00 (ShawnTech is an information technology service business). Proof of annual gross revenues can be obtained through a review of ShawnTech Annual Reports as provided in PA Attachment 26 of the RFP response.

All companies claiming status as a Socially Disadvantaged Business must include in the Disadvantaged Business Submittal of the proposal clear and convincing evidence to establish that the business has personally suffered racial or ethnic prejudice or cultural bias stemming from the business person's color, ethnic origin or gender. The submitted evidence of prejudice or bias must:

- a. Be rooted in treatment, which the business person has experienced in American society, not in other countries.
- b. Show prejudice or bias that is chronic and substantial, not fleeting or insignificant.
- c. Indicate that the business person's experience with the racial or ethnic prejudice or cultural bias has negatively impacted on his or her entry into and/or advancement in the business world.

BMWBO shall determine whether the Contractor has established that a business is socially disadvantaged by clear and convincing evidence.

MCI Response:

MCI has read, understands and submits that BMWBO has established that ShawnTech has met the above qualifications evident though the existing BMWBO Certification attached to the section.



In addition to these verifications, the Disadvantaged Business Submittal should include the following information:

- The name and telephone number of the project (contact) person for the Small Disadvantaged Business(s) or Socially Disadvantaged Business.

MCI Response:

MCI has read, understands and has provided the following contact at ShawnTech Communications Inc.

ShawnTech President
Lance Fancher
One ASET Centre, Suite 102
Dayton International Airport
Vandalia, OH 45377
Phone: 937-898-4900

- The company name, address, telephone number of the prime contact person for each specific Small Disadvantaged Business or Socially Disadvantaged Business included in the proposal. The Contractor must specify the Small Disadvantaged Business(s) or Socially Disadvantaged Business to which it is making commitments. The Contractor will not receive credit by stating that it will find a Small Disadvantaged Business or Socially Disadvantaged Business after the contract is awarded or by listing several companies and stating you will select one later.

MCI Response:

MCI has read, understands and submits that it will subcontract with ShawnTech Communications Inc. Prime contact person for ShawnTech is as provided below.

ShawnTech President
Lance Fancher
One ASET Centre, Suite 102
Dayton International Airport
Vandalia, OH 45377
Phone: 937-898-4900

- The specific work, goods, or services the Small Disadvantaged Business(s) or Socially Disadvantaged Business(s) will perform or provide.

MCI Response:

ShawnTech as a Subcontractor to MCI, under any contract awarded to MCI by the Commonwealth as a result of MCI's response to Section 2, Inmate Telephone Service RFP # 2005-081-011, ShawnTech will provide all PIN Administration Personnel and Management as well all Field Technical Support Personnel.



- The location where the Small Disadvantaged Business(s) or Socially Disadvantaged Business will perform these services.

MCI Response:

All subcontracted services, as described above, performed by ShawnTech under any contract awarded to MCI by the Commonwealth as a result of MCI's response to Section 2, Inmate Telephone Service RFP # 2005-081-011 will be performed in the Commonwealth of Pennsylvania.

- The timeframe for the Small Disadvantaged Business(s) or Socially Disadvantaged Business to provide or deliver the goods or services.

MCI Response:

All ShawnTech subcontracted services will be provided for the full term of any contract awarded to MCI by the Commonwealth as a result of MCI's response to Section 2, Inmate Telephone Service RFP # 2005-081-011. The RFP states that the contract term would be five (5) years with a non-mutual option to review for a period of two (2) additional one (1) year periods.

- The amount of capital, if any, the Small Disadvantaged Business(s) or Socially Disadvantaged Business will be expected to provide.

MCI Response:

MCI will not expect ShawnTech to expend any amount of capital under any contract awarded to MCI by the Commonwealth as a result of MCI's response to Section 2, Inmate Telephone Service RFP # 2005-081-011.

- The form and amount of compensation each Small Disadvantaged Business or Socially Disadvantaged Business will receive. In the Disadvantaged Business portion of the proposal, provide the estimated dollar value of the contract to each Small Disadvantaged Business or Socially Disadvantaged Business.

MCI Response:

As a subcontractor to MCI under any contract awarded to MCI by the Commonwealth as a result of MCI's response to Section 2, Inmate Telephone Service RFP # 2005-081-011, ShawnTech will receive the following fixed monthly payment based upon the PIN Administration Option chosen by the Commonwealth. ShawnTech's estimated contract value has also been provided below and is based upon a seven (7) year (five (5) year base with two (2) option years) contract term.



Option 1 – Centralized PIN Administration

Monthly Payment: \$104,583.33
Estimated Contract \$ Value: \$8,785,000.00

Option 2 – De-Centralized PIN Administration

Monthly Payment \$175,000.00
Estimated Contract \$ Value \$14,700,000.00

- The percent of the total value of services or products purchased/subcontracted under the proposal that will be provided by the Disadvantaged Business(s) or Socially Disadvantaged Business.

MCI Response:

Listed below is the estimated percentage of total value of services, by PIN Administration Option, that will be subcontracted to ShawnTech under any contract awarded to MCI by the Commonwealth as a result of MCI's response to Section 2, Inmate Telephone Service RFP # 2005-081-011.

Option 1 – Centralized PIN Administration

56.7%

Option 2 – De-Centralized PIN Administration

68.6%

4,924,945

- In the case of a joint venture agreement, a copy of the agreement, signed by all parties, must be included in the Disadvantaged Business Submittal of the proposal. If subcontracting, a signed subcontract or letter of intent must be included in the Disadvantaged Business portion of the proposal.

MCI Response:

MCI has read, understands and has attached to this section a copy of MCI's letter of intent to subcontract PIN Administration Personnel and Field Technician Personnel under any contract awarded to MCI by the Commonwealth as a result of MCI's response to Section 2, Inmate Telephone Service RFP # 2005-081-011.



- Include in the Disadvantaged Business Submittal, any and all information concerning the Contractor's proposed utilization of small businesses located in Designated Enterprise Zone as required by Section II-8, *Enterprise Zone Small Business Utilization Response*.

MCI Response:

MCI has read, understands and submits that MCI has not proposed to utilize any small businesses located in Designated Enterprise Zones.

The Disadvantaged Business Submittal must be clearly identified as Disadvantaged Business information and sealed in an envelope separately from the remainder of the proposal. Only one copy of the Disadvantaged Business Submittal is needed.

MCI Response:

MCI has read, understands and has complied with requested information within this RFP section.

The dollar value of the commitment to each Small Disadvantaged Business or Socially Disadvantaged Business must be sealed in the same envelope with the Disadvantaged Business portion of the proposal. The selected Contractor's Disadvantaged Business commitment amount, name of Disadvantaged Business, services to be provided including timeframe for performing services will be included as a contractual obligation when the contract is executed.

MCI Response:

MCI has read, understands and has complied with requested information within this RFP section.

Offerors may submit, within the same proposal envelope, alternate proposals for differing utilization of Small Disadvantaged Businesses or Socially Disadvantaged Businesses. For example, a proposal may be submitted by prime contractor with a Small Disadvantaged Business as a subcontractor while an alternate proposal may be submitted by the Small Disadvantaged Business as the prime contractor. If an alternate proposal is offered, it must include separately sealed Technical, Price, and Disadvantaged Business submittals for the alternate. The Alternate proposal will be scored separately. Only the higher-scored proposal (prime proposal or alternate proposal) will be eligible for participation for Best and Final Offers.

MCI Response:

MCI has read, understands and has chosen not to submit any alternative proposals.