

October 14, 2020

David Brandon-Friedman
Senior Account Manager
Indiana Department of Administration
Procurement Division
402 W. Washington Street
Room W468
Indianapolis, IN 46204

Re: RFP 21-1788 Single Imaging Vendor

Dear Mr. Brandon-Friedman:

Fairfax Imaging, Inc. (dba Fairfax Software) is responding to the Request for a Best and Final Offer ("BAFO") pricing related to the above referenced RFP. As a responsible vendor, Fairfax Software takes pride in taking ample time to study and refine its pricing at the time of RFP response elaboration so to always offer our clients the best and most competitive price while balancing the superior quality of our rendering.

Given that the Indiana Department of Revenue already enjoys an unlimited sitewide license to our *Quick Modules* suite for both forms and remittance, the licensed software in our response is offered free of charge in this unlimited capacity. Therefore, the pricing component of our proposal is mostly composed of our professional services fees for our veteran team of experienced and professional subject matter experts in tax data capture and remittance processing. These professional experts have successfully completed many engagements similar in nature and scope to this Indiana Department of Revenue project. Given the scope of this engagement, we feel that our pricing for professional services is extremely competitive and offers the best overall value to the State of Indiana.

As such, we feel confident that our pricing, while competitive, is also extremely responsive to the tasks required for a successful Single Imaging Vendor project, thereby guaranteeing unequivocal success of this project. This notwithstanding the free unlimited sitewide license to our award-winning *Quick Modules* suite that is in use at over twenty-three (23) other state revenue departments throughout the US. We state with confidence that Fairfax Software has addressed all requirements listed in the RFP and have not reduced or modified any services initially proposed.

We look forward to your review of our response and to enter into a successful relationship with State of Indiana Department of Revenue. Should you have any questions about our proposal, please contact me at 877-627-8325 x103 or via email at mminter@fairfaxsoftware.com.

Sincerely,



Michael D. Minter
Vice President of Sales and Marketing