



April 7, 2011

Maureen McGovern
Senior Procurement Specialist
State of Arizona Department of Administration
State Procurement Office 100 North 15th Ave Suite 201
Phoenix, AZ 85007

Phone: 602-542-9125

Solicitation No: ADSP011-00000358
Description: WSCA Software Value-Added Reseller

Dear Ms. McGovern:

This letter confirms that Dell may act as an authorized reseller of the GW Micro, Inc. products and services, in the United States, to fulfill the WSCA contract and they will source those products by leveraging our established, authorized distribution network as applicable from state to state.

Please call me if I can be of further assistance. Thank you for the consideration.

Regards,

A handwritten signature in black ink, appearing to read 'Daniel R. Weirich', is written over a light blue horizontal line.

Daniel R. Weirich
President
GW Micro, Inc.