a woman-owned, small business

Questionnaire – Qualifications - Provista

For the Attention of

Maureen McGovern

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Phone: (602) 542-9125.

Solicitation Number: ADSPO11-00000358

WSCA Software Value-Added Reseller

Information Submitted by:

Provista Software Int'l, Inc.

39210 State Street, Suite 100

Fremont, CA 94538

Phone: (510) 794-1884

7th April 2011

Contact: Joanne Taylor

Email: joanne.taylor@provista.com

Premier Business Partner

Authorized Software Value Plus Government

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1 Overview of the Organization

1.1 Structure

Provista's headquarters is located in Fremont (Northern California). We also have locations in Boston, Raleigh and Los Angeles.

1.2 History

Provista is a certified woman-owned (WBE), small disadvantaged (DBE) Information Technology Company specializing in providing products and services to Government agencies. We have been in business for over 25 years. Because of our long time partnership with IBM, we have a depth of experience in all of the IBM software products, including Tivoli, WebSphere, Information Management, Rational and Lotus. Additionally, we support many of IBM's hardware products.

Provista has carried IBM software products on its GSA Schedule since 2003 and is one of only four vendors who carries IBM products on a California SLP Contract.

1.3 Awards

2010 IBM-Avnet GovPath Trusted Advisor Award

2010 Top 50 Largest Women Owned Businesses in San Francisco Bay Area (#14)

2009 Women of Influence (Joanne Taylor), Silicon Valley

2008 Top Fifty Women-Owned Businesses in Silicon Valley (#10)

2007 Top Fifty Women-Owned Businesses in Silicon Valley (#12)

2001 Top 100 Largest Women Owned Businesses in San Francisco Bay Area

2000 Top Fifty Women Owned Businesses in Silicon Valley

1998 Network VAR Top 100 Integrators

1997 Finalist for Enterprising Woman of the Year (Joanne Taylor), Silicon Valley

1990 Inc. 500 List of Fastest Growing Private Companies

1.4 Software Value Added Reseller (SVAR)

Provista is both a Software Value Added Reseller (SVAR) and an Independent Software Vendor (ISV).

2 Publisher Accounts for Which Provista is an Authorized Reseller

Questionnaire-Qualifications, RepPublishers is submitted as a separate document.

Provista is an authorized IBM Reseller and a Premier Business Partner. We are the ***ONLY*** IBM Partner in North America certified as ***Industry Authorized for Government***. This certification requires passing a rigorous IBM Board Review, demonstrating that you truly know, understand and specialize in the industry (in this case, Government). In addition to this distinction, we hold a number of certifications in the numerous IBM Software Products. A copy of our Authorized Reseller Status and Certifications is attached as **Attachment A**.

Provista currently does not have reseller relationships with any other brands; however, we understand that this could be a requirement and we have no objection to establishing a relationship with any of the vendors listed.

3 Experience and Expertise

3.1 License Management

Provista extensive experience in License Management and is currently managing Licenses for agencies such as the USDA. Please refer to **Attachment B** for more information on these services.

3.2 Account Management

Provista currently has a GSA Schedule (Federal Contract), a California CMAS (State Contract) and a California SLP Contract (State Contract). All of those contracts require account management and reporting on a quarterly basis. You may check with any of the following people as to our performance on managing and reporting on those contracts:

- GSA GS-35F-0065P Jan DiBacco 617-565-7620 janette.dibacco@gsa.gov
- SLP 08-70-0077B Steve Lower 916-375-4539 steve.lower@dgs.ca.gov
- CMAS 3-07-70-1428B CO 916-375-4365 cmas@dgs.ca.gov

3.3 Training

Compliance/License Management Training: As part of our License Management (see **Attachment B**), we provide training to your people on how to manage their licenses and how to navigate the vendor's system for getting the support they need and for downloading software and fixes.

Technical Training: As part of our offerings, we can provide "Ed Packs", which give discounted pricing on IBM's online and classroom technical training.

3.4 Software Consultation

Provista started in 1985 as a software consulting company. Over the years we have developed particular skills in assembling and managing teams of highly specialized technical staff. Because of our long time partnership with IBM, we have a depth of experience in most of the IBM software products, including Tivoli, WebSphere, Information Management, Rational and Lotus. Additionally, we support many of IBM's hardware products.

Please refer to our references in Section 4.4 for more information.

*3.5 Other – PR*VIDE Asset & Evidence Management*

The reality of today's economy is that most public safety agencies must ensure they make the most of their resources—to increase productivity and manage budgets wisely. The key is to have the most efficient, cost-effective processes possible, and new technology can be a real asset in that respect. Streamlined workflow, data sharing across multiple sites, reduced errors, and increased efficiency are just a few of the advantages that Provista's PR*VIDE suite of software products can offer.

Because of the depth of our experience in public safety, we provide a powerful, integrated, suite of software designed specifically to meet your Asset, Work Order, Fleet Management and Evidence Management needs. Each module can stand separately while still integrating seamlessly with existing systems; or it can be used in conjunction with the other software modules Provista has to offer – creating a comprehensive public safety solution.

The PR*VIDE suite of software is scalable - ranging from very small to large agency requirements. Depending upon the particular requirements, PR*VIDE can provide a shrink-wrap, lock and load, stand-alone solution or a customized integrated solution.

4 Clients

4.1 Client List

Provista has been providing SVAR services to the government, at both a federal and state/local level, for over 25 years. Most of our customers have been with us for well over 10 years. We provide our clients with competitive pricing on their software, annual renewals and, in many cases, on implementation and integration services. We can act as a pure reseller or we can provide the value-add some agencies require.

Some of Provista's client list (from 2010), at the Federal level, include:

Air Force	Dept of Health & Human Svcs	National Institute of Standards & Technology
Army	Dept of Interior	National Security Agency
Bureau of Labor Statistics	Dept of Justice	National Weather Service
Bureau of Reclamation	Dept of Labor	Navy
Centers for Disease Control	Dept of the Treasury	NOAA
Coast Guard	Dept of Transportation	Nuclear Regulatory Commission
Comptroller of the Currency	FAA	Office of Personnel Mgmt
Defense Contract Management Agency	FBI	Pension Benefit Guaranty Corp
Defense Information Systems Agency	Food & Drug Administration	Sandia National Labs
Defense Logistics Agency	General Services Agency	Smithsonian Institution
Dept of Agriculture	Immigration & Naturalization	State Department
Dept of Commerce	Library of Congress	US Courts
Dept of Education	National Geospatial Intelligence Agency	US Marshal

Provista's client list (from 2010), at the State & Local level, includes:

CA California State Universities	CA Orange County	NV Dept of Human Resources
CA Dept of Mental Health	CA Public Utilities Commission	NY City of New York
CA Dept of Motor Vehicles	CA San Diego County	OR Oregon State Police
CA Dept of Public Health	CA State Teachers Retirement System	VA Campbell County
CA Dept of Transportation	CT Town of Greenwich	VA Commonwealth University Tech
CA Franchise Tax Board	IL State Universities Retirement System	VA Martinsville
CA Metropolitan Transit Commission	MI Lansing Community College	WA Administrative Office of the Courts
CA Office Statewide Health Planning	ND Information Technology	WA Department of Corrections

4.2 Recently Won Government Contracts

- US: FCIS-JB-980001-B / GSA Schedule 70 for Software Licenses & Renewals: This was an exercise of our first option. This option extends this contract through 10/29/2013.
- CA: 3-07-70-1428B / CMAS for Consulting Services: This is an exercise of the first option and extends this contract through 12/30/2013.
- CA: 08-70-0077B / SLP Schedule for Software Licenses & Renewals: This contract is very similar to the WSCA contract. The term is from 7/1/2008 through 6/30/2011.
- US: N00104-10-F-QV44 / US Navy: This contract was for WebSphere MQ software and implementation at two Navy sites (Puget Sound and Norfolk). The POP was 10/1/2010 through 3/31/2011. As a result of the customer satisfaction with this contract, there was a subsequent contract (below).
- US: N00104-11-F-Q637 / US Navy: This contract was for follow on software and was as a result of our past performance. The POP on this contract is 4/1/2011 through 3/31/2012.

4.3 Lost or Resigned Government Contracts

Provista has neither lost nor resigned a contract. Ever.

4.4 References

REFERENCE			
Name of Firm	**Oregon State Police**		
Street Address	**255 Capitol St. N.E., 4th Floor**		
City **Salem**		State **OR**	Zip Code **97310**
Contact Person	**Roberta Watson**	Phone	**503-934-0183**
E-mail	**roberta.m.watson@state.or.us**		
Dates of Service	**5/22/2010 – (open)**	Value/Cost of Service	**$378,000**

☒ Company Reference ☐ Individual Reference Name of Individual:

Brief Description of Service Provided:

CONTRACT #: 102-1507-10

Implement an asset and inventory management solution based on Provista's PR*VIDE technology. The system to be hosted in the Oregon State data center and Provista to supply 1st and 2nd level support.

As a comprehensive asset management tool, the solution enables the department to track, assign, transfer and optimize the value of its critical assets in all classes including vehicles, technology, facilities, inventory, personnel, and protective and special equipment. It also provides an easy-to-use Web-based interface plus reporting, data management, system administration and security functionality. Provista brought the project in on budget and on time. They continue to provide resources to add additional special functionality in support of the 700+ sworn officers in the organization.

REFERENCE			
Name of Firm	**US Navy – Naval Sea Logistics Center**		
Street Address	**NORFOLK NAVAL SHIPYARD**		
City **Portsmouth**		State **VA**	Zip **23709**
Contact Person	**Diane Kimble Waters**	Phone	**(904) 270-7464**
E-mail	**diane.waters@navy.mil**		
Dates of Service	**10/1/2010-3/31/2011**	Value/Cost of Service	**$170,665**

☒ Company Reference ☐ Individual Reference Name of Individual:

Brief Description of Service Provided:

CONTRACT #: N00101-10-F-QV44

Install and configure WebSphere MQSeries (MQSeries) for the Navy at Norfolk Naval Shipyard and Puget Sound Naval Shipyard. Provide documentation of the configuration and guidance for additional changes that may be needed in the future, covering the parameters used in installing MQSeries as well as a process to use when installing SSL/TLS and for backup and recovery.

REFERENCE

Name of Firm **NOAA/NWS**

Street Address **1305 East West Hwy**

City **Silver Spring** State **MD** Zip Code **20910**

Contact Person **Robert Bunge** Phone **301-713-0882 x114**

E-mail **Robert.Bunge@noaa.gov**

Dates of Service **09/01/2007 – (open)** Value/Cost of Service **$2,858,000**

☒ Company Reference ☐ Individual Reference Name of Individual:

Brief Description of Service Provided:

CONTRACT #: DG133-W-07-NC1669 & DG133-W-10-NC2254

In support of the NWS, Telecommunications Operations Center, provide IBM WebSphere Broker & Message Queue Support. Perform & provide Operations and Maintenance activities for skills transfer and staff augmentation. Provide troubleshooting and problem resolution. Integrate Security Policies. Integrate Best Practices. Document all activities. Estimated cost savings of 30% and an improvement in network uptime. Process Improvements: We worked with NOAA to provide a complete test environment, minimizing the risk of production system downtime. Also, we've brought support for a number of externally supported processes in-house. We've improved uptime of the network to 5 9's (99.999%).

5 Quotes, Billings & Audits

Accuracy in quoting, invoicing and providing follow on Proof of Entitlement documents is a source of pride for Provista. Because we have been doing this for a number of years, we have developed internal Best Practices for this process.

First of all, currently our GSA pricing can be found on our website at

http://www.provista.com/industries/government-federal-state-and-local.

We have a shared internal system so that more than one pricing analyst has access to your quotes. This provides for backup, should your rep be away from his/her job for any length of time.

We receive our quote from IBM, either directly or through our distributor. That quote is loaded into a system that automatically adds the agreed upon up-lift and generates a quote. This quote is then stored in the shared system. The system sits behind a secure firewall, so only authorized Provista personnel have access to it.

Once the order is received and placed with IBM, the invoice is generated. There is a checklist that goes with the order to our billing department. They ensure that the quote, order and invoice are audited for accuracy and the package is moved from pending to processed. At this point a tickler is generated to remind us to follow through with the Proof of Entitlement. From our point of view, an order is not complete until the customer has PROOF that they own the software and that they are in compliance with the vendor's T's & C's.

Included as **Attachment C** are three sample invoices:

1. Sample invoice from an SLP order (similar to WSCA)
2. Sample invoice from a GSA order (also similar to WSCA)
3. Sample hourly-rate invoice

Because we keep records of what each agency has ordered through us, we could provide that information in an electronic format to any agency conducting an internal audit. Additionally, because of our relationship with the software vendor, we can ask for their audit reports to determine where the PE might be deficient in their software renewals.

We consider it very important to help our customers stay in compliance and avoid huge vendor imposed fines and reinstatement fees.

6 Key Personnel

Joanne Taylor, President: Has been with Provista for over 25 years and has ultimate responsibility for this contract.

Byron Westlund, Vice President: Oversees the IBM products group and has been with Provista for four years. Prior to Provista, Byron was with HP and headed up their Consulting Division.

Smita Gautam, Contract Compliance & Finance: Smita Gautam has been with Provista almost two years and is our Contract Compliance Specialist. Smita also oversees the distributor relationship and heads up our Finance Department.

Sean Sullivan: Business Development Manager for the NorthEast and for Federal Civilian Sales.

Ed Cleary: Business Development Manager for the SouthEast and for Federal DoD/Intel Sales.

Curt Schwinck: Business Development Manager for the West. Also covers hardware sales.

In addition to Sean, Ed and Curt being able to cover for each other during time off, Smita and Byron are also able to provide cover. And, during the crazy times (like fiscal year end), Joanne has even been known to pitch in!

7 Financial Stability

Provista has been in business since 1985. We have survived two of the worst economic downturns since the great depression and we are still here and still growing. We do not have audited annual statements; however our annual financials are reviewed by our CPA and used as the basis for filing our corporate tax returns. We would be happy to provide copies of our taxes upon request. We have attached our 2008, 2009, and 2010 Income Statements and Balance Sheets as a demonstration of our financial stability (see **Attachment D**).

8 Subcontractors

We do not intend to use any subcontractors.

A Attachment A – Authorized Reseller Status and Certifications

IBM

Provista Software Intl, Inc.

Doing business as
Provista

IBM Business Partner level
Premier

Address
39210 State Street, Suite 100
Fremont, CALIFORNIA 94538
UNITED STATES

Telephone number
510.794.1884

Company Website
http://www.provista.com

Company overview *
Provista has provided both public and private sector companies with quality products and services since 1985. Provista is a w
business with a GSA Schedule 70 listing ALL of IBM's software products, including renewals and reinstatements.

Areas of expertise (industries, solution areas, etc)*

Area	Expertise
Hardware platform	IBM BladeCenter
Hardware platform	IBM Cluster Servers
Hardware platform	IBM OpenPower
Hardware platform	IBM PowerPC
Hardware platform	IBM Power Systems
Hardware platform	IBM System i
Hardware platform	IBM System p
Hardware platform	IBM System Storage
Hardware platform	IBM System x
Hardware platform	IBM System z
Hardware platform	Intel Personal Computers and Notebooks
Hardware platform	Mobile Devices
Industry	Aerospace & Defense
Industry	Computer Services
Industry	Education
Industry	Financial Markets
Industry	Government, State/Provincial/Local
Operating system	AIX
Operating system	Java/OS
Operating system	Linux
Operating system	OS/390
Operating system	OS/400
Operating system	SCO UNIX
Operating system	Solaris
Operating system	Windows
Operating system	z/OS
Operating system	z/VM
Operating system	z/VSE

Area	Expertise
Solution area	Application Development Tools
Solution area	Application Management
Solution area	Application Servers
Solution area	Asset Management
Solution area	Business Continuity
Solution area	Business Intelligence
Solution area	Content Management
Solution area	Database Management
Solution area	Database Servers
Solution area	Enterprise Data Management
Solution area	Enterprise e-mail: Messaging & Collaboration
Solution area	Enterprise Resource Planning (ERP)
Solution area	Information Integration
Solution area	Information on Demand
Solution area	Information Technology (IT) Management
Solution area	Internet Firewall/Security
Solution area	Java Technology
Solution area	Message Servers
Solution area	Network Management
Solution area	Product Life-cycle Management
Solution area	Security
Solution area	Security Management
Solution area	Server Consolidation
Solution area	Service Management
Solution area	Service-oriented architecture
Solution area	Storage Area Networks (SAN)
Solution area	Storage Management
Solution area	Transaction Servers
Solution area	Virtualization & Consolidation
Solution area	Web Application Servers
Solution area	Web services on Websphere

Certifications

Brand	Certification
Business Analytics	IBM Cognos Business Intelligence Sales Professional v1
IBM Information Management	IBM Certified Advanced Database Administrator - DB2 9 for Linux UNIX and Windows
IBM Information Management	IBM Certified Database Administrator -- DB2 9 DBA for Linux UNIX and Windows
IBM Information Management	IBM Certified Database Administrator - DB2 9 DBA for z/OS
IBM Information Management	IBM Certified Database Associate -- DB2 9 Fundamentals
IBM Information Management	IBM Cognos Foundational Sales Professional
IBM Information Management	IBM Information Management Information Server Technical Sales Professional (v1)
IBM Information Management	Information Management Solution Sales Professional v3
IBM Lotus	IBM Lotus Sametime Unified Telephony Sales Professional v1
IBM Lotus	IBM WebSphere Portal Family Sales Professional v1
IBM Lotus	Lotus Notes & Domino Solution Sales Professional v1
IBM Lotus	Social Software and Unified Communications Sales Professional v1
IBM Rational	IBM Certified Specialist - Rational AppScan Standard Edition
IBM Rational	Rational AppScan Solution Sales Professional v1
IBM Rational	Rational AppScan Technical Sales Professional (v1)
IBM Rational	Rational Solution Sales Professional 2005

Brand	Certification
IBM Rational	Rational Solutions Sales Professional v2
IBM Security Solutions	IBM Certified Advisor - Internet Security Systems Technical v1
IBM Security Solutions	IBM Internet Security Systems Sales Professional v1
	IBM SPSS Predictive Analytics Solution Sales Professional v1
IBM Tivoli Software	IBM Certified Administrator - Tivoli Storage Manager V5.5
IBM Tivoli Software	IBM Certified Administrator - Tivoli Storage Manager V6.1
IBM Tivoli Software	IBM Certified Deployment Professional - Tivoli Access Manager for e-business V6.1
IBM Tivoli Software	IBM Certified Deployment Professional - Tivoli Compliance Insight Manager V8.5
IBM Tivoli Software	IBM Certified Deployment Professional - Tivoli Composite Application Manager for Response Time V6.2
IBM Tivoli Software	IBM Certified Deployment Professional - Tivoli Monitoring V6.2
IBM Tivoli Software	IBM Certified Deployment Professional - Tivoli Storage Manager V5.5
IBM Tivoli Software	IBM Certified Deployment Professional - Tivoli Storage Manager V6.1
IBM Tivoli Software	IBM Certified Solution Designer - Maximo Asset Management V7.1
IBM Tivoli Software	IBM Maximo Asset Management Technical Sales Professional v1
IBM Tivoli Software	Tivoli Automation Solution Sales Professional v2
IBM Tivoli Software	Tivoli Certified Consultant -- Tivoli Storage Manager V4.1
IBM Tivoli Software	Tivoli Enterprise Asset Management Sales Professional v1
IBM Tivoli Software	Tivoli Enterprise Asset Management Sales Professional v2
IBM Tivoli Software	Tivoli Security Solution Sales Professional v2
IBM Tivoli Software	Tivoli Storage Solution Sales Professional v2
IBM WebSphere	IBM Certified Solution Designer -- WebSphere MQ V6.0
IBM WebSphere	IBM Certified Solution Developer - WebSphere Message Broker V6.1
IBM WebSphere	IBM Certified Solution Implementer - WebSphere DataPower SOA Appliances Firmware V3.7.3
IBM WebSphere	IBM Certified Solutions Expert -- MQSeries
IBM WebSphere	IBM Certified Solutions Expert -- MQSeries Integrator V2
IBM WebSphere	IBM Certified Specialist -- MQSeries
IBM WebSphere	IBM Certified Specialist -- MQSeries Integrator V2
IBM WebSphere	IBM Certified System Administrator -- WebSphere MQ V6.0
IBM WebSphere	WebSphere MQ Technical Sales Professional (v1)
IBM WebSphere	WebSphere Solution Sales Professional v2
IBM WebSphere	WebSphere Solution Sales Professional v4
Other Certifications	Certified Information Systems Security Prof'l (CISSP) from (ISC)2
Other Certifications	IBM Government Industry Solutions Sales Professional v1
Other Certifications	ITIL (Information Technology Infrastructure Library) Foundation Certificate

Authorized products and services

Role	Product or service	Authorized cou
Developer/ISV	IBM Tivoli Enterprise Asset Management	UNITED STATE
Reseller/VAR	Cognos	UNITED STATE
Reseller/VAR	FileNet ECM	UNITED STATE
Reseller/VAR	Global Financing : Client financing leases and loans	UNITED STATE
Reseller/VAR	IBM Lotus	UNITED STATE
Reseller/VAR	IBM Rational	UNITED STATE
Reseller/VAR	IBM Tivoli Business Automation	UNITED STATE
Reseller/VAR	IBM Tivoli Enterprise Asset Management	UNITED STATE
Reseller/VAR	IBM Tivoli Security	UNITED STATE
Reseller/VAR	IBM Tivoli Storage	UNITED STATE
Reseller/VAR	IBM WebSphere	UNITED STATE
Reseller/VAR	IBM WebSphere BPM	UNITED STATE
Reseller/VAR	IBM Websphere CICS	UNITED STATE

http://www-304.ibm.com/partnerworld/wps/bplocator/print.jsp?id=a8219d80-4f1f-11df-ac6... 4/8/2011

Role	Product or service	Authorized cou
Reseller/VAR	IBM WebSphere Commerce	UNITED STATE
Reseller/VAR	IBM WebSphere Core	UNITED STATE
Reseller/VAR	IBM WebSphere Portal	UNITED STATE
Reseller/VAR	Information Management - Data	UNITED STATE
Reseller/VAR	Information Management - ECM	UNITED STATE
Reseller/VAR	Information Management - Informix	UNITED STATE
Reseller/VAR	Information Management - InfoSphere	UNITED STATE
Reseller/VAR	Information Management - Optim	UNITED STATE
Reseller/VAR	Middleware Services	UNITED STATE
Reseller/VAR	Security Services	UNITED STATE
Reseller/VAR	Software: Mess & Collab Authorized (LT)	UNITED STATE
Reseller/VAR	SPSS Software	UNITED STATE
Reseller/VAR	System x	UNITED STATE

Specialties and authorizations

Name
Industry authorized -Government

** These items have been self-proclaimed by the Business Partner. IBM has not verified the information and IBM is not responsible for the accuracy of the information.*

B Attachment B – License Management

IBM Software

LICENSE AND RENEWAL SERVICE

Exactly what you had in mind

Today, government agencies rely on software as one of their most important assets.

Provista provides software license and renewal contract consulting and software life cycle management assistance to government agencies at the federal, state and local level. Our Business Development Representatives assist our clients with effectively managing government software contracts, federal procurement regulations, compliance, and effectively provide the solution at a fraction of the cost of our competitors.

How can we help you manage your software assets?

A Dedicated Business Development Representative will meet with your internal teams twice a year to review your itemized inventory report and provide projected renewal costs. We assist in the reconciliation of IBM assets to ensure you are protecting your existing investment and business interests for future growth. In addition, we have over 10+ years of industry experience, expertise and the highest level of specialization to manage the "complexity" of your contract portfolio at your best possible cost.

Passport Advantage (PPA) ® Management provides a convenient means to add or remove new or "out of service" hardware and software inventory. Also, we facilitate the migration, consolidation or acquisition of software (eg, merger of agencies inventory).

Cost Reductions Guidance/Optimized Volume Licenses
We will present all discount options available to your agency to ensure you are getting the most out of your fiscal budget.

Contracts and Option Years – Cover your IBM hardware and software assets under one contract. Sites anywhere in the country can enroll under the same agreement so your business can leverage its combined acquisition power which we can both negotiate and manage for you across your different agencies.

Software/Hardware Licensing Lifecycle Management - We manage the IBM Software Support Lifecycle policy from design, build, procurement, operation, maintenance, modification and disposal of an agency's assets. Ensuring the tracking of how long your version and release of a particular IBM software product will be supported will allow you to effectively plan your software investments, without any gaps in support.

Sizing requirements assistance – Find out how you can greatly improve the process of sizing your assets while meeting your specific hardware & software requirements. We provide the tools and environment to create, host and run Sizing Guide to allow you to meet your immediate needs and growth requirements on IBM Systems by:

1. Planning
2. Preparing
3. Defining a test plan
4. Setting up the environment and running tests
5. Performing benchmark analysis
6. Generating the Sizing Guide
7. Validating
8. Publishing

Getting Started
1. Visit www.provista.com
2 .Call 408-947-9263 or email sales@provista.com

IBM Software

LICENSE AND RENEWAL SERVICE

provista
Exactly what you had in mind

Why Provista?

We are a leading provider of IBM Software and Services to the Federal Government and California State Agencies. Our unique low cost business structure combined with our strong contract management and extensive technical background has enabled us to provide value added services along with the best qualified sales and technical support at the most competitive prices in the business today. We offer you the following benefits:

- Competitive pricing to meet your business needs
- Each member of our staff is certified on IBM products *exclusively*
- Immediate proposal turn around – to deliver highest level of customer satisfaction
- An established IBM Premier Business Partner, we are closely aligned with the IBM Products, Development and Support Teams
- Extensive experience in Wide Area Work Flow (WAWF)

Government Contracts

Ease of purchasing via multiple Federal and State Contract Vehicles

Federal Contracts	Contract Number	Date
GSA Schedule 70	GS-35F-0065P	10/31/03 – 10/29/13
Seaport-e	N00178-09-D-5799	12/19/08 – 04/04/14
California Contracts	**Contract Number**	**Date**
California SLP	SLP-08-70-0077B	07/01/08 – 06/30/11
California CMAS	3-07-70-1428B	04/27/09 – 03/31/14

An IBM Premier Business Partner

IBM Premier Business Partner

Government Clients

Federal Government clients include USDA, NOAA, DoD, Army, Navy Air Force, Marine, Coast Guard, Homeland Security, and many others. Clients also include major defense contractors, such as Lockheed Martin and Northrop Grumman.

At the California State level, the list includes Franchise Tax Board, CalTrans, DGS, DMV, Department of Technology Services, Department of Health and the Emergency Management Agency.

Minority Status

Meet your socioeconomic goals – we are a women-owned, small disadvantaged, 8(a) business.
In addition, Provista has been accepted in the IBM/NGA Mentor-Protégé Program. This accomplishment clearly reflects the spirit of the Provista's new "Growth Initiative", a comprehensive plan devoted to becoming a mature value added provider to the Government. As such, Provista may qualify under your firm's diversity criteria as a certified supplier and help you meet your socio-economic objectives.

A Portfolio of Technical Service

Provista offers a portfolio of technical services that can be customized for your specific needs. From the IBM product installation, testing, and configuration phase to post-implementation support and maintenance phase, you'll have the confidence of knowing that your IBM products have been installed and configured accurately and you are getting the best return from your technology investment.

FOR GREATER DISCOUNT
Ask your Provista Business Development Manager about bundling our services in with your software quote for bigger cost savings.

FOR MORE INFORMATION
1. Visit www.provista.com
2. Call 408-947-9263 or email sales@provista.com

C Attachment C – Sample Invoice

C.1 Sample SLP Invoice to California State University

provista®
Exactly what you had in mind

Invoice

Date	Invoice #
7/28/2010	5993

Bill To	Ship To
California State University ATTN: Accounts Payable 401 Golden Shore Long Beach, CA 90802 562-951-4610	California State University Office of the Chancellor 401 Golden Shore Long Beach, CA 90802

Contract/PO #	Order #	Terms	Due Date	Rep	PPA	Quote #
CA SLP	2298	Net 45	9/11/2010	Byron	40063-7262501	10-2981526

Part Number	Description	Quantity	Price Each	Amount
E04PJLL	IBM INFOSPHERE DATASTAGE PROCESSOR VALUE UNIT (PVU) SW SUBSCRIPTION & SUPPORT RNWL: POP 7/1/2010 - 6/30/2011	400	46.10	18,440.00
E04PLLL	IBM INFOSPHERE DATASTAGE FOR NON-PRODUCTION ENVIRONMENTS PROCESSOR VALUE UNIT (PVU) SW SUBSCRIPTION & SUPPORT RNWL: POP 10/1/2010 - 6/30/2011	800	17.29	13,832.00
E04PJLL	IBM INFOSPHERE DATASTAGE PROCESSOR VALUE UNIT (PVU) SW SUBSCRIPTION & SUPPORT RNWL: 10/01/2010 - 6/30/2011	1,200	34.57	41,484.00

Please remit to:
Bank Name: Bank of America
Bank Routing #: 121000358 (EFT PREFERRED)
Bank Acct #: 10958 40729

PROVISTA Software Int'l Inc.
PO Box 3011
Fremont, CA 94539-0301

TIN: 77-0079541
DUNS: 60-207-2381
CONTACT: Smita Gautam, 510-790-2654
smita.gautam@provista.com

Subtotal	$73,756.00
Sales Tax (0.0%)	$0.00
Total	$73,756.00
Payments/Credits	$-73,756.00
Balance Due	$0.00

Thank you for your business & prompt payment!!!

PROVISTA P.O. Box 3011 Fremont, CA 94539-0301 510-794-1884

C.2 Sample GSA Invoice to the US Navy, Portsmouth

provista
Exactly what you had in mind

Invoice

Date	Invoice #
3/31/2011	6195

Bill To	Ship To
Portsmouth Naval Shipyard Attn; Steven Vlahos, Code 1252sv Bldg 170 6th Floor Portsmouth, NH 03804-5000 Ph: 207-438-1680	US Navy PUGET SOUND NAVAL SHIPYARD BLDG 943, 1400 FARRAGUT AVE BREMERTON, WA 98314

Contract/PO #	Order #	Terms	Due Date	Rep	PPA	Quote #
GS-35F-0065P	N00104-11-F-Q637	Net 30	4/30/2011	Ed	Multiple	See Below

Part Number	Description	Quantity	Price Each	Amount
D55V1LL	WEBSPHERE MQ VALUE UNIT LIC+SW MAINT 12 MO Master Quote 11-3474054 for PPA # 182167-3256748 Sub Quote 11-3476948 for PPA # 182170-3256795	2,600	50.00	130,000.00

Please remit to:
Bank Name: Bank of America
Bank Routing #: 121000358 (EFT PREFERRED)
Bank Acct #: 10958 40729

PROVISTA Software Int'l Inc.
PO Box 3011
Fremont, CA 94539-0301

TIN: 77-0079541
DUNS: 60-207-2381
CONTACT: Smita Gautam, 510-790-2654
smita.gautam@provista.com

Subtotal	$130,000.00
Sales Tax (0.0%)	$0.00
Total	$130,000.00
Payments/Credits	$0.00
Balance Due	$130,000.00

Thank you for your business & prompt payment!!!

PROVISTA P.O. Box 3011 Fremont, CA 94539-0301 510-794-1884

C.3 Sample GSA Services Invoice to US Dept of Commerce-NOAA/NWS

provista
Exactly what you had in mind

Invoice

Date	Invoice #
3/31/2011	6201

Bill To	Ship To
US Dept of Commerce/NOAA NWS Telecommunication Ops Cntr/W/CIOI 1325 East-West Hwy, SSMC-2 Silver Spring, MD 20910	US Dept of Commerce/NOAA NWS Telecommunication Ops Cntr/W/CIOI 1325 East-West Hwy, SSMC-2 Silver Spring, MD 20910

Contract/PO #	Order #	Terms	Due Date	Rep	PPA	Quote #
GS-35F-0065P	DG133W10NC2254	Net 30	4/30/2011	Jo	N/A	N/A

Part Number	Description	Quantity	Price Each	Amount
Consulting	SME III - (Bhagat Namburu) 3/1/2011 - 3/15/2011	86	180.00	15,480.00
Consulting	SME III - (Bhagat Namburu) 3/16/2011 - 3/31/2011	88	180.00	15,840.00
Consulting	Program Manager V - (Joanne Taylor) 3/1/2011 - 3/31/2011	1	250.00	250.00
	PO DG133W10NC2254 (Mod 0001): $190,000 Amount Spent to date : $137,942.5 Remaining: $52,057.5 Accounting Code: _____ _____ Task Manager (LaTanya Burton): _____ COTR/COR (Randy Chambers):			

Please remit to:
Bank Name: Bank of America
Bank Routing #: 121000358 (EFT PREFERRED)
Bank Acct #: 10958 40729

PROVISTA Software Int'l Inc.
PO Box 3011
Fremont, CA 94539-0301

TIN: 77-0079541
DUNS: 60-207-2381
CONTACT: Smita Gautam, 510-790-2654
smita.gautam@provista.com

Subtotal	
Sales Tax (0.0%)	
Total	
Payments/Credits	
Balance Due	

Thank you for your business & prompt payment!!!

PROVISTA P.O. Box 3011 Fremont, CA 94539-0301 510-794-1884

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D Attachment D – Financial Reports

D.1 2010 Financial Reports

04/11/11

Provista
Balance Sheet
As of December 31, 2010

	Dec 31, 10
ASSETS	
Current Assets	
Checking/Savings	
1050 · BofA Checking - CA	13,284.21
1051 · BofA Savings - CA	873,802.06
Total Checking/Savings	887,086.27
Accounts Receivable	
1100 · Accounts Receivable	2,701,376.85
Total Accounts Receivable	2,701,376.85
Total Current Assets	3,588,463.12
Fixed Assets	
1570 · Computer Equipment	11,619.84
1575 · Accumulated Depr - Comp	-11,619.84
Total Fixed Assets	0.00
TOTAL ASSETS	3,588,463.12
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
1800 · Accounts Payable	2,798,539.24
Total Accounts Payable	2,798,539.24
Credit Cards	
2010 · Taylor Reimbursements	1,619.48
2025 · Frost Reimbursements	588.35
Total Credit Cards	2,207.83
Other Current Liabilities	
2250 · Accrued Commissions	-668.78
2290 · Accrued Incentive Comp/Bonus	21,000.00
2295 · Accrued Vacation	32,236.24
2300 · Sales Tax Payable	7,041.05
Total Other Current Liabilities	59,608.51
Total Current Liabilities	2,860,355.58
Total Liabilities	2,860,355.58
Equity	
3100 · Common Stock	456,904.40
3300 · Treasury Stock	-21,185.60
3900 · Retained Earnings	237,586.83
Net Income	54,801.91
Total Equity	728,107.54
TOTAL LIABILITIES & EQUITY	3,588,463.12

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04/11/11

Provista
Profit & Loss
January through December 2010

	Jan - Dec 10	Jan - Dec 10
Ordinary Income/Expense		
Income		
4110 · General Consulting	659,523.50	659,523.50
4210 · SeaPort-e Consulting	0.00	0.00
4310 · IBM Software Licenses	4,786,546.19	4,786,546.19
4320 · IBM Software Renewals	9,338,626.23	9,338,626.23
4360 · IBM Hardware	515,030.76	515,030.76
4390 · Other Sales	208,423.38	208,423.38
4395 · Reimbursable Client Expenses	61,069.57	61,069.57
4999 · Uncategorized Income	0.00	0.00
Total Income	15,569,219.63	15,569,219.63
Cost of Goods Sold		
50000 · Cost of Goods Sold	0.00	0.00
5060 · Direct Labor	104,251.64	104,251.64
5110 · Direct Consultants	166,385.00	166,385.00
5120 · Unreimbursable Client Expenses	0.00	0.00
5130 · Direct Commissions	149,590.94	149,590.94
5210 · D Material -Cost of IBM License	4,557,335.15	4,557,335.15
5220 · D Material- Cost of IBM Rnwl	9,038,940.08	9,038,940.08
5260 · D Material - Cost of Hardware	467,537.02	467,537.02
5300 · Subcontracts	0.00	0.00
5350 · Direct Travel	10,124.50	10,124.50
5385 · CA SLP Fee	805.81	805.81
5390 · Other Direct Costs	224,182.35	224,182.35
5395 · GSA Industrial Funding Fee	39,873.33	39,873.33
Total COGS	14,759,025.82	14,759,025.82
Gross Profit	810,193.81	810,193.81
Expense		
5062 · Payroll Taxes	-110.00	-110.00
6110 · Accounting Fees	17,916.50	17,916.50
6150 · Bank Charges	412.70	412.70
6160 · Business Meals	1,304.59	1,304.59
6165 · Business Meetings	940.05	940.05
6210 · Computer Equip & Supplies	5,531.35	5,531.35
6220 · Computer Software	1,972.32	1,972.32
6280 · Depreciation & Amortization	8,594.78	8,594.78
6290 · Dues & Subscriptions	3,761.40	3,761.40
6320 · Education & Seminars	6,067.68	6,067.68
6340 · Marketing	223.48	223.48
6350 · Employee Health & Wellness	268.23	268.23
6400 · Insurance	0.00	0.00
6405 · Insurance - Liability	1,276.41	1,276.41
6410 · Insurance - Medical & Dental	51,927.15	51,927.15
6416 · Incentive Compensation	0.00	0.00
6420 · Insurance - Worker's Comp	1,365.00	1,365.00
6430 · Internet	2,694.58	2,694.58
6440 · Legal Fees	24,124.25	24,124.25
6450 · Licenses & Permits	6,706.00	6,706.00
6470 · Network & Internet Services	1,686.36	1,686.36
6520 · Office Maintenance & Repair	786.86	786.86
6530 · Office Supplies & Equipments	4,966.46	4,966.46
6559 · Payroll Expenses	36,831.24	36,831.24
6560 · Indirect Labor	398,882.13	398,882.13
6561 · Indirect Consultant	85,046.00	85,046.00
6562 · Payroll Tax	-11,329.13	-11,329.13
6566 · Payroll Service Fees	1,876.00	1,876.00
6590 · Postage	1,979.63	1,979.63
6680 · Recruiting	67.24	67.24
6690 · Relocation	0.00	0.00
6700 · Rent	14,450.00	14,450.00
6710 · Telephone	4,713.98	4,713.98
6720 · Trade Show	393.61	393.61
6730 · Travel-Indirect	17,149.59	17,149.59
6740 · Travel-Meals-Indirect	1,062.76	1,062.76

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04/11/11

Provista
Profit & Loss
January through December 2010

	Jan - Dec 10	Jan - Dec 10
6890 · PTO Expense (Accrual)	0.00	0.00
9520 · Taxes - Corporate State	6,463.15	6,463.15
Total Expense	700,002.35	700,002.35
Net Ordinary Income	110,191.46	110,191.46
Other Income/Expense		
Other Income		
9110 · Interest Income	3,874.26	3,874.26
9190 · Other Income	0.00	0.00
Total Other Income	3,874.26	3,874.26
Other Expense		
6120 · Advertising - Unallowed	4,696.07	4,696.07
6130 · Auto Expenses-Unallowed	853.93	853.93
6140 · Bad Debt - Unallowed	0.00	0.00
6215 · Comp Equip&Supplies - Unallowed	4,078.00	4,078.00
6240 · Contractor Commission-Unallowed	0.00	0.00
6250 · Contributions - Unallowed	250.00	250.00
6370 · Entertainment - Unallowed	4,607.75	4,607.75
6390 · Finance Charges - Unallowed	51.62	51.62
6415 · Insurance - Property-Unallowed	930.00	930.00
6425 · Interest Expense - Unallowed	228.35	228.35
6445 · Legal Fees - Unallowed	0.00	0.00
6540 · Outside Services - Unallowed	21,875.00	21,875.00
6550 · Indirect Labor - Unallowed	0.00	0.00
6620 · Promotion - Unallowed	0.00	0.00
6725 · Trade Show - Unallowed	-5,971.33	-5,971.33
6735 · Travel-Indirect-Unallowed	2,946.16	2,946.16
6745 · Travel-Meals-Indirect-Unallowed	166.26	166.26
6755 · Utilities - Unallowed	0.00	0.00
7270 · Other Expense - Unallowed	0.00	0.00
9500 · Income Taxes - Unallowed	0.00	0.00
9510 · Federal Income Tax - Unallowed	23,462.00	23,462.00
9530 · MD Income Tax - Unallowed	1,090.00	1,090.00
Total Other Expense	59,263.81	59,263.81
Net Other Income	-55,389.55	-55,389.55
Net Income	**54,801.91**	**54,801.91**

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D.2 2009 Financial Reports

11:52 AM
03/08/10
Accrual Basis

PROVISTA Software International, Inc
Balance Sheet
As of December 31, 2009

	Dec 31, 09
ASSETS	
Current Assets	
Checking/Savings	
1050 · BofA Checking - CA	23,024.84
1051 · BofA Savings - CA	447,469.73
Total Checking/Savings	470,494.57
Accounts Receivable	
1100 · Accounts Receivable	5,076,262.44
Total Accounts Receivable	5,076,262.44
Total Current Assets	5,546,757.01
Fixed Assets	
1570 · Computer Equipment	3,025.06
1575 · Accumulated Depr - Comp	-3,025.06
Total Fixed Assets	0.00
TOTAL ASSETS	5,546,757.01
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
1800 · Accounts Payable	4,659,152.57
Total Accounts Payable	4,659,152.57
Credit Cards	
2010 · Taylor Reimbursements	3,045.80
2055 · Zawistowski Reimbursements	23.04
Total Credit Cards	3,068.84
Other Current Liabilities	
2100 · Payroll Liabilities	
2103 · Federal Taxes (941/944)	3,014.38
Total 2100 · Payroll Liabilities	3,014.38
2200 · Accrued Compensation	29,166.70
2290 · Accrued Incentive Comp/Bonus	52,500.00
2295 · Accrued Vacation	17,824.17
2410 · Accrued Federal Corp Taxes	86,968.00
2420 · Accrued CA Corp Taxes	20,309.00
2430 · Accrued MD Corp Taxes	4,599.00
Total Other Current Liabilities	214,381.25
Total Current Liabilities	4,876,602.66
Total Liabilities	4,876,602.66
Equity	
3100 · Common Stock	456,904.40
3300 · Treasury Stock	-21,185.60
3900 · Retained Earnings	96,208.17
Net Income	138,227.38
Total Equity	670,154.35
TOTAL LIABILITIES & EQUITY	5,546,757.01

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11:53 AM
03/08/10
Accrual Basis

PROVISTA Software International, Inc
Profit & Loss
January through December 2009

	Jan - Dec 09
Ordinary Income/Expense	
Income	
4110 · General Consulting	1,218,025.40
4310 · IBM Software Licenses	5,822,427.48
4320 · IBM Software Renewals	11,163,567.79
4360 · IBM Hardware	44,631.51
4390 · Other Sales	192,938.13
4395 · Reimbursable Client Expenses	66,631.55
Total Income	18,508,221.86
Cost of Goods Sold	
5060 · Direct Labor	258,040.00
5110 · Direct Consultants	485,924.70
5210 · Cost of IBM Software Licenses	5,683,378.88
5220 · Cost of IBM Software Renewals	10,820,015.00
5260 · Cost of IBM Hardware	44,140.13
5390 · Other Direct Costs	261,001.53
5395 · GSA Industrial Funding Fee	70,306.39
Total COGS	17,622,806.63
Gross Profit	885,415.23
Expense	
5062 · Payroll Taxes	14,938.93
6110 · Accounting Fees	8,385.00
6150 · Bank Charges	235.95
6210 · Computer Equip & Supplies	3,040.61
6220 · Computer Software	1,739.75
6280 · Depreciation & Amortization	3,025.06
6290 · Dues & Subscriptions	7,814.83
6320 · Education & Seminars	2,722.73
6405 · Insurance - Liability	248.00
6410 · Insurance - Medical & Dental	27,644.80
6430 · Internet	3,265.56
6450 · Licenses & Permits	4,019.98
6470 · Network & Internet Services	4,918.54
6520 · Office Maintenance & Repair	5,049.46
6530 · Office Supplies & Equipments	6,010.49
6559 · Payroll Expenses - G & A	0.00
6560 · Indirect Labor	294,287.97
6562 · Payroll Taxes - G & A	22,844.80
6566 · Payroll Service Fees	1,036.44
6590 · Postage	1,038.51
6700 · Rent	12,180.00
6710 · Telephone	5,744.84
Total Expense	430,192.25
Net Ordinary Income	455,222.98
Other Income/Expense	
Other Income	
9110 · Interest Income	7,868.14
9190 · Other Income	14,477.94
Total Other Income	22,346.08

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11:53 AM
03/08/10
Accrual Basis

PROVISTA Software International, Inc
Profit & Loss
January through December 2009

	Jan - Dec 09
Other Expense	
6120 · Advertising - Unallowed	959.69
6130 · Auto Expenses-Unallowed	2,514.58
6215 · Supplies - Unallowed	1,211.81
6240 · Contractor Commission-Unallowed	109,387.17
6370 · Entertainment - Unallowed	9,165.96
6390 · Finance Charges - Unallowed	1,220.58
6415 · Insurance - Property-Unallowed	1,127.00
6445 · Legal Fees - Unallowed	7,338.70
6540 · Outside Services - Unallowed	53,142.50
6620 · Promotion - Unallowed	102.19
6725 · Trade Show - Unallowed	3,021.60
6735 · Travel-Indirect-Unallowed	20,882.72
6745 · Travel-Meals-Indirect-Unallowed	83.00
6755 · Utilities - Unallowed	2,555.18
9510 · Federal Income Tax - Unallowed	100,921.00
9520 · CA Income Tax - Unallowed	21,109.00
9530 · MD Income Tax - Unallowed	4,599.00
Total Other Expense	339,341.68
Net Other Income	-316,995.60
Net Income	**138,227.38**

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D.3 2008 Financial Reports

02/26/09

PROVISTA Software International, Inc

Balance Sheet

As of December 31, 2008

	Dec 31, 08
ASSETS	
Current Assets	
Checking/Savings	
1050 · BofA Checking - California	3,616.81
1051 · BofA Savings - California	1,125,451.82
Total Checking/Savings	1,129,068.63
Accounts Receivable	
1200 · Accounts Receivable	1,134,945.04
Total Accounts Receivable	1,134,945.04
Total Current Assets	2,264,013.67
TOTAL ASSETS	2,264,013.67
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
2000 · Accounts Payable	1,721,053.17
Total Accounts Payable	1,721,053.17
Other Current Liabilities	
2100 · Payroll Liabilities	
CA PIT / SDI	1,288.09
Federal Taxes (941/944)	9,465.44
Federal Unemployment (940)	280.00
Total 2100 · Payroll Liabilities	11,033.53
Total Other Current Liabilities	11,033.53
Total Current Liabilities	1,732,086.70
Total Liabilities	1,732,086.70
Equity	
3100 · Common Stock	456,904.40
3300 · Treasury Stock	-21,185.60
3900 · Retained Earnings	-52,437.86
Net Income	148,646.03
Total Equity	531,926.97
TOTAL LIABILITIES & EQUITY	2,264,013.67

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8:49 PM
02/26/09
Accrual Basis

PROVISTA Software International, Inc
Profit & Loss
January through December 2008

	Jan - Dec 08
Ordinary Income/Expense	
Income	
4110 · Consulting	662,184.40
4310 · IBM Software Licenses	3,799,006.35
4320 · IBM Software Renewals	5,926,640.52
4390 · Other Sales	24,408.60
4395 · Reimbursable Client Expenses	-7,382.98
Total Income	10,404,856.89
Cost of Goods Sold	
5060 · Payroll Expenses - Direct	
Taxes	14,958.43
Wages	236,376.87
Total 5060 · Payroll Expenses - Direct	251,335.30
5110 · Consulting Fees	196,658.00
5210 · Cost of IBM Software Licenses	3,638,037.97
5220 · Cost of IBM Software Renewals	5,733,787.71
5395 · GSA Industrial Funding Fee	52,071.83
Total COGS	9,871,890.81
Gross Profit	532,966.08
Expense	
6210 · Advertising	5,736.20
6250 · Auto Expenses	3,205.14
6310 · Charitable Contributions	288.00
6320 · Contractor Commissions	4,978.71
6330 · Dues & Subscriptions	10,730.71
6350 · Education & Seminars	1,414.00
6380 · Gifts	668.68
6410 · Insurance	4,834.34
6430 · Internet	1,745.45
6450 · Licenses & Fees	5,039.32
6470 · Maintenance & Repairs	1,345.00
6490 · Meals & Entertainment	12,356.81
6510 · Medical	16,545.12
6520 · Office Maintenance & Repair	14,608.89
6530 · Office Supplies	6,146.22
6550 · Other Expense	0.00
6560 · Payroll Expenses - G & A	
Taxes	14,806.39
Wages	181,743.75
Total 6560 · Payroll Expenses - G & A	196,550.14
6590 · Postage	743.41
6610 · Professional Fees - Accounting	3,274.99
6620 · Professional Fees - IT	33,655.00
6630 · Professional Fees - Legal	425.00
6635 · Professional Fees - Marketing	9,625.00
6640 · Professional Fees - Other	5,564.34
6650 · Purchases - Equipment	15,662.76
6670 · Purchases - Software	1,461.93
6690 · Relocation	9,485.17
6710 · Telephone	5,233.64
6720 · Travel	27,428.18
6750 · Utilities	4,086.30
6999 · Uncategorized Expenses	1,120.00
Total Expense	403,958.45
Net Ordinary Income	129,007.63
Other Income/Expense	

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8:49 PM
02/26/09
Accrual Basis

PROVISTA Software International, Inc
Profit & Loss
January through December 2008

	Jan - Dec 08
Other Income	
7410 · Interest Income	21,682.01
Total Other Income	21,682.01
Other Expense	
7110 · Bank Charges	961.06
7130 · Finance Charges	110.39
7190 · Interest Expense	172.16
8000 · Income Taxes	
8200 · CA Income Taxes	800.00
Total 8000 · Income Taxes	800.00
Total Other Expense	2,043.61
Net Other Income	19,638.40
Net Income	**148,646.03**

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