



April 15, 2011

Ms. Maureen L. McGovern  
Senior Procurement Specialist  
Western States Contracting Alliance  
100 North 15th Avenue  
Suite 201  
Phoenix, AZ 85007

RE: WSCA Request for Proposal (RFP)

Dear Ms. McGovern,

Thank you for providing Zones, Inc. with the opportunity to respond to WSCA's Request for Proposal. We are confident that our solution will address each of the requirements that are outlined and will ultimately exceed your expectations while at the same time delivering the pricing, value-added service and support that differentiate Zones from other providers.

The Zones proposal identifies and defines specific capabilities, processes and deliverables to meet each of WSCA's software acquisition and deployment requirements. As an industry-leading IT solutions provider, Zones is ideally positioned to assist WSCA in identifying and evaluating industry-best practices pertaining to the procurement and management of IT software and services.

In addition to Zones' infrastructure, systems and processes, a dedicated team of certified professionals is committed to handling WSCA's day-to-day needs. Zones will also work with WSCA to assess any specific requirements that may have been modified since the issuance of the original Request for Proposal.

Best regards,

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