

## Computer Management & Consulting, Inc.

November 23, 2009

Mahesh Albuquerque  
State of Colorado  
Department of Labor and Employment  
633 17<sup>th</sup> 12<sup>th</sup> Floor  
Denver, Colorado 80202-3660

Dear Mahesh,

As you know, the economic situation in the country has devastated not only the States, but private industry. The States have been reluctant to purchase new products, particularly if they have working systems, even when the systems are grossly outdated by technology standards. We certainly understand, and actually take pride in the fact that our software allows for that option.

In the past, new business has subsidized our annual support offerings. This past year, it has not been the case, and it is uncertain in the immediate future. We have had to carefully analyze our position and make some tough decisions which we had hoped would not become necessary.

The State of Colorado is one of only two States with systems still running on FoxPro. It has become increasingly difficult for us to justify the cost involved in staffing to supporting the outdated systems. For that reason, and with a heavy heart, I must inform you that FOCUS-C.M.C. will not be renewing the annual maintenance agreement with the State of Colorado.

Believe me when I say that we've considered it a privilege to serve your State for over 9 years and deeply regret this decision. We hope that you can appreciate the effort we have made over the years and also our continued commitment to minimize your expense. The original contract provided the option to increase cost at 20% per year. We have never exercised that option and have only once increased the maintenance cost by 10%. Had we done so, your annual maintenance cost would be close to triple the current rate.

In an effort to minimize the impact to your operation, and since the other 'FoxPro' State maintenance does not expire until June 30, we offer support to the State of Colorado through June 30, but we must use the current cost figures in order to do so. We would also suggest that CDLE consider exercising its option, as detailed in the original contract, to purchase the source code for any or all of the existing systems. Even though the terms are specific, we would be willing to discount the contract prices. This would allow you to continue operating with in-house or local contracted support.

Please know that we have labored long and hard over this business decision. We had hoped that approval for your upgrade would have allowed for a shorter maintenance term and therefore we could have been spared this unpleasantness. However, I received word last week that your contract department was working on the contract amendment for maintenance renewal. We felt a responsibility, however troubling, to communicate at this time.

We continue to remain optimistic and genuinely hope that you will consider us as a worthy vendor when you decide to move forward. As always, if there is anything we can do to assist you, please let me know.

Regards.

**Jo Susa**

V. P. Operations