

# AMCAD

August 6, 1999

Mr. Carl Watanabe  
State of Hawaii  
Department of Accounting  
And General Services  
PO Box 119  
Honolulu, Hawaii 96810-0119

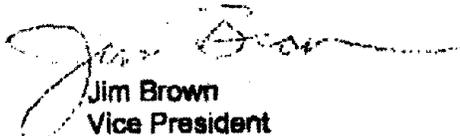
American Cadastre, Inc.  
Land Information Systems

370-R Naff Avenue  
Harrisonburg, Virginia, U.S.A. 22801  
Tel: (540) 434-6275  
Fax: (540) 434-3143  
Internet: [www.amcad.com](http://www.amcad.com)

Dear Mr. Watanabe:

We have received your letter regarding AmCad's elimination from the evaluation for Part 1 and Part 2 of RFP # ICS-FY-99-52 and we must say that we are not pleased with this action. We are formally protesting the evaluation and elimination. Our solution when evaluated fully has consistently beaten our competitors in all the recent bids where we have competed. Our solution was also uniquely qualified for Hawaii since we are one of the only vendors to have experience with the Deed Recording applications and Land Court applications. We feel if your evaluation team had a chance to review our application in a demonstration and presentation we would convince you of our superior capabilities. We are asking your team to reevaluate your decision and reconsider AmCad. If this is not done we would like a formal de-briefing on why we were not selected as a top finalist. Please let us know the formal procedures to conduct our protest.

Sincerely,



Jim Brown  
Vice President  
AmCad

100342

BENJAMIN J. CAYETANO  
GOVERNOR



RAYMOND H. SATO  
COMPTROLLER

MARY PATRICIA WATERHOUSE  
DEPUTY COMPTROLLER

**STATE OF HAWAII  
DEPARTMENT OF ACCOUNTING  
AND GENERAL SERVICES**

P.O. BOX 119  
HONOLULU, HAWAII 96810-0119

August 6, 1999

Mr. James A. Brown, Vice President  
American Cadastre, Inc.  
411 Shipwrighter Way  
Lansdale, PA 19446

Dear Mr. Brown:

**SUBJECT: Notification of Top Three Listed Proposers – Part 1  
ICS-FY-99-52  
Services to Develop and Implement a Replacement Land Court and Regular  
Automated Tracking System for the State of Hawaii**

Your proposal has been reviewed and evaluated by the Proposal Evaluation Committee (PEC) for the subject RFP. We regret to inform you that your company's proposal was not selected and is eliminated from consideration at this time.

If you have any questions on this matter, please call Mr. Carl Watanabe at (808)587-0120.

Sincerely,

Lester M. Nakamura, Administrator  
Information and Communication  
Services Division

BENJAMIN J. CAYETANO  
GOVERNOR



RAYMOND H. SATO  
COMPTROLLER

MARY PATRICIA WATERHOUSE  
DEPUTY COMPTROLLER

**STATE OF HAWAII**  
**DEPARTMENT OF ACCOUNTING**  
**AND GENERAL SERVICES**  
P.O. BOX 119  
HONOLULU, HAWAII 96810-0119

August 6, 1999

Mr. James A. Brown, Vice President  
American Cadastre, Inc.  
411 Shipwrighter Way  
Lansdale, PA 19446

Dear Mr. Brown:

**SUBJECT: Notification of Top Three Listed Proposers – Part 2**  
**ICS-FY-99-52**  
**Services to Develop and Implement a Replacement Land Court and Regular**  
**Automated Tracking System for the State of Hawaii**

Your proposal has been reviewed and evaluated by the Proposal Evaluation Committee (PEC) for the subject RFP. We regret to inform you that your company's proposal was not selected and is eliminated from consideration at this time.

If you have any questions on this matter, please call Mr. Carl Watanabe at (808)587-0120.

Sincerely,

A handwritten signature in black ink, appearing to read "Lester M. Nakamura".

Lester M. Nakamura, Administrator  
Information and Communication  
Services Division