

Attachment C: Offeror's Financials

C.1 The Lange Group Financials

The Lange Group humbly requests a waiver of the Audited Company Financial Statements for the three prior years as requested in the RFP.

We are a Hawaii Corporation and have been doing business in the state of Hawaii since 1980. We have been in our same office location at 1100 Ward Avenue, Suite 1050, Honolulu, Hawaii for 15 years. We have provided reliable service and support to the State of Hawaii, continuously, for over 14 years, and we hope our track record would stand up for us. We hope that it speaks for itself.

There are no outstanding debts or liens and no pending or anticipated litigation to the best of our knowledge.

Audited Financial Statement would take some time and expense to generate and believe that this is not the intent of the request. We feel that our Financial Statement would not provide the State of Hawaii with any further insight into our ability to perform or to our credibility and reliability.

C.2 IBM Financials

IBM financial statements for the previous three years may be obtained through the website at WWW.ibm.com/annual reports and are also included as hard copies in the ORIGINAL proposal only as IBM Annual Reports for 1998, 1997.

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