

Volkswagen Group of America, Inc.
Request for Proposal
APPENDIX A

Bidder Profile

1. Organization

- What are the corporate address, mailing address and telephone number of your company's main offices?
- Who in your sales organization will be our primary contact during the package evaluation process? Provide their direct telephone and facsimile numbers and an address if different from the one above.
- Who in your organization can negotiate a contract with us? Provide their name, direct telephone and facsimile numbers.
- Who else can the evaluation team contact within your organization? Provide names, titles, and telephone numbers.
- Name the entity that would support VWGoA

2. Background

- Provide a brief history of your company.
- Is your company publicly traded? If so, since when? At which stock exchange?
- How many years have you been in business?
- Describe any alliances you have with other hardware, software, or service providers. Focus on how these alliances can potentially benefit or limit our options.

3. Product and Service Mix

Indicate the number, to date, of the product/solutions requested, installed and significant consulting contracts. Also indicate the sales volume for the last three years. Please answer the questions where applicable.

1. How many people does your company employ in the area requested?
2. How long has your company been offering the product/solution requested?
3. Have some of the components offered as part of this solution been developed by other bidders? Please describe
4. Does your solution include components developed by companies which you acquired in the last two years?

5. What forums do you have in place for discussing your product uses and directions among the user community?
6. Do you have a formal training program? If so, how many days of training would be involved? Can you provide the training at the client site?

4. User References

Provide a list of your 5 largest clients where you have performed work relevant to the scope of this RFQ. VWGoA will not contact these companies until you have been notified. Please specify:

1. The name of the organization and who to contact when conducting the reference check.
2. The address and telephone of the contact.
3. The organization's industry and estimated size in terms of employees.
4. The technical environment on which they have installed your solution.
5. The length of time that the solution has been in production there.
6. Any other information you believe is relevant to display expertise and experience