



July 20, 2009

City of Los Angeles
Attn: Councilman Tony Cardenas
Chairman, ITGSA Committee

Subject: Novell E-Mail and Collaboration Solution Proposal

Dear Councilman Cardenas,

Prior to the ITGS meeting tomorrow to address the proposed contract for outsourcing the City's e-mail system, on behalf of Novell I wanted to once again express our desire to continue to be our 15-year relationship as the City of Los Angeles' e-mail provider.

As you may know, in March 2009 Novell submitted to ITA the attached unsolicited proposal that would allow the City to get to install the latest release of GroupWise, version 8, as well as the e-mail retention and discovery abilities that the City is seeking. We believe that this is the least expensive option for the City, and it would provide great functionality and security than the proposed hosted email solution.

As outlined in the proposal, Novell is offering to provide the City with a 10% discount on its current annual maintenance obligation, as well as guidance on optimizing your current environment through consolidation and centralization.

We welcome an opportunity to discuss this proposal at greater length and in further detail with you and Committee staff. If you require additional information or have any questions, please contact me as listed below.

Sincerely,

A handwritten signature in black ink that reads "Brian Hervey". The signature is written in a cursive, flowing style.

Brian Hervey
Client Executive
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