

EXHIBIT A

VENDOR BACKGROUND INFORMATION REQUESTED OR REQUIRED QUESTIONS

Safety and Soundness

1. Provide evidence of financial strength and long-term viability (audited financial statements for last 3 years).
2. Has there been any legal action against your company during the past five years? If yes, explain.
3. If applicable, please provide the latest copy of a SSAE 16 report or an auditor's letter of opinion.

Relationship Management

4. How many employees does the company have in key areas providing this specific Treasury Technology product (e.g. development, consulting, support, installation, implementation, marketing, administration, etc.)?
5. Will one primary contact be assigned for the relationship and is there a backup contact?
6. How is the company's account handled when our primary or backup contact is not available?
7. Provide the turnover (in both actual numbers and as a percent) in the past year experienced by:
 - a. Customer support related to the Treasury Technology being proposed
 - b. Programming staff related to the Treasury Technology being proposed
8. What is the company's policy on employee training and retention?
9. Approximately how many hours per year are dedicated to internal training?
10. How much of the training is treasury/cash management specific and how much is technical?

Experience

11. Give a brief history of your company, including the length of time it has been in business.
12. Is your company publicly or privately held?
13. What is your company's annual sales volume? What were your sales last year?
14. Is your company dependent on any other company as a partner, co-bidder, subcontractor, or any other business relationship in order to provide the services included in the proposal? If so, please describe in detail.
15. Approximately how many of the proposed software solutions has your company :
 - a. Sold to date?
 - b. Implemented?
16. When was your first similar software solution installed and fully implemented?
17. When was your last similar software solution installed and fully implemented?
18. What industries are targeted as the primary market for the applications?
19. How many clients are currently using the solution being proposed?
20. How long has the current release of the software solution been available?
21. How often does your company issue new releases?

22. How many versions or releases of your software do you support?
- Competitive Position and Future Commitment**
23. What differentiates your company's solution and customer service from that of other vendors?
24. How do you plan to keep this offering current and competitive?
- a. Describe your company's philosophy towards, and use of, leading-edge technology.
 - b. What approach are you taking in the development of new products and services?
 - c. What new enhancements/releases or features does your company plan to offer and within what time frame?
25. Provide the percentage of revenue your company has spent on research and development each year for the past five years for the proposed solution.
26. What is your company's long-term commitment to the Treasury workstation industry?
27. What makes your company the most viable candidate for providing a Treasury system to our company?
28. What is your firm's philosophy for incorporating client suggestions in new releases?
29. Does your company own any exclusive technologies and/or patents for the software solution?
30. If we were to request enhancements to the solution, describe how your company would respond to and prioritize such requests. Please describe the process if we request that the product be customized.
31. Provide details on any mergers or acquisitions that your company is currently committed to and the expected impact on the services requested in this RFP.
32. Please list any software solutions that your company has discontinued or outsourced in the past 24 months and provide an explanation for the decision to discontinue these services.
33. What happens if your business ceases operations? What if it is bought by another company?
34. Does your company have user groups? How frequently do they meet or collaborate?

References

35. Please be prepared to provide the contact information for three to five references, preferably within our industry and with similar Treasury needs that have used your products longer than a year. Select a mix of long-standing and recent customers, both large and small. We may contact them later in the process.
36. Provide a list of companies similar in size and scope to ours that are currently using your treasury solution.
37. Please specify if you have a solution implemented in a State of Local Governmental setting.
38. List trade shows where you exhibit. In what trade journals have you had articles published? In what trade journals has your company been profiled or discussed?
39. Has your company won any industry awards? If so, please describe. If applicable, what industry awards have any of your clients won after installing the proposed solution?
40. Please list any potential conflicts of interest and suggest solutions in relation to competing companies as a software provider.
41. Please specify the market for which the system was originally written and a history of the development of the system. Have the internal controls over development and program

changes been reviewed by a third party? (i.e., ISO certification). Please also provide a copy of the systems development methodology.

42. Proposed software:

a. Application software

b. Operating system required

c. List of all software modules relevant for this proposal. For each module, please give a

Brief functional description, the date of first release and the date of the latest release

d. Third party tools

43. Hardware requirements:

a. Servers

b. Workstations

c. Communications

d. Other

