



U.S. Department of Justice
Immigration and Naturalization Service

CNT2001000048

425 I STREET, NW
2nd Floor ULLICO Bldg.
Washington, DC 20536

March 25, 2002

Chris Hoofnagle
Legislative Counsel
Epic
1718 Connecticut Avenue, NW, Suite 200
Washington, DC 20009

Dear Chris Hoofnagle:

This is in response to your Freedom of Information Act (FOIA) request received in this office on August 9, 2001 and your complaint for injunctive relief received by the Department of Justice on January 23, 2002, regarding the subject: All records of Choicepoint Company selling individuals personal information.

We have completed the review of all documents responsive to your request and have identified 41 pages responsive to your request. Enclosed are 37 pages released in their entirety and four pages released in part. The information withheld in part pertains to a third-party individual and is being withheld pursuant to 5 U.S.C. 552(b)(6) of the FOIA.

Exemption (b)(6) permits the government to withhold all information about individuals in "personnel and medical files and similar files" where the disclosure of such information "would constitute a clearly unwarranted invasion of personal privacy."

If you should have any additional questions about your request, please direct your inquiries to this office at the above address. You may also call us at (202) 514-3278 or fax any correspondence to (202) 514-4310.

Sincerely,

Mildred Carter
Chief, Policy & Planning Section

Enclosures

**FEDERAL PROCUREMENT DATA SYSTEM (FPDS)
INDIVIDUAL CONTRACT ACTION REPORT (ICAR)**

INTERAGENCY REPORT CONTROL NUMBER
0388-88A-0U

1. REPORTING AGENCY CODE (FPDS 86/14 Pos.) 1528	3. CONTRACT NUMBER (Left justified with no special characters) (15 Pos.) GS 23 F 0387K	5. FUNDING ACTION NUMBER (Left justified; cannot exceed 4 characters) (4 Pos.)	4. CONTRACTING OFFICE ORDER NUMBER (Left justified; cannot exceed 18 characters) (18 Pos.) COW JT 4199
6. CONTRACTING OFFICE CODE (5 alpha-numeric character code) (5 Pos.) COW DC	8. ACTION DATE (4 digit calendar year and 2 digit month, e.g., 200012) (6 Pos.) 200109	7. TYPE OF DATA ENTRY (1 Pos.) A. Original B. Deleting C. Correcting A	9. REPORT PERIOD (4 digit fiscal year and 1 digit quarter, e.g., 20001) (5 Pos.) 200104

9. KIND OF CONTRACT ACTION (1 Pos.)

A. Initial Letter Contract	F. Order Under BOA	10. DOLLARS OBLIGATED OR DEOBLIGATED THIS ACTION (Right justified) round to nearest dollar; monetary unit local units, e.g., 148,480 is reported as 00000480 (8 Pos.) \$ 1,000,000.00
B. Definitive Contract Superseding Letter Contract	G. Rebuttal/Modification Under Federal Schedule Contract	
C. New Definitive Contract	H. Modification	
D. Purchase Order/BPA Calls Using Simplified Acquisition Procedures	J. Transmittal for Default	
E. Order Under Single Award Indefinite Delivery Contract	K. Transmittal for Conversion	
	L. Order Under Multiple Award Contract	
	M. Initial Lead of Federal Schedule Contract	
	Z.	

11. TYPE OF OBLIGATION (1 Pos.) A. Obligated B. Deobligated A	12. PRINCIPAL PRODUCT OR SERVICE CODE (FPDS Product Service Code Manual) (4 Pos.) D317	13. PRINCIPAL NORTH AMERICAN INDUSTRY CLASSIFICATION SYSTEM (NAICS) CODE (5 Pos.) 514210	14. COMMERCIAL ITEM ACQUISITION PROCEDURES (1 Pos.) Y - Yes N - No Y
---	--	--	--

15. CONTRACTOR NAME (30 Pos.)
Choice Point Inc.

16. CONTRACTOR IDENTIFICATION NUMBER (DUNS) (8 Pos.) 04-788-6051	17a. PRINCIPAL PLACE OF PERFORMANCE (State and City Code FPM 58)	17b. FOREIGN COUNTRY (FPE 10) (2 Pos.) N	18. CONTRACT FOR FOREIGN GOVT. OR INTERNATIONAL ORGANIZATION (1 Pos.) Y - Yes N - No N
19. TARIFF OR REGULATED (Pre-CICA) (1 Pos.) N	20. PERFORMANCE-BASED SERVICE CONTRACTING (PBSC) (1 Pos.) N	21. BUNDLING OF CONTRACT REQUIREMENTS (1 Pos.) N	22. COUNTRY OF MANUFACTURE (FPM 10) (2 Pos.) US

23. SYNOPSIS OF THIS PROCUREMENT PRIOR TO AWARD (1 Pos.) A. Synopsized Prior to Award B. Not Synopsized Due to Urgency C. Not Synopsized for CICA Reasons C	24. TYPE OF CONTRACT OR MODIFICATION (1 Pos.) A. Fixed-Price Redetermination B. Fixed-Price C. Fixed-Price with Economic Price Adjustment D. Fixed-Price Incentive E. Cost-Plus-Award-Fee F. Cost - No Fee G. Cost Sharing H. Cost-Plus-Fixed-Fee I. Cost-Plus-Incentive J. Time and Materials K. Labor Hour J
--	---

25. CICA APPLICABILITY (1 Pos.) A. CICA Applicable B. Purchase Order/BPA Calls Using Simplified Acquisition Procedures Subject to Statute Other Than CICA C. Pre-CICA D. Commercial Item Acquisition Procedures Under Test Program B	26. SOLICITATION PROCEDURES (Complete only if item 25 = A) (1 Pos.) A. Full and Open Competition - Sealed Bid B. Full and Open Competition - Competitive Proposal C. Full and Open Competition - Construction D. Sole-Source - Engineer Procedures E. Sole-Source - Research F. Multiple Award Schedule G. Alternative Sources H. Reserved I. Reserved J. See-Aside K. Other Than Full and Open Competition F
--	--

27. AUTHORITY FOR OTHER THAN FULL AND OPEN COMPETITION (Complete only if item 26 = L) (1 Pos.) A. Unique Source B. Follow-on Contract C. Unsolicited Research Proposal D. Patent/Data Rights E. Utilities F. Standardization G. Only One Source - Other H. Urgency I. Mobilization, Essential R&D Capability or Expert Services J. Reserved K. International Agreement L. Authorized by Statute M. Authorized for Peace N. National Security O. Public Interest A	28. NUMBER OF OFFERS RECEIVED (Complete only if item 26 = A or E) (1 Pos.) A. 1 B. 2-5 C. 6-10 D. 11-15 E. 16-20 F. 21-50 G. Over 50 A	29. EXTENT COMPETED (1 Pos.) A. Competed Action B. Not Available for Competition C. Follow-on to Competed Action D. Not Competed A
--	---	--

AUTHORIZED FOR LOCAL REPRODUCTION
PREVIOUS EDITION IS NOT USABLE

STANDARD FORM 279 (REV. 10-2000)
Prescribed by GSA-FAR (48 CFR) 53.204-2(a)

ORDER FOR SUPPLIES OR SERVICES

PAGE OF PAGES

1 5

IMPORTANT: Mark all packages and papers with contract and/or order numbers.

1. DATE OF ORDER 09/28/2001	2. CONTRACT NO. (if any) GS-23F-0387K	6. SHIP TO:		
3. ORDER NO. COW-1-J-4199	4. REQUISITION/REFERENCE NO. OPS-1-10093	a. NAME OF CONSIGNEE Immigration & Naturalization Ser Receiving Unit Rm 1126		
5. ISSUING OFFICE (Address correspondence to) Immigration & Naturalization Ser HQPRO 425 I St. N.W. Room 2208 Washington DC 20536		b. STREET ADDRESS 425 I St. NW		
		c. CITY Washington	d. STATE DC	e. ZIP CODE 20536
7. TO: CHOICEPOINT INC. 11350 RANDOM HILLS ROAD SUITE 240 FAIRFAX VA 22030 ROB RUSSELL		f. SHIP VIA		
9. ACCOUNTING AND APPROPRIATION DATA 1511217/11PS.131B.000.00 \$660000.00 1511217/11PS.151B.000.00 \$340000.00 CONTRACTOR TIN: 58-1798708		8. TYPE OF ORDER <input type="checkbox"/> a. PURCHASE - Reference Your Please furnish the following on the terms and conditions specified on both sides of this order and on the attached sheet, if any, including delivery as indicated. <input checked="" type="checkbox"/> b. DELIVERY - Except for billing instructions on the reverse, this delivery order is subject to instructions contained on this side only of this form and is issued subject to the terms and conditions of the above-numbered contract.		
		10. REQUISITIONING OFFICE HQ INS		
		11. BUSINESS CLASSIFICATION (Check appropriate box(es)) <input type="checkbox"/> SMALL <input checked="" type="checkbox"/> OTHER THAN SMALL <input type="checkbox"/> DISADVANTAGED <input type="checkbox"/> WOMEN-OWNED		
13. PLACE OF		14. GOVERNMENT B/L NO.		15. DELIVER TO F.O.B POINT ON OR BEFORE (Date) 09/30/2002
a. INSPECTION	b. ACCEPTANCE			16. DISCOUNT TERMS Net 30

17. SCHEDULE (See reverse for Rejections)

ITEM NO. (a)	SUPPLIES OR SERVICES (b)	QUANTITY ORDERED (c)	UNIT (d)	UNIT PRICE (e)	AMOUNT (f)	QUANTITY ACCEPTED (g)
0001	Order Derived from GS-23F-0387K Cloaked on-line international public data in accordance with the attached Statement of Work (3 Pages).	1	SV	\$1,000,000.00	\$1,000,000.00	

SEE BILLING INSTRUCTIONS ON REVERSE	18. SHIPPING POINT	19. GROSS SHIPPING WEIGHT	20. INVOICE NO.		17(h) TOT. (Cont. pages) 17(i) GRAND TOTAL
	21. MAIL INVOICE TO:				
	a. NAME Immigration & Naturalization Ser Collections and Payment Rm 6261				
	b. STREET ADDRESS (or P.O. Box) 425 I St. NW				
	c. CITY Washington	d. STATE DC	e. ZIP CODE 20536	\$1,000,000.00	

22. UNITED STATES OF AMERICA	23. NAME (Typed) JAN K. WISOR
BY (Signature)	TITLE: CONTRACTING/ORDERING OFFICER

<input type="checkbox"/> Vendor	<input checked="" type="checkbox"/> Official	<input type="checkbox"/> Requestor
<input type="checkbox"/> Receiving	<input type="checkbox"/> G104 Oblg.	<input type="checkbox"/> Other

OPTIONAL FORM 347 (REV. 6/95)
Prescribed by GSA/FAR 48 CFR 53.213 (e)

ORDER FOR SUPPLIES OR SERVICES
Schedule - Continuation

PAGE OF PAGES

2 5

IMPORTANT: Mark all packages and papers with contract and/or order numbers.

1. DATE OF ORDER
09/28/2001

2. CONTRACT NO. (if any)
GS-23F-0387K

3. ORDER NO.
COW-1-J-4199

17. SCHEDULE (See reverse for Rejections)

ITEM NO. (a)	SUPPLIES OR SERVICES (b)	QUANTITY ORDERED (c)	UNIT (d)	UNIT PRICE (e)	AMOUNT (f)	QUANTITY ACCEPTED (g)
	<p>Contractor's proposal dated September 28, 2001 submitted via e-mail to the contract specialist is incorporated by reference.</p> <p>Period of Performance: September 30, 2001 - September 30, 2002</p> <p>Direct question to the following:</p> <p>Procurement: Bhawana Sharma (202) 353-1656</p> <p>Technical Point of Contact: Harry Gallagher (202/ 305-0617)</p> <p>Invoices</p> <p>Submit two (2) original of each invoice to the Technical point of contact and (1) copy of each invoice to the Contract Specialist, listed above. Each monthly invoice shall be accompanied by data documenting actual usage.</p>					

**International Data Access Statement of Work
U.S. Immigration and Naturalization Service**

Introduction:

The U.S. Immigration and Naturalization Service (INS) Quick Response Teams (QRT) and Investigations Division have a requirement for on-line and secure access to international data services to include citizen and business data from Mexico, Colombia, Costa Rica, Brazil, and Argentina.

International Data Access:

INS requires the following international data sets. The data shall be accessed via secure internet browser, and require each user to enter user identification code and password for authentication before access is granted.

Mexico

CITIZEN REGISTRY

Nationwide listing of all Mexican citizens registered to vote as of the 2000 national election - updated annually. Data includes full name(s), legal addresses, DOB, Place of Birth, Gender, and identification information (RFC Number).

DRIVERS' LICENSES

Database contains only licenses issued in Mexico City since 1997, and is updated monthly. Data includes full name(s), address, RFC/Tax ID/License Number, license class, DOB, Gender, occupation, and telephone number.

VEHICLE IDENTIFICATION (VIN)

Database contains Title and Registration information on vehicles registered in Mexico City and is updated monthly. Data includes full name(s), address, RFC/Tax ID/License Number, DOB, Gender, telephone number, year, class, make, model, tag number, serial number, engine markings, and status.

BIG COMPANIES AND MANAGERS

Encompasses about 90% of all major corporations operating in Mexico, with descriptive information on line of business, full address, telephone and FAX numbers, key manager and executive names, personal and professional e-mail addresses, level of capitalization, and number of years in business information. We also include historical back to 1999. Descriptive information in both English and Spanish.

TELEPHONES

Nationwide listings for business & residential (including FAX numbers), with business classification data in English and Spanish and full address information.

**International Data Access Statement of Work
U.S. Immigration and Naturalization Service**

Colombia

CITIZEN REGISTRY

National registry file of all adult Colombians, including date and place of birth, gender, parentage, physical description, marital status, registration date, registration and passport number, and registered profession. Includes approximately 31 million Colombians now alive, as well as death records since 1991.

COMPANY REGISTRY

Nationwide registry of all registered businesses updated semiannually. Includes business name, tax ID (NIT), principal manager, description of business in English and Spanish, full address, telephone, FAX, email, key financial data and registration data.

Costa Rica

CITIZEN REGISTRY

Monthly update of passport and national identification of all Costa Rican citizens. Data includes full name(s), gender, National ID/Passport number, ID expiration date, and country of citizenship.

Brazil

COMPANY OWNERS

Registry data for owners of businesses which do business in the State of São Paulo, which includes about 80% of all Brazilian businesses. Updated annually. Data includes name of business, form of incorporation, trade names, tax id (CNPJ/CPF) of both business and investor, investor name, investor gender, investor address, investor nationality, investor's national ID card ("cédula"), investor's capital at risk, description of business in Portuguese and English.

PRIVATE COMPANIES

Registry data for substantially all private businesses. Data includes company name, company trade name, company tax ID, business description in English and Portuguese, SICs of products sold, SICs of exports, company address, company telephone and FAX. Updated annually.

BUSINESS PEOPLE FINDER

Identifies substantially all major executives and professional staff ('employee') of substantially all major businesses nationwide. Data includes company name, company trade name, company tax ID, company address, name of employee, gender of employee, title of employee, function and organizational role of

**International Data Access Statement of Work
U.S. Immigration and Naturalization Service**

employee, in English, emails for employee, telephone and FAX information for employee, description of business in English and Portuguese. Updated quarterly. Historical data back to 1998.

MAJOR TELEPHONE LISTINGS

Major cities' telephone listings, residential and businesses.

Argentina

CITIZEN REGISTRY

Nationwide registry of all citizens, includes national ID number, passport number, legal name, gender, approximate age, and registration address. Updated annually.

TELEPHONE LISTINGS

Nationwide Registry of telephone listings, business and residential. Updated annually. Historical data to 1999.

MAJOR COMPANIES AND MANAGERS

Nationwide records of substantially all major Argentine businesses, including company name, address, telephone, FAX, line of business, name and function of key managers in English and Spanish, contact data for managers, including email. Historical data to 1999. Updated semi-annually.

SUPPLEMENTAL INVOICING INFORMATION

NOTE - If desired, this order (or a copy thereof) may be used by the Contractor as the Contractor's invoice, instead of a separate invoice, provided the following statement (signed and dated), is on (or attached to) the order: "Payment is requested in the amount of \$ _____ . No other invoice will be submitted." However, if the Contractor wishes to submit an invoice, the following information must be provided: contract number (if any), order number, item number(s), description of supplies or services, sizes, quantities, unit prices, and extended totals. Prepaid shipping costs will be indicated as a separate item on the invoice. Where shipping costs exceed \$10 (except for parcel post), the billing must be supported by a bill of lading or receipt. When several orders are invoiced to an ordering activity during the same billing period, consolidated periodic billings are encouraged.

RECEIVING REPORT

Quantity in the "Quantity Accepted" column on the face of this order has been: inspected, accepted, received, by me and conforms to contract. Items listed below have been rejected for the reasons indicated.

SHIPMENT NUMBER	<input type="checkbox"/> PARTIAL <input type="checkbox"/> FINAL		DATE RECEIVED	SIGNATURE OF AUTHORIZED U.S. GOVT. REP.	DATE
TOTAL CONTAINERS		GROSS WEIGHT	RECEIVED AT	TITLE	

REPORT OF REJECTIONS

ITEM NO.	SUPPLIES OR SERVICES	UNIT	QUANTITY REJECTED	REASON FOR REJECTED

CONTRACT ACTION REVIEW SHEET

Date: 28-Sep-01

Contract Specialist: Bhawana Sharma

Contract No: GS-23F-0387K Contractor: ChoicePoint Inc.

Modification No: _____

Delivery Order No: COW-1-J-41 99

-
- Approved
 - Approved subject to corrections listed below
 - Disapproved for the reasons listed below

J. K. Winn
Contracting Officer/Specialist

SEP 28 2001
Date: _____

The major points must be corrected and resubmitted for approval

Approved subject to the corrections

Approved

Branch Chief

Date: _____

INS Award Distribution Checklist
To Be Filled Out for Every Contract Action

Contract Number: GS-23F-0387K

Order Number: COW-1-J-4199

Modification Number: _____

	Required	N/A
Contract File	✓	—
Contractor		
Mailed	—	—
Fax'd	✓	—
Program Office (COTR/Project Mgr)	—	—
Accounting (Pat)	✓	—
Small Business Administration [8(a)]	—	✓

Comments: _____

Other:

IPRO sent to ACTS	✓	—
FPDS to Tanya	—	—
Log updates Complete	—	✓
Requisition Track Update Complete	✓	—

[Signature]
 Contract Specialist

9/28/01
 Date

GS-23F-0387K
COW-1-D-4199

MEMORANDUM

Contractor Name/Address: ChoicePoint Inc.
11350 Random Hills Road, Suite 240
Fairfax, VA 22030

Contractor Point of Contact: Rob Russell
Business Manager
703 219 2509 (office)
703 219 2538 (fax)

Handwritten initials: *pb*

Contract Number/Mod: GS-23F-0387K
Delivery Order Number/Mod: COW-1-D-4199

Requisition Number: OPS-1-10093
Amount Funded: \$1,000,000.00
Amount Awarded: \$1,000,000.00

Program Office: HQ-Intelligence
Harry Gallagher (202) 305-0617
COTR Name/Telephone: September 30, 2001 - September 30, 2002

Period of Performance: September 30, 2001 - September 30, 2002
Contracting Officer: Jan K. Wisor

1. **Discussions:** Specialist received a requisition to procure access to on-line international public data for investigative purposes and use by the Quick Response Teams (QRT) and the Headquarters Investigations Division. Business Information Services are offered on the GSA Schedule only market research revealed eleven companies who have GSA Schedules. In contacting these various companies it was discovered that some companies offer data limited to United States and data and others who have international data were not able to cover all the required countries and data elements required by Headquarters Investigations Division.

ChoicePoint Inc. is a GSA Schedule holder and has the ability to offer services that meet the requirements. The period of performance is one year and the price is based upon unlimited use of the on-line database for the total price of \$1,000,000.00. The company has provided the per unit cost of each search to provide a basis for estimating how the pricing is computed.

- A. Description of Services: Cleared on-line international public data (citizen and business data) from Mexico, Colombia, Costa Rica, Brazil, and Argentina.
- B. Contract Type: FFP Delivery Order.

GS-23F-0387K
COW-1-D-4199

- C. **Synopsis/Solicitation #:** N/A
- D. **Technical Evaluation:** The Program Office has previously approved the proposal provided by the vendor.
- E. **Negotiations:** Negotiations were conducted between Bhawana Sharma, Contract Specialist and Rob Russell, ChoicePoint, Inc.

CONCLUSION:

The contract specialist has evaluated the price determination for the fixed price order. It is therefore in the best interest of the government to make award of COW-1-P-4199 to ChoicePoint Inc. A delivery order will be issued for a total of \$1,000,000.00.

Date: 9/28/2001 1:33 PM
Sender: Harry D Gallagher
To: Bhawana Sharma
Priority: Urgent
Receipt requested
Subject: Re:Fwd:choicepoint sow
Bhawana,

This is fine, we are satisfied with this agreement.

Thanks
Harry

MODE - MEMORY TRANSMISSION

START=SEP-28 16:09

END=SEP-28 16:10

FILE NO. = 111

STN NO.	CDM	ABBR NO.	STATION NAME/TEL.NO.	PAGES	DURATION
001	OK		87032192538	007/007	00:00'51"

-INS PROCUREMENT -

***** -202 514 3353 - ***** 202 514 3353- *****

425 I Street NW
Washington DC 20536
Phone: 202-353-1656
Fax: 202-514-3353



Fax

To: Rob Russell	From: Bhawana Sharma
Fax: (703) 219-2538	Pages: Cover + 8
Phone: (703) 219-2509	Date: 09/28/01
Ref: COW-1-J-4199	CC:

Urgent For Review Please Comment Please Reply Please Recycle

• Comments:

Please see the attached delivery order. Please fax me acceptance of the order.

I can be reached at 202-353-1656 and via e-mail: bhawana.sharma@usdoj.gov.

Please feel free to contact me with any questions or concerns.

Thank you.

-Bhawana

425 I Street NW
Washington DC 20536
Phone: 202-353-1656
Fax: 202-514-3353



Fax

To: Rob Russell	From: Bhawana Sharma
Fax: (703) 219-2538	Pages: Cover + 6
Phone: (703) 219-2509	Date: 09/28/01
Re: COW-1-J-4199	CC:

Urgent For Review Please Comment Please Reply Please Recycle

• **Comments:**

Please see the attached delivery order. Please fax me acceptance of the order.

I can be reached at 202-353-1656 and via e-mail: bhawana.sharma@usdoj.gov.

Please feel free to contact me with any questions or concerns.

Thank you.

-Bhawana

INDEPENDENT GOVERNMENT COST ESTIMATE
for
On-Line International Public Data Access

INS runs approximately 20,000 Domestic searches per month. It is estimated that International searches will account for about 15% of domestic searches. Actual domestic usage last year was \$1,800,000.00. It is estimated that domestic and international searches will rise dramatically this year.

Type of Search	Price Per Search	Estimated Usage	Monthly Cost	12 Month Cost
International	\$ 50.00	3,000	\$ 150,000.00	\$1,800,000.00
Domestic	\$ 15.00	20,000	\$ 300,000.00	\$3,600,000.00

Attached please find the Statement of Work per your request. Per discussion with Harry Gallagher, we have included the Investigations division in this SOW, and as a result, included a provision limiting the total number of IDs issued under this SOW to 300.

Tax ID: 58-1798708 (ChoicePoint Business & Government Services Inc.)
DUNS: 04-788-6051
Business Size: Large Business

Please let me know if you have any questions or require additional information.

(See attached file: ins international SOW - 9.24.01.doc)

Rob Russell
Business Manager
ChoicePoint
703.219.2509 (office)
[redacted] (cell)

(b)(6)

Bhawana.Sharma

@usdoj.gov
Rob.Russell@choicepointinc.

To:

com

cc:

Data

09/23/01 02:47

Subject: International Public

PM

Mr. Russell:

May I request that you e-mail me the ChoicePoint's Statement of Work to me? Harry Gallagher provided me with the hard copy. I am the procurement point of contact for this requirement.

Additionally, please provide the following information on your company:

- (1) Federal Tax ID #
- (2) Duns #
- (3) Business Size (I presume its Large Business)

Thank you.

regards,
Ms. Bhawana Sharma
Contract Specialist
Immigration & Naturalization Service
Headquarters Procurement

425 I Street NW, Room 2208
Washington, DC 20536

Phone: 202-353-1656
Fax: 202-514-3353
E-mail: Bhawana.Sharma@USDOJ.GOV

(See attached file: INSINTER.DOC)

INSINTER.DOC ATXPIGSA.DOC

Date: 9/25/2001 4:52 PM
Sender: Rob.Russell@choicepointinc.com
To: Bhawana Sharma
Priority: Normal
Subject: Re: Re[2]: International Public Data
Ms. Sharma:

The SOW document is forthcoming - I'm waiting for senior management to sign off on one piece. The attached document is our transactional pricing schedule. We will invoice you on a monthly basis at 1/12 of the overall price each month.

(See attached file: atxpigsa.doc)

Rob Russell
Business Manager
ChoicePoint
703.219.2509 (office)
[(cell)]

bu

Bhawana.Sharma

@usdoj.gov
Rob.Russell@choicepointinc.
com

To:

cc:

Public Data 09/25/2001
12:48 PM

Subject: Re[2]: International

Rob,

Thank you for the message you left me earlier. Please send me the revised statement of work when you have it corrected.

Secondly, could you tell me what the per unit price is for each data query?

and
how your company will invoice for the service?

Thank you,
Bhawana

Reply Separator

Subject: Re: International Public Data
Author: Rob.Russell@choicepointinc.com
Date: 9/24/2001 5:28 PM

Ms. Sharma:

AutoTrackXP

International Searches

You know the value of ChoicePoint's domestic data. Now you can locate people and identify business assets in foreign countries with ChoicePoint's new **international searches**. ChoicePoint gives you the most comprehensive online International data available, with individual and business information from Mexico, Colombia, Argentina, Brazil, and Costa Rica. After logging in, click the **AutoTrack International** link under General Searches to begin accessing the most comprehensive International public record data available.

Fiat rate customers please contact your national Sales Account Manager to find out how you can access ChoicePoint's International data.

Country	Search	GSA Price
	Reverse Telephone	\$ 15.00
	Telephone - Other	\$ 15.00
	Telephone - Other	\$ 15.00
	Investor Profile	\$ 100.00
	Driver's License	\$ 20.00
	Vehicle Identification	\$ 20.00
	Reverse Telephone	\$ 15.00
	Telephone - Other	\$ 15.00
	Company Details	\$ 40.00
Multi-Nation	Aircraft	\$ 10.00

AutoTrack is a registered trademark of ChoicePoint Asset Company
© 2001 ChoicePoint Asset Company. ALL RIGHTS RESERVED.



AutoTrackXP International prices and data are subject to change.
AutoTrackXP International- Price List: 07/21/2001



Dun & Bradstreet



**DUN & BRADSTREET
 GOVERNMENT SERVICES OFFICE
 1700 NORTH MOORE STREET
 SUITE 1250
 ARLINGTON, VIRGINIA 22209**

TO: Bahwana Sharma
 AGENCY/COMPANY: LNS
 FAX: 202-514-3353
 PHONE: 202-353-1656

FROM: JENNIFER SCHAUS
 PH: 703-807-5066 FX: 703-807-5099
 EMAIL: SCHAUSJ@DNB.COM

COMMENTS: Your email came back
as undeliverable. Here is
my email
Please send me something
so that I can forward the
info to you in its entirety.
Thanks -

DATE: 9/27/01 NUMBER OF PAGES + COVER: _____

Schaus, Jennifer

From: Schaus, Jennifer
Sent: Thursday, September 27, 2001 11:28 AM
To: 'Bahwana Sharma - INS invest.'
Cc: Schaus, Jennifer
Subject: INS- D&B Information



DataElements.doc



Bfgerman.doc

Hi Bahwana,

Thank you for your phone call this morning. It was a pleasure to speak with you. Based on your need for business and executive information, I am confident that Dun & Bradstreet (D&B) can help improve your efforts. D&B maintains the largest commercial database of business information in the world. In fact, we have information on the largest Fortune 500 companies, and more than 60 million e-pops who are doing business from their homes. In fact, 85% of our records have the names of key employees, and 57% of these records contain ownership details. We have provided services for many government agencies.

D&B has been the world's leading provider of quality business information for over 150 years, and the quality and quantity of our information continues to grow each day. We can provide a full array of additional data elements (i.e. D-U-N-S Number, Standard Industrial Code, geographic location, sales volume, corporate linkage, executive name, small business indicator, etc.). We maintain up to 1,500 data elements on each of the 62+ million businesses in our global database. Attached below is a spreadsheet listing all of the data elements that may be present on the company records in our file.

If you like, I can also come out in person to deliver a presentation on how D&B gathers & maintains its information. I can also bring a price book and explain how our on-line subscription works. If you have any questions please do not hesitate to call me at (703) 807-5088, or e-mail me at schausj@dnb.com. Thank you for your interest in D&B. I look forward to working with you in the future.

* I have also included a sample Business Information Report on a fictitious company. This gives you an overview of some of the reports available to you & the level of information provided.

Regards,

Jennifer Schaus
Dun and Bradstreet
Government Services Office
1700 N. Moore St., #1250
Arlington, VA 22209
Ph 703-807-5088
Fx 703-807-5099

DATA ELEMENTS AVAILABLE FROM DUN & BRADSTREET

Company Name

Tradestyle Name (Doing Business As Name)

Mailing Address

Physical Address

City / State / Zip + 4

Accounting Firm Relationship

Age of Executives

Asset Based Lending sub file:

- Current or Fixed assets
- Secured party
- Collateral type (accts recv, equip, inventory etc.)
- Assignee
- Filing number, date and state

Banking Relationship

Contact Names (CEO's, Owners, Presidents & other key executive titles)

Congressional District coding

Cottage Industry (businesses operating from home)

County Code

Credit Information:

- Credit Rating
- Paydex Score
- Net Worth
- Bankruptcy Indicator
- Suit Indicator
- Lien Indicator
- Judgment Indicator
- Foreign Ownership Indicator

Demand Estimators (Marketing product models)

- Commercial Square Footage
- Number of Personal Computers
- Office Supplies Estimator
- Number of Copiers
- Monthly Copy Volume
- Likely Copier Acquisition Channel
- Occupational Employee Estimator (Blue collar, white collar engineers, management, administration etc)

Duns Number (provides linkage of corporate families)

Employee Trend % over past 3 or 5 years - up or down

Employees (Total for company (HQ sites only) or at site (all locations))

DATA ELEMENTS AVAILABLE FROM DUN & BRADSTREET

(CONTINUED)

ERISA Pension Fund sub file:

- Plan type & funding method
- Plan net assets
- Plan sponsor
- Company total assets
- Plan year end for each plan
- Number of participants, total and active
- Contributions, earnings and income of each plan

Geo Codes (both D&B and FIPS)**Global Business Information (from our Worldbase file)****Headquarters location****Historical Data (year end information -- any year 1978-present)****Hotlist sub file:**

- New Business start
- New to the File
- Address change
- Owner change
- CEO change
- Telephone number change
- Legal status change
- Company Name change

Import / Export Indicator**Latitude & Longitude - point geo coding****Legal Status - sole ownership, partnership or corporation****Manufacturing Indicator****Market Data Retrieval Education file:**

- School type (kindergarten, grade, middle, h.s., college etc)
- Educator by title and type
- Buyers at school
- School personnel at school and at home
- Curriculum
- District spending power
- Many other selects available

DATA ELEMENTS AVAILABLE FROM DUN & BRADSTREET

(CONTINUED)

Metalworking sub file:

- Metals purchased
- Processes performed
- Contact function

Metropolitan Code**Minority Ownership (specific)**

- Black / African American
- Hispanic / Latino
- Asian
- American Indian / Alaskan
- Indian / Subcontinent
- Other
- Classification Unknown

Multi-location firms with number of locations**NAICS Codes****Number of accounts****Own or Rent building indicator****Parent Location****Postal carrier route codes (including bar coding and zip + 4 presort)****Population code (population range of site county)****Public / Private****Sales trend % over past 3 or 5 years - up or down****Sales Volume (annual)****Sic Codes (2-4-6-8 digit level)****Site Status (Headquarters, Single location, Branch, Division)****Socio - Economic Indicators:**

- | | |
|----------------------------|--------------------------|
| • Congressional District | - based on latest census |
| • Labor Surplus Areas | - Department of Labor |
| • Small Business Indicator | - Small Business Admn |
| • Women Owned Business | - Dun & Bradstreet |
| • Minority Owned Business | - Dept of Commerce / |
| SBA | |

- Debarments Administration
- General Svcs

Square Footage of the site occupied
Subsidiary Indicator

DATA ELEMENTS AVAILABLE FROM DUN & BRADSTREET

(CONTINUED)

Telecommunications data:

- Total Business Lines
- Monthly Local Phone Bill
- IntraLATA Toll Usage (minutes)
- Monthly Total Toll Bill
- Likelihood of having a Centrex
- Likelihood of having a PBX
- Likelihood of having a Business Line
- Hi-Capacity Indicators

Telephone number and area code

Territory covered - local, state, regional, U.S. etc

Trucking sub file (TRINC):

- Number of trucks and or tractors
- Gross vehicle weight
- Public and Private states
- Owners & Users
- Site status or Consolidated HQ

UCC Filings

Worldbase File

- Most of the same data elements and selects as domestic file

Year Started (or when existing control changed)

GOVERNMENT SERVICES:

Jennifer Schaus 703-807-5066

SchausJ@dnb.com

Schedules e-Library

GSA Federal Supply Service

Schedule Details
Sunday, September 23, 2001

Search

all the words

For general schedule questions, contact:

Shanna Smith
Phone: (703) 305-3093E-mail: shanna.smith@gsa.gov

Page 1 of 1

7321A BUSINESS INFORMATION SERVICES (BIS)

ELECTRONIC BUSINESS INFORMATION SERVICES (BIS)

559 22

Electronic transmission (excluding voice communication) of Consumer Credit Reports, Address Verification Reports, Skip Location Reports, Public Information, Domestic Business Profile, International Business Profile, Mortgage Reports, Supplemental Credit Reference Reports, Bond Rating, Managed Fund Rating, Institutional Ranking, Data Processing (credit/financial) Credit Scoring, Merged Credit Files, Credit Risk Assessment and Miscellaneous Business Information Services.

Contractor	Contract Number	Phone	Business Indicators	Items Available in GSA Advantage!
<u>ALLSTATE CREDIT BUREAU</u>	GS-22F-9610D	(516)795-7400	s/b	yes ...View/Order
<u>BUSINESS CREDIT INFORMATION</u>	GS-22F-9712G	(415)861-4224	s/b	coming soon
<u>BUSINESS DECISIONS INFORMATION</u>	GS-22F-9605D	(404)794-0600	s/b	yes ...View/Order
<u>CHOICEPOINT INC</u>	GS-23F-0387K	(703)734-6200	o/b	yes ...View/Order
<u>CREDIT BUREAU SERVICES OF TEXA</u>	GS-22F-9609D	(713)781-0282	o/b	yes ...View/Order
<u>DALLAS COMPUTER SERVICE, INC.</u>	GS-22F-9608D	(214)422-3600	s/b	yes ...View/Order
<u>DATA FACTS, INC</u>	GS-22F-9604D	(901)685-7599	s/b	coming soon
<u>DATABASE TECHNOLOGIES INC</u>	GS-23F-0069J	(800)279-7710	o/b	coming soon
• <u>DUN & BRADSTREET, INC.</u>	GS-22F-9614D	(703)276-7856	o/b	yes ...View/Order
<u>EQUIFAX INC</u>	GS-22F-9611D	(214)696-3593	o/b	yes ...View/Order
<u>EQUIFAX INC</u>	• GS-22F-9663D	(410)451-6552	o/b	yes ...View/Order
<u>OSHA DATA CIH, INC</u>	GS-23F-0012L	(973)378-8011	s/b	yes ...View/Order
<u>TRANS UNION LLC</u>	GS-22F-9602D	(312)258-1717	o/b	coming soon

Page 1 of 1

CHOICEPOINT

1. ChoicePoint is the only vendor capable of providing online access to the following data sets and/or functionality:
 - (a) complete listings of all Mexican, Colombian and Argentine Citizens
 - (b) inclusion of unlisted numbers in telephone files in Mexico, Brazil, and Argentina
 - (c) inclusion of Mexican vehicle and driver license data
 - (d) complete listing of Colombian company data
 - (e) inclusion of personal identification information for Brazilian business people
 - (f) full usability in English language
2. ChoicePoint provides multiple means of accessing international data, depending on the customer's requirement. ChoicePoint can provide access through existing online interfaces, or through standalone international-only interfaces dedicated to each customer.
3. ChoicePoint's proprietary international data indexing and translation system provides an unmatched level of accuracy and ease of use to customer personnel. These algorithms and translation systems are unavailable from any other vendor.

ChoicePoint International Outlook

- The INS runs approximately 20,000 Domestic searches per month using the domestic Choicpoint contract.
- We estimate International volume to be approximately 15% of Domestic volume since this is for the QRT's and Investigations.
- Estimated cost of an International search is approximately \$50 (assuming 80-90% Mexican searches).

Example: Citizen registry + DL search or
Citizen registry + phone + aircraft

- 20,000 Domestic searches monthly = 3,000 International searches monthly (15%)
- 3,000 searches X \$50 per search = \$150,000 monthly

Proposed Yearly Flat Rate (Unlimited) \$1,000,000

Actual Yearly Transactional Usage \$1,800,000

The current domestic contract for Choicepoint is currently procured under a contract with DOJ TSS for \$1,516,000.00 which includes a 4% administrative fee.



Reference Item Detail
Sunday September 23, 2001

Contract Information	
Contractor:	OSHA DATA/CIH, INC.
Address:	12 HOFFMAN ST.,
Address:	MAPLEWOOD, NJ 070401114
Ordering & sales locations:	click here for locations
Website:	http://www.oshadata.com
Maximum Order:	\$999,999.00
Min Order:	\$100.00
Delivery:	15 days
FOB:	Dest - CONUS, AK, HI, PR
Business Size:	s/b

OSHA DATA/CIH, Inc. is a New Jersey information service founded in 1991 that provides online corporate regulatory violation history reports to both the public and private sector. Our information is used for many purposes, but most notably, for pre-qualification screening of contractors, bidders or loan applicants before they are awarded publicly funded contracts, federal loans or loan guarantees.

Our raw computer data is gathered from various government agencies under the Freedom of Information Act (FOIA), converted from mainframe to PC-based computer language, aggregated into a comprehensive series of databases and formatted to provide a single source of conveniently organized and consistently formatted reports. This aggregation of data saves time and reduces labor requirements by eliminating the need for accessing multiple databases from different sources and re-keying search parameters in each instance. Also, several value-added data elements are incorporated into our system that would otherwise be unavailable or difficult to obtain from the agencies directly.

Access to our Online Search Utility (OSU) is via the Web at <http://www.oshadata.com>.

~~OSHA Data/CIH database includes:~~

- ~~OSHA Violations~~
- ~~OSHA Wage and Hour Division Violations~~
- ~~NLRB Unfair Labor Practice Allegations~~
- ~~EEOC Age Discrimination and Equal Pay Act Violations~~
- ~~INS Worksite Enforcement Records~~
- ~~GSA-Excluded Parties List~~

No International Info.

Pricing for the OSU is \$148.75 per user per month for unlimited access. When regulatory violation records are found on an establishment, detailed OSHA reports may be immediately viewed online as HTML documents. Other regulatory violation history reports can be ordered online and these are returned via fax or regular mail. Pricing for the detailed reports are:

- First 1-20 per month are \$29.75 each
- Next 21-40 per month are \$25.50 each
- Next 41-60 per month are \$21.25 each
- Next 61-80 per month are \$17.00 each
- Next 81-100 per month are \$12.75 each
- Next 100-200 per month are \$8.50 each
- Next 201+ per month are \$4.25 each

A per page charge of \$2.98 is added to all reports except the OSHA "complete" reports. No record searches are \$29.75 per establishment name and are not included in report discount calculations.

Periods of coverage vary for each database. Custom selects such as date, SIC code, state, area office or violation count are \$106.25 each. Payment by credit card or prepayment with subscription are required. Delivery is FOB Destination for Domestic and Overseas.

Date: 9/20/2001 7:27 AM

Sender: Jan K Wisor

To: Bhawana Sharma

Priority: Normal

Subject: Fwd:QRT/CHOICEPOINT CONTRACT

Bhawana - I asked Harry to provide more information about the cost estimate and the Choicepoint capability. The information is attached.

Jan

Forward Header

Subject: QRT/CHOICEPOINT CONTRACT

Author: Harry D Gallagher

Date: 9/20/2001 1:01 AM

Jan,

Attached is the information we spoke about yesterday. If you need more please page me at 1 877 590-4404.

Thanks

INSPRO.doc

Harry Gallagher

Asy 1877590 PRT
4405

REQUISITION-MATERIALS-SUPPLIES-EQUIPMENT
SEP 18 PM3:59

acty
Pod 9/18/01

1. NUMBER
OPS-1-10093
2. DATE
09/14/2001
3. ACTIVITY SYMBOL
SEE BELOW

SEE INSTRUCTIONS ON REVERSE

4 TO: NAME AND ADDRESS-PROCUREMENT SECTION (OR STOREROOM)
LOGISTICS BRANCH
425 I STREET, NW Room:2229
WASHINGTON, DC 20536

5. FROM: NAME AND ADDRESS REQUISITIONER
JOSEPH R. GREENE
ACTING DIRECTOR, INVESTIGATIONS
425 I STREET NW
WASHINGTON, DC 20536
POC: HARRY GALLAGHER
POB 9/14/01
POC RM: 7215
202-305-0617

STOCK NUMBER	DESCRIPTION OF ARTICLE (MAKE, MODEL, TYPE, SIZE, COLOR, MFG., ETC.)	QUANTITY	UNIT	COST		ACTION CODE
				UNIT PRICE	AMOUNT	
6	7	8	9	10	11	12
9999	MISCELLANEOUS ITEMS	1	EA	1000000.00	1000000.00	
	CHOICEPOINT GSA SCHEDULE GGS 23F-4387K					
	11350 RANDOM HILLS, SUITE 240					
	FAIRFAX, VIRGINIA 22030					
	Just: CHARGES PROVIDE TO CHOICEPOINT VIA THE GSA SCHEDULE TO ACCESS INTERNATIONAL					
	PUBLIC DATA FOR INVESTIGATIVE PURPOSES AND USE BY THE QUICK RESPONSE					
	TEAMS (QRT) AND THE INVESTIGATIVE DIVISION OF INS.					
	Recommended Vendor: CHOICEPOINT GSA SCHEDULE					
	11350 RANDOM HILLS, FAIRFAX, VA 22030					
	(703) 219-2509					
	Contact: ROB RUSSELL					
	G104 NO: 1511217/11PS.131B.000.00			5660,000.00		
	G104 NO: 1511217/11PS.151B.000.00			340,000.00		

we collected
19/8/01

13. SIGNATURE OF REQUISITIONER: *[Signature]*

14. TITLE OF REQUISITIONER: DIRECTOR, INVESTIGATIONS

15. TOTAL: \$1,000,000.00

16. KEY TO ACTION CODE				17. DATE RECEIVED			
S	SUBSTITUTE ITEM	2	CANCELLED- NOT STOCKED	19. PURCHASE ORDER			
B	BACK ORDERED	3	CANCELLED- NOT ABLE TO IDENTIFY				
D	PURCHASED FOR DIRECT SHIPMENT	O	OTHER- AS INDICATED	18. APPROVED			
I	CANCELLED-STOCK EXHAUSTED						

I CERTIFY THAT THE ABOVE ARTICLES- COLUMNS 3, 9 AND 12 - HAVE BEEN RECEIVED.

20. LOCATION: _____ 21. DATE: _____ 22. SIGNATURE: _____ 23. TITLE: _____

CERTIFICATION/AUTHORIZATION OF FUNDS AVAILABILITY 31
G104 NO. OPS-109 NAME (PRINT) DLBONDUR
SIGNATURE: *[Signature]* 9-17-01

**ChoicePoint International Data Access Statement of Work
U.S. Immigration and Naturalization Service**

Introduction:

The purpose of this document is to provide the U.S. Immigration and Naturalization Service (INS) with a detailed description of ChoicePoint's international data capabilities, and a statement of work for providing access to international data services. Presently, ChoicePoint maintains citizen and business data from Mexico, Colombia, Costa Rica, Brazil, and Argentina, and is actively seeking to add data from other countries in Latin America, Asia, and Europe. Presently, ChoicePoint is the only provider of online international data on both individuals and businesses, including citizen registries in several Latin American countries.

ChoicePoint Overview:

ChoicePoint has been providing information to support customer business decisions since 1899, when Equifax Insurance Services was founded. Originally focused solely on the insurance industry, ChoicePoint's predecessors leveraged information-gathering competencies to provide critical data to the commercial sector, government agencies, legal firms, healthcare organizations, and many other types of organizations.

In 1997, the current ChoicePoint management team, led by Chairman and Chief Executive Officer Derek Smith, spun off from Equifax to create an independent, publicly traded organization. Since the spinoff, ChoicePoint has acquired more than 20 companies in an effort to augment our information gathering and dissemination capabilities. Today ChoicePoint is the nation's largest provider of online and on-demand public records, maintaining databases with more than 13 billion domestic and international online public records, and managing a staff of more than 1,500 researchers who obtain public record information from courthouses and other public sources on a daily basis. Additionally, partnerships extend our reach into Latin America, Europe, and the Pacific Rim. More than 5,000 employees in locations in all parts of the United States helped ChoicePoint generate over \$593 million in revenues in 2000.

ChoicePoint expanded its data collection efforts in 2000 to include international data to complement its U.S. public record products. Since then, ChoicePoint has added significant international data assets through acquisitions, direct relationships with various foreign governments, and by expanding its international network of trusted data vendors. ChoicePoint places a heavy emphasis on data accuracy and timeliness, and goes to great lengths to verify that the data offered in ChoicePoint products is being acquired legally from official sources. In cases where ChoicePoint utilizes a third party vendor as a data source, the vendor warrants to ChoicePoint that they have obtained the data legally, that they have the right to sell the data to ChoicePoint, and that they have not in any way violated the Foreign Corrupt Practices Act.

