



SAP America, Inc.



March 18, 1997

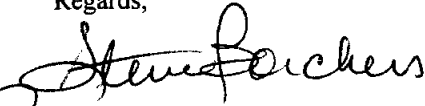
City of Fort Collins
Purchasing Division
James B. O'Neill II, CPPO
Director of Purchasing & Risk Management
256 West Mountain Avenue
Fort Collins, CO 80521

RE: Proposal No. P-620

Dear Sir:

We respectfully inform you that SAP America, Inc. will not be participating in this bid.

Regards,


Steve Borchers
Industry Director - Public Sector

- SAP usually responds to RFPs
of 250,000 ~~to 300,000~~ population and up.
- Price \$1M - \$2M

