



# COMMONWEALTH of VIRGINIA

Office of the Governor

Maurice A. Jones  
Secretary of Commerce and Trade

March 18, 2015

The Honorable Jeh C. Johnson  
Secretary of Homeland Security  
United States Department of Homeland Security  
Washington, DC 20528

SCANNED/RECEIVED  
BY EXEC SEC  
2015 MAR 27 AM 11:51

Re: State-of-the-Art Credential Facility in Virginia

Dear Mr. Secretary:

It is my understanding that the U.S. Customs and Immigration Service (USCIS) is seeking a new generation of Permanent Resident Cards. I write to share the positive experience we continue to have with our corporate partner whose facility in Danville, Virginia utilizes state-of-the-art, laser engraved poly-carbonate technology to produce one of the most trusted and secure driver's licenses in America.

CBN Secure Technologies Inc. (CBN STI) is the Danville-based U.S. subsidiary of Canadian Banknote Company, headquartered in Canada. For the past six years, CBN STI has manufactured the Virginia driver's license at its highly secure facility in Danville, Virginia.

CBN STI has invested in Virginia by hiring and training many of its employees from the strong local workforce. Since 2008, CBN STI has invested more than \$15M in Southside Virginia, and has directed more than \$7M to small business enterprises throughout Virginia. CBN STI's excellent reputation and attention to customer service has been impressive. They were selected to produce secure credentials for New York (now manufactured in Danville) and Wisconsin (soon to be manufactured in Danville) as well.

Our excellent Virginia experience with CBN STI's technology, customer service, and commitment to security can serve as a positive reference as you move toward new Permanent Resident Cards.

The Honorable Jeh C. Johnson

March 18, 2015

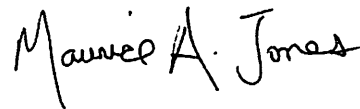
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I want to commend the following to you with respect to CBN STI's results in Virginia:

- The production facility in Danville is already prepared to manufacture highly secure credentials. It is ready to meet the security demands of the new cards.
- CBN STI delivers highly secure credentials that are manufactured in Virginia. All 50 CBN STI employees in Danville are security cleared by law enforcement in Virginia and New York. The Danville facility was built for the purpose of manufacturing secure credentials. Security is paramount -- the facility is equipped with armed security personnel at all times.
- CBN STI is a technology leader in North America in the secure identification document market. CBN STI delivers over six million secure, polycarbonate laser-engraved cards to the Commonwealth of Virginia and the State of New York every year, with the State of Wisconsin to join shortly.

The CBN STI Danville facility is a good example of the positive impact technology jobs can have in the economic rebirth and growth in our manufacturing sector. We would welcome the opportunity for you or your staff to tour this facility, and we would be pleased to answer any questions you may have.

Sincerely,

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

Maurice Jones

COMMONWEALTH of VIRGINIA

Office of the Governor

P.O. Box 1475

Richmond 23218

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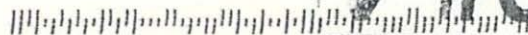
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The Honorable Jeh C. Johnson  
Secretary of Homeland Security  
United States Department of Homeland Security  
Washington, DC 20528

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**U.S. Citizenship  
and Immigration  
Services**

Maurice A. Jones  
Secretary of Commerce and Trade  
Commonwealth of Virginia  
P.O. Box 1475  
Richmond, VA 23218

Dear Mr. Jones:

Thank you for your March 18, 2015 letter to Secretary Johnson sharing your positive experiences with CBN Secure Technologies Inc. (CBN STI) of Danville, Virginia. We appreciate the feedback on the services provided by CBN STI and the invitation to tour their facility considering USCIS's requirement for secure identification documents.

USCIS issued the Next Generation Card Consumable solicitation numbered HSSCCG-15-R-00012 on February 27, 2015, posting the requirement to the Government's Point of Entry (GPE) FedBizOpps. For your information the solicitation and all amendments are accessible at the following link: <https://www.fbo.gov/spg/DHS/BC/ACB/HSSCCG-15-R-00012/listing.html>.

USCIS's Next Generation Card Consumable requirement as detailed in the aforementioned solicitation includes five (5) years of card consumables, program management and design support services. The solicitation closed on April 3, 2015 and USCIS is currently evaluating the proposals received. USCIS will select the contractor offering the best value to the Government utilizing a tradeoff approach. The solicitation details the five (5) evaluation factors which will be utilized in the tradeoff decision which are 1) conformance to the requirements of the statement of work, 2) program management, 3) quality control and problem remediation, 4) past performance and 5) price.

Specific information regarding the firms that participated in this competitive solicitation cannot be disclosed at this time as source selection information is protected from disclosure; however, USCIS is currently in the process of selecting a contractor to fulfill their requirement for Next Generation Card Consumables and anticipates issuing a contract award for this requirement in late June 2015.

Sincerely,

A handwritten signature in blue ink that reads "Heidi M. Phillips".

Heidi M. Phillips  
Deputy Chief, USCIS Office of Contracting