



The following documentation is an electronically-submitted vendor response to an advertised solicitation from the *West Virginia Purchasing Bulletin* within the Vendor Self-Service portal at wvOASIS.gov. As part of the State of West Virginia's procurement process, and to maintain the transparency of the bid-opening process, this documentation submitted online is publicly posted by the West Virginia Purchasing Division at WVPurchasing.gov with any other vendor responses to this solicitation submitted to the Purchasing Division in hard copy format.

Header 1

 List View

General Information

Contact

Default Values

Discount

Document Information

Clarification Request

Procurement Folder: 875409

Procurement Type: Central Master Agreement

Vendor ID: VS0000038106 

Legal Name: Flycast Partners, Inc

Alias/DBA: Flycast Partners, Inc

Total Bid: \$216,000.00

Response Date: 06/02/2021 

Response Time: 17:32

Responded By User ID: FlycastPartners 

First Name: Kim

Last Name: Gagnon

Email: kim.gagnon@flycastpartners

Phone: 970-300-2666

SO Doc Code: CRFQ

SO Dept: 0210

SO Doc ID: ISC2100000031

Published Date: 5/25/21

Close Date: 6/3/21

Close Time: 13:30

Status: Closed

Solicitation Description: Applications Developer Ivanti Services Manager (OT21128)

Total of Header Attachments: 1

Total of All Attachments: 1



Department of Administration
 Purchasing Division
 2019 Washington Street East
 Post Office Box 50130
 Charleston, WV 25305-0130

**State of West Virginia
 Solicitation Response**

Proc Folder:	875409	
Solicitation Description:	Applications Developer Ivanti Services Manager (OT21128)	
Proc Type:	Central Master Agreement	
Solicitation Closes	Solicitation Response	Version
2021-06-03 13:30	SR 0210 ESR06022100000007964	1

VENDOR
VS0000038106 Flycast Partners, Inc

Solicitation Number: CRFQ 0210 ISC2100000031

Total Bid: 216000 **Response Date:** 2021-06-02 **Response Time:** 17:32:28

Comments: No additional discounts are offered.

FOR INFORMATION CONTACT THE BUYER
 Jessica S Chambers
 (304) 558-0246
 jessica.s.chambers@wv.gov

Vendor Signature X	FEIN#	DATE
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All offers subject to all terms and conditions contained in this solicitation

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
1	Hourly Rate for Applications Developer	1000.0000	HOUR	216.000000	216000.00

Comm Code	Manufacturer	Specification	Model #
81111508			

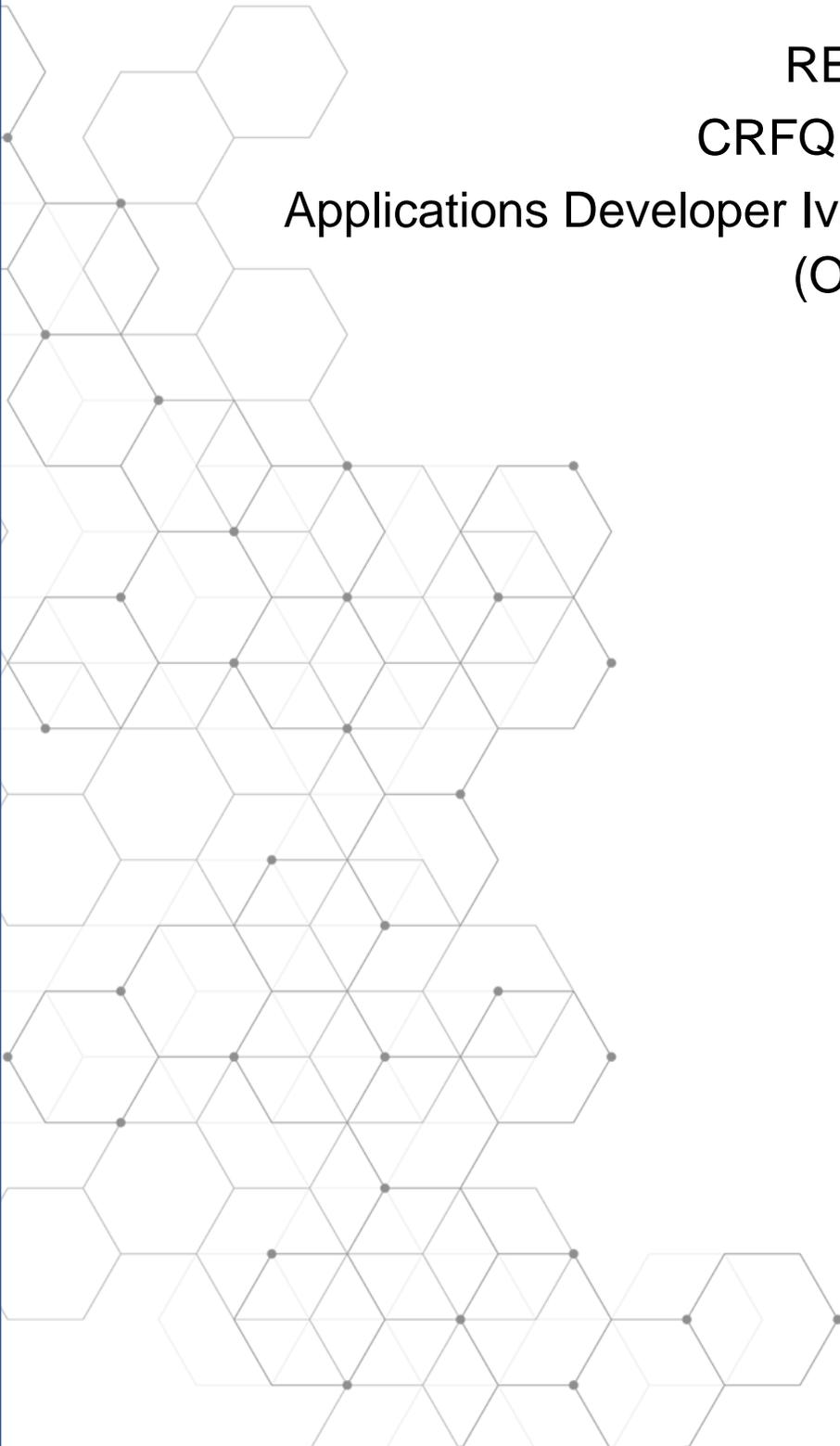
Commodity Line Comments: Hourly rate includes 200 hours of Project Management services to be delivered throughout the project. All services will be delivered remotely.

Extended Description:

Hourly Rate for Applications Developer



REQUEST FOR QUOTE
CRFQ 0210 ISC2100000031
Applications Developer Ivanti Services Manager
(OT21128) June 2, 2021





Department of Administration
 Purchasing Division
 2019 Washington Street East
 Post Office Box 50130
 Charleston, WV 25305-0130

State of West Virginia
 Centralized Request for Quote
 Consulting

Proc Folder: 875409			Reason for Modification:
Doc Description: Applications Developer Ivanti Services Manager (OT21128)			
Proc Type: Central Master Agreement			
Date Issued	Solicitation Closes	Solicitation No	Version
2021-05-10	2021-05-27 13:30	CRFQ 0210 ISC2100000031	1

BID RECEIVING LOCATION

BID CLERK
 DEPARTMENT OF ADMINISTRATION
 PURCHASING DIVISION
 2019 WASHINGTON ST E
 CHARLESTON WV 25305
 JS

VENDOR

Vendor Customer Code:

Vendor Name : Flycast Partners, Inc

Address : 3637 4th Street N, Ste 490

Street :

City : St Petersburg

State : FL **Country :** United States **Zip :** 33704

Principal Contact : John Postorino

Vendor Contact Phone: 713-714-3438 **Extension:**

FOR INFORMATION CONTACT THE BUYER

essica S Chambers
 304-558-0246
 essica.s.chambers@wv.gov

Vendor Signature X *Kim Gagnon* **FEIN#** 45-0664423 **DATE** May 28, 2021

All offers subject to all terms and conditions contained in this solicitation

ADDITIONAL INFORMATION

The West Virginia Purchasing Division is soliciting bids on behalf of West Virginia Office of Technology (WVOT) to establish an open-end contract for an Applications Developer to be used to design, optimize and configure the Ivanti Change Management and Configuration Management features and to design, develop, optimize and automate more than fifty as-is WVOT business processes into service request, fin the WVOT-owned Ivanti ITSM platform. The WVOT is transitioning to Ivanti ITSM Service Manager and will be using the Self-Service Mobile interface to utilize self-service request creation in order to streamline and automate its workflow process, approvals and tracking, with the goal of creating a more efficient platform for its customers and staff per the terms and conditions and specifications as attached.

INVOICE TO		SHIP TO	
DEPARTMENT OF ADMINISTRATION OFFICE OF TECHNOLOGY 1900 KANAWHA BLVD E, BLDG 5 10TH FLOOR CHARLESTON WV US		WV OFFICE OF TECHNOLOGY BLDG 5, 10TH FLOOR 1900 KANAWHA BLVD E CHARLESTON WV US	

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
1	Hourly Rate for Applications Developer	1000.00000	HOUR	\$216.00	\$216,000.00

Comm Code	Manufacturer	Specification	Model #
81111508			

Extended Description:
Hourly Rate for Applications Developer

SCHEDULE OF EVENTS

<u>Line</u>	<u>Event</u>	<u>Event Date</u>
1	TECHNICAL QUESTION DEADLINE	2021-05-19



EXECUTIVE SUMMARY

Flycast Partners was founded in 2011 and is a privately owned enterprise, established by ITSM engineers focused on providing robust ITSM services built on ITIL practices. All Flycast Partners consultants are ITIL certified and possess on average ten (10) years of experience. Flycast Partners is one of only four Elite Service Partners with Ivanti Software, which is achieved by our consultants being certified in Ivanti Service Manager (ISM) and Ivanti Asset Manager (ITAM) technology. Flycast Partners executes Business Process Reengineering (BPR) and Business Process Improvement (BPI) initiatives in alignment with our ITIL experience and expertise. Flycast Partners currently has over 1,300 customers and has completed over 5,500 successful engagements. Flycast Partners can engage customers across North America immediately with our talented workforce.

Our core values are derived from our desire to provide exceptional services to our customers. Using proven methodologies and processes, Flycast Partners builds lasting technology solutions. As an organization's technology and business needs change, so does Flycast Partners' guidance and partnership. We pride ourselves as an organization's dedicated IT partner, continually striving to identify improvement opportunities to reduce manual intervention touch points and overall operating costs. Our solutions provide organizations with standardized processes and outcomes, allowing end-users the ability to pull desired services and not have them forced, as is the traditional methodology within information technology. As landscapes change due to internal and external requirements, Flycast Partners works with each entity to identify and achieve organizational synergies and build effective/efficient business and technical processes. Our team aligns our customers with the right technology for the right reasons, at the right time, ensuring continued organizational success and maximum ROI.

Flycast Partners focuses on customer satisfaction, and this is evident in the feedback received from customers. As of today, Flycast Partners has received a 96% satisfaction rating from its customers. The information received is essential to the success of Flycast Partners and its team members. We evaluate each Customer Satisfaction (CSAT) document as part of our internal Continual Service Improvement (CSI) processes to look for opportunities to increase the quality of our services on future initiatives.



Flycast Partners' reputation within the ITIL and ITSM communities is unparalleled, and something customers can count on when selecting this organization for services. Whether ITIL awareness training or ISM best practice process engineering, Flycast Partners can provide exemplary Ivanti services resulting in superior outcomes.

Sincerely,

A handwritten signature in cursive script that reads 'John Postorino'.

John Postorino
Chief Operating Officer

Flycast Partners, Inc.
3637 4th St. N #490
St. Petersburg, Florida 33704
844.359.2278
www.flycastpartners.com

Note: Mr. Postorino has full signature authority for Flycast Partners and can execute a legal agreement.



COPYRIGHT AND TRADEMARKS

Flycast Partners referenced herein is a registered trademark in the United States and/or other countries. The names of other companies, products, and services mentioned herein may be the trademarks of their respective owners.



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INTRODUCTION

Flycast Partners is pleased to submit a response to State of West Virginia's (State) CRFQ 0210 ISC2100000031, Applications Developer Ivanti Services Manager (the solicitation). The information provided below is based upon the information provided in the Complete Solicitation Document and the provided addendums.

Flycast Partners possesses a breadth of internal practices to define, implement, and execute training programs for its ITSM customers. The detail of the programs are catered towards each customer and its unique requirements. From establishing a training curriculum to providing detailed directions to achieve desired results aligned with agency strategic initiatives, Flycast Partners certified consultants are unparalleled. The guidance and resources provided by the Flycast Partners Team will allow the State of West Virginia build a robust ITSM solution, empowering its agency and end-users with state-of-the-art technology built using industry best practices.

Flycast Partners has reviewed all items listed in the Mandatory Requirements section of the solicitation and can emphatically state our team members meet and exceed all requirements. Flycast Partners has executed hundreds of ITSM implementations, our consulting resources work closely with Ivanti and its developers to ensure product functionality and enhancements align with customers. From item 4.1.1 to 4.1.1.8, Flycast Partners can and will execute in an admirable manner, not dependent upon the level of complexity of each task.

Our proposal is presented in a linear manner for ease of review in below order. The relevant forms and other information requested in the RFQ are provided below:

1. Signature Authority
2. Proposal Acceptance Period
3. Designated Contact & Certification and Signature
4. Purchasing Affidavit (executed)
5. Contract Manager Information
6. Resume(s)
7. Qualifications Table
8. Response to Request for References
9. Exhibit A - Pricing



SIGNATURE AUTHORITY

The following Flycast Partners personnel have full signature authority for Flycast Partners, Inc. The below information is provided:

John Postorino
Chief Operating Officer
Flycast Partners, Inc.
3637 4th St. N #490
St. Petersburg, Florida 33704
713.714.3438
john.postorino@flycastpartners.com

Kim Gagnon
Director of Operations
Flycast Partners, Inc.
3637 4th St. N #490
St. Petersburg, Florida 33704
970.300.2666
kim.gagnon@flycastpartners.com

PROPOSAL ACCEPTANCE PERIOD

This proposal will remain open for acceptance for a period of ninety (90) calendar days after the proposal due date.

DESIGNATED CONTACT: Vendor appoints the individual identified in this Section as the Contract Administrator and the initial point of contact for matters relating to this Contract.

Kim Gagnon Director of Operations
(Name, Title)
Kim Gagnon, Director of Operations

(Printed Name and Title)

(Address)
970-300-2666 / 970-300-2666

(Phone Number) / (Fax Number)
kim.gagnon@flycastpartners.com

(email address)

CERTIFICATION AND SIGNATURE: By signing below, or submitting documentation through wvOASIS, I certify that: I have reviewed this Solicitation in its entirety; that I understand the requirements, terms and conditions, and other information contained herein; that this bid, offer or proposal constitutes an offer to the State that cannot be unilaterally withdrawn; that the product or service proposed meets the mandatory requirements contained in the Solicitation for that product or service, unless otherwise stated herein; that the Vendor accepts the terms and conditions contained in the Solicitation, unless otherwise stated herein; that I am submitting this bid, offer or proposal for review and consideration; that I am authorized by the vendor to execute and submit this bid, offer, or proposal, or any documents related thereto on vendor's behalf; that I am authorized to bind the vendor in a contractual relationship; and that to the best of my knowledge, the vendor has properly registered with any State agency that may require registration.

By signing below, I further certify that I understand this Contract is subject to the provisions of West Virginia Code § 5A-3-62, which automatically voids certain contract clauses that violate State law.

Flycast Partners, Inc

(Company)

Kim Gagnon Director of Operations
(Authorized Signature) (Representative Name, Title)

Kim Gagnon, Director of Operations

(Printed Name and Title of Authorized Representative)

May 26, 2021

(Date)

970-300-2666 / 970-300-2666

(Phone Number) (Fax Number)

STATE OF WEST VIRGINIA
Purchasing Division

PURCHASING AFFIDAVIT

CONSTRUCTION CONTRACTS: Under W. Va. Code § 5-22-1(i), the contracting public entity shall not award a construction contract to any bidder that is known to be in default on any monetary obligation owed to the state or a political subdivision of the state, including, but not limited to, obligations related to payroll taxes, property taxes, sales and use taxes, fire service fees, or other fines or fees.

ALL CONTRACTS: Under W. Va. Code §5A-3-10a, no contract or renewal of any contract may be awarded by the state or any of its political subdivisions to any vendor or prospective vendor when the vendor or prospective vendor or a related party to the vendor or prospective vendor is a debtor and: (1) the debt owed is an amount greater than one thousand dollars in the aggregate; or (2) the debtor is in employer default.

EXCEPTION: The prohibition listed above does not apply where a vendor has contested any tax administered pursuant to chapter eleven of the W. Va. Code, workers' compensation premium, permit fee or environmental fee or assessment and the matter has not become final or where the vendor has entered into a payment plan or agreement and the vendor is not in default of any of the provisions of such plan or agreement.

DEFINITIONS:

"Debt" means any assessment, premium, penalty, fine, tax or other amount of money owed to the state or any of its political subdivisions because of a judgment, fine, permit violation, license assessment, defaulted workers' compensation premium, penalty or other assessment presently delinquent or due and required to be paid to the state or any of its political subdivisions, including any interest or additional penalties accrued thereon.

"Employer default" means having an outstanding balance or liability to the old fund or to the uninsured employers' fund or being in policy default, as defined in W. Va. Code § 23-2c-2, failure to maintain mandatory workers' compensation coverage, or failure to fully meet its obligations as a workers' compensation self-insured employer. An employer is not in employer default if it has entered into a repayment agreement with the Insurance Commissioner and remains in compliance with the obligations under the repayment agreement.

"Related party" means a party, whether an individual, corporation, partnership, association, limited liability company or any other form or business association or other entity whatsoever, related to any vendor by blood, marriage, ownership or contract through which the party has a relationship of ownership or other interest with the vendor so that the party will actually or by effect receive or control a portion of the benefit, profit or other consideration from performance of a vendor contract with the party receiving an amount that meets or exceed five percent of the total contract amount.

AFFIRMATION: By signing this form, the vendor's authorized signer affirms and acknowledges under penalty of law for false swearing (W. Va. Code §61-5-3) that: (1) for construction contracts, the vendor is not in default on any monetary obligation owed to the state or a political subdivision of the state, and (2) for all other contracts, that neither vendor nor any related party owe a debt as defined above and that neither vendor nor any related party are in employer default as defined above, unless the debt or employer default is permitted under the exception above.

WITNESS THE FOLLOWING SIGNATURE:

Vendor's Name: Flycast Partners, Inc

Authorized Signature: *Kim Gannon*

Date: May 24, 2021

State of Michigan

DONNA KENNEY
Notary Public-Michigan
Gogebic County

County of Gogebic, to-wit:

My Commission Expires June 15, 2022
Acting in the County of Gogebic

Taken, subscribed, and sworn to before me this 24th day of May, 2021.

My Commission expires 6-15-22, 2022.

AFFIX SEAL HERE



NOTARY PUBLIC

Donna Kenney

Purchasing Affidavit (Revised 01/19/2018)

REQUEST FOR QUOTATION
Ivanti Applications Developer (OT21128)

10. VENDOR DEFAULT:

10.1. The following shall be considered a vendor default under this Contract.

10.1.1. Failure to perform Contract Services in accordance with the requirements contained herein.

10.1.2. Failure to comply with other specifications and requirements contained herein.

10.1.3. Failure to comply with any laws, rules, and ordinances applicable to the Contract Services provided under this Contract.

10.1.4. Failure to remedy deficient performance upon request.

10.2. The following remedies shall be available to Agency upon default.

10.2.1. Immediate cancellation of the Contract.

10.2.2. Immediate cancellation of one or more release orders issued under this Contract.

10.2.3. Any other remedies available in law or equity.

11. MISCELLANEOUS:

11.1. **Contract Manager:** During its performance of this Contract, Vendor must designate and maintain a primary contract manager responsible for overseeing Vendor's responsibilities under this Contract. The Contract manager must be available during normal business hours to address any customer service or other issues related to this Contract. Vendor should list its Contract manager and his or her contact information below.

Contract Manager: Kim Gagnon
Telephone Number: 970-300-2666
Fax Number: 970-300-2666
Email Address: kim.gagnon@flycastpartners.com



RESUME(S)

As stated in the Executive Summary, Flycast Partners is one of only four partners to attain Elite Partner status with Ivanti. Our in-depth knowledge of the applications created by Ivanti Software have allowed us to recruit an extremely talented workforce. Included below are two highly qualified Flycast Partners Senior Consultants that we believe will be best suited to complete the deliverables outlined in SPECIFICATIONS, Section 4. MANDATORY REQUIREMENTS as Applications Developers. The following two resumes contain the individual's education, experience, and industry certifications as per the requirements in Qualifications Section 3.1.2.1. Although both individually have the ability to complete all deliverables, we believe that each has a different set of strengths and that the State will benefit from having the choice to utilize both. By submitting two choices Flycast Partners satisfies Qualifications Section 3.1.2.2, that at any point during the project, the State reserves the right to require a change in personnel the vendor has assigned.



Name	Chris Brunson	Current Position	Senior Consultant
Employment Status	Current Flycast Employee	Work Email	chris.brunson@flycastpartners.com
Certifications			
<ul style="list-style-type: none"> • Ivanti Software: ISM Professional • Cherwell Software: Technical Implementer • Microsoft: Certified Solutions Expert 			
Employment			
<u>FLYCAST PARTNERS, INC.</u>			
Senior Consultant			
2019 – Present			
<ul style="list-style-type: none"> • Manage and perform Ivanti Service Manager implementations many different customers not dependent upon industry. • Conducted an implementation and migration for a global multi-industry manufacturing leader from ServiceNow to Ivanti Service Manager. • Implemented Ivanti configuration management, change management, service management, and service catalogue for one of the nation’s largest drugstore chains. • Configured all environments for performance based upon application and ITIL best practices. • Created an automated service request workflow process that includes approvals, static or dynamic task creation and assignments, and an automated process that integrates Active Directory for attribute updates. • Develop custom code/scripts to process repetitive tasks to increase user productivity. 			
<u>24DATA SOLUTIONS</u>			
Service Management Consultant			
2004 – 2019			
<ul style="list-style-type: none"> • Worked as lead engineer for over 100 service management software implementations of HEAT, Ivanti Service Manager, and Cherwell. • Collaborated with customers that included Airbus, NOAA, Smithsonian Institution, Kennedy Center for the Performing Arts, US Department of Labor, US Department of Defense, Architect of the Capitol, and Medavie Blue Cross of Canada. • Performed many customization projects for clients; automation of purchase requests for the facilities department of a government agency, a system that automatically generated literature mail-outs from web requests for a leading agricultural firm, and a two-year project completely revamping and building several custom modules for a large energy company including Change Management, Problem Management, Configuration Management, Server Commissioning/Decommissioning, and Asset Management. 			
<u>CREEKPOINTE COMPUTERS</u>			
Systems Engineer			
1999 – 2004			
<ul style="list-style-type: none"> • Managed the helpdesk at FujiFilm North American headquarters. • Acted as lead engineer and trainer for FrontRange HEAT service management software implementations. 			
Education			
<u>CHARLESTON SOUTHERN UNIVERSITY</u>			



Name	Robert Simmers	Current Position	Senior Consultant (Director, Professional Services)
Employment Status	Current Flycast Employee	Work Email	rob.simmers@flycastpartners.com
Certifications			
<ul style="list-style-type: none"> • Okta: Okta Certified Professional (2019) • Ivanti (formerly RES Software): RES Certified Professional (2014) • Ivanti (formerly RES Software): RES Workspace Manager Certified Professional (2014) • Ivanti (formerly RES Software): RES Automation Manager Certified Professional (2014) • Ivanti (formerly RES Software): RES IT Store Certified Professional (2014) • CompTIA: Security+ (2002) • CompTIA: Network+ (2002) • CompTIA: A+ Certified Professional (2000) • Microsoft: Microsoft Certified Professional (2000) 			
Employment			
<p><u>FLYCAST PARTNERS, INC.</u></p> <p>Senior Consultant (Director, Professional Services)</p> <p>2021 – Present</p> <ul style="list-style-type: none"> • Evaluation of internal tools to increase efficiency and reduce/eliminate manual touch points. Using Powershell, create and execute automation scripts to decrease internal workload, provide additional measurable metrics and increase cost savings for customers. • Establish strategic partnerships for portfolio diversity and increase of ITSM knowledge, support, and customer vendors options. <p><u>MCGLAUN CONSULTING, INC.</u></p> <p>Director, Delivery</p> <p>2016 – 2020</p> <ul style="list-style-type: none"> • Build vision, strategy, and roadmaps for customers to leverage data-driven automation initiatives to reduce IT spend and increase security with increased audit compliance and governance. • Analyze incidents, requests, and business processes to identify automation opportunities typically resulting in a 40% reduction in tickets, increased standardization, and process documentation. • Build and sustain customer relationships developing repeated business, expanded opportunities and long-term contracts resulting in three (3) million annual revenue. • Architect on-premises\cloud\hybrid environments for software deployments, data replication, and remote worker enablement. • Develop custom integration scripts using Powershell to execute automation workflows to reduce/eliminate manual touch points and introduce standardization. • Created processes to perform automated quality assurance validations (e.g. deltas) on business systems against authoritative data resulting in 99% audit compliance record for multiple clients. • Leveraged Scrum Agile Methodology in my work (Daily Scrum Meeting, 1on1 meeting, etc.) with three (3) developers to perform enhancements to IAM deployment on Active Directory, Exchange and other custom API endpoints on business systems. 			
(Cont'd on next page)			



IACCESS CONSULTING

Automation Architect

2014 – 2016

- Established Identity & Access Management (IAM) and Automation practice and demonstration environment enabling sales resulting in 1.2 million in revenue.
- Designed solution to combine multiple data sources to provide asset management capabilities resulting in reduction of audit from six (6) weeks to three (3) days. Audits were used to identify and mitigate annual external audits costing the customer 3 million in remediation annually.
- Developed custom integrations (Powershell) to provide Create, Read, Update, Delete (CRUD) capabilities for Application Programming Interface (API), database, command-line resulting in full integration into Identity Access Management (IAM) solution.

ROCKWELL COLLINS

Senior System Engineer, Desktop Engineering

2018 – 2014

- Managed Systems Center Configuration Manager (SCCM) environment with over 30 international sites resulting in one of the healthiest assessed environments by the Microsoft Risk & Health Assessment Program (RAP).
- Automated remediation of Systems Center Configuration Manager (SCCM) replication issues for 3000+ software packages resulting in a seventy percent (70%) reduction in reported software incidents.
- Worked with developers using SLDC and Agile to develop ASP.NET (C#) website to provide zero-trust access and auditing for desktop personnel to schedule operating system deployment reducing elevated permissions in System Center Configuration Manager by ninety percent (90%).

Education

UNIVERSITY OF PHOENIX

- Bachelor of Science in Information Technology

ADVANCED CAREER TRAINING

- Diploma in Networking Technologies

QUALIFICATIONS TABLE

To satisfy Qualifications Section 3.1.1 we have created **Table 1** for ease of review. Chris Brunson is noted to exceed experience with Subsection 1, Subsection 2, and Subsection 3. Chris was one of the first eight non-Ivanti employees to go through ISM training and certification. Prior to this, Chris executed configuration and sustainment functions when the platform was named Heat Software and before that, FrontRange. Robert Simmers is noted to exceed experience with Subsection 4, and Subsection 5. Robert is an expert in automation and scripting with 15 years Powershell experience writing custom modules, interfacing with APIs and Microsoft Windows administration (Active Directory, Exchange, SharePoint, etc.), and an expert n Active Directory automation with 21 years managing and automating administrative tasks, audit, mass updates, and provisioning. Both certified consultants exceed any and all requirements presented in the provided RFQ.

Table 1			
	Contact Item	Candidate	Candidate Experience (Years)
3.1.1.1	Vendor's employee must have a minimum of five (5) years of experience in Ivanti ITSM platform service request creation and automation.	Chris Brunson	10+
3.1.1.2	Vendor's employee must have a minimum of five (5) years of experience in Ivanti ITSM platform implementing the Ivanti Change Management feature of Ivanti Service Manager	Chris Brunson	10+
3.1.1.3	Vendor's employee must have a minimum of five (5) years of experience in Ivanti ITSM platform implementing the Ivanti Configuration Management feature of Ivanti Service Manager	Chris Brunson	10+
3.1.1.4	Vendor's employee must have a minimum of five (5) years of experience in PowerShell creation and automation.	Robert Simmers	15
3.1.1.5	Vendor's employee must have a minimum of five (5) years of experience in automating Active Directory updates.	Robert Simmers	21
3.1.1.6	Vendor's employee must have a minimum of five (5) years of experience creating detailed Quality Assurance test scripts.	Robert Simmers	20
3.1.1.7	Vendor's employee must have a minimum of five (5) years of experience in designing, developing and implementing applications using the Agile project management methodology.	Chris Brunson & Robert Simmers	10+ & 10+



RESPONSE TO REQUEST FOR REFERENCES

It is Flycast Partners policy that in order to protect Flycast Partner Clients and Business Partners, we do not identify or discuss the confidential details of prior engagements unless an award is imminent. We are able to discuss general project details and will provide the two (2) ITSM references upon request from agency resources.

EXHIBIT A - PRICING

Flycast Partners is pleased to provide the State of West Virginia with a competitive fully burdened hourly rate for execution of the requested services. Our cadre of certified consultants possess skillsets to meet and exceed the qualifications and mandatory requirements outlined in the Request for Quote (RFQ).

The fully burdened hourly rate includes project management time associated with this opportunity. The project management time will be utilized for project kickoff, regularly scheduled status calls, resource scheduling, and other miscellaneous project deliverables. This blended pricing strategy was created to benefit the State of West Virginia and its end-users. By applying a substantial discount to all labor rates associated with this opportunity, Flycast Partners offers the most value to the best price.

FLYCAST

PARTNERS

3637 4th Street N, Ste 490
St Petersburg, FL 33704

Proposal

Date	Proposal #	Expires
05/24/21	FCPQ5811	9/30/2021

Prepared For:	Sales Representative:
<p>Jessica Chambers State of West Virginia 2019 Washington St E Charleston, WV 25311 USA</p> <p>Phone: (304) 558-0246 Terms: Net 30 Ship via: Electronic Download Email: jessica.s.chambers@wv.gov</p>	<p>David Segarra Account Manager (727) 914-5270 david.segarra@flycastpartners.com</p>

Item	Description	Qty	List Price	Unit Price	Ext. Price
1	<p>Flycast Partners Professional Services Hourly Rate: Based on a mutually agreeable SOW</p> <p>Hourly rate includes 200 hrs of Flycast Partners Project Management, to be delivered throughout the course of the project.</p> <p>All services will be delivered remotely- any request for onsite would require a change request and additional fees.</p>	1,000	\$321.88	\$216.00	\$216,000.00

*Quote in US Funds. Taxes and expenses not included and billed separately unless specified in description, quote subject to management approval.

Total \$216,000.00

Accepted by: _____ Date: _____ PO: _____

Thank you for this opportunity to submit our proposal for your review. By signing this proposal or issuing a PO referencing this proposal, Customer acknowledges and represents that Flycast Partners, Inc has a complete and final binding order(s) with Customer for the products listed on this proposal. Payment will be due within thirty (30) days of receipt of an invoice unless otherwise indicated.

Professional Services must be consumed by Customer within 1 year of order date. Fees paid for Support and/or Professional Services that Customer fails to utilize are not cancelable or refundable.

