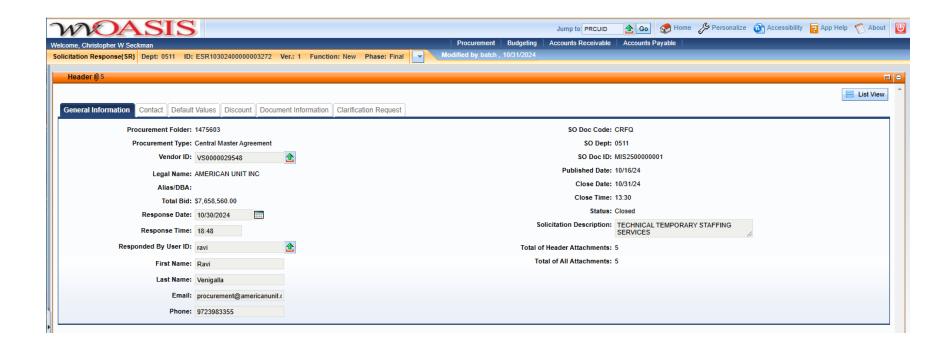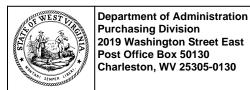**West Virginia Purchasing Division**

2019 Washington Street, East
Charleston, WV 25305
Telephone: 304-558-2306
General Fax: 304-558-6026
Bid Fax: 304-558-3970

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.

**wvOASIS**

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Welcome, Christopher W Seckman | Procurement | Budgeting | Accounts Receivable | Accounts Payable

Solicitation Response(SR)  Dept: 0511  ID: ESR10302400000003272  Ver.: 1  Function: New  Phase: Final  Modified by batch , 10/31/2024

**Header** 5

List View

| General Information | Contact | Default Values | Discount | Document Information | Clarification Request |

Procurement Folder: 1475603

Procurement Type: Central Master Agreement

Vendor ID: VS0000029548

Legal Name: AMERICAN UNIT INC

Alias/DBA:

Total Bid: $7,658,560.00

Response Date: 10/30/2024

Response Time: 18:48

Responded By User ID: ravi

First Name: Ravi

Last Name: Venigalla

Email: procurement@americanunit.c

Phone: 9723983355

SO Doc Code: CRFQ

SO Dept: 0511

SO Doc ID: MIS2500000001

Published Date: 10/16/24

Close Date: 10/31/24

Close Time: 13:30

Status: Closed

Solicitation Description: TECHNICAL TEMPORARY STAFFING SERVICES

Total of Header Attachments: 5

Total of All Attachments: 5

| **Proc Folder:** | 1475603 |
| --- | --- |
| **Solicitation Description:** | TECHNICAL TEMPORARY STAFFING SERVICES |
| **Proc Type:** | Central Master Agreement |

| Solicitation Closes | Solicitation Response | Version |
| --- | --- | --- |
| 2024-10-31 13:30 | SR 0511 ESR10302400000003272 | 1 |

| **VENDOR** |
| --- |
| VS0000029548 |
| AMERICAN UNIT INC |

| **Solicitation Number:** | CRFQ 0511 MIS2500000001 | | | | |
| --- | --- | --- | --- | --- | --- |
| **Total Bid:** | 7658560 | **Response Date:** | 2024-10-30 | **Response Time:** | 18:48:51 |

**Comments:** American Unit Inc  is pleased to submit its response to the State of West Virginia Purchasing Division, Department of Health and Office of Shared Administration, Office of Management and Information Services  to establish a contract for Technical Temporary Staffing Services.

**FOR INFORMATION CONTACT THE BUYER**
Crystal G Hustead
(304) 558-2402
crystal.g.hustead@wv.gov

**Vendor**
**Signature X**                                         **FEIN#**                                         **DATE**
**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 | Senior Web Application Analyst | 2080.0000 | HOUR | 95.000000 | 197600.00 |

| Comm Code | Manufacturer | Specification | Model # |
|-----------|--------------|---------------|---------|
| 80111608 | | | |

**Commodity Line Comments:**

**Extended Description:**

4.1.1 Senior Web Application Analyst - quantity of hours listed is for bidding purposes only.

| Line | Comm Ln Desc | Qty | Unit Issue | Unit Price | Ln Total Or Contract Amount |
|------|--------------|-----|------------|------------|------------------------------|
| 2 | Senior Web Application Analyst Optional renewal year 1 | 2080.0000 | HOUR | 99.000000 | 205920.00 |

| Comm Code | Manufacturer | Specification | Model # |
|-----------|--------------|---------------|---------|
| 80111608 | | | |

**Commodity Line Comments:**

**Extended Description:**

Senior Web Application Analyst Optional renewal year 1-quantity of hours listed is for bidding purposes only.

| Line | Comm Ln Desc | Qty | Unit Issue | Unit Price | Ln Total Or Contract Amount |
|------|--------------|-----|------------|------------|------------------------------|
| 3 | Senior Web Application Analyst Optional renewal year 2 | 2080.0000 | HOUR | 101.000000 | 210080.00 |

| Comm Code | Manufacturer | Specification | Model # |
|-----------|--------------|---------------|---------|
| 80111608 | | | |

**Commodity Line Comments:**

**Extended Description:**

Senior Web Application Analyst Optional renewal year 2-quantity of hours listed is for bidding purposes only.

| Line | Comm Ln Desc | Qty | Unit Issue | Unit Price | Ln Total Or Contract Amount |
|------|--------------|-----|------------|------------|------------------------------|
| 4 | Senior Web Application Analyst Optional renewal year 3 | 2080.0000 | HOUR | 103.000000 | 214240.00 |

| Comm Code | Manufacturer | Specification | Model # |
|-----------|--------------|---------------|---------|
| 80111608 | | | |

**Commodity Line Comments:**

**Extended Description:**

Senior Web Application Analyst Optional renewal year 3-quantity of hours listed is for bidding purposes only.

| Line | Comm Ln Desc | Qty | Unit Issue | Unit Price | Ln Total Or Contract Amount |
|------|--------------|-----|------------|------------|------------------------------|
| 5 | Senior Application Oracle Database Administrator | 2080.0000 | HOUR | 97.000000 | 201760.00 |

| Comm Code | Manufacturer | Specification | Model # |
|-----------|--------------|---------------|---------|
| 80111608 | | | |

**Commodity Line Comments:**

**Extended Description:**

4.1.2 Senior Application Oracle Database Administrator-quantity of hours listed is for bidding purposes only.

| Line | Comm Ln Desc | Qty | Unit Issue | Unit Price | Ln Total Or Contract Amount |
|------|-------------|-----|-----------|-----------|----------------------------|
| 6 | Senior Application Oracle Database Administrator Opt Ren Yr1 | 2080.0000 | HOUR | 99.000000 | 205920.00 |

| Comm Code | Manufacturer | Specification | Model # |
|-----------|-------------|--------------|---------|
| 80111608 | | | |

**Commodity Line Comments:**

**Extended Description:**

Senior Application Oracle Database Administrator Opt Ren Yr1-quantity of hours listed is for bidding purposes only.

| Line | Comm Ln Desc | Qty | Unit Issue | Unit Price | Ln Total Or Contract Amount |
|------|-------------|-----|-----------|-----------|----------------------------|
| 7 | Senior Application Oracle Database Administrator Opt Ren Yr2 | 2080.0000 | HOUR | 101.000000 | 210080.00 |

| Comm Code | Manufacturer | Specification | Model # |
|-----------|-------------|--------------|---------|
| 80111608 | | | |

**Commodity Line Comments:**

**Extended Description:**

Senior Application Oracle Database Administrator Opt Ren Yr2-quantity of hours listed is for bidding purposes only.

| Line | Comm Ln Desc | Qty | Unit Issue | Unit Price | Ln Total Or Contract Amount |
|------|-------------|-----|-----------|-----------|----------------------------|
| 8 | Senior Application Oracle Database Administrator Opt Ren Yr3 | 2080.0000 | HOUR | 103.000000 | 214240.00 |

| Comm Code | Manufacturer | Specification | Model # |
|-----------|-------------|--------------|---------|
| 80111608 | | | |

**Commodity Line Comments:**

**Extended Description:**

Senior Application Oracle Database Administrator Opt Ren Yr3-quantity of hours listed is for bidding purposes only.

| Line | Comm Ln Desc | Qty | Unit Issue | Unit Price | Ln Total Or Contract Amount |
|------|-------------|-----|-----------|-----------|----------------------------|
| 9 | Senior Application DB2 Database Administrator | 2080.0000 | HOUR | 98.000000 | 203840.00 |

| Comm Code | Manufacturer | Specification | Model # |
|-----------|-------------|--------------|---------|
| 80111608 | | | |

**Commodity Line Comments:**

**Extended Description:**

4.1.3 Senior Application DB2 Database Administrator-quantity of hours listed is for bidding purposes only.

| Line | Comm Ln Desc | Qty | Unit Issue | Unit Price | Ln Total Or Contract Amount |
|------|-------------|-----|-----------|-----------|----------------------------|
| 10 | Senior Application DB2 Database Administrator Opt Ren Yr1 | 2080.0000 | HOUR | 100.000000 | 208000.00 |

| Comm Code | Manufacturer | Specification | Model # |
|-----------|-------------|--------------|---------|
| 80111608 | | | |

**Commodity Line Comments:**

**Extended Description:**

Senior Application DB2 Database Administrator Opt Ren Yr1-quantity of hours listed is for bidding purposes only.

| Line | Comm Ln Desc | Qty | Unit Issue | Unit Price | Ln Total Or Contract Amount |
|------|--------------|-----|------------|------------|------------------------------|
| 11 | Senior Application DB2 Database Administrator Opt Ren Yr2 | 2080.0000 | HOUR | 102.000000 | 212160.00 |

| Comm Code | Manufacturer | Specification | Model # |
|-----------|--------------|---------------|---------|
| 80111608 | | | |

**Commodity Line Comments:**

**Extended Description:**

Senior Application DB2 Database Administrator Opt Ren Yr2-quantity of hours listed is for bidding purposes only.

| Line | Comm Ln Desc | Qty | Unit Issue | Unit Price | Ln Total Or Contract Amount |
|------|--------------|-----|------------|------------|------------------------------|
| 12 | Senior Application DB2 Database Administrator Opt Ren Yr3 | 2080.0000 | HOUR | 104.000000 | 216320.00 |

| Comm Code | Manufacturer | Specification | Model # |
|-----------|--------------|---------------|---------|
| 80111608 | | | |

**Commodity Line Comments:**

**Extended Description:**

Senior Application DB2 Database Administrator Opt Ren Yr3-quantity of hours listed is for bidding purposes only.

| Line | Comm Ln Desc | Qty | Unit Issue | Unit Price | Ln Total Or Contract Amount |
|------|--------------|-----|------------|------------|------------------------------|
| 13 | SQL Server Database Administrator | 2080.0000 | HOUR | 97.000000 | 201760.00 |

| Comm Code | Manufacturer | Specification | Model # |
|-----------|--------------|---------------|---------|
| 80111608 | | | |

**Commodity Line Comments:**

**Extended Description:**

4.1.4 SQL Server Database Administrator-quantity of hours listed is for bidding purposes only.

| Line | Comm Ln Desc | Qty | Unit Issue | Unit Price | Ln Total Or Contract Amount |
|------|--------------|-----|------------|------------|------------------------------|
| 14 | SQL Server Database Administrator Opt Ren Yr 1 | 2080.0000 | HOUR | 99.000000 | 205920.00 |

| Comm Code | Manufacturer | Specification | Model # |
|-----------|--------------|---------------|---------|
| 80111608 | | | |

**Commodity Line Comments:**

**Extended Description:**

SQL Server Database Administrator Opt Ren Yr 1-quantity of hours listed is for bidding purposes only.

| Line | Comm Ln Desc | Qty | Unit Issue | Unit Price | Ln Total Or Contract Amount |
|------|--------------|-----|------------|------------|------------------------------|
| 15 | SQL Server Database Administrator Opt Ren Yr 2 | 2080.0000 | HOUR | 101.000000 | 210080.00 |

| Comm Code | Manufacturer | Specification | Model # |
|-----------|--------------|---------------|---------|
| 80111608 | | | |

**Commodity Line Comments:**

**Extended Description:**

SQL Server Database Administrator Opt Ren Yr 2-quantity of hours listed is for bidding purposes only.

| Line | Comm Ln Desc | Qty | Unit Issue | Unit Price | Ln Total Or Contract Amount |
|------|--------------|-----|------------|------------|------------------------------|
| 16 | SQL Server Database Administrator Opt Ren Yr 3 | 2080.0000 HOUR | | 103.000000 | 214240.00 |

| Comm Code | Manufacturer | Specification | Model # |
|-----------|--------------|---------------|---------|
| 80111608 | | | |

**Commodity Line Comments:**

**Extended Description:**

SQL Server Database Administrator Opt Ren Yr 3-quantity of hours listed is for bidding purposes only.

| Line | Comm Ln Desc | Qty | Unit Issue | Unit Price | Ln Total Or Contract Amount |
|------|--------------|-----|------------|------------|------------------------------|
| 17 | Help Desk Analyst | 2080.0000 HOUR | | 60.000000 | 124800.00 |

| Comm Code | Manufacturer | Specification | Model # |
|-----------|--------------|---------------|---------|
| 80111608 | | | |

**Commodity Line Comments:**

**Extended Description:**

4.1.5 Help Desk Analyst-quantity of hours listed is for bidding purposes only.

| Line | Comm Ln Desc | Qty | Unit Issue | Unit Price | Ln Total Or Contract Amount |
|------|--------------|-----|------------|------------|------------------------------|
| 18 | Help Desk Analyst Optional Renewal Year 1 | 2080.0000 HOUR | | 62.000000 | 128960.00 |

| Comm Code | Manufacturer | Specification | Model # |
|-----------|--------------|---------------|---------|
| 80111608 | | | |

**Commodity Line Comments:**

**Extended Description:**

Help Desk Analyst Optional Renewal Year 1-quantity of hours listed is for bidding purposes only.

| Line | Comm Ln Desc | Qty | Unit Issue | Unit Price | Ln Total Or Contract Amount |
|------|--------------|-----|------------|------------|------------------------------|
| 19 | Help Desk Analyst Optional Renewal Year 2 | 2080.0000 HOUR | | 64.000000 | 133120.00 |

| Comm Code | Manufacturer | Specification | Model # |
|-----------|--------------|---------------|---------|
| 80111608 | | | |

**Commodity Line Comments:**

**Extended Description:**

Help Desk Analyst Optional Renewal Year 2-quantity of hours listed is for bidding purposes only.

| Line | Comm Ln Desc | Qty | Unit Issue | Unit Price | Ln Total Or Contract Amount |
|------|--------------|-----|------------|------------|------------------------------|
| 20 | Help Desk Analyst Optional Renewal Year 3 | 2080.0000 HOUR | | 66.000000 | 137280.00 |

| Comm Code | Manufacturer | Specification | Model # |
|-----------|--------------|---------------|---------|
| 80111608 | | | |

**Commodity Line Comments:**

**Extended Description:**

Help Desk Analyst Optional Renewal Year 3-quantity of hours listed is for bidding purposes only.

| Line | Comm Ln Desc | Qty | Unit Issue | Unit Price | Ln Total Or Contract Amount |
|------|--------------|-----|------------|------------|------------------------------|
| 21 | Business Analyst | 2080.0000 | HOUR | 88.000000 | 183040.00 |

| Comm Code | Manufacturer | Specification | Model # |
|-----------|--------------|---------------|---------|
| 80111608 | | | |

**Commodity Line Comments:**

**Extended Description:**

4.1.6 Business Analyst-quantity of hours listed is for bidding purposes only.

| Line | Comm Ln Desc | Qty | Unit Issue | Unit Price | Ln Total Or Contract Amount |
|------|--------------|-----|------------|------------|------------------------------|
| 22 | Business Analyst Optional Renewal Year 1 | 2080.0000 | HOUR | 90.000000 | 187200.00 |

| Comm Code | Manufacturer | Specification | Model # |
|-----------|--------------|---------------|---------|
| 80111608 | | | |

**Commodity Line Comments:**

**Extended Description:**

Business Analyst Optional Renewal Year 1-quantity of hours listed is for bidding purposes only.

| Line | Comm Ln Desc | Qty | Unit Issue | Unit Price | Ln Total Or Contract Amount |
|------|--------------|-----|------------|------------|------------------------------|
| 23 | Business Analyst Optional Renewal Year 2 | 2080.0000 | HOUR | 93.000000 | 193440.00 |

| Comm Code | Manufacturer | Specification | Model # |
|-----------|--------------|---------------|---------|
| 80111608 | | | |

**Commodity Line Comments:**

**Extended Description:**

Business Analyst Optional Renewal Year 2-quantity of hours listed is for bidding purposes only.

| Line | Comm Ln Desc | Qty | Unit Issue | Unit Price | Ln Total Or Contract Amount |
|------|--------------|-----|------------|------------|------------------------------|
| 24 | Business Analyst Optional Renewal Year 3 | 2080.0000 | HOUR | 96.000000 | 199680.00 |

| Comm Code | Manufacturer | Specification | Model # |
|-----------|--------------|---------------|---------|
| 80111608 | | | |

**Commodity Line Comments:**

**Extended Description:**

Business Analyst Optional Renewal Year 3-quantity of hours listed is for bidding purposes only.

| Line | Comm Ln Desc | Qty | Unit Issue | Unit Price | Ln Total Or Contract Amount |
|------|--------------|-----|------------|------------|------------------------------|
| 25 | Information Systems Assistant | 2080.0000 | HOUR | 64.000000 | 133120.00 |

| Comm Code | Manufacturer | Specification | Model # |
|-----------|--------------|---------------|---------|
| 80111608 | | | |

**Commodity Line Comments:**

**Extended Description:**

4.1.7 Information Systems Assistant-quantity of hours listed is for bidding purposes only.

| Line | Comm Ln Desc | Qty | Unit Issue | Unit Price | Ln Total Or Contract Amount |
|---|---|---|---|---|---|
| 26 | Information Systems Assistant Optional Renewal Year 1 | 2080.0000 | HOUR | 65.000000 | 135200.00 |

| Comm Code | Manufacturer | Specification | Model # |
|---|---|---|---|
| 80111608 | | | |

**Commodity Line Comments:**

**Extended Description:**

Information Systems Assistant Optional Renewal Year 1-quantity of hours listed is for bidding purposes only.

| Line | Comm Ln Desc | Qty | Unit Issue | Unit Price | Ln Total Or Contract Amount |
|---|---|---|---|---|---|
| 27 | Information Systems Assistant Optional Renewal Year 2 | 2080.0000 | HOUR | 68.000000 | 141440.00 |

| Comm Code | Manufacturer | Specification | Model # |
|---|---|---|---|
| 80111608 | | | |

**Commodity Line Comments:**

**Extended Description:**

Information Systems Assistant Optional Renewal Year 2-quantity of hours listed is for bidding purposes only.

| Line | Comm Ln Desc | Qty | Unit Issue | Unit Price | Ln Total Or Contract Amount |
|---|---|---|---|---|---|
| 28 | Information Systems Assistant Optional Renewal Year 3 | 2080.0000 | HOUR | 71.000000 | 147680.00 |

| Comm Code | Manufacturer | Specification | Model # |
|---|---|---|---|
| 80111608 | | | |

**Commodity Line Comments:**

**Extended Description:**

Information Systems Assistant Optional Renewal Year 3-quantity of hours listed is for bidding purposes only.

| Line | Comm Ln Desc | Qty | Unit Issue | Unit Price | Ln Total Or Contract Amount |
|---|---|---|---|---|---|
| 29 | Programmer Analyst | 2080.0000 | HOUR | 90.000000 | 187200.00 |

| Comm Code | Manufacturer | Specification | Model # |
|---|---|---|---|
| 80111608 | | | |

**Commodity Line Comments:**

**Extended Description:**

4.1.8 Programmer Analyst-quantity of hours listed is for bidding purposes only.

| Line | Comm Ln Desc | Qty | Unit Issue | Unit Price | Ln Total Or Contract Amount |
|---|---|---|---|---|---|
| 30 | Programmer Analyst Optional Renewal Year 1 | 2080.0000 | HOUR | 93.000000 | 193440.00 |

| Comm Code | Manufacturer | Specification | Model # |
|---|---|---|---|
| 80111608 | | | |

**Commodity Line Comments:**

**Extended Description:**

Programmer Analyst Optional Renewal Year 1-quantity of hours listed is for bidding purposes only.

| Line | Comm Ln Desc | Qty | Unit Issue | Unit Price | Ln Total Or Contract Amount |
|------|--------------|-----|------------|------------|------------------------------|
| 31 | Programmer Analyst Optional Renewal Year 2 | 2080.0000 | HOUR | 96.000000 | 199680.00 |

| Comm Code | Manufacturer | Specification | Model # |
|-----------|--------------|---------------|---------|
| 80111608 | | | |

**Commodity Line Comments:**

**Extended Description:**

Programmer Analyst Optional Renewal Year 2-quantity of hours listed is for bidding purposes only.

| Line | Comm Ln Desc | Qty | Unit Issue | Unit Price | Ln Total Or Contract Amount |
|------|--------------|-----|------------|------------|------------------------------|
| 32 | Programmer Analyst Optional Renewal Year 3 | 2080.0000 | HOUR | 99.000000 | 205920.00 |

| Comm Code | Manufacturer | Specification | Model # |
|-----------|--------------|---------------|---------|
| 80111608 | | | |

**Commodity Line Comments:**

**Extended Description:**

Programmer Analyst Optional Renewal Year 3-quantity of hours listed is for bidding purposes only.

| Line | Comm Ln Desc | Qty | Unit Issue | Unit Price | Ln Total Or Contract Amount |
|------|--------------|-----|------------|------------|------------------------------|
| 33 | Senior Mainframe Application Analyst | 2080.0000 | HOUR | 105.000000 | 218400.00 |

| Comm Code | Manufacturer | Specification | Model # |
|-----------|--------------|---------------|---------|
| 80111608 | | | |

**Commodity Line Comments:**

**Extended Description:**

4.1.9 Senior Mainframe Application Analyst-quantity of hours listed is for bidding purposes only.

| Line | Comm Ln Desc | Qty | Unit Issue | Unit Price | Ln Total Or Contract Amount |
|------|--------------|-----|------------|------------|------------------------------|
| 34 | Senior Mainframe Application Analyst Optional Ren Yr 1 | 2080.0000 | HOUR | 108.000000 | 224640.00 |

| Comm Code | Manufacturer | Specification | Model # |
|-----------|--------------|---------------|---------|
| 80111608 | | | |

**Commodity Line Comments:**

**Extended Description:**

Senior Mainframe Application Analyst Optional Ren Yr 1-quantity of hours listed is for bidding purposes only.

| Line | Comm Ln Desc | Qty | Unit Issue | Unit Price | Ln Total Or Contract Amount |
|------|--------------|-----|------------|------------|------------------------------|
| 35 | Senior Mainframe Application Analyst Optional Ren Yr 2 | 2080.0000 | HOUR | 110.000000 | 228800.00 |

| Comm Code | Manufacturer | Specification | Model # |
|-----------|--------------|---------------|---------|
| 80111608 | | | |

**Commodity Line Comments:**

**Extended Description:**

Senior Mainframe Application Analyst Optional Ren Yr 2-quantity of hours listed is for bidding purposes only.

| Line | Comm Ln Desc | Qty | Unit Issue | Unit Price | Ln Total Or Contract Amount |
|------|--------------|-----|------------|------------|------------------------------|
| 36 | Senior Mainframe Application Analyst Optional Ren Yr 3 | 2080.0000 | HOUR | 112.000000 | 232960.00 |

| Comm Code | Manufacturer | Specification | Model # |
|-----------|--------------|---------------|---------|
| 80111608 | | | |

**Commodity Line Comments:**

**Extended Description:**

Senior Mainframe Application Analyst Optional Ren Yr 3-quantity of hours listed is for bidding purposes only.

| Line | Comm Ln Desc | Qty | Unit Issue | Unit Price | Ln Total Or Contract Amount |
|------|--------------|-----|------------|------------|------------------------------|
| 37 | Mainframe Application Analyst | 2080.0000 | HOUR | 92.000000 | 191360.00 |

| Comm Code | Manufacturer | Specification | Model # |
|-----------|--------------|---------------|---------|
| 80111608 | | | |

**Commodity Line Comments:**

**Extended Description:**

4.1.10 Mainframe Application Analyst-quantity of hours listed is for bidding purposes only.

| Line | Comm Ln Desc | Qty | Unit Issue | Unit Price | Ln Total Or Contract Amount |
|------|--------------|-----|------------|------------|------------------------------|
| 38 | Mainframe Application Analyst Renewal Yr 1 | 2080.0000 | HOUR | 94.000000 | 195520.00 |

| Comm Code | Manufacturer | Specification | Model # |
|-----------|--------------|---------------|---------|
| 80111608 | | | |

**Commodity Line Comments:**

**Extended Description:**

Mainframe Application Analyst Renewal Yr 1-quantity of hours listed is for bidding purposes only.

| Line | Comm Ln Desc | Qty | Unit Issue | Unit Price | Ln Total Or Contract Amount |
|------|--------------|-----|------------|------------|------------------------------|
| 39 | Mainframe Application Analyst Renewal Yr 2 | 2080.0000 | HOUR | 96.000000 | 199680.00 |

| Comm Code | Manufacturer | Specification | Model # |
|-----------|--------------|---------------|---------|
| 80111608 | | | |

**Commodity Line Comments:**

**Extended Description:**

Mainframe Application Analyst Renewal Yr 2-quantity of hours listed is for bidding purposes only.

| Line | Comm Ln Desc | Qty | Unit Issue | Unit Price | Ln Total Or Contract Amount |
|------|--------------|-----|------------|------------|------------------------------|
| 40 | Mainframe Application Analyst Renewal Yr 3 | 2080.0000 | HOUR | 98.000000 | 203840.00 |

| Comm Code | Manufacturer | Specification | Model # |
|-----------|--------------|---------------|---------|
| 80111608 | | | |

**Commodity Line Comments:**

**Extended Description:**

Mainframe Application Analyst Renewal Yr 3-quantity of hours listed is for bidding purposes only.

# Proposal Response

## Solicitation No. CRFQ 0511 MIS2500000001
## Technical Temporary Staffing

### Response To
**State of West Virginia**
**Department of Administration**
**Purchasing Division**
**2019 Washington Street East**
**Charleston, WV 25305**



### Response Prepared by
**American Unit Inc.**
**2901 N Dallas Pkwy Ste 333**
**Plano, TX 75093**

### Point of Contact
**Robert Kashamalla**
**Sr. Client Engagement Manager**
**Phone: (214)275-9162**
**Email: procurement@americanunit.com**

# Cover Letter

October 30, 2024

Attn: Crystal G Hustead
The State of West Virginia
Department of Administration
2019 Washington Street East
Charleston, WV 25305

American Unit Inc ("AU") is pleased to submit its response to the State of West Virginia Purchasing Division ("State"), Department of Health and Office of Shared Administration, Office of Management and Information Services ("OMIS") to establish a contract for Technical Temporary Staffing Services.

AU experience with the government clients and strong local presence in State of West Virginia, we will provide skilled and experienced IT resources to OMIS through this contract on an as needed basis. Our offer, in response to the above solicitation, is 100% compliant with all requirements and in many cases, we exceed the requirements in order to provide OMIS a high-value solution and service to address its needs.

AU acknowledges and accepts all solicitation terms, conditions, provisions, Q&A's, and addenda. We adhere to the General Instructions and Requirements as outlined in the enclosed Solicitation documents and our response shall remain valid for a period of 180 days.

Thank you for giving us the opportunity to respond to this solicitation and great interest in serving as a valuable business partner to OMIS on this opportunity, supporting the requirements for Technical Temporary Staffing Services.

Sincerely,

Robert (Ram) Kashamalla
Sr. Client Engagement Manager
American Unit, Inc.
2901 Dallas Pkwy, Suite 333
Plano, TX 75093
Phone: (214)275-9162
Email: procurement@americanunit.com
Website: www.americanunit.com
**21 years of IT Excellence & Certified**

## Table of Contents

## Company Overview

Established in 2003, AU has **21 years of experience** in providing Technical IT Staffing Services on a nationwide basis for government and commercial sector clients. We are a Small, Minority and HUB certified company with offices strategically located throughout the US, AU currently has over 360 IT resources through the US and works with over 65 clients in various industries.

Our management has more than 20 years of average experience to manage similar staffing services. AU has experience in providing various staffing models such as Temporary, Temp-to-Hire, and Permanent positions. We have extensive experience working with various government clients as a prime and subcontractor. This experience has given us complete understanding of the government functioning and environment, its task orders/requests, timeliness, and deliverables. Our mission is to support government and private sector clients plan, build, manage and justify their investments to optimize mission and business performance. We are a rapidly growing firm of professionals, committed to delivering high standard services to our clients since the inception of the company.

As per the Solicitation, mentioned in specification, AU is committed to providing highly skilled and qualified resources to OMIS throughout the contract period of performance. AU follows a controlled, well-managed process to quickly, accurately, and cost-effectively provide the best qualified resources to our clients. We will tune our existing processes to fully align with OMIS requirements, terms, and conditions set forth in this RFQ and will continuously enhance those processes for continued improvements. The following discussions provide highlights of our ability to deliver effective solutions to OMIS.

*Our proposed solution is geared to improve the following areas:*

➢ We are a financially stable organization that is 100% Debt Free and extremely cash rich. This allows us to effectively fund our Account Operations and hire top class talent to manage the same

➢ Low operational overheads with large global 24X7 operations resulting in increased cost savings to clients.

➢ Internal Team: Team of 150 Technical Team, 70+ recruiters, 15 administrative team and 10 account managers supporting our clients.

➢ Analysis: We thoroughly analyse the requirements and understand the needs of our clients in order to provide high quality services, and to meet and exceed our customer' needs and to maintain long-term relationship for mutual beneficial partnership.

➢ 100% Response ratio to consulting requirements received, resulting in vast coverage of critical project ramp-up needs within all Task Orders

➢ Simple and User-Friendly Process: Customized, Advanced Online Staffing Management System with incredibly simple user interface.

➢ One of the lowest attrition rates in the market due to a close relationships established with each and every IT resource. Over 95% consistent contractor retention rate YOY.

➢ 3 Million+ contractor network resulting in quicker turn-around-times and market access

➢ Large Technology & Solutions practice compliments recruitment of quality contractors for technical roles, deep understanding of our client's business/industry domain result in higher fill rates

➢ An internal contractor database of over 3 Million profiles, containing a "fully vetted" network of over 800K Contractors.

➢ We are a Nationally Small and Minority certified company to fulfill socio-economic/diversity spend goals

➢ Extremely flexible and adaptive processes that can be easily tailored to meet the client's requirements
➢ Large Dedicated Account Management and Recruitment Teams
➢ Higher quality and larger pool of certified consultants in several niche areas of expertise
➢ Woman & Minority owned status helps fulfill socio-economic/diversity spend goals

*AU Awards and Recognitions:*

| |
|---|
| **2015 Deloitte Technology Fast 500:** Ranked 11th fastest-growing company in US and also No.1 fastest-growing company in the Midwest region by Deloitte's 2015 North America Technology Fast 500 Rising Star program. |
| **2015 Business Award**: Recognized by DiversityBusiness.com, the nation's leading B2B website, as the 25th Top Diversity Owned Businesses in Illinois, the 23rd Top Small Business in Illinois, the 48th Top Subcontinent Asian-American Owned Business in America, the 83rd Top Asian-American Owned Business in America, the 249th Top Small Businesses in America and the 285th Top Diversity Owned Businesses in America. |
| **2017 Stevie Award Finalist:** Best Business Turnaround Named a finalist in this category by the American Business Awards. |
| **2018 Stevie Award-Best Executive/CEO of the Year:** The American Business Awards recognized American Unit President and CEO Devender Aerrabolu with this honor. The American Business Awards, also known as the Stevies, is the only national, all-encompassing awards program honoring great performances in business. Stevies were awarded in over 40 categories from over 2,600 nominees. |
| **2018 Celebration of Enterprise:** Recognized as One of the Fastest Growing Companies in 2018 by Inside Collin County (Texas) Business. |
| **Chicago's 101 Best Brightest Company:** In 2018, Recognized as one of the best Chicago-area companies for which to work by the National Association for Business Resources. |
| **2018 Diversity Business Award:** Recognized by DiversityBusiness.com, the nation's leading B2B website, as <br>• 22nd on the Top 100 Diversity Owned Businesses in Texas list <br>• 39th on the Top 100 Subcontinent Asian American Businesses in the U.S. list <br>• 81st on the Top 500 Asian Owned Businesses in the US <br>• 335th on the Top 500 Diversity Owned Businesses in the US |
| **2018 Dallas 100**: Named the 16th fastest-growing company in North Texas by the Caruth Institute for Entrepreneurship at Southern Methodist University. Companies must be privately held and meet a number of criteria based on sales growth, credit ratings and perceived character within the community. |
| **2019 Inc. 500:** Ranked No. 29 in Inc. Magazine's Top 100 IT Service Companies in the US list, as well as No. 15 on the Top 100 Businesses in Dallas-Ft. Worth-Arlington, TX. |
| **2019 Tech Titans / Fast Tech 50:** Ranked as the second fastest-growing technology company in the Dallas area by the Metroplex Technology Business Council. |
| **2019 Deloitte Technology Fast 50 for Texas:** Ranked 2008 Deloitte Technology Fast 50 for Texas |
| **2019 Deloitte Technology Fast 500:** Ranked as the 46th fastest-growing technology company in the US. |
| **Celebration of Diversity:** Dallas Arboretum & E&Y 2020 - Was featured as a Finalist under the Workplace of the Year 2020 by Dallas Arboretum and Ernst & Young. The award recognizes those individuals, corporations and nonprofit organizations that are leading the way in creating inclusiveness environment. |

**Inc 500/5000:** We were listed among the top 500 companies in US by Inc 500 in 2020 for its stupendous revenue growth rate of 584.9%. We were ranked No.440th in USA and No.12th in Dallas Forth-Worth, TX under the growth by revenue category and No. 45th in US under IT services category.

**2020 Tech Titans / Fast Tech 50:** We were ranked 8th fastest-growing technology company in the Dallas area by the Metroplex Technology Business Council under their 5-year growth category. Participants for Titan Fast Tech 2020 were public & private companies and encompass all technology industry segments, including communications, computer and peripherals, internet, life sciences, semiconductors, software and media. To qualify for the ranking, companies must own proprietary technology.

**2021 Best Companies to Work for in Texas:** Recognized as the second-best company to work for in Texas by the Best Companies Group. This statewide awards program honors the top 100 best places of employment in Texas, focusing on how they benefit their employees, the state's economy and other businesses.

**2021 Best of the Best:** Finalist for the 2021 Best of the Best award presented annually by the Frisco (Texas) Chamber of Commerce.

**Celebration of Enterprise:** Proud winner of the 2021 Capital One – Celebration of Enterprise award. COE, recognizes businesses that have identified a need, filled the void and succeeded on the bottom line. Companies were judged in six different categories based on bottom-line revenue.

**Dallas Business Journal - Best Place to Work 2021:** Named one of the **"**Best Places to Work For" in North Texas. We ranked 48 amongst the 162 North Texas businesses recognized as a Dallas Business Journal's Best Places to Work honoree. Now in its seventh year, the 2021 program attracted an overwhelming number of nominations. To achieve the highly sought-after Best Places to Work designation, companies had to earn national best practice scores, as determined by Quantum Workplace, the program's research partner.

**Diversity Business Council Top 2022 Businesses:** Highly ranked in multiple categories, including 15th among the Top 100 Diversity-Owned Businesses in Texas, 19th among the Top 100 Privately Held Businesses in Texas, 28th among the Top 100 Subcontinent Asian-American Businesses in the US, 138th among the Top 500 Privately Held Businesses in the US, and 187th among the Top 500 Diversity-Owned Businesses in the US.

**American Business Awards**: Named a Finalist in the Best Overall Company of the Year - Computer Software, Computer Services &Telecommunications Industries category in the 2022 American Business Awards also known as Stevie Awards. Details about the awards and the list of Finalists in all categories are available at www.stevieawards.com

**Ernst & Young Entrepreneur of the Year for North Texas, Arkansas, and Oklahoma:** American unit was named a 2022 Finalist for this honor, which is selected by an independent panel of regional business, academic, and community leaders to recognize outstanding achievement in innovation, financial performance, and service to the industry and their communities.

**Comerica Bank Collin 60:** Recognized as the 16th fastest-growing business in Collin County, Texas for 2020

## Company Qualifications

### Unique Capabilities

Our organization is extremely unique as compared to our industry as a whole and especially when compared to local competition. AU positions itself in market very differently from its competitors – we offer value added services that differentiates us from typical staffing vendors through our service intensive value proposition, broad service knowledge, public sector experience and investment back into the company to empower our clients.

With dedicated delivery team for our Information Technology , Administrative, Professional, Health Care, and Human Resources clients, we are positioned to understand the client unique needs and have designed our service and delivery channels accordingly. The following summary demonstrates our Unique Selling Propositions (USPs) to provide services to OMIS.

**Delivery-Focused Approach** – At AU, we differentiate ourselves from our competition in our delivery-focused approach, instead of the traditional sales-focused approach. Our Account Managers are experienced and responsible individuals who have a service-oriented approach and put their client's interests ahead of their own as compared to other firms with sales-oriented Account Manager as their primary contact.

AU will assign a dedicated team specifically tasked with supporting OMIS. Our account team has local and regional oversight to ensure the team's performance meets and exceeds OMIS's performance expectations and metrics.

**Process-Driven Organization** – Through our experience supporting large and diverse clients, AU has honed our programs and processes to provide superior delivery and performance to our clients. From our mature operating protocol, the AU Operating Procedure, to our National Accounts Program, our processes are the cornerstone of our delivery model ensuring consistent delivery and quality across all verticals and geographies. We are confident in our abilities, and we develop mutually beneficial metrics so that we deliver the same quality of service year after year to our clients across multiple locations.

**Proven Customized Recruiting and Screening** – Based on client and market demands, AU maintains a pipeline of candidates representing the most common skill sets throughout US. Our recruiting process requires each recruiter to identify and pre-screen a select number of resources, allowing our recruiters to become experts in certain skill sets. This pipeline method greatly reduces our time to fill by streamlining the candidate submittal process for our clients. AU proactive pipeline recruitment guarantees a turnaround time of less than 48 hours.

**Domain-Centric Recruitment Model** – AU employs domain-centric recruitment to recruit highly specialized staff. Our recruiting teams have the domain insight and experience to help clients meet their technical consulting and staffing goals along with meeting their season-specific needs.

**Complete Workforce Solution Provider** – At AU, we use our insight, knowledge, and national resources to make exceptional connections. With over 65 clients throughout US spreading across every industry, AU has the reach and experience to meet OMIS's business objectives and exceed OMIS's expectations. The client diversification allows AU to more quickly adapt to change in market conditions, client requirements, and preferences, invest more in resources and better understand the industries that are prevalent in major areas when compared to competitors with more client concentration.

OMIS can also leverage AU's expertise in workforce management to design, develop, and manage workforce strategies and effectively control the costs associated with vendors, all categories and classifications of labor, fringe benefits, and statutory obligations.

**Client-Focused Customer Service** – Above all, AU strives to meet client needs in a timely and efficient manner. As our business partner, OMIS will be our top priority. Starting with the personal attention of an Account Manager, OMIS will have a direct link to AU executive team keeping the lines of communication open and available. The dedicated Account Manager will be supported by a host of back-office individuals ensuring accurate statements and prompt reports.

*Technical Recruiters and Miners:*

Our recruiters work in a team structure based on our client's needs. Each client is assigned a team of recruiters that becomes expert in not only our client's positions but also the client work culture. Each one is important for our recruiters to find the right candidate based on skills, qualifications, and technical knowledge.



AU has more than 70 technical recruiters, 6 resume formatters, and 10 account managers to support our client's resource requirements. Our recruiters have average experience of over six years as recruiting professionals and 90% of our recruiters have degrees in various technologies. AU proactively recruits and maintains a full pipeline of qualified candidates ready to hire for each contract. Our technical recruiters work closely with our Account Manager and Recruiting Manager to understand client's requirement and provide best match for client's need.

**Admin and Back-Office Team:**

AU has more than 15 admin, payroll, and back-office team and responsible for processing job orders in our internal web-based tool. This team is highly experienced in creating a checklist of requirements that make the technical recruiters work easy for them to source the candidate quickly and process the job order in the system.



The efficient back office machinery at AU handles the background support work needed to ensure the candidate's smooth transition to begin the contract. We provide the necessary support to have the candidate to smoothly transition from his/her current location to client's site and look after the necessary accommodation and transportation issues for the candidate to begin work with fewer constraints.

Our experienced management team, proven methodologies, and focus on government solutions, positions us to meet client needs and requirements. Partnering with us provides clients inherent and clear advantages which result in achieving contract objectives with significant cost savings.

We custom-recruit subject matter experts, thought leaders, and KOLs (Key Opinion Leaders) based on the specific details of a particular need, no matter how complex is it. We have recruited several experts for a variety of engagements. We will bring to bear our experience and best practices to achieve a high-quality outcome for OMIS.

**Mission & Vision** – AU is dedicated to offering exceptional service and fostering the growth of our clients, candidates, and employees through:
- Creative and prized solutions for strategic, long-term relationships
- Matching exceptional talent with rewarding opportunities through process-based staffing to create unparalleled value
- Nurturing thought leaders in technology and business
- Respecting each and every candidate and employee and rewarding excellence
- Achieving sustainable and profitable growth
- AU vision is to be a trusted partner and advisor to all of those we serve.

**Our Core Values** – AU fosters a strong sense of work culture and identity by sticking closely to a few core values that drive us to excel every day. They are:

| | |
|---|---|
| **Passion** | We are firm believers in doing what we love and enabling our candidates find work that they're passionate about. |
| **Excellence** | With passion, commitment, and perseverance, we go the extra mile to deliver beyond our client's expectations. |
| **Transparency** | We believe honest and timely feedback is crucial in a people-driven business and aim to be as transparent as possible with all of our stakeholders |
| **Community** | We believe that fostering a sense of community amongst our talent pool and employees will drive our efforts to create a positive impact in the communities we live and work. |

**Commitment to Diversity** -At AU, we are committed to building long-term relationships with our clients by creating strategic and sustainable value for all of their stakeholders. We are equally passionate about the talent we work with. AU extends unparalleled guidance, professional mentorship, benefits, and transparency in all matters to nurture and grow our invaluable talent network. We are firm believers in the value that diverse individuals bring to the table. We are appreciative of the diversity initiatives our clients have implemented and we are similarly committed to our diverse candidates and suppliers.

**IT Consulting Team**
We have 150+ technical team and they are expert in development, assessment, configuration, programming, analysis, integration, implementation, installation, optimization, troubleshooting, testing, life-cycle management, operations, design, review, consulting, capacity planning, auditing, process improvement, project management, conversion, normalization, digital evidence analysis and preservation, training, coaching, mentorship, documentation, policy and procedure development, and technical writing.

AU IT team have needed cross-platform experience and expertise in developing, implementing, and supporting for the Client Server, Salesforce, Maximo Asset Management, Web based, SharePoint, Turnkey Projects on niche skills. Our team can assume complete responsibility for analysis, design, development,

**American Unit**
Rethink your options

implement, testing, and deployment. Out team have extensive experience with all skill talent and we have done numerous projects and user-contributed content for a wide variety of clients, including telecommunications, transport, communities, schools, museums, and other public agencies. Our core team has a proven track record in their respective domains.

**AU Technical Category**

AU has placed over 3600 technical staff across the nation, and presently manages over 360 technical employees working at several client locations. AU maintains and retains a large pool of highly motivated and qualified technical professionals for the full scope of Technical field, including but not limited to:

| | |
|---|---|
| • Application Development & Maintenance (ADM) | • Mainframe Legacy Systems Maintenance |
| • Application Testing | • Infrastructure Support & Management |
| • Business Analysis | • Information Security Consulting and Audit |
| • Business Intelligence, Data Warehousing & Analytics | • Mobile Application Development |
| • Client/ Server Application Development | • Project / Program Management |
| • Cloud Computing Services | • Quality Assurance & Porting |
| • ERP Implementation, Maintenance & Support | • Legacy Applications support |
| • Network Architecture, Planning, Development, and Implementation | • Packaged Solutions Implementation (SAP, Oracle Applications and PeopleSoft) |
| • Systems & Application Integration | • Web Application & Content Management |
| • Product Engineering | • Web Design & Development |
| • GIS Services | • Desktop Support & Helpdesk |
| • Cybersecurity Services | • Database Design and Administration |
| • Maximo Asset Management | • IT Networking Services |
| • IBM Tririga | • Salesforce |
| • Digital Transformation Program Services | • Data & Analytics Services |

In the past, we have filled quite a few direct and indirect contract positions with the public sector systems throughout the nation including job categories such as below:

**AU Staffing positions:**

| | |
|---|---|
| • Programmers/Analysts | • Training Analysts |
| • Systems Architects | • Cybersecurity Engineers |
| • Mainframe Application Analysts | • Test Engineers |
| • Business and Data Analysts | • SQL Database Administrators |
| • Programmer/Analyst | • Quality Engineers |
| • Help Desk Analysts | • Systems Administrators |
| • Information Systems Assistants | • Oracle/DB2 Database Administrators |
| • Web Application Analysts | • Web Application Design/Development |
| • Mainframe Developers | • Technical Leads |
| • Software Application Engineers | • Project Managers |
| • Subject Matter Experts | • VOIP Administrators |

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| | |
|---|---|
| • Technical Writers | • Technical Functional Analysts |
| • GIS Analysts | • System Analysts/Architects |
| • Technical Analysts | • Business/System Analysts |
| • Functional Analysts | • Program Manager |
| • Systems and Software Engineers | • Enterprise Solutions Architects |
| • Network Specialists | • Tech Support Leads |

**AU Technical Competency**

AU delivers IT solutions for clients through US, focused on strategic areas of information technology consulting including: Application Development & Maintenance, Enterprise and Cloud Architecture, Systems Administration, Database Management, Program/Project Management, Business Process Improvement, System Selection and Implementation, Supply Chain Management, and Systems Integration.

Specialty Areas of Expertise - Technology Expertise

| | |
|---|---|
| Web & E-Commerce | ASP.Net, C#, HTML, DHTML, XML, ADO, Java, JavaScript, JavaBeans, EJB, WebLogic, WebSphere, VBScript, ActiveX, IIS, MTS, SOAP, Web Services |
| Front-End Development | VB.NET, Visual Basic, Visual C++, MFC, SDK, C/C++, COM, DCOM, ATL, ABAP/4, Dexterity, RPG/400. |
| Back-End Database | MS SQL Server, SQL.NET, Oracle, Sybase, DB2, Informix, MS Access. |
| Oracle Tools | Oracle 10G, 9i, Oracle DBA, PL/SQL, PERL, Pro*C, ETL, Oracle Discoverer, PSP, Java Script, Java, JDeveloper, Oracle Applications Server, Oracle Developer Suite. |
| Operating System Tools | UNIX, Windows, Windows NT, OS/400 ERWIN, Visual Source Safe, MS Office. |
| ERP/CRM Technologies | SAP, Siebel, PeopleSoft, Oracle Applications, Clarify |
| Business Intelligence/DW | Ab-Initio, Informatica, Business Objects, DataStage |
| Mainframe | Micro Focus COBOL, DB2, VSAM, CICS, COBOL, JCL, IMS DB/DC, IDMS, ADSO, Assembler. |

IT Applications

| | |
|---|---|
| Software | Windows O/S, Cobol, Unix C++, Java, J2EE, JSP, VC++, VB, IDMS, VBA, VB Script, VB.NET, C#, MFC, XML, Perl, Delphi, PHP, REXX, FORTRAN, Delphi, Java, Ruby Power Builder, Lotus Notes, MS Exchange , ABAP, J2EE, Linux, Apple |
| Enterprise Resource Planning (ERP) | SAP, PeopleSoft, JD Edwards, Siebel, Clarify, SAS, Ariba, Vignette, Business Objects, Informatica, Cognos, and Vantive |
| Graphic Production | Adobe Photoshop, Corel Draw, Visio, Jasc Paint Shop Pro, Adobe Illustrator |
| Web Server Software | Apache, Microsoft IIS, Igor Sysoevnginx, Google GWS |
| Database Development | MySQL, Microsoft SQL Server, Oracle, IBM, DB2, Firebird, PostgreSQL, Ingres, Sybase and Max DB. |
| Web and Mobile Development Software | HTML editors, Adobe Flash, Silverlight, WAMP, Adobe Dreamweaver, Coda, Freeway, Microsoft Expression Web, NetObjects. |

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| Open Source | Linux, Unix, Red Hat, Fedora, Ubuntu, SuSE, Drupal |
|---|---|
| Data Warehousing – ETL Data synchronization, software as a service, Business process outsourcing | Apatar, CloverETL, Flat File Checker, Jitterbit 2.0, Pentaho Data Integration, RapidMiner, Scriptella, Talend Open Studio, Ab Initio, AltovaMapforce, HitSoftwareAllorda, Digital , Informatica PowerCenter, Fuel Service Flow, Lavastorm martin Dawes Analytics , Apache Cocoon, Cognos, Cosort, IBM InfoSphere DataStage, and HiT Software |

| Languages/Programing skills: | Python, Java, R, Visual Basic, C, SQL, XML |
|---|---|
| J2EE Technologies | JSP, Servlets, JDBC, Log4J, Junit, XML (SAX & DOM), Applets, Spring, Hibernate, AJAX, JMS, Microservices, Spring MVC, Spring Boot, Web Services, JSP, JSF, JPA |
| Middleware: | ODBC, JDBC |
| Methodologies: | Agile, SCRUM, Waterfall |
| Software Tools: | MS Access, MS Office and MS Excel, NetBeans IDE, VS Code, Eclipse IDE |
| CI/CD Tools: | Jenkins, Maven |
| Web Technologies: | HTML, CSS, CS3, JavaScript, Node JS, AngularJS, AJAX, React JS, Angular, Bootstrap |
| O/S: | UNIX, LINUX, Windows XP and Windows7 |
| Databases: | My SQL, Oracle 10g/11g/12c, SQL Lite, MS Access, PL/SQL, SQL Server |
| Cloud Platform | Amazon Web Services (AWS) |
| Application Servers: | Apache Tomcat, Weblogic, Web Sphere |
| Web Services: | SOAP, REST, WSDL, AWS |
| Frameworks: | Spring, Hibernate, Angular, Spring boot, Junit, Rational Rose |
| Modeling Languages: | UML |

## Account Management

AU' Account Management methodology consists of seven high-level functional areas including: Integration Management, Scope Management, Time Management, Cost Management, Quality Management, Communication Management, and Risk Management

AU has dedicated Account Manager to support OMIS. The Account Manager's responsibilities will include: assisting with temporary IT staffing services, supporting the relationship of the contract and working exclusively on this account. Mr. Robert (Ram) Kashamalla will be the main contact for OMIS. Our managerial team has direct lines that are accessible to our clients. This direct line can connect to our managerial teams' cellular phones when they are not in the office, which allows our clients the ease of contacting our staff during and after work hours

Our approach to project management is based on people, process, and technology. We align these components to proactively manage scope, schedule, quality, resource, communications, and change management. For OMIS, our number one priority is to ensure we select qualified, reliable, and multi-skilled staff to provide exceptional temporary IT staffing services. We will adequately prepare staff for OMIS' work environment by sufficient training throughout the onboarding process. Once on-site we will apply our

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performance techniques to ensure quality achieved for the duration of the contract. Our performance metrics will align with the government's Quality Assurance Surveillance Plan (QASP).

To manage the staff, we will utilize emails, Zoom, Slack, and MS Teams as communication channels to manage day-to-day operations. All employees are required to complete a daily "plan of the day," via email this is what they are planning on working on that day (completed as one of the first activities when arriving to work) and what they actually worked on during day each day (completed at the close of the business day) this helps the Account Manager (AM) track and management track team member tasks, helps resource allocation, and provides oversight to the team. Our AM will also routinely visit various sites to monitor, assist, and manage team members. For time-management we use a web-based application to manage hours, paid-time off, among other items related to time management. We conduct daily check-ins for all team members. Once a month, off peak hours we ask our entire team to return to our corporate office (in-person or virtually) for training and updates in regard to the company their projects and to provide motivation.

Below Organization structure with key staff who will be involved in providing temporary IT staffing services upon award:

| S.No | Name | Title |
|------|------|-------|
| 1 | Robert (Ram) Kashamalla | Client engagement Manager/Account Manager (Primary POC) |
| 2 | Ramana Venigalla | Vice President (Secondary POC) |
| 3 | Ravi Venigalla | Chief Information Officer (Management POC) |
| 4 | Linda Montgomery | Recruiting Manager (Recruiting POC) |
| 5 | April Rehkemper | HR/Payroll Manager (Payroll and Invoice POC) |
| 6 | Ananda Alagappa | IT Manager (Technical POC) |

## **Making the Match**
Making the match is what we do, and AU aims for a superior match each and every time, we place technology talent on assignment. We will work closely with OMIS to gain an in-depth understanding of staffing requirements and we recruit, test, evaluate and recommend high-quality, cost-effective resources. Rather than simply collect a "laundry list" of requirements and skills, AU asks questions that allow us to build a functional job profile, including key success milestones and attributes that allow us to match not only skills and experience, but also subtle elements such as fit with managerial style, corporate culture, etc. With this knowledge, we develop a thorough candidate profile that forms the basis of our recruitment strategy.

## **Staffing Method**
AU anticipates no issues in initiating a fully staffed contract upon award, due to specialized tools and processes at the disposal of our recruiting staff. AU leverages a proven recruiting model supported by over 80 recruiters, serving a contract portfolio with twenty (25) state/local and forty (40) commercial contracts requiring recruitment and hiring support for over 80 new requirements daily for our growing contract portfolio requirements. Our recruiters have built a qualified candidate's database with over 450,000 resumes that has government and commercial experience.

AU ensures that the diverse candidates provided will have required the training, education, certifications, and clearance (as required) for his/her respective category and position within the contract of this RFQ. We utilize a robust recruiting process that consistently searches for and shortlists available pipeline of

candidates specific to the category and position's needs. As per the request from OMIS, we will provide resumes for quality, pre-screened candidates that have been determined to meet the requirements of OMIS, along with the associated agreed staffing rates for each as established in the Master Contract. At any given time, our pipeline consists of a minimum of 15 qualified candidates for frequently requested positions regardless racially and linguistically. For less common positions, we maintain a pipeline of 5 to 8 candidates similar to job categories. We realize that our success at OMIS' depends on the flexibility and agility of our organization's staffing approach to quickly fulfill OMIS' staffing needs, when it is imperative to have qualified candidates ready to step in and execute contractual requirements.

## Certifications

AU has key business relationships with:

- IBM/TRIRIGA
- SAS
- Oracle
- VMware
- Microsoft
- Microstrategy
- BMC/Remedy
- DocuWare
- Ingram Micro
- QTS Carpathia
- AWS
- Citrix
- Cisco
- Tibco
- SAP
- Salesforce
- Fortinet
- Juniper
- Palo Alto
- Terremark

## Experience

Over the years, AU has built a reputation in providing innovative temporary IT staffing services that enable its clients to reduce operational issues and increase enterprise efficiency levels. AU has been working on similar contracts with clients in various sectors. Our experience is proven through the successful management of temporary IT staffing services contracts supporting State/Local governments and Commercial sector clients through US.

**Entity #1:**

| Company name | Ohio Public Employees Retirement System |
|---|---|
| Address | 277 E. Town St. Columbus, OH 43215 |
| Time Period | 11/8/2021 to present |
| Project description | During the development life cycle, a sampling of the required deliverables to be completed/maintained by the Senior Java Developers was include, but not be limited to, the following:<br>• **Program:** Technical Specification Documents, Functionality developed according to design specifications using Java, Code Review Checklists<br>• **Unit Test:** Creation and execution of test scripts, using JUnit, to verify that each programmed module will function properly when it is inserted into the system.<br>• **System Test:** Creation and execution of system tests to prove that the system is meeting the defined business requirements. |

**Entity #2:**

| Entity name | Verizon Communications |
|---|---|
| Entity address | One Verizon Way, Basking Ridge, NJ 07920 |
| Contract number/purchase order number assigned by the Entity | MA-003235-2015 |
| Original Term of the Contract/purchase order | 09/24/202015 – 9/23/2023 |
| The number of Staff assigned for the Contract or purchase order | 53 |
| Type of tasks performed by assigned Staff | In 2015, AU was awarded for Verizon to provide IT Staffing Services. AU has been providing Verizon with Temporary IT Personnel Services such as IT Technical Assistant, Program Managers, Team Leads, Cloud Architect, Functional Architects, Data Quality Controller, Meeting and Academic Support Technicians, Data Quality Controller, IT Technicians, Data Quality Controllers, and Technology audiovisual (AV) systems Engineer positions. Currently, 28 resources are working under this contract. |

**Entity #3:**

| Entity name | California State Teachers' Retirement System |
|---|---|

| | |
|---|---|
| Entity address | 100 Waterfront Place, Mail Stop #30 West Sacramento, CA 95605 |
| Contract number/purchase order number assigned by the Entity | Master Service Agreement |
| Original Term of the Contract/purchase order | 04/27/2020 to 04/26/2025 |
| The number of Staff assigned for the Contract or purchase order | 16 |
| Type of tasks performed by assigned Staff | AU has been providing IT staffing services and placed multiple candidates including but not limited to Programmer Analysts, Database Administrators, Enterprise Architects, Database Architects, Business Analysts, UI/UX Designers, Programmers, Application Developers, Product Managers, System Administrators, Cloud Architect, Network Engineer, IT Systems Monitoring Engineers, IT Technicians, Business Analysts, Database Administrative and Testers. |

**Entity #4:**

| | |
|---|---|
| Entity name | California Correctional Health Care Services |
| Entity address | 8260 Longleaf Dr, Elk Grove, CA 95758 |
| Contract number/purchase order number assigned by the Entity | Master Service Agreement |
| Original Term of the Contract/purchase order | March 2017 to Present |
| The number of Staff assigned for the Contract or purchase order | 13 |
| Type of tasks performed by assigned Staff | We have been providing IT Staff Augmentation Services in various projects for the California Correctional Health Care Services. AU has been providing on short-term and long-term staffing requirements. We have placed the candidates with good turnaround time. These positions are including but not limited to Project Managers, Technical Leads, Business Analysts, GIS Analysts, Programmers, Microsoft Solutions Architect, Data Analysts, Network Engineers, PC Technicians, IT-Subject Matter Experts, Technical Specialists, and Information Security Specialists. |

**Entity #5:**

| | |
|---|---|
| Entity name | Texas Department of State Health Services |
| Entity address | 1100 West 49th Street Austin, TX 78756-3199 |
| Contract number/purchase order number assigned by the Entity | Master Service Agreement |
| Original Term of the Contract/purchase order | April 2018 to Present |
| The number of Staff assigned for the Contract or purchase order | 9 |
| Type of tasks performed by assigned Staff | Our Project Managers and IT Subject Matter Experts meets with the internal staff to understand the customer's new functionality and prototype the design to get approval. Our Sr. Project Manager developed the project schedule with the |

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| | design and resources in mind to accomplish a successful project implementation. We have placed Project Manager, Technical Leads, Business Analysist, Delivery Manager, Data Analysts, Network Engineers, PC Technicians, and GIS Administrators. |
|---|---|

## Entity #6:

| Entity name | Department of Motor Vehicles |
|---|---|
| Entity address | 4700 Broadway, Sacramento, CA 95820 |
| Contract number/purchase order number assigned by the Entity | Master Service Agreement |
| Original Term of the Contract/purchase order | 6/1/2018 to 8/31/2020 |
| The number of Staff assigned for the Contract or purchase order | 12 |
| Type of tasks performed by assigned Staff | AU is one of the prime vendors of Motor Vehicles and providing staffing services on various technical and non-technical potions. We have staffed various IT personnel for the client different projects, positions included but not limited Programmers, Product Specialist, QA Engineers, Business Analysts Quality Assurance Specialists, Managed Services Analyst, Database Administrators, SharePoint Developers, and Testers. |

## Entity #7:

| Entity name | Horace Mann Service Corporation |
|---|---|
| Entity address | 1 Horace Mann Plaza Springfield IL 62715 |
| Contract number/purchase order number assigned by the Entity | Master Service Agreement |
| Original Term of the Contract/purchase order | 6/1/2014 to 6/1/2024 |
| The number of Staff assigned for the Contract or purchase order | 14 |
| Type of tasks performed by assigned Staff | We have been providing IT Staff Augmentation Services. AU staffs for IT, Engineering and Professional positions. These vary from temp-to-perm and permanent as well. We are a good Supplier for these clients, and they provide us with opportunities to fill their requirements at their facilities across US. We placed System Specialists, Project Managers, Network Engineers, Database Administrators, Technical Writers, Data Engineers, Technical Support Engineers, Sr. Business Lead Systems Analyst, Team Leads, and Project Managers. |

## Entity #8:

| Entity name | Walmart |
|---|---|
| Entity address | 805 Moberly Lane, Bentonville, AR 72716 |
| Contract number/purchase order number assigned by the Entity | MA-0003298-2017 |

| Original Term of the Contract/purchase order | 3/14/2017 to 3/13/2022 |
|---|---|
| The number of Staff assigned for the Contract or purchase order | 24 |
| Type of tasks performed by assigned Staff | AU has been providing a wide variety of IT staffing services to Walmart from past four years. We staffed similar IT positions for Walmart implementation such as Project Managers, Cloud Architects, Business Analysts, Network Engineers, Application Architects, Technical Writers, Senior Architects, Help Desk Support Specialists, Functional Architects, Desk Support Analysts, Technical Writers, Testers, and IT Programmers. |

**Entity #9:**

| Entity name | The California Public Employees' Retirement System (CalPERS) |
|---|---|
| Entity address | Central Receiving-Rm 1674 400 Q Street Sacramento CA 95811 |
| Contract number/purchase order number assigned by the Entity | 2019-0183 |
| Original Term of the Contract/purchase order | 11/30/2018 to 7/11/2022 |
| The number of Staff assigned for the Contract or purchase order | 8 |
| Type of tasks performed by assigned Staff | AU was selected as prime vendor and successfully placed the following IT staff such as Project Managers, Application Developer, Database Architects, Programmers, Senior Application Developer, Testers, and GIS Administrators. |

**Entity #10:**

| Entity name | CipherQore Solutions Inc |
|---|---|
| Entity address | 16179 State Bank Dr., Suite: D Prairieville, LA 70769 |
| Contract number/purchase order number assigned by the Entity | CA-281-00-2019 |
| Original Term of the Contract/purchase order | 06/01/2019- Present |
| The number of Staff assigned for the Contract or purchase order | 27 |
| Type of tasks performed by assigned Staff | AU was awarded the contract with CipherQore for providing temporary staffing services. We have been staffing similar positions to CipherQore end clients, such as Functional Architects, Product Specialists, Project Managers, Technical Leads, Business Analysts, Data Analysts, Network Engineers, PC Technicians, Desk Support Analysts, Software Developers, IT-Subject Matter Experts, Network Technicians, Information Security Specialists, and Testers. |

**Entity #11:**

| Entity name | Medcomps |
|---|---|

| Entity address | 1 West Old State Capitol Plaza, Suite # 713, Springfield, IL 62701 |
| --- | --- |
| Contract number/purchase order number assigned by the Entity | Master Service Agreement (248-56) |
| Original Term of the Contract/purchase order | March 2017 to Present |
| The number of Staff assigned for the Contract or purchase order | 13 |
| Type of tasks performed by assigned Staff | We have placed various positions such as Python Developers, Development Director, DevOps Engineers, QA Engineers & Testers, System Specialists, Project Managers, Release Managers, Sr. Cloud Engineers and Testers. |

**AU State/Local Clients**

Below are the public clients which we have been providing similar services:

| | |
| --- | --- |
| ➢ Pacific North West Laboratory | ➢ Maryland Judiciary |
| ➢ State of Texas | ➢ State of California |
| ➢ State of Illinois | ➢ State of Iowa |
| ➢ Employees Retirement System of Texas | ➢ Financial Information System for California |
| ➢ Texas Department of Health and Human Services | ➢ California State Teachers' Retirement System |
| ➢ Texas Alcoholic Beverage Commission | ➢ California Correctional Health Care Services |
| ➢ Texas Department of Transportation | ➢ California Department of Corrections and Rehabilitation |
| ➢ City of San Antonio | ➢ California State Public Employees' Retirement System |
| ➢ State of Vermont | ➢ City of Santa Maria |
| ➢ State of Minnesota | ➢ US Bureau of Labor Statistics |
| ➢ Ohio Bureau of Workers' Compensation | ➢ Office of the Attorney General |
| ➢ Georgia Department of Labor | ➢ State of South Carolina - Health & Environmental Control Department |
| ➢ Department Family and Protective Services | ➢ Wisconsin Department of Children and Families |
| ➢ Department Of Motor Vehicles | ➢ California Multiple Award Schedules (CMAS) |
| ➢ State of North Dakota | ➢ The Interlocal Purchasing System (TIPS) |
| ➢ Amtrak (National Railroad Passenger Corporation) | ➢ MHMR of Tarrant County |
| ➢ Department of Management Services (DMS), FL | ➢ Broward College, FL |
| ➢ Plano Independent Scholl District | ➢ The School Board of Broward County, FL |
| ➢ Community Transit Procurement | ➢ The City of Raleigh |
| ➢ BuyBoard Procurement (Texas Association of School Boards, Inc.) | ➢ Texas Department Information Resources (DIR) |
| ➢ Metropolitan Washington Council of Governments | ➢ Ohio Public Employees Retirement System (OPERS) |

| | |
|---|---|
| ➢ Broward Sheriff's Office | ➢ State of Louisiana |
| ➢ Washington County, OR | ➢ Hennepin County |

**Performance of AU Commercial Clients**

| Year | Clint Name | Services provided |
|---|---|---|
| 2003 | Ervin Equipment | We have been provided staff augmentation services to the Ervin from 2003. AU has placed for Professional, Information Technology, Administrative and Engineering services positions for Ervin on a short and long term temporary and contract to hire basis in the US. |
| 2004 | Wells Fargo | Partnered with Wells Fargo in 2004 and has one the largest client for AU. We have been providing extensive temporary and permanent IT staff augmentation services for the past 16 years on an as needed basis. |
| 2005 | Apple Inc | Apple was added as a client list in 2005 to provide staff to support Apple IT process for their client's IT needs. We have been providing Information Technology and Engineering positions from past 16 years. |
| 2006 | Texas Instruments<br>Xcerra Corporation<br>Computer Sciences Corporation | Added in 2006 to provide staff augmentation services. AU has placed more than 100 IT consultants in various departments such as Administrative, Engineering, and professional departments to these clients on an as needed basis. |
| 2007 | FTSI, Inc | We have partnered with Payless in 2007 and successfully staffed 150 positions for temporary and contract-to-hire basis in various departments. |
| 2009 | ManPowerGroup<br>National Pen<br>Arroweye Solutions<br>Levi Strauss & Co.<br>Avanade<br>NEC Corporation of America | We have been providing staff augmentation services. AU staffs and manage for IT positions for IT projects needs. These vary from temp-to-perm and permanent as well. We are a good supplier for these clients, and they provide us with opportunities to fill their requirements at their facilities across US. |
| 2010 | Reynolds Packaging | AU is a qualified supplier for Reynolds from 2009 and staffed for IT positions on a short and long term temporary and contract to hire basis in the US. AU won Service Excellence award in 2010 and 013. |
| 2012 | Cash America International<br>Frac Tech Services<br>Citgo Petroleum Corporation<br>Catholic Health Partners (Mercy Health)<br>Standard Register | We were awarded these clients in 2010 and have staffed for Information Technology and Engineering positions on contract, permanent and contract-to-hire basis in the US. We have placed 180+ IT consultants in various departments for Cash America International, Frac Tech, Citgo Petroleum, Catholic Health Partners and Standard Register. |
| 2013 | ABB Group | We have been providing IT staff augmentation services from nine years. AU staffed for IT positions for ABB on a short and long term temporary and contract-to-hire basis in the US. |

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| 2014 | Fiserv | We have partnered in 2012 and staffed for temporary IT personnel services for Fiserve IT department. |
|---|---|---|
| 2015 | AAF International | From 2013 we have been providing contingent services and staffed 120 positions in various departments from last seven years. |
| | Iridium | |
| | Amcor plc | |
| 2016 | Copart, Inc | Awarded in 2014, AU has been a partner with Copart, Horace Mann, BOA and PepsiCo for ten 10 years. AU provided temporary support services to in IT, Engineering, HR, Finance/Accounting, Technicians, Administrative, Professional and Technical. At PepsiCo, AU is the largest supplier of personnel and has had great success in maintaining client and employee satisfaction. |
| | Horace Mann Educators | |
| | Bank Of America | |
| | PepsiCo | |
| 2017 | National Western Life Insurance Company | AU has been providing staff augmentation services from 2015. We have staffed IT positions similar to COG Members requirement. We have been providing temporary and contract to hire employees to National Western Life Insurance, Southwest Business, ViewCast, and Amtrak. |
| | Southwest Business Corporation | |
| | ViewCast COM Inc | |
| | Amtrak | |
| 2018 | Hyla Mobile | We have placed temporary, permanent, and temp-to-hire IT positions to Hyla in several departments from five years. |
| | Verizon Communications | AU is the largest supplier for Verizon and we have been providing temporary and permanent placements in their IT projects. We have ben maintaining good relationship with Verizon. |
| 2020 | Walmart | AU has a partnered with Walmart for over three years. AU provided consulting services to support in IT projects. At Walmart, AU is the largest supplier of personnel and has had great success in maintaining client and employee satisfaction. |
| 2021 | Etheridge | AU is a qualified supplier for Etheridge and BRG Sports from 2019 and staffed for Admin, IT, Engineering, and Professional positions on a short and long term temporary and contract to hire basis in the US. |
| | Easton-Bell Sports (BRG Sports) | |
| 2022 | Apex Systems | AU was awarded to provide staff augmentation services for 5 years term and we have provided Project Managers, Program Managers, Subject Matter Experts, Business Analysts, Applications Developers, Database Architects, System Administrators, Technical Writers, Network Engineers, Telecom Engineers for Apex end clients. |

## Master Services Agreements

### #1: The Interlocal Purchasing System (TIPS) cooperative contract
TIPS is a national purchasing cooperative that offers access to competitively procured purchasing contracts to its membership. TIPS is housed at and managed by the Region 8 Education Service Center located in Pittsburg, Texas.

Through this contract vehicle AU is offering various services such as Technology Solutions, Products and Services, Consulting and Other Related Services, and Staffing Services.

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| Bid Number | Title |
|------------|-------|
| 210101 | Technology Solutions, Products and Services |
| 200601 | Consulting and Other Related Services |
| 200703 | Staffing Services |

https://www.tips-usa.com/vendorProfile.cfm?RecordID=59076D402D59FAFAB90B0D4A0B64C038

**#2: California Multiple Award Schedules (CMAS)**

The CMAS contracts are awarded and administered by the state of California, Department of General Services, Procurement Division. A multiple award is an award to two or more contractors for the same products and/or services at the same or similar prices. Suppliers can offer products, services, and prices from their own Federal GSA schedule. They can also offer products, services, and prices from a Federal GSA schedule held by another company.

American Unit was awarded California Multiple Award Schedule (CMAS) for four years' term contract to provide Information Technology Services to the State and Local Agencies.

**Contract No:** 3-18-70-2956C
**Title:** Information Technology Goods and Services Contract

| UNSPSC | UNSPSC Description |
|--------|-------------------|
| 80101507 | MGMT Business Prof & Admin Services - Business corporate MGMT consult srvcs - Information technology consult srvcs |
| 81111808 | Computer services - System & system component admin srvcs - System analysis srvcs |
| 81112103 | Computer services - Internet services - World wide web WWW site design services |

https://caleprocure.ca.gov/PSRelay/ZZ_PO.ZZ_CTR_SUP_CMP.GBL?Page=ZZ_CTR_SUP_PG&Action=U&SETID=STATE&CNTRCT_ID=3-18-70-2956C

**#3: Florida Department of Management Services – DMS**

AU was awarded DMS IT staff Augmentation contract and responsible for ensuring that all information technology staff augmentation services furnished under the Contract meet the professional standards and quality that prevails among information technology professionals in the same discipline and of similar knowledge and skill engaged in related work throughout Florida under the same or similar circumstances.

**ITB No:** 21-80101507-ITB
**Title:** Information Technology Staff Augmentation Services

**#3: Department of Information Resources - Deliverables Based Information Technology Services
DIR Contract No. DIR-CPO-4952**

**American Unit Inc. – 14709146584**
**DIR-CPO-TMP-553**

AU offers deliverables-based information technology services (DBITS) through this contract, specifically: Technology Category 1: Application Development, Maintenance, and Support, Technology Upgrade, Migration, and Transformation; and Enterprise Resource Planning (ERP); Technology Category 3: IT Assessments, Planning, Independent Verification and Validation (IV&V), and Market Research, Procurement Advisory, and Contract Implementation Services; and Technology Category 4: Project and Program Management. This contract is for services ONLY. No hardware or software products may be sold through a DBITS contract. Resellers are not available for this DBITS contract.

**IT Consulting Experience**

AU provides dependable, experienced designing and implementing information technology investigations, assessments, monitoring programs and designs services. Our global client expertise crosses time zones and cultural boundaries and provides timely services and client-focused team support. Whether the client need targeted support or ongoing services, we have flexible delivery models designed to suit every need.

We have the needed cross-platform experience and expertise in developing, implementing, and supporting for the Client Server, Web based, SharePoint, Turnkey Projects on niche skills. We can assume complete responsibility for analysis, design, development, implement, testing, and deployment. We have extensive experience with Standard, Digital and Niche skill talent and we have done numerous projects and user-contributed content for a wide variety of clients, including telecommunications, transport, communities, schools, museums, and other public agencies.

The following briefs of various Information Technology and Consulting Services which our resource been providing to Government and Private sector clients.

| Client Name | Project Description |
|---|---|
| 1. **Texas Department of State Health Services**<br><br>**Project: IT Consulting services** | We have provided IT Consulting services to the Texas Department of State Health Services. The scope of this project includes production support of HRIS system and upgrade of HRIS adding new functionality based upon the needs of the customer. Our technical team met with the client staff to understand the customer's new functionality and prototype the design to get approval. Our team developed the project schedule with the design and resources in mind to accomplish a successful project implementation.<br><br>**Our IT resources:** Project Manager, Technical Architect, Database Administrators, System Analysts, Solution Architects, Developers, Business Analysts, Graphic Designers, and Testers. |
| 2. **California Correctional Health Care Services**<br><br>**Project: IT ongoing maintenance and** | We have provided ongoing maintenance and enhancements support to State of California Correctional Health Care Services. This project is primarily geared towards ongoing maintenance and enhancements of Hospital Information system. The product catered to the administrative, billing and insurance needs of the hospital system. The application comprised of different modules that were created exclusively for inpatients, outpatients and emergency patients. The main objective of the application was to develop a paperless, cashless and hassle free setup for medical professionals so that qualitative medical care can be provided to patients with in the hospital network. |

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| enhancements support | **IT Categories:** AU staffed various IT positions besides providing Project management support, SME, IT Security Analysts, Network engineers, System Engineers, Developers, Consultants, Database Administrators, Physical Data Modeler, Architecture Consultant, and many more. |
| 3. **State of South Carolina - Health & Environmental Control Department (SCDHEC)** <br><br> **Project: Project management and support, application development** | AU provided project management and support, application development, technical and analytical maintenance and support, and advanced hardware/network diagnostic support for SCDHEC facilities located overseas. AU has implemented a more service-oriented approach to Project Management tasks, which has engendered a significant increase of the personal investment of our team members in accomplishing their work. We have completed the work orders within stipulated timeline and 90% of the client satisfaction rate. <br><br> **IT Categories:** AU staffed total of 15 IT resources to complete this project. Our IT resources categories includes: Business Analysts, Senior Developers, Project Manager, System Analysts, Solution Architects, Developers, and Quality Assurance/Testers. |
| 4. **DELL** <br><br> **Project: IT Consulting Services** | Since 2012, AU has primed this effort developing the premier SOW system for DELL. This effort, coupling software development with customer outreach, has a goal to increase wide adoption. In 2013, AU increased the user base, Performed complex analysis, design, programming, and modifications of computer programs for software products and/or customer applications. AU offers this experience as evidence of our leadership in meeting the client strategic objectives of increased cross agency information sharing and of management of tasks similar to those anticipated on DELL Members. We have successfully performed these tasks on-time and 95% of the client satisfaction rate. <br><br> **IT Categories:** AU has utilized a total of 12 IT resources to complete this project. Our IT resource categories include: Business Analysts, Project Manager, System Analysts, Solution Architects, Developers, and Quality Assurance/Testers. |
| 5. **Walmart** <br><br> **Project: IT Consulting Services** | AU has been a trusted partner of Walmart for over 10 years. We have provided them with extensive service for the past 5 years. The service that we offered provided them with a series of qualified candidates for their IT projects. Within the Walmart, we had placed additional employees due to the superior customer service and benefits that we offer. We have been providing install, Configure, upgrade servers, software and hardware at client data centers and Performed unit test and generate automated tests to ensure software security requirements are met. <br><br> AU has provided related various consultants to complete the project such as Sr Project Manager, Subject Matter experts, Business Analyst, Technical Support Specialist, Web Designer, Software Engineers, BA Specialists, SharePoint Developers, and Testers. |
| 6. **CipherQore Solutions Inc** <br><br> **Project: Web-based Data** | The CipherQore was seeking to enter into a contract with a qualified vendor to develop/provide a Web-based Data Management System that incorporates all identified data needs. If it is a packaged software, the packaged software (Software) to be acquired could include, at the CipherQore's option, Customization (any change, enhancement, etc. to the Software requiring source code changes to be completed by the Vendor to provide specified functionality) |

| | |
|---|---|
| **Management System Services** | and/or Configuration (any change, enhancement, etc. to the Software not requiring source code changes completed by the Vendor to provide the specified functionality).<br><br>We have created efficiencies in the maintenance, use and storage of large volumes of data and documents. The database served as the central data repository and integration tool for existing and future data and databases concerning the early learning services it provides. The database used to provide analysis of trends, identification of gaps in services, and documentation of the impact the CipherQore was making in the developmental appropriate services. |
| **7. The Select Group Project: Salesforce Consulting Services** | **Task 1: Salesforce Platform Provision**<br>The goal of this task is to provide licensing and access to a single Salesforce platform for the various organizations and individuals that constitute the Select Group Program. The platform should:<br><br>• Allowed users to track The Select Group-specific information about the employer and property manager partners and prospects that make up their accounts. The "engagement level" of each partner needed to be tracked and should be automatically calculated based on several specific fields.<br>• Allowed users to track the Select Group specific events and meetings, associating these with specific employer or property manager accounts. It is important to track interactions with partners, especially since these interactions are used to demonstrate work done by the AU's to increase the level of engagement of their partners. Additionally, users should be able to track progress with their prospect accounts as it relates to converting those prospects into partners<br>• Allowed for the Select Group to create a link between accounts in Salesforce and employers in Agile Mile, which is the Select Group Program's ride matching database that provides commuter trip planning, carpool and vanpool ride matching, and incentives to encourage clean commutes and behavior change. At a minimum, this should entail providing a unique ID for each account that can matched to the Agile Mile SQL database.<br><br>**Task 2: Platform Training and Additional Support Services**<br>The goal of this task is to provide initial and on-going training for all The Select Group Program Salesforce platform users, as well as on-going support services for users. This includes, but is not limited to:<br>• Designing and leading an initial in-person training on the structure and functionality of The Select Group Salesforce platform for all users.<br>• Designing and leading in-person trainings on a recurring basis, both to give an introductory training for new hires and to address specific questions or concerns of users.<br>• Creating a set of training materials, such as standard operating procedures (SOPs) or instructional videos, that outline the structure and functionality of the platform and can be accessed by all platform users at any time.<br>• Offering support services for users who are having trouble or issues with the platform.<br>• Making changes or updates to the platform as needed by The Select Group. These changes may include creating additional objects and/or fields or automating fields based on a desired set of criteria. |

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| **8. Verizon Project: IBM Tririga, FileNet Implementation, Application Development, Post production Support, and Development activities** | American Unit has been working with Verizon to create a timeline for all deliverables in each sprint and deliver the timeline to Verizon. We are supporting on Production Support – issues; environment monitoring; data migration.<br>• Tier 1, 2, and 3 issue monitoring, investigation, resolution, testing, and implementation<br>• Production and Non-Production environment monitoring<br>• Data migration (due to system changes and/or any merger and acquisitions)<br>• Configurations/customizations for in-scope applications<br>   o Full life cycle development: Requirements gathering, GAP analysis, design, configuration, testing – system testing, integration testing, regression testing, and user acceptance testing, training, implementation, and post production defect resolution<br>   o Discover, research, and development for proof of concept implementations<br><br>Deliverables<br>Provide concept ideas at the start of each sprint development and deliver the Code in Sprints building up to releases and deliver. The exact functionality of the Deliverables will be mutually agreed upon and documented in a release plan created by Verizon at the beginning of the release cycle, which shall be incorporated herein as though fully set forth. The intermediate results of development shall be demonstrated by Supplier to Verizon at the end of each Sprint.<br><br>For all Deliverables where American Unit deliver Code or modify Code, Supplier shall follow an industry standard Agile Development process. For each Sprint, American Unit deliver shippable (minimally viable) Code that reflects all of the functional requirements/User Stories designated for that Sprint as well as all functions existing in the Code previously (i.e. no regression). The requirements for this project are in the form of User Stories maintained and updated within Verizon's [At Your Service] system as defined in Exhibit 1 and as prioritized by Verizon per industry standard Agile Development processes (the project name in [At Your Service] is [GRE TRIRIGA]).<br><br>Technical Resources<br>Our technical are BIRT Reports Developers, Data Migration Developers, Database Developer, FileNet Developers, Integration Developers, Java Developers, Project Managers, Technical Lead, TRIRIGA Architects TRIRIGA Developers, TRIRIGA Functional Support - Lease Admin, and TRIRIGA Functional Support – Portfolio. |
| **9. Horace Mann**<br><br>**Project: IT consulting services** | AU was awarded to provide IT Consulting services in 2014 and we have been supporting IT consulting services for Horace Mann IT projects on as needed basis. We have provided system administration services to support and maintain HPC cluster hardware and software. We supported included rack-mounted servers and workstations. Our usual duties revolve around assembling, testing and repairing this equipment. Our service portfolio includes:<br>• Configuring software such as batch queuing software and operating system parameters for optimal performance, reliability and availability.<br>• Responsible for multiple organization web, exchange, domain controller and file servers. |

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| | • Task with providing end user IT support to approximately 30 employees.<br>• Task to develop DRP (Disaster Recovery Plan), Backup procedures, acceptable use policies and other documentation such as HIPAA and HITECH act compliancy<br>• Audit existing infrastructure for security compliance within HIPPA requirements.<br>• Responsible for multiple separate un trusted active directory domains with multiple domain controllers across servers running Windows server 2003 – 2008 R2.<br>• Redesigned entire network topology, including file storage and access, backup systems, active directory and DNS, internet service provider with failover and load balancing.<br>• Created virtual infrastructure starting with multiple server systems to cut cost and maximize hardware use using Microsoft Hyper-V and SCVMM. |
| **10. The California Public Employees' Retirement System (CalPERS)**<br><br>**Project: ITSB Consulting Services** | The CalPERS Technology Business Management Division (TBMD) is engaging in services with American Unit, Inc to provide support for support for the organization's Data and Analytics (Business Intelligence) dashboard and report development, semantic layer modelling, reporting environment functional administration, and data reporting inventory maintenance and operations responsibilities.<br><br>Our technical team perform dashboard and report development, semantic layer modeling, reporting environment functional administration, and data reporting inventory maintenance and operations responsibilities.<br><br><u>Scope and Deliverable</u><br>• Provided data & technology support necessary to enable CalPERS to meet Data & Analytics (Business Intelligence) related business objectives, including customer service, performance management and analytical needs; and support for our retirement and health research portions of the enterprise<br>• Worked with CalPERS Data & Analytics team to develop and maintain data transformation processes using source application data models, the operational data store and/or the data warehouse<br>• Worked with CalPERS Data & Analytics team to automate processes. Document processes completely and develop system diagrams.<br>• Supported the Enterprise Data Reporting team by developing and maintaining self-service reports and dashboards for CalPERS business teams and program areas Translate data requirements into technical specifications and validate the data warehouse meets specified requirements<br>• Develop reporting metamodeling, including logically grouping business element functions in the form of conformed dimensions and hierarchies, measures and data security rules<br>• Design, development and implement data model, dashboards, metrics and scorecards using Oracle Business Intelligence Enterprise Edition (OBIEE).<br>• Provide functional administration for the OBIEE environments<br>• Continue to mature the data platform (tools, data integration and architecture) by carrying out tasks outlined in the CalPERS Business Intelligence Roadmap and Action Plan<br>• Improve the long-term ability to provide increasingly complex analytics in support of CalPERS mission and vision |

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| | • Attend project, staff, and management meetings as required<br>• Record work hours daily in required time tracking tools<br>• Submit monthly status report with invoices |
| **11. Department of Motor Vehicles (DMV)**<br><br>**Project: IT Consulting Services** | To acquire the services of a Contractor to reengineer, code and implement the Driver Safety Application (DSAP) and DocWriter together these applications provide automated support for the department's driving privilege guidelines for unsafe drivers, as statutorily defined in regulations.<br><br>The purpose of this contract is to acquire a contractor to provide IT consulting services to the DMV. We provide full-time staff to fill the Technical Software developing services within a multi-disciplined development team assigned to the Driver Safety Application Rewrite (DSAR) Project. The development team will develop and administer the full range of System Development Lifecycle activities such as requirements definition and traceability, design, build, code, testing and implementation of the Driver Safety Application (DSAP).<br><br>Scope and Deliverables<br>• We prepared all deliverables, where applicable in accordance with the State and DMV's, applicable business and information technology documentation standards and requirements, including format and content.<br>• We attended project meetings and periodic briefings for DMV's management as indicated by the DMV Contract Manager.<br>• American Unit assisted and served as a fully functional Member of the DSAR Project Development Team Working on the DSAP and DocWriter Development Project.<br>• Our consultant listed in this contract agrees to comply with Government Code 87302 and the Fair Political Practices Commission rules. |
| **12. Southwest Business Corporation (SWBC)**<br><br>**Project: Documentum Consultant Services** | Our team provided consultant services to perform Documentum work as assigned by Southwest Business Corporation team. We responsible for supporting client's Enterprise Content Management (ECM) environment including development and enhancement of custom java code to support maintenance and expansion of the landscape.<br>Scope<br>• Supported and reported to engagement project manager while assigned to active customer engagements. Regularly communicate status to the engagement SWBC project manager and proactively identify issues and preventive/remedial measures<br>• Establishes relationships with SWBC technical counterparts. Participated in SWBC t meetings related to solution scoping and planning.<br>• Assisted in the creation of proposals that address current and evolving SWBC team requirements<br>• Understanding requirements, conduct detailed design, determine level of effort, plan work breakdown structures and implementation approach<br>• Perform installation, development, configuration, integration and testing activities.<br>• Collaborated with SWBC staff and the engagement project manager as required during difficult customer situations.<br>• Performed code reviews and periodic quality checks to ensure delivery quality is maintained |

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| | • Prepared, maintained and submitted activity/progress reports and time recording/management reports in accordance with published procedures. Keep SWBC project managers informed of activities and alert of any issues promptly.<br>• Provided knowledge transfer to SWBC team members<br>• Created technical specifications from which programs will be written, and actively participate in coding and debugging of more complex requirements Create objects and workflows<br>• Developing and maintaining taxonomy, attributes, permission sets, etc.<br>• Managed bulk document import processes assuring all files are received and the applicable attributes are assigned |
| **13. CaminCargo Control**<br><br>**Project: IT Assessment Project and staff augmentation services** | • Develop and deliver a short-term solution to improve Polaris functionality.<br>• Develop and deliver of various management initiative and below items part of this effort:<br>• Upgrade to application catching to increase performance of the existing Polaris system.<br>• Create a catalog of the reporting activities using Polaris data in order to define a data warehousing strategy to offload these reporting activities via a data platform<br>• A database review of indexing, query optimization and replication to gain increase in database performance<br>• A review of the specific functional area application developed internally and not implanted due to performance concerns to determine if anything can be done to ensure it works an does not impact overall performance negatively |

# ADDENDUM ACKNOWLEDGEMENT FORM
## SOLICITATION NO.: MIS2500000001

**Instructions:** Please acknowledge receipt of all addenda issued with this solicitation by completing this addendum acknowledgment form. Check the box next to each addendum received and sign below. Failure to acknowledge addenda may result in bid disqualification.

**Acknowledgment:** I hereby acknowledge receipt of the following addenda and have made the necessary revisions to my proposal, plans and/or specification, etc.

## Addendum Numbers Received:
(Check the box next to each addendum received)

[ X ]   Addendum No. 1        [   ]   Addendum No. 6

[   ]   Addendum No. 2        [   ]   Addendum No. 7

[   ]   Addendum No. 3        [   ]   Addendum No. 8

[   ]   Addendum No. 4        [   ]   Addendum No. 9

[   ]   Addendum No. 5        [   ]   Addendum No. 10

I understand that failure to confirm the receipt of addenda may be cause for rejection of this bid. I further understand that any verbal representation made or assumed to be made during any oral discussion held between Vendor's representatives and any state personnel is not binding. Only the information issued in writing and added to the specifications by an official addendum is binding.

American Unit Inc
_____
Company

*Robert*
_____
Authorized Signature

10/30/2024
_____
Date

**NOTE:** This addendum acknowledgement should be submitted with the bid to expedite document processing.
Revised 6/8/2012

<table>
<tr><td>Department of Administration<br>Purchasing Division<br>2019 Washington Street East<br>Post Office Box 50130<br>Charleston, WV 25305-0130</td><td colspan="2">State of West Virginia<br>Centralized Request for Quote<br>Service - Prof</td></tr>
</table>

| Proc Folder: | 1475603 | | Reason for Modification: |
|---|---|---|---|
| **Doc Description:** | TECHNICAL TEMPORARY STAFFING SERVICES | | ADDENDUM 1<br>TO PROVIDE ANSWERS TO<br>VENDOR QUESTIONS |
| **Proc Type:** | Central Master Agreement | | |

| Date Issued | Solicitation Closes | Solicitation No | Version |
|---|---|---|---|
| 2024-10-16 | 2024-10-31   13:30 | CRFQ   0511   MIS2500000001 | 2 |

## BID RECEIVING LOCATION

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

## VENDOR

**Vendor Customer Code:**   VS0000029548

**Vendor Name :**   American Unit, Inc

**Address :**   2901 N Dallas Pkwy

**Street :**

**City :**      Plano

**State :**     Texas                    **Country :**   USA                    **Zip :**   75093

**Principal Contact :**   Robert Kashamalla

**Vendor Contact Phone:**  (214)275-9162                    **Extension:**

## FOR INFORMATION CONTACT THE BUYER
Crystal G Hustead
(304) 558-2402
crystal.g.hustead@wv.gov

**Vendor Signature X** *Robert*                    **FEIN#**   470914658                    **DATE**   10/30/2024

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

| | Department of Administration<br>Purchasing Division<br>2019 Washington Street East<br>Post Office Box 50130<br>Charleston, WV 25305-0130 | **State of West Virginia<br>Centralized Request for Quote<br>Service - Prof** |
|---|---|---|

| **Proc Folder:** | 1475603 | **Reason for Modification:** |
|---|---|---|
| **Doc Description:** | TECHNICAL TEMPORARY STAFFING SERVICES | ADDENDUM 1<br>TO PROVIDE ANSWERS TO<br>VENDOR QUESTIONS |
| **Proc Type:** | Central Master Agreement | |

| **Date Issued** | **Solicitation Closes** | **Solicitation No** | **Version** |
|---|---|---|---|
| 2024-10-16 | 2024-10-31    13:30 | CRFQ    0511    MIS2500000001 | 2 |

## BID RECEIVING LOCATION

BID CLERK

DEPARTMENT OF ADMINISTRATION

PURCHASING DIVISION

2019 WASHINGTON ST E

CHARLESTON          WV     25305

US

## VENDOR

**Vendor Customer Code:**   VS0000029548

**Vendor Name :**     American Unit, Inc

**Address :**     2901 N Dallas Pkwy

**Street :**    Suite 333

**City :**     Plano

**State :**    Texas          **Country :**    USA          **Zip :**   75093

**Principal Contact :**    Robert Kashamalla

**Vendor Contact Phone:**   (214)275-9162          **Extension:**

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

# Proposal Response

## Solicitation No. CRFQ 0511 MIS2500000001
## Technical Temporary Staffing

### Response To
**State of West Virginia**
**Department of Administration**
**Purchasing Division**
**2019 Washington Street East**
**Charleston, WV 25305**

**American Unit**
Rethink your options

### Response Prepared by
**American Unit Inc.**
**2901 N Dallas Pkwy Ste 333**
**Plano, TX 75093**

### Point of Contact
**Robert Kashamalla**
**Sr. Client Engagement Manager**
**Phone: (214)275-9162**
**Email: procurement@americanunit.com**

# **Cover Letter**

October 30, 2024

Attn: Crystal G Hustead
The State of West Virginia
Department of Administration
2019 Washington Street East
Charleston, WV 25305

American Unit Inc ("AU") is pleased to submit its response to the State of West Virginia Purchasing Division ("State"), Department of Health and Office of Shared Administration, Office of Management and Information Services ("OMIS") to establish a contract for Technical Temporary Staffing Services.

AU experience with the government clients and strong local presence in State of West Virginia, we will provide skilled and experienced IT resources to OMIS through this contract on an as needed basis. Our offer, in response to the above solicitation, is 100% compliant with all requirements and in many cases, we exceed the requirements in order to provide OMIS a high-value solution and service to address its needs.

AU acknowledges and accepts all solicitation terms, conditions, provisions, Q&A's, and addenda. We adhere to the General Instructions and Requirements as outlined in the enclosed Solicitation documents and our response shall remain valid for a period of 180 days.

Thank you for giving us the opportunity to respond to this solicitation and great interest in serving as a valuable business partner to OMIS on this opportunity, supporting the requirements for Technical Temporary Staffing Services.

Sincerely,

Robert (Ram) Kashamalla
Sr. Client Engagement Manager
American Unit, Inc.
2901 Dallas Pkwy, Suite 333
Plano, TX 75093
Phone: (214)275-9162
Email: procurement@americanunit.com
Website: www.americanunit.com
**21 years of IT Excellence & Certified**

Small, Minority and HUB certified company

**Table of Contents**

Small, Minority and HUB certified company

## Company Overview

Established in 2003, AU has **21 years of experience** in providing Technical IT Staffing Services on a nationwide basis for government and commercial sector clients. We are a Small, Minority and HUB certified company with offices strategically located throughout the US, AU currently has over 360 IT resources through the US and works with over 65 clients in various industries.

Our management has more than 20 years of average experience to manage similar staffing services. AU has experience in providing various staffing models such as Temporary, Temp-to-Hire, and Permanent positions. We have extensive experience working with various government clients as a prime and subcontractor. This experience has given us complete understanding of the government functioning and environment, its task orders/requests, timeliness, and deliverables. Our mission is to support government and private sector clients plan, build, manage and justify their investments to optimize mission and business performance. We are a rapidly growing firm of professionals, committed to delivering high standard services to our clients since the inception of the company.

As per the Solicitation, mentioned in specification, AU is committed to providing highly skilled and qualified resources to OMIS throughout the contract period of performance. AU follows a controlled, well-managed process to quickly, accurately, and cost-effectively provide the best qualified resources to our clients. We will tune our existing processes to fully align with OMIS requirements, terms, and conditions set forth in this RFQ and will continuously enhance those processes for continued improvements. The following discussions provide highlights of our ability to deliver effective solutions to OMIS.

*Our proposed solution is geared to improve the following areas:*
- ➢ We are a financially stable organization that is 100% Debt Free and extremely cash rich. This allows us to effectively fund our Account Operations and hire top class talent to manage the same
- ➢ Low operational overheads with large global 24X7 operations resulting in increased cost savings to clients.
- ➢ Internal Team: Team of 150 Technical Team, 70+ recruiters, 15 administrative team and 10 account managers supporting our clients.
- ➢ Analysis: We thoroughly analyse the requirements and understand the needs of our clients in order to provide high quality services, and to meet and exceed our customer' needs and to maintain long-term relationship for mutual beneficial partnership.
- ➢ 100% Response ratio to consulting requirements received, resulting in vast coverage of critical project ramp-up needs within all Task Orders
- ➢ Simple and User-Friendly Process: Customized, Advanced Online Staffing Management System with incredibly simple user interface.
- ➢ One of the lowest attrition rates in the market due to a close relationships established with each and every IT resource. Over 95% consistent contractor retention rate YOY.
- ➢ 3 Million+ contractor network resulting in quicker turn-around-times and market access
- ➢ Large Technology & Solutions practice compliments recruitment of quality contractors for technical roles, deep understanding of our client's business/industry domain result in higher fill rates
- ➢ An internal contractor database of over 3 Million profiles, containing a "fully vetted" network of over 800K Contractors.
- ➢ We are a Nationally Small and Minority certified company to fulfill socio-economic/diversity spend goals

- ➤ Extremely flexible and adaptive processes that can be easily tailored to meet the client's requirements
- ➤ Large Dedicated Account Management and Recruitment Teams
- ➤ Higher quality and larger pool of certified consultants in several niche areas of expertise
- ➤ Woman & Minority owned status helps fulfill socio-economic/diversity spend goals

## *AU Awards and Recognitions:*

| |
|---|
| **2015 Deloitte Technology Fast 500:** Ranked 11th fastest-growing company in US and also No.1 fastest-growing company in the Midwest region by Deloitte's 2015 North America Technology Fast 500 Rising Star program. |
| **2015 Business Award**: Recognized by DiversityBusiness.com, the nation's leading B2B website, as the 25th Top Diversity Owned Businesses in Illinois, the 23rd Top Small Business in Illinois, the 48th Top Subcontinent Asian-American Owned Business in America, the 83rd Top Asian-American Owned Business in America, the 249th Top Small Businesses in America and the 285th Top Diversity Owned Businesses in America. |
| **2017 Stevie Award Finalist:** Best Business Turnaround Named a finalist in this category by the American Business Awards. |
| **2018 Stevie Award-Best Executive/CEO of the Year:** The American Business Awards recognized American Unit President and CEO Devender Aerrabolu with this honor. The American Business Awards, also known as the Stevies, is the only national, all-encompassing awards program honoring great performances in business. Stevies were awarded in over 40 categories from over 2,600 nominees. |
| **2018 Celebration of Enterprise:** Recognized as One of the Fastest Growing Companies in 2018 by Inside Collin County (Texas) Business. |
| **Chicago's 101 Best Brightest Company:** In 2018, Recognized as one of the best Chicago-area companies for which to work by the National Association for Business Resources. |
| **2018 Diversity Business Award:** Recognized by DiversityBusiness.com, the nation's leading B2B website, as<br>• 22nd on the Top 100 Diversity Owned Businesses in Texas list<br>• 39th on the Top 100 Subcontinent Asian American Businesses in the U.S. list<br>• 81st on the Top 500 Asian Owned Businesses in the US<br>• 335th on the Top 500 Diversity Owned Businesses in the US |
| **2018 Dallas 100**: Named the 16th fastest-growing company in North Texas by the Caruth Institute for Entrepreneurship at Southern Methodist University. Companies must be privately held and meet a number of criteria based on sales growth, credit ratings and perceived character within the community. |
| **2019 Inc. 500:** Ranked No. 29 in Inc. Magazine's Top 100 IT Service Companies in the US list, as well as No. 15 on the Top 100 Businesses in Dallas-Ft. Worth-Arlington, TX. |
| **2019 Tech Titans / Fast Tech 50:** Ranked as the second fastest-growing technology company in the Dallas area by the Metroplex Technology Business Council. |
| **2019 Deloitte Technology Fast 50 for Texas:** Ranked 2008 Deloitte Technology Fast 50 for Texas |
| **2019 Deloitte Technology Fast 500:** Ranked as the 46th fastest-growing technology company in the US. |
| **Celebration of Diversity:** Dallas Arboretum & E&Y 2020 - Was featured as a Finalist under the Workplace of the Year 2020 by Dallas Arboretum and Ernst & Young. The award recognizes those individuals, corporations and nonprofit organizations that are leading the way in creating inclusiveness environment. |

**Inc 500/5000:** We were listed among the top 500 companies in US by Inc 500 in 2020 for its stupendous revenue growth rate of 584.9%. We were ranked No.440th in USA and No.12th in Dallas Forth-Worth, TX under the growth by revenue category and No. 45th in US under IT services category.

**2020 Tech Titans / Fast Tech 50:** We were ranked 8th fastest-growing technology company in the Dallas area by the Metroplex Technology Business Council under their 5-year growth category. Participants for Titan Fast Tech 2020 were public & private companies and encompass all technology industry segments, including communications, computer and peripherals, internet, life sciences, semiconductors, software and media. To qualify for the ranking, companies must own proprietary technology.

**2021 Best Companies to Work for in Texas:** Recognized as the second-best company to work for in Texas by the Best Companies Group. This statewide awards program honors the top 100 best places of employment in Texas, focusing on how they benefit their employees, the state's economy and other businesses.

**2021 Best of the Best:** Finalist for the 2021 Best of the Best award presented annually by the Frisco (Texas) Chamber of Commerce.

**Celebration of Enterprise:** Proud winner of the 2021 Capital One – Celebration of Enterprise award. COE, recognizes businesses that have identified a need, filled the void and succeeded on the bottom line. Companies were judged in six different categories based on bottom-line revenue.

**Dallas Business Journal - Best Place to Work 2021:** Named one of the **"**Best Places to Work For" in North Texas. We ranked 48 amongst the 162 North Texas businesses recognized as a Dallas Business Journal's Best Places to Work honoree. Now in its seventh year, the 2021 program attracted an overwhelming number of nominations. To achieve the highly sought-after Best Places to Work designation, companies had to earn national best practice scores, as determined by Quantum Workplace, the program's research partner.

**Diversity Business Council Top 2022 Businesses:** Highly ranked in multiple categories, including 15th among the Top 100 Diversity-Owned Businesses in Texas, 19th among the Top 100 Privately Held Businesses in Texas, 28th among the Top 100 Subcontinent Asian-American Businesses in the US, 138th among the Top 500 Privately Held Businesses in the US, and 187th among the Top 500 Diversity-Owned Businesses in the US.

**American Business Awards**: Named a Finalist in the Best Overall Company of the Year - Computer Software, Computer Services &Telecommunications Industries category in the 2022 American Business Awards also known as Stevie Awards. Details about the awards and the list of Finalists in all categories are available at www.stevieawards.com

**Ernst & Young Entrepreneur of the Year for North Texas, Arkansas, and Oklahoma:** American unit was named a 2022 Finalist for this honor, which is selected by an independent panel of regional business, academic, and community leaders to recognize outstanding achievement in innovation, financial performance, and service to the industry and their communities.

**Comerica Bank Collin 60:** Recognized as the 16th fastest-growing business in Collin County, Texas for 2020

## Company Qualifications

### Unique Capabilities

Our organization is extremely unique as compared to our industry as a whole and especially when compared to local competition. AU positions itself in market very differently from its competitors – we offer value added services that differentiates us from typical staffing vendors through our service intensive value proposition, broad service knowledge, public sector experience and investment back into the company to empower our clients.

With dedicated delivery team for our Information Technology , Administrative, Professional, Health Care, and Human Resources clients, we are positioned to understand the client unique needs and have designed our service and delivery channels accordingly. The following summary demonstrates our Unique Selling Propositions (USPs) to provide services to OMIS.

**Delivery-Focused Approach** – At AU, we differentiate ourselves from our competition in our delivery-focused approach, instead of the traditional sales-focused approach. Our Account Managers are experienced and responsible individuals who have a service-oriented approach and put their client's interests ahead of their own as compared to other firms with sales-oriented Account Manager as their primary contact.

AU will assign a dedicated team specifically tasked with supporting OMIS. Our account team has local and regional oversight to ensure the team's performance meets and exceeds OMIS's performance expectations and metrics.

**Process-Driven Organization** – Through our experience supporting large and diverse clients, AU has honed our programs and processes to provide superior delivery and performance to our clients. From our mature operating protocol, the AU Operating Procedure, to our National Accounts Program, our processes are the cornerstone of our delivery model ensuring consistent delivery and quality across all verticals and geographies. We are confident in our abilities, and we develop mutually beneficial metrics so that we deliver the same quality of service year after year to our clients across multiple locations.

**Proven Customized Recruiting and Screening** – Based on client and market demands, AU maintains a pipeline of candidates representing the most common skill sets throughout US. Our recruiting process requires each recruiter to identify and pre-screen a select number of resources, allowing our recruiters to become experts in certain skill sets. This pipeline method greatly reduces our time to fill by streamlining the candidate submittal process for our clients. AU proactive pipeline recruitment guarantees a turnaround time of less than 48 hours.

**Domain-Centric Recruitment Model** – AU employs domain-centric recruitment to recruit highly specialized staff. Our recruiting teams have the domain insight and experience to help clients meet their technical consulting and staffing goals along with meeting their season-specific needs.

**Complete Workforce Solution Provider** – At AU, we use our insight, knowledge, and national resources to make exceptional connections. With over 65 clients throughout US spreading across every industry, AU has the reach and experience to meet OMIS's business objectives and exceed OMIS's expectations. The client diversification allows AU to more quickly adapt to change in market conditions, client requirements, and preferences, invest more in resources and better understand the industries that are prevalent in major areas when compared to competitors with more client concentration.

OMIS can also leverage AU's expertise in workforce management to design, develop, and manage workforce strategies and effectively control the costs associated with vendors, all categories and classifications of labor, fringe benefits, and statutory obligations.

**Client-Focused Customer Service** – Above all, AU strives to meet client needs in a timely and efficient manner. As our business partner, OMIS will be our top priority. Starting with the personal attention of an Account Manager, OMIS will have a direct link to AU executive team keeping the lines of communication open and available. The dedicated Account Manager will be supported by a host of back-office individuals ensuring accurate statements and prompt reports.

### *Technical Recruiters and Miners:*

Our recruiters work in a team structure based on our client's needs. Each client is assigned a team of recruiters that becomes expert in not only our client's positions but also the client work culture. Each one is important for our recruiters to find the right candidate based on skills, qualifications, and technical knowledge.



AU has more than 70 technical recruiters, 6 resume formatters, and 10 account managers to support our client's resource requirements. Our recruiters have average experience of over six years as recruiting professionals and 90% of our recruiters have degrees in various technologies. AU proactively recruits and maintains a full pipeline of qualified candidates ready to hire for each contract. Our technical recruiters work closely with our Account Manager and Recruiting Manager to understand client's requirement and provide best match for client's need.

### Admin and Back-Office Team:

AU has more than 15 admin, payroll, and back-office team and responsible for processing job orders in our internal web-based tool. This team is highly experienced in creating a checklist of requirements that make the technical recruiters work easy for them to source the candidate quickly and process the job order in the system.



The efficient back office machinery at AU handles the background support work needed to ensure the candidate's smooth transition to begin the contract. We provide the necessary support to have the candidate to smoothly transition from his/her current location to client's site and look after the necessary accommodation and transportation issues for the candidate to begin work with fewer constraints.

Our experienced management team, proven methodologies, and focus on government solutions, positions us to meet client needs and requirements. Partnering with us provides clients inherent and clear advantages which result in achieving contract objectives with significant cost savings.

We custom-recruit subject matter experts, thought leaders, and KOLs (Key Opinion Leaders) based on the specific details of a particular need, no matter how complex is it. We have recruited several experts for a variety of engagements. We will bring to bear our experience and best practices to achieve a high-quality outcome for OMIS.

**Mission & Vision** – AU is dedicated to offering exceptional service and fostering the growth of our clients, candidates, and employees through:
- Creative and prized solutions for strategic, long-term relationships
- Matching exceptional talent with rewarding opportunities through process-based staffing to create unparalleled value
- Nurturing thought leaders in technology and business
- Respecting each and every candidate and employee and rewarding excellence
- Achieving sustainable and profitable growth
- AU vision is to be a trusted partner and advisor to all of those we serve.

**Our Core Values** – AU fosters a strong sense of work culture and identity by sticking closely to a few core values that drive us to excel every day. They are:

| | |
|---|---|
| **Passion** | We are firm believers in doing what we love and enabling our candidates find work that they're passionate about. |
| **Excellence** | With passion, commitment, and perseverance, we go the extra mile to deliver beyond our client's expectations. |
| **Transparency** | We believe honest and timely feedback is crucial in a people-driven business and aim to be as transparent as possible with all of our stakeholders |
| **Community** | We believe that fostering a sense of community amongst our talent pool and employees will drive our efforts to create a positive impact in the communities we live and work. |

**Commitment to Diversity** -At AU, we are committed to building long-term relationships with our clients by creating strategic and sustainable value for all of their stakeholders. We are equally passionate about the talent we work with. AU extends unparalleled guidance, professional mentorship, benefits, and transparency in all matters to nurture and grow our invaluable talent network. We are firm believers in the value that diverse individuals bring to the table. We are appreciative of the diversity initiatives our clients have implemented and we are similarly committed to our diverse candidates and suppliers.

**IT Consulting Team**
We have 150+ technical team and they are expert in development, assessment, configuration, programming, analysis, integration, implementation, installation, optimization, troubleshooting, testing, life-cycle management, operations, design, review, consulting, capacity planning, auditing, process improvement, project management, conversion, normalization, digital evidence analysis and preservation, training, coaching, mentorship, documentation, policy and procedure development, and technical writing.

AU IT team have needed cross-platform experience and expertise in developing, implementing, and supporting for the Client Server, Salesforce, Maximo Asset Management, Web based, SharePoint, Turnkey Projects on niche skills. Our team can assume complete responsibility for analysis, design, development,

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implement, testing, and deployment. Out team have extensive experience with all skill talent and we have done numerous projects and user-contributed content for a wide variety of clients, including telecommunications, transport, communities, schools, museums, and other public agencies. Our core team has a proven track record in their respective domains.

**AU Technical Category**

AU has placed over 3600 technical staff across the nation, and presently manages over 360 technical employees working at several client locations. AU maintains and retains a large pool of highly motivated and qualified technical professionals for the full scope of Technical field, including but not limited to:

| | |
|---|---|
| • Application Development & Maintenance (ADM) | • Mainframe Legacy Systems Maintenance |
| • Application Testing | • Infrastructure Support & Management |
| • Business Analysis | • Information Security Consulting and Audit |
| • Business Intelligence, Data Warehousing & Analytics | • Mobile Application Development |
| • Client/ Server Application Development | • Project / Program Management |
| • Cloud Computing Services | • Quality Assurance & Porting |
| • ERP Implementation, Maintenance & Support | • Legacy Applications support |
| • Network Architecture, Planning, Development, and Implementation | • Packaged Solutions Implementation (SAP, Oracle Applications and PeopleSoft) |
| • Systems & Application Integration | • Web Application & Content Management |
| • Product Engineering | • Web Design & Development |
| • GIS Services | • Desktop Support & Helpdesk |
| • Cybersecurity Services | • Database Design and Administration |
| • Maximo Asset Management | • IT Networking Services |
| • IBM Tririga | • Salesforce |
| • Digital Transformation Program Services | • Data & Analytics Services |

In the past, we have filled quite a few direct and indirect contract positions with the public sector systems throughout the nation including job categories such as below:

**AU Staffing positions:**

| | |
|---|---|
| • Programmers/Analysts | • Training Analysts |
| • Systems Architects | • Cybersecurity Engineers |
| • Mainframe Application Analysts | • Test Engineers |
| • Business and Data Analysts | • SQL Database Administrators |
| • Programmer/Analyst | • Quality Engineers |
| • Help Desk Analysts | • Systems Administrators |
| • Information Systems Assistants | • Oracle/DB2 Database Administrators |
| • Web Application Analysts | • Web Application Design/Development |
| • Mainframe Developers | • Technical Leads |
| • Software Application Engineers | • Project Managers |
| • Subject Matter Experts | • VOIP Administrators |

| | |
|---|---|
| • Technical Writers | • Technical Functional Analysts |
| • GIS Analysts | • System Analysts/Architects |
| • Technical Analysts | • Business/System Analysts |
| • Functional Analysts | • Program Manager |
| • Systems and Software Engineers | • Enterprise Solutions Architects |
| • Network Specialists | • Tech Support Leads |

**AU Technical Competency**

AU delivers IT solutions for clients through US, focused on strategic areas of information technology consulting including: Application Development & Maintenance, Enterprise and Cloud Architecture, Systems Administration, Database Management, Program/Project Management, Business Process Improvement, System Selection and Implementation, Supply Chain Management, and Systems Integration.

Specialty Areas of Expertise - Technology Expertise

| | |
|---|---|
| Web & E-Commerce | ASP.Net, C#, HTML, DHTML, XML, ADO, Java, JavaScript, JavaBeans, EJB, WebLogic, WebSphere, VBScript, ActiveX, IIS, MTS, SOAP, Web Services |
| Front-End Development | VB.NET, Visual Basic, Visual C++, MFC, SDK, C/C++, COM, DCOM, ATL, ABAP/4, Dexterity, RPG/400. |
| Back-End Database | MS SQL Server, SQL.NET, Oracle, Sybase, DB2, Informix, MS Access. |
| Oracle Tools | Oracle 10G, 9i, Oracle DBA, PL/SQL, PERL, Pro*C, ETL, Oracle Discoverer, PSP, Java Script, Java, JDeveloper, Oracle Applications Server, Oracle Developer Suite. |
| Operating System Tools | UNIX, Windows, Windows NT, OS/400 ERWIN, Visual Source Safe, MS Office. |
| ERP/CRM Technologies | SAP, Siebel, PeopleSoft, Oracle Applications, Clarify |
| Business Intelligence/DW | Ab-Initio, Informatica, Business Objects, DataStage |
| Mainframe | Micro Focus COBOL, DB2, VSAM, CICS, COBOL, JCL, IMS DB/DC, IDMS, ADSO, Assembler. |

IT Applications

| | |
|---|---|
| Software | Windows O/S, Cobol, Unix C++, Java, J2EE, JSP, VC++, VB, IDMS, VBA, VB Script, VB.NET, C#, MFC, XML, Perl, Delphi, PHP, REXX, FORTRAN, Delphi, Java, Ruby Power Builder, Lotus Notes, MS Exchange , ABAP, J2EE, Linux, Apple |
| Enterprise Resource Planning (ERP) | SAP, PeopleSoft, JD Edwards, Siebel, Clarify, SAS, Ariba, Vignette, Business Objects, Informatica, Cognos, and Vantive |
| Graphic Production | Adobe Photoshop, Corel Draw, Visio, Jasc Paint Shop Pro, Adobe Illustrator |
| Web Server Software | Apache, Microsoft IIS, Igor Sysoevnginx, Google GWS |
| Database Development | MySQL, Microsoft SQL Server, Oracle, IBM, DB2, Firebird, PostgreSQL, Ingres, Sybase and Max DB. |
| Web and Mobile Development Software | HTML editors, Adobe Flash, Silverlight, WAMP, Adobe Dreamweaver, Coda, Freeway, Microsoft Expression Web, NetObjects. |

Small, Minority and HUB certified company

| Open Source | Linux, Unix, Red Hat, Fedora, Ubuntu, SuSE, Drupal |
|---|---|
| Data Warehousing – ETL Data synchronization, software as a service, Business process outsourcing | Apatar, CloverETL, Flat File Checker, Jitterbit 2.0, Pentaho Data Integration, RapidMiner, Scriptella, Talend Open Studio, Ab Initio, AltovaMapforce, HitSoftwareAllorda, Digital , Informatica PowerCenter, Fuel Service Flow, Lavastorm martin Dawes Analytics , Apache Cocoon, Cognos, Cosort, IBM InfoSphere DataStage, and HiT Software |

| Languages/Programing skills: | Python, Java, R, Visual Basic, C, SQL, XML |
|---|---|
| J2EE Technologies | JSP, Servlets, JDBC, Log4J, Junit, XML (SAX & DOM), Applets, Spring, Hibernate, AJAX, JMS, Microservices, Spring MVC, Spring Boot, Web Services, JSP, JSF, JPA |
| Middleware: | ODBC, JDBC |
| Methodologies: | Agile, SCRUM, Waterfall |
| Software Tools: | MS Access, MS Office and MS Excel, NetBeans IDE, VS Code, Eclipse IDE |
| CI/CD Tools: | Jenkins, Maven |
| Web Technologies: | HTML, CSS, CS3, JavaScript, Node JS, AngularJS, AJAX, React JS, Angular, Bootstrap |
| O/S: | UNIX, LINUX, Windows XP and Windows7 |
| Databases: | My SQL, Oracle 10g/11g/12c, SQL Lite, MS Access, PL/SQL, SQL Server |
| Cloud Platform | Amazon Web Services (AWS) |
| Application Servers: | Apache Tomcat, Weblogic, Web Sphere |
| Web Services: | SOAP, REST, WSDL, AWS |
| Frameworks: | Spring, Hibernate, Angular, Spring boot, Junit, Rational Rose |
| Modeling Languages: | UML |

## Account Management

AU' Account Management methodology consists of seven high-level functional areas including: Integration Management, Scope Management, Time Management, Cost Management, Quality Management, Communication Management, and Risk Management

AU has dedicated Account Manager to support OMIS. The Account Manager's responsibilities will include: assisting with temporary IT staffing services, supporting the relationship of the contract and working exclusively on this account. Mr. Robert (Ram) Kashamalla will be the main contact for OMIS. Our managerial team has direct lines that are accessible to our clients. This direct line can connect to our managerial teams' cellular phones when they are not in the office, which allows our clients the ease of contacting our staff during and after work hours

Our approach to project management is based on people, process, and technology. We align these components to proactively manage scope, schedule, quality, resource, communications, and change management. For OMIS, our number one priority is to ensure we select qualified, reliable, and multi-skilled staff to provide exceptional temporary IT staffing services. We will adequately prepare staff for OMIS' work environment by sufficient training throughout the onboarding process. Once on-site we will apply our

Small, Minority and HUB certified company

performance techniques to ensure quality achieved for the duration of the contract. Our performance metrics will align with the government's Quality Assurance Surveillance Plan (QASP).

To manage the staff, we will utilize emails, Zoom, Slack, and MS Teams as communication channels to manage day-to-day operations. All employees are required to complete a daily "plan of the day," via email this is what they are planning on working on that day (completed as one of the first activities when arriving to work) and what they actually worked on during day each day (completed at the close of the business day) this helps the Account Manager (AM) track and management track team member tasks, helps resource allocation, and provides oversight to the team. Our AM will also routinely visit various sites to monitor, assist, and manage team members. For time-management we use a web-based application to manage hours, paid-time off, among other items related to time management. We conduct daily check-ins for all team members. Once a month, off peak hours we ask our entire team to return to our corporate office (in-person or virtually) for training and updates in regard to the company their projects and to provide motivation.

Below Organization structure with key staff who will be involved in providing temporary IT staffing services upon award:

| S.No | Name | Title |
|---|---|---|
| 1 | Robert (Ram) Kashamalla | Client engagement Manager/Account Manager (Primary POC) |
| 2 | Ramana Venigalla | Vice President (Secondary POC) |
| 3 | Ravi Venigalla | Chief Information Officer (Management POC) |
| 4 | Linda Montgomery | Recruiting Manager (Recruiting POC) |
| 5 | April Rehkemper | HR/Payroll Manager (Payroll and Invoice POC) |
| 6 | Ananda Alagappa | IT Manager (Technical POC) |

**Making the Match**
Making the match is what we do, and AU aims for a superior match each and every time, we place technology talent on assignment. We will work closely with OMIS to gain an in-depth understanding of staffing requirements and we recruit, test, evaluate and recommend high-quality, cost-effective resources. Rather than simply collect a "laundry list" of requirements and skills, AU asks questions that allow us to build a functional job profile, including key success milestones and attributes that allow us to match not only skills and experience, but also subtle elements such as fit with managerial style, corporate culture, etc. With this knowledge, we develop a thorough candidate profile that forms the basis of our recruitment strategy.

**Staffing Method**
AU anticipates no issues in initiating a fully staffed contract upon award, due to specialized tools and processes at the disposal of our recruiting staff. AU leverages a proven recruiting model supported by over 80 recruiters, serving a contract portfolio with twenty (25) state/local and forty (40) commercial contracts requiring recruitment and hiring support for over 80 new requirements daily for our growing contract portfolio requirements. Our recruiters have built a qualified candidate's database with over 450,000 resumes that has government and commercial experience.

AU ensures that the diverse candidates provided will have required the training, education, certifications, and clearance (as required) for his/her respective category and position within the contract of this RFQ. We utilize a robust recruiting process that consistently searches for and shortlists available pipeline of

candidates specific to the category and position's needs. As per the request from OMIS, we will provide resumes for quality, pre-screened candidates that have been determined to meet the requirements of OMIS, along with the associated agreed staffing rates for each as established in the Master Contract. At any given time, our pipeline consists of a minimum of 15 qualified candidates for frequently requested positions regardless racially and linguistically. For less common positions, we maintain a pipeline of 5 to 8 candidates similar to job categories. We realize that our success at OMIS' depends on the flexibility and agility of our organization's staffing approach to quickly fulfill OMIS' staffing needs, when it is imperative to have qualified candidates ready to step in and execute contractual requirements.

## Certifications

AU has key business relationships with:
- IBM/TRIRIGA
- SAS
- Oracle
- VMware
- Microsoft
- Microstrategy
- BMC/Remedy
- DocuWare
- Ingram Micro
- QTS Carpathia
- AWS
- Citrix
- Cisco
- Tibco
- SAP
- Salesforce
- Fortinet
- Juniper
- Palo Alto
- Terremark

## Experience

Over the years, AU has built a reputation in providing innovative temporary IT staffing services that enable its clients to reduce operational issues and increase enterprise efficiency levels. AU has been working on similar contracts with clients in various sectors. Our experience is proven through the successful management of temporary IT staffing services contracts supporting State/Local governments and Commercial sector clients through US.

**Entity #1:**

| Company name | Ohio Public Employees Retirement System |
|---|---|
| Address | 277 E. Town St. Columbus, OH 43215 |
| Time Period | 11/8/2021 to present |
| Project description | During the development life cycle, a sampling of the required deliverables to be completed/maintained by the Senior Java Developers was include, but not be limited to, the following: <ul><li>**Program:** Technical Specification Documents, Functionality developed according to design specifications using Java, Code Review Checklists</li><li>**Unit Test:** Creation and execution of test scripts, using JUnit, to verify that each programmed module will function properly when it is inserted into the system.</li><li>**System Test:** Creation and execution of system tests to prove that the system is meeting the defined business requirements.</li></ul> |

**Entity #2:**

| Entity name | Verizon Communications |
|---|---|
| Entity address | One Verizon Way, Basking Ridge, NJ 07920 |
| Contract number/purchase order number assigned by the Entity | MA-003235-2015 |
| Original Term of the Contract/purchase order | 09/24/202015 – 9/23/2023 |
| The number of Staff assigned for the Contract or purchase order | 53 |
| Type of tasks performed by assigned Staff | In 2015, AU was awarded for Verizon to provide IT Staffing Services. AU has been providing Verizon with Temporary IT Personnel Services such as IT Technical Assistant, Program Managers, Team Leads, Cloud Architect, Functional Architects, Data Quality Controller, Meeting and Academic Support Technicians, Data Quality Controller, IT Technicians, Data Quality Controllers, and Technology audiovisual (AV) systems Engineer positions. Currently, 28 resources are working under this contract. |

**Entity #3:**

| Entity name | California State Teachers' Retirement System |
|---|---|

| Entity address | 100 Waterfront Place, Mail Stop #30 West Sacramento, CA 95605 |
| Contract number/purchase order number assigned by the Entity | Master Service Agreement |
| Original Term of the Contract/purchase order | 04/27/2020 to 04/26/2025 |
| The number of Staff assigned for the Contract or purchase order | 16 |
| Type of tasks performed by assigned Staff | AU has been providing IT staffing services and placed multiple candidates including but not limited to Programmer Analysts, Database Administrators, Enterprise Architects, Database Architects, Business Analysts, UI/UX Designers, Programmers, Application Developers, Product Managers, System Administrators, Cloud Architect, Network Engineer, IT Systems Monitoring Engineers, IT Technicians, Business Analysts, Database Administrative and Testers. |

**Entity #4:**

| Entity name | California Correctional Health Care Services |
| Entity address | 8260 Longleaf Dr, Elk Grove, CA 95758 |
| Contract number/purchase order number assigned by the Entity | Master Service Agreement |
| Original Term of the Contract/purchase order | March 2017 to Present |
| The number of Staff assigned for the Contract or purchase order | 13 |
| Type of tasks performed by assigned Staff | We have been providing IT Staff Augmentation Services in various projects for the California Correctional Health Care Services. AU has been providing on short-term and long-term staffing requirements. We have placed the candidates with good turnaround time. These positions are including but not limited to Project Managers, Technical Leads, Business Analysts, GIS Analysts, Programmers, Microsoft Solutions Architect, Data Analysts, Network Engineers, PC Technicians, IT-Subject Matter Experts, Technical Specialists, and Information Security Specialists. |

**Entity #5:**

| Entity name | Texas Department of State Health Services |
| Entity address | 1100 West 49th Street Austin, TX 78756-3199 |
| Contract number/purchase order number assigned by the Entity | Master Service Agreement |
| Original Term of the Contract/purchase order | April 2018 to Present |
| The number of Staff assigned for the Contract or purchase order | 9 |
| Type of tasks performed by assigned Staff | Our Project Managers and IT Subject Matter Experts meets with the internal staff to understand the customer's new functionality and prototype the design to get approval. Our Sr. Project Manager developed the project schedule with the |

design and resources in mind to accomplish a successful project implementation. We have placed Project Manager, Technical Leads, Business Analysist, Delivery Manager, Data Analysts, Network Engineers, PC Technicians, and GIS Administrators.

**Entity #6:**

| Entity name | Department of Motor Vehicles |
|---|---|
| Entity address | 4700 Broadway, Sacramento, CA 95820 |
| Contract number/purchase order number assigned by the Entity | Master Service Agreement |
| Original Term of the Contract/purchase order | 6/1/2018 to 8/31/2020 |
| The number of Staff assigned for the Contract or purchase order | 12 |
| Type of tasks performed by assigned Staff | AU is one of the prime vendors of Motor Vehicles and providing staffing services on various technical and non-technical potions. We have staffed various IT personnel for the client different projects, positions included but not limited Programmers, Product Specialist, QA Engineers, Business Analysts Quality Assurance Specialists, Managed Services Analyst, Database Administrators, SharePoint Developers, and Testers. |

**Entity #7:**

| Entity name | Horace Mann Service Corporation |
|---|---|
| Entity address | 1 Horace Mann Plaza Springfield IL 62715 |
| Contract number/purchase order number assigned by the Entity | Master Service Agreement |
| Original Term of the Contract/purchase order | 6/1/2014 to 6/1/2024 |
| The number of Staff assigned for the Contract or purchase order | 14 |
| Type of tasks performed by assigned Staff | We have been providing IT Staff Augmentation Services. AU staffs for IT, Engineering and Professional positions. These vary from temp-to-perm and permanent as well. We are a good Supplier for these clients, and they provide us with opportunities to fill their requirements at their facilities across US. We placed System Specialists, Project Managers, Network Engineers, Database Administrators, Technical Writers, Data Engineers, Technical Support Engineers, Sr. Business Lead Systems Analyst, Team Leads, and Project Managers. |

**Entity #8:**

| Entity name | Walmart |
|---|---|
| Entity address | 805 Moberly Lane, Bentonville, AR 72716 |
| Contract number/purchase order number assigned by the Entity | MA-0003298-2017 |

| Original Term of the Contract/purchase order | 3/14/2017 to 3/13/2022 |
|---|---|
| The number of Staff assigned for the Contract or purchase order | 24 |
| Type of tasks performed by assigned Staff | AU has been providing a wide variety of IT staffing services to Walmart from past four years. We staffed similar IT positions for Walmart implementation such as Project Managers, Cloud Architects, Business Analysts, Network Engineers, Application Architects, Technical Writers, Senior Architects, Help Desk Support Specialists, Functional Architects, Desk Support Analysts, Technical Writers, Testers, and IT Programmers. |

**Entity #9:**

| Entity name | The California Public Employees' Retirement System (CalPERS) |
|---|---|
| Entity address | Central Receiving-Rm 1674 400 Q Street Sacramento CA 95811 |
| Contract number/purchase order number assigned by the Entity | 2019-0183 |
| Original Term of the Contract/purchase order | 11/30/2018 to 7/11/2022 |
| The number of Staff assigned for the Contract or purchase order | 8 |
| Type of tasks performed by assigned Staff | AU was selected as prime vendor and successfully placed the following IT staff such as Project Managers, Application Developer, Database Architects, Programmers, Senior Application Developer, Testers, and GIS Administrators. |

**Entity #10:**

| Entity name | CipherQore Solutions Inc |
|---|---|
| Entity address | 16179 State Bank Dr., Suite: D Prairieville, LA 70769 |
| Contract number/purchase order number assigned by the Entity | CA-281-00-2019 |
| Original Term of the Contract/purchase order | 06/01/2019- Present |
| The number of Staff assigned for the Contract or purchase order | 27 |
| Type of tasks performed by assigned Staff | AU was awarded the contract with CipherQore for providing temporary staffing services. We have been staffing similar positions to CipherQore  end clients, such as Functional Architects, Product Specialists, Project Managers, Technical Leads, Business Analysts, Data Analysts, Network Engineers, PC Technicians, Desk Support Analysts, Software Developers, IT-Subject Matter Experts, Network Technicians, Information Security Specialists, and Testers. |

**Entity #11:**

| Entity name | Medcomps |
|---|---|

| Entity address | 1 West Old State Capitol Plaza, Suite # 713, Springfield, IL 62701 |
|---|---|
| Contract number/purchase order number assigned by the Entity | Master Service Agreement (248-56) |
| Original Term of the Contract/purchase order | March 2017 to Present |
| The number of Staff assigned for the Contract or purchase order | 13 |
| Type of tasks performed by assigned Staff | We have placed various positions such as Python Developers, Development Director, DevOps Engineers, QA Engineers & Testers, System Specialists, Project Managers, Release Managers, Sr. Cloud Engineers and Testers. |

**AU State/Local Clients**

Below are the public clients which we have been providing similar services:

| | |
|---|---|
| ➢ Pacific North West Laboratory | ➢ Maryland Judiciary |
| ➢ State of Texas | ➢ State of California |
| ➢ State of Illinois | ➢ State of Iowa |
| ➢ Employees Retirement System of Texas | ➢ Financial Information System for California |
| ➢ Texas Department of Health and Human Services | ➢ California State Teachers' Retirement System |
| ➢ Texas Alcoholic Beverage Commission | ➢ California Correctional Health Care Services |
| ➢ Texas Department of Transportation | ➢ California Department of Corrections and Rehabilitation |
| ➢ City of San Antonio | ➢ California State Public Employees' Retirement System |
| ➢ State of Vermont | ➢ City of Santa Maria |
| ➢ State of Minnesota | ➢ US Bureau of Labor Statistics |
| ➢ Ohio Bureau of Workers' Compensation | ➢ Office of the Attorney General |
| ➢ Georgia Department of Labor | ➢ State of South Carolina - Health & Environmental Control Department |
| ➢ Department Family and Protective Services | ➢ Wisconsin Department of Children and Families |
| ➢ Department Of Motor Vehicles | ➢ California Multiple Award Schedules (CMAS) |
| ➢ State of North Dakota | ➢ The Interlocal Purchasing System (TIPS) |
| ➢ Amtrak (National Railroad Passenger Corporation) | ➢ MHMR of Tarrant County |
| ➢ Department of Management Services (DMS), FL | ➢ Broward College, FL |
| ➢ Plano Independent Scholl District | ➢ The School Board of Broward County, FL |
| ➢ Community Transit Procurement | ➢ The City of Raleigh |
| ➢ BuyBoard Procurement (Texas Association of School Boards, Inc.) | ➢ Texas Department Information Resources (DIR) |
| ➢ Metropolitan Washington Council of Governments | ➢ Ohio Public Employees Retirement System (OPERS) |

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| | Broward Sheriff's Office | | State of Louisiana |
|---|---|---|---|
| ➢ | Washington County, OR | ➢ | Hennepin County |

**Performance of AU Commercial Clients**

| Year | Clint Name | Services provided |
|---|---|---|
| 2003 | Ervin Equipment | We have been provided staff augmentation services to the Ervin from 2003. AU has placed for Professional, Information Technology, Administrative and Engineering services positions for Ervin on a short and long term temporary and contract to hire basis in the US. |
| 2004 | Wells Fargo | Partnered with Wells Fargo in 2004 and has one the largest client for AU. We have been providing extensive temporary and permanent IT staff augmentation services for the past 16 years on an as needed basis. |
| 2005 | Apple Inc | Apple was added as a client list in 2005 to provide staff to support Apple IT process for their client's IT needs. We have been providing Information Technology and Engineering positions from past 16 years. |
| 2006 | Texas Instruments<br>Xcerra Corporation<br>Computer Sciences Corporation | Added in 2006 to provide staff augmentation services. AU has placed more than 100 IT consultants in various departments such as Administrative, Engineering, and professional departments to these clients on an as needed basis. |
| 2007 | FTSI, Inc | We have partnered with Payless in 2007 and successfully staffed 150 positions for temporary and contract-to-hire basis in various departments. |
| 2009 | ManPowerGroup<br>National Pen<br>Arroweye Solutions<br>Levi Strauss & Co.<br>Avanade<br>NEC Corporation of America | We have been providing staff augmentation services. AU staffs and manage for IT positions for IT projects needs. These vary from temp-to-perm and permanent as well. We are a good supplier for these clients, and they provide us with opportunities to fill their requirements at their facilities across US. |
| 2010 | Reynolds Packaging | AU is a qualified supplier for Reynolds from 2009 and staffed for IT positions on a short and long term temporary and contract to hire basis in the US. AU won Service Excellence award in 2010 and 013. |
| 2012 | Cash America International<br>Frac Tech Services<br>Citgo Petroleum Corporation<br>Catholic Health Partners (Mercy Health)<br>Standard Register | We were awarded these clients in 2010 and have staffed for Information Technology and Engineering positions on contract, permanent and contract-to-hire basis in the US. We have placed 180+ IT consultants in various departments for Cash America International, Frac Tech, Citgo Petroleum, Catholic Health Partners and Standard Register. |
| 2013 | ABB Group | We have been providing IT staff augmentation services from nine years. AU staffed for IT positions for ABB on a short and long term temporary and contract-to-hire basis in the US. |

| 2014 | Fiserv | We have partnered in 2012 and staffed for temporary IT personnel services for Fiserve IT department. |
|---|---|---|
| 2015 | AAF International<br>Iridium<br>Amcor plc | From 2013 we have been providing contingent services and staffed 120 positions in various departments from last seven years. |
| 2016 | Copart, Inc<br>Horace Mann Educators<br>Bank Of America<br>PepsiCo | Awarded in 2014, AU has been a partner with Copart, Horace Mann, BOA and PepsiCo for ten 10 years. AU provided temporary support services to in IT, Engineering, HR, Finance/Accounting, Technicians, Administrative, Professional and Technical. At PepsiCo, AU is the largest supplier of personnel and has had great success in maintaining client and employee satisfaction. |
| 2017 | National Western Life Insurance Company<br>Southwest Business Corporation<br>ViewCast COM Inc<br>Amtrak | AU has been providing staff augmentation services from 2015. We have staffed IT positions similar to COG Members requirement. We have been providing temporary and contract to hire employees to National Western Life Insurance, Southwest Business, ViewCast, and Amtrak. |
| 2018 | Hyla Mobile | We have placed temporary, permanent, and temp-to-hire IT positions to Hyla in several departments from five years. |
| | Verizon Communications | AU is the largest supplier for Verizon and we have been providing temporary and permanent placements in their IT projects. We have ben maintaining good relationship with Verizon. |
| 2020 | Walmart | AU has a partnered with Walmart for over three years. AU provided consulting services to support in IT projects. At Walmart, AU is the largest supplier of personnel and has had great success in maintaining client and employee satisfaction. |
| 2021 | Etheridge<br>Easton-Bell Sports (BRG Sports) | AU is a qualified supplier for Etheridge and BRG Sports from 2019 and staffed for Admin, IT, Engineering, and Professional positions on a short and long term temporary and contract to hire basis in the US. |
| 2022 | Apex Systems | AU was awarded to provide staff augmentation services for 5 years term and we have provided Project Managers, Program Managers, Subject Matter Experts, Business Analysts, Applications Developers, Database Architects, System Administrators, Technical Writers, Network Engineers, Telecom Engineers for Apex end clients. |

**Master Services Agreements**

**#1: The Interlocal Purchasing System (TIPS) cooperative contract**

TIPS is a national purchasing cooperative that offers access to competitively procured purchasing contracts to its membership. TIPS is housed at and managed by the Region 8 Education Service Center located in Pittsburg, Texas.

Through this contract vehicle AU is offering various services such as Technology Solutions, Products and Services, Consulting and Other Related Services, and Staffing Services.

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| Bid Number | Title |
|---|---|
| 210101 | Technology Solutions, Products and Services |
| 200601 | Consulting and Other Related Services |
| 200703 | Staffing Services |

https://www.tips-usa.com/vendorProfile.cfm?RecordID=59076D402D59FAFAB90B0D4A0B64C038

### #2: California Multiple Award Schedules (CMAS)

The CMAS contracts are awarded and administered by the state of California, Department of General Services, Procurement Division. A multiple award is an award to two or more contractors for the same products and/or services at the same or similar prices. Suppliers can offer products, services, and prices from their own Federal GSA schedule. They can also offer products, services, and prices from a Federal GSA schedule held by another company.

American Unit was awarded California Multiple Award Schedule (CMAS) for four years' term contract to provide Information Technology Services to the State and Local Agencies.

**Contract No:** 3-18-70-2956C
**Title:** Information Technology Goods and Services Contract

| UNSPSC | UNSPSC Description |
|---|---|
| 80101507 | MGMT Business Prof & Admin Services - Business corporate MGMT consult srvcs - Information technology consult srvcs |
| 81111808 | Computer services - System & system component admin srvcs - System analysis srvcs |
| 81112103 | Computer services - Internet services - World wide web WWW site design services |

https://caleprocure.ca.gov/PSRelay/ZZ_PO.ZZ_CTR_SUP_CMP.GBL?Page=ZZ_CTR_SUP_PG&Action=U&SETID=STATE&CNTRCT_ID=3-18-70-2956C

### #3: Florida Department of Management Services – DMS

AU was awarded DMS IT staff Augmentation contract and responsible for ensuring that all information technology staff augmentation services furnished under the Contract meet the professional standards and quality that prevails among information technology professionals in the same discipline and of similar knowledge and skill engaged in related work throughout Florida under the same or similar circumstances.

**ITB No:** 21-80101507-ITB
**Title:** Information Technology Staff Augmentation Services

### #3: Department of Information Resources - Deliverables Based Information Technology Services
### DIR Contract No. DIR-CPO-4952

**American Unit Inc. – 14709146584**
**DIR-CPO-TMP-553**

AU offers deliverables-based information technology services (DBITS) through this contract, specifically: Technology Category 1: Application Development, Maintenance, and Support, Technology Upgrade, Migration, and Transformation; and Enterprise Resource Planning (ERP); Technology Category 3: IT Assessments, Planning, Independent Verification and Validation (IV&V), and Market Research, Procurement Advisory, and Contract Implementation Services; and Technology Category 4: Project and Program Management. This contract is for services ONLY. No hardware or software products may be sold through a DBITS contract. Resellers are not available for this DBITS contract.

**IT Consulting Experience**

AU provides dependable, experienced designing and implementing information technology investigations, assessments, monitoring programs and designs services. Our global client expertise crosses time zones and cultural boundaries and provides timely services and client-focused team support. Whether the client need targeted support or ongoing services, we have flexible delivery models designed to suit every need.

We have the needed cross-platform experience and expertise in developing, implementing, and supporting for the Client Server, Web based, SharePoint, Turnkey Projects on niche skills. We can assume complete responsibility for analysis, design, development, implement, testing, and deployment. We have extensive experience with Standard, Digital and Niche skill talent and we have done numerous projects and user-contributed content for a wide variety of clients, including telecommunications, transport, communities, schools, museums, and other public agencies.

The following briefs of various Information Technology and Consulting Services which our resource been providing to Government and Private sector clients.

| Client Name | Project Description |
|---|---|
| 1. **Texas Department of State Health Services**<br><br>**Project: IT Consulting services** | We have provided IT Consulting services to the Texas Department of State Health Services. The scope of this project includes production support of HRIS system and upgrade of HRIS adding new functionality based upon the needs of the customer. Our technical team met with the client staff to understand the customer's new functionality and prototype the design to get approval. Our team developed the project schedule with the design and resources in mind to accomplish a successful project implementation.<br><br>**Our IT resources:** Project Manager, Technical Architect, Database Administrators, System Analysts, Solution Architects, Developers, Business Analysts, Graphic Designers, and Testers. |
| 2. **California Correctional Health Care Services**<br><br>**Project: IT ongoing maintenance and** | We have provided ongoing maintenance and enhancements support to State of California Correctional Health Care Services. This project is primarily geared towards ongoing maintenance and enhancements of Hospital Information system. The product catered to the administrative, billing and insurance needs of the hospital system. The application comprised of different modules that were created exclusively for inpatients, outpatients and emergency patients. The main objective of the application was to develop a paperless, cashless and hassle free setup for medical professionals so that qualitative medical care can be provided to patients with in the hospital network. |

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|---|---|
| enhancements support | **IT Categories:** AU staffed various IT positions besides providing Project management support, SME, IT Security Analysts, Network engineers, System Engineers, Developers, Consultants, Database Administrators, Physical Data Modeler, Architecture Consultant, and many more. |
| 3. State of South Carolina - Health & Environmental Control Department (SCDHEC)<br><br>Project: Project management and support, application development | AU provided project management and support, application development, technical and analytical maintenance and support, and advanced hardware/network diagnostic support for SCDHEC facilities located overseas. AU has implemented a more service-oriented approach to Project Management tasks, which has engendered a significant increase of the personal investment of our team members in accomplishing their work. We have completed the work orders within stipulated timeline and 90% of the client satisfaction rate.<br><br>**IT Categories:** AU staffed total of 15 IT resources to complete this project. Our IT resources categories includes: Business Analysts, Senior Developers, Project Manager, System Analysts, Solution Architects, Developers, and Quality Assurance/Testers. |
| 4. DELL<br><br>Project: IT Consulting Services | Since 2012, AU has primed this effort developing the premier SOW system for DELL. This effort, coupling software development with customer outreach, has a goal to increase wide adoption. In 2013, AU increased the user base, Performed complex analysis, design, programming, and modifications of computer programs for software products and/or customer applications. AU offers this experience as evidence of our leadership in meeting the client strategic objectives of increased cross agency information sharing and of management of tasks similar to those anticipated on DELL Members. We have successfully performed these tasks on-time and 95% of the client satisfaction rate.<br><br>**IT Categories:** AU has utilized a total of 12 IT resources to complete this project. Our IT resource categories include: Business Analysts, Project Manager, System Analysts, Solution Architects, Developers, and Quality Assurance/Testers. |
| 5. Walmart<br><br>Project: IT Consulting Services | AU has been a trusted partner of Walmart for over 10 years. We have provided them with extensive service for the past 5 years. The service that we offered provided them with a series of qualified candidates for their IT projects. Within the Walmart, we had placed additional employees due to the superior customer service and benefits that we offer. We have been providing install, Configure, upgrade servers, software and hardware at client data centers and Performed unit test and generate automated tests to ensure software security requirements are met.<br><br>AU has provided related various consultants to complete the project such as Sr Project Manager, Subject Matter experts, Business Analyst, Technical Support Specialist, Web Designer, Software Engineers, BA Specialists, SharePoint Developers, and Testers. |
| 6. CipherQore Solutions Inc<br><br>Project: Web-based Data | The CipherQore was seeking to enter into a contract with a qualified vendor to develop/provide a Web-based Data Management System that incorporates all identified data needs. If it is a packaged software, the packaged software (Software) to be acquired could include, at the CipherQore's option, Customization (any change, enhancement, etc. to the Software requiring source code changes to be completed by the Vendor to provide specified functionality) |

| Management System Services | and/or Configuration (any change, enhancement, etc. to the Software not requiring source code changes completed by the Vendor to provide the specified functionality).<br><br>We have created efficiencies in the maintenance, use and storage of large volumes of data and documents. The database served as the central data repository and integration tool for existing and future data and databases concerning the early learning services it provides. The database used to provide analysis of trends, identification of gaps in services, and documentation of the impact the CipherQore was making in the developmental appropriate services. |
|---|---|
| 7. The Select Group Project: Salesforce Consulting Services | **Task 1: Salesforce Platform Provision**<br>The goal of this task is to provide licensing and access to a single Salesforce platform for the various organizations and individuals that constitute the Select Group Program. The platform should:<br><br>• Allowed users to track The Select Group-specific information about the employer and property manager partners and prospects that make up their accounts. The "engagement level" of each partner needed to be tracked and should be automatically calculated based on several specific fields.<br>• Allowed users to track the Select Group specific events and meetings, associating these with specific employer or property manager accounts. It is important to track interactions with partners, especially since these interactions are used to demonstrate work done by the AU's to increase the level of engagement of their partners. Additionally, users should be able to track progress with their prospect accounts as it relates to converting those prospects into partners<br>• Allowed for the Select Group to create a link between accounts in Salesforce and employers in Agile Mile, which is the Select Group Program's ride matching database that provides commuter trip planning, carpool and vanpool ride matching, and incentives to encourage clean commutes and behavior change. At a minimum, this should entail providing a unique ID for each account that can matched to the Agile Mile SQL database.<br><br>**Task 2: Platform Training and Additional Support Services**<br>The goal of this task is to provide initial and on-going training for all The Select Group Program Salesforce platform users, as well as on-going support services for users. This includes, but is not limited to:<br>• Designing and leading an initial in-person training on the structure and functionality of The Select Group Salesforce platform for all users.<br>• Designing and leading in-person trainings on a recurring basis, both to give an introductory training for new hires and to address specific questions or concerns of users.<br>• Creating a set of training materials, such as standard operating procedures (SOPs) or instructional videos, that outline the structure and functionality of the platform and can be accessed by all platform users at any time.<br>• Offering support services for users who are having trouble or issues with the platform.<br>• Making changes or updates to the platform as needed by The Select Group. These changes may include creating additional objects and/or fields or automating fields based on a desired set of criteria. |

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| **8. Verizon Project: IBM Tririga, FileNet Implementation, Application Development, Post production Support, and Development activities** | American Unit has been working with Verizon to create a timeline for all deliverables in each sprint and deliver the timeline to Verizon. We are supporting on Production Support – issues; environment monitoring; data migration. <br>• Tier 1, 2, and 3 issue monitoring, investigation, resolution, testing, and implementation <br>• Production and Non-Production environment monitoring <br>• Data migration (due to system changes and/or any merger and acquisitions) <br>• Configurations/customizations for in-scope applications <br>   o Full life cycle development: Requirements gathering, GAP analysis, design, configuration, testing – system testing, integration testing, regression testing, and user acceptance testing, training, implementation, and post production defect resolution <br>   o Discover, research, and development for proof of concept implementations <br><br>Deliverables <br>Provide concept ideas at the start of each sprint development and deliver the Code in Sprints building up to releases and deliver. The exact functionality of the Deliverables will be mutually agreed upon and documented in a release plan created by Verizon at the beginning of the release cycle, which shall be incorporated herein as though fully set forth. The intermediate results of development shall be demonstrated by Supplier to Verizon at the end of each Sprint. <br><br>For all Deliverables where American Unit deliver Code or modify Code, Supplier shall follow an industry standard Agile Development process. For each Sprint, American Unit deliver shippable (minimally viable) Code that reflects all of the functional requirements/User Stories designated for that Sprint as well as all functions existing in the Code previously (i.e. no regression). The requirements for this project are in the form of User Stories maintained and updated within Verizon's [At Your Service] system as defined in Exhibit 1 and as prioritized by Verizon per industry standard Agile Development processes (the project name in [At Your Service] is [GRE TRIRIGA]). <br><br>Technical Resources <br>Our technical are BIRT Reports Developers, Data Migration Developers, Database Developer, FileNet Developers, Integration Developers, Java Developers, Project Managers, Technical Lead, TRIRIGA Architects TRIRIGA Developers, TRIRIGA Functional Support - Lease Admin, and TRIRIGA Functional Support – Portfolio. |
| **9. Horace Mann** <br><br>**Project: IT consulting services** | AU was awarded to provide IT Consulting services in 2014 and we have been supporting IT consulting services for Horace Mann IT projects on as needed basis. We have provided system administration services to support and maintain HPC cluster hardware and software. We supported included rack-mounted servers and workstations. Our usual duties revolve around assembling, testing and repairing this equipment. Our service portfolio includes: <br>• Configuring software such as batch queuing software and operating system parameters for optimal performance, reliability and availability. <br>• Responsible for multiple organization web, exchange, domain controller and file servers. |

| | |
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| | • Task with providing end user IT support to approximately 30 employees.<br>• Task to develop DRP (Disaster Recovery Plan), Backup procedures, acceptable use policies and other documentation such as HIPAA and HITECH act compliancy<br>• Audit existing infrastructure for security compliance within HIPPA requirements.<br>• Responsible for multiple separate un trusted active directory domains with multiple domain controllers across servers running Windows server 2003 – 2008 R2.<br>• Redesigned entire network topology, including file storage and access, backup systems, active directory and DNS, internet service provider with failover and load balancing.<br>• Created virtual infrastructure starting with multiple server systems to cut cost and maximize hardware use using Microsoft Hyper-V and SCVMM. |
| **10. The California Public Employees' Retirement System (CalPERS)**<br><br>**Project: ITSB Consulting Services** | The CalPERS Technology Business Management Division (TBMD) is engaging in services with American Unit, Inc to provide support for support for the organization's Data and Analytics (Business Intelligence) dashboard and report development, semantic layer modelling, reporting environment functional administration, and data reporting inventory maintenance and operations responsibilities.<br><br>Our technical team perform dashboard and report development, semantic layer modeling, reporting environment functional administration, and data reporting inventory maintenance and operations responsibilities.<br><br>Scope and Deliverable<br>• Provided data & technology support necessary to enable CalPERS to meet Data & Analytics (Business Intelligence) related business objectives, including customer service, performance management and analytical needs; and support for our retirement and health research portions of the enterprise<br>• Worked with CalPERS Data & Analytics team to develop and maintain data transformation processes using source application data models, the operational data store and/or the data warehouse<br>• Worked with CalPERS Data & Analytics team to automate processes. Document processes completely and develop system diagrams.<br>• Supported the Enterprise Data Reporting team by developing and maintaining self-service reports and dashboards for CalPERS business teams and program areas Translate data requirements into technical specifications and validate the data warehouse meets specified requirements<br>• Develop reporting metamodeling, including logically grouping business element functions in the form of conformed dimensions and hierarchies, measures and data security rules<br>• Design, development and implement data model, dashboards, metrics and scorecards using Oracle Business Intelligence Enterprise Edition (OBIEE).<br>• Provide functional administration for the OBIEE environments<br>• Continue to mature the data platform (tools, data integration and architecture) by carrying out tasks outlined in the CalPERS Business Intelligence Roadmap and Action Plan<br>• Improve the long-term ability to provide increasingly complex analytics in support of CalPERS mission and vision |

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| | • Attend project, staff, and management meetings as required<br>• Record work hours daily in required time tracking tools<br>• Submit monthly status report with invoices |
| **11. Department of Motor Vehicles (DMV)**<br><br>**Project: IT Consulting Services** | To acquire the services of a Contractor to reengineer, code and implement the Driver Safety Application (DSAP) and DocWriter together these applications provide automated support for the department's driving privilege guidelines for unsafe drivers, as statutorily defined in regulations.<br><br>The purpose of this contract is to acquire a contractor to provide IT consulting services to the DMV. We provide full-time staff to fill the Technical Software developing services within a multi-disciplined development team assigned to the Driver Safety Application Rewrite (DSAR) Project. The development team will develop and administer the full range of System Development Lifecycle activities such as requirements definition and traceability, design, build, code, testing and implementation of the Driver Safety Application (DSAP).<br><br>Scope and Deliverables<br>• We prepared all deliverables, where applicable in accordance with the State and DMV's, applicable business and information technology documentation standards and requirements, including format and content.<br>• We attended project meetings and periodic briefings for DMV's management as indicated by the DMV Contract Manager.<br>• American Unit assisted and served as a fully functional Member of the DSAR Project Development Team Working on the DSAP and DocWriter Development Project.<br>• Our consultant listed in this contract agrees to comply with Government Code 87302 and the Fair Political Practices Commission rules. |
| **12. Southwest Business Corporation (SWBC)**<br><br>**Project: Documentum Consultant Services** | Our team provided consultant services to perform Documentum work as assigned by Southwest Business Corporation team. We responsible for supporting client's Enterprise Content Management (ECM) environment including development and enhancement of custom java code to support maintenance and expansion of the landscape.<br>Scope<br>• Supported and reported to engagement project manager while assigned to active customer engagements. Regularly communicate status to the engagement SWBC project manager and proactively identify issues and preventive/remedial measures<br>• Establishes relationships with SWBC technical counterparts. Participated in SWBC t meetings related to solution scoping and planning.<br>• Assisted in the creation of proposals that address current and evolving SWBC team requirements<br>• Understanding requirements, conduct detailed design, determine level of effort, plan work breakdown structures and implementation approach<br>• Perform installation, development, configuration, integration and testing activities.<br>• Collaborated with SWBC staff and the engagement project manager as required during difficult customer situations.<br>• Performed code reviews and periodic quality checks to ensure delivery quality is maintained |

Small, Minority and HUB certified company

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| | • Prepared, maintained and submitted activity/progress reports and time recording/management reports in accordance with published procedures. Keep SWBC project managers informed of activities and alert of any issues promptly.<br>• Provided knowledge transfer to SWBC team members<br>• Created technical specifications from which programs will be written, and actively participate in coding and debugging of more complex requirements Create objects and workflows<br>• Developing and maintaining taxonomy, attributes, permission sets, etc.<br>• Managed bulk document import processes assuring all files are received and the applicable attributes are assigned |
| **13. CaminCargo Control**<br><br>**Project: IT Assessment Project and staff augmentation services** | • Develop and deliver a short-term solution to improve Polaris functionality.<br>• Develop and deliver of various management initiative and below items part of this effort:<br>• Upgrade to application catching to increase performance of the existing Polaris system.<br>• Create a catalog of the reporting activities using Polaris data in order to define a data warehousing strategy to offload these reporting activities via a data platform<br>• A database review of indexing, query optimization and replication to gain increase in database performance<br>• A review of the specific functional area application developed internally and not implanted due to performance concerns to determine if anything can be done to ensure it works an does not impact overall performance negatively |