



STATE OF WEST VIRGINIA
Department of Administration
Purchasing Division
ITECH10

January 8th, 2010

Jo Ann Atkins
West Virginia Department of Administration
Purchasing Division
2019 Washington Street East
Charleston, WV 25305

Ms. Atkins,

Maximation, LLC is pleased to have the opportunity to respond to the **ITECH10** RFP, and has met all mandatory requirements of the RFP in this response.

Maximation, having performed a wide variety of IT contracting services since 1991 to both government (State of Ohio, West Virginia, Indiana) and commercial entities, believes we are qualified to bid on this opportunity and capable of providing superior IT staffing and project services to the State of West Virginia.

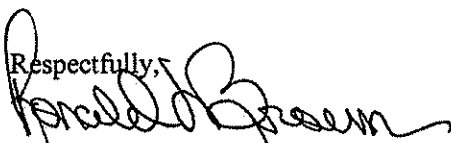
Maximation is a private, Ohio-based limited liability corporation (LLC). Our Federal Tax Identification Number is 31-1580958.

Mr. Chad White will be the Account Manager and primary contact for this proposal and, if the contract is awarded, for all future initiatives engaged upon by member institutions. He may be reached via any of the following:

(614) 334-2612 (Direct Extension)
chad@maximation.com

Mr. Ronald Brown, CEO, will be the authorized requester with signing authority to enter into this contract on behalf of Maximation, LLC should we be the successful bidder.

We are very grateful for the opportunity to expand our category qualifications and continue to serve our beloved neighboring state.

Respectfully,

Ronald L. Brown
CEO

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PURCHASING DIVISION
STATE OF WV



STATE OF WEST VIRGINIA
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SECTION I - CORPORATE PROFILE

Offeror's Legal Name: Maximation, LLC	
Address: 2257A Westbrooke Dr.	
City, State, & Zip: Columbus, OH 43228	
Date Established: 1991	Telephone: 614-777-2082
Federal Tax ID Number: 31-1580958	Fax: 614-777-7967
Principal Place of Business: Columbus, OHIO	
Local Office Name from which Project will be Managed: Maximation, LLC	
Local Office Address: 2257A Westbrooke Dr.	
Local Office City, State, & Zip: Columbus, OH 43228	
Ownership: Limited Liability Corp.	
Firm Leadership: Ronald Brown – CEO	
Chad White – Director of Business Development, Account Management	
Number of Employees: 60	
Contact Person: Chad White	Title: Director of Business Development
Address: 2257A Westbrooke Dr.	Telephone: 614-334-2612
City State & Zip: Columbus, OH 43228	FAX: 614-777-7967
E-Mail Address: chad@maximation.com	

Since it began with less than ten consultants, Maximation has enjoyed steady growth and success. With over 170 full-time information technology professionals in the field at one time, we are one of the largest privately held consulting firms of its class in Ohio. Our consulting expertise covers every major business and technical aspect of information technology services, from application development to production support and training, for every major operating environment.

Maximation is committed to attracting and retaining quality employees and contractors dedicated to the performance of their duties in a highly ethical and diligent fashion, by providing each individual with on-going opportunities for professional growth. We take pride in our dedication to employ and deploy talented IT professionals that are local to central OH. Our goal is to expand and improve our business and client services while supporting the local economy in which we operate and grow.

Our strategy is to anticipate, visualize, and prepare for the future requirements of our clients – requirements brought on by competitive and technological changes in their respective marketplaces.

Please see the Company Qualifications section for references that qualify Maximation for the proposed categories of ITECH10, as well as references for providing IT supplemental staffing and project services.



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COMPANY QUALIFICATIONS

1.1 ORGANIZATIONAL EXPERIENCE AND CAPABILITIES

For the past 18 years, Maximation has been tasked with a multitude of different types of projects and contractor assignments in a variety of work cultures and technical environments, locating and deploying talent of all shapes and sizes - from designers and developers, to testers and operations support, to project managers and business analysts.

We have successfully completed projects for which we were involved in the full SDLC and projects in which we were simply asked to step in with specialized tasks, from IT training to technical writing services. In fact, a significant amount of our consultants in the field have excelled so much in their positions that they have voluntarily assumed the responsibility to lead, train, and mentors their teammates when requested.

For the most recent examples of this outstanding performance, please use the following contacts as sources for reference:

- a) In reference to John Napier, Sr. Portfolio/Project Manager & Maximation Consultant
Contact: Deana Elizondo, PMP
Project Manager, Commercial Operations IT Planning
American Electric Power
614-583-6839

- b) In reference to Jim McDermott, Sr. .NET Architect, Mentor & Maximation Consultant
Contact: Scott Robek (Supervisor)
Project Manager, CYM Application Development
Honda of America Manufacturing
740-972-0935, Scott_Robek@ham.honda.com

1.2 STATE EXPERIENCE

Maximation, LLC provides superior consulting services and representation to many governmental agencies including the Ohio Department of Job and Family Services, West Virginia Office of Technology, West Virginia Department of Health & Human Resources, Ohio Department of Taxation, Ohio Department of Development, Ohio Department of Public Safety, Ohio Department of Youth Services, Ohio Office of Information Technology, the City of Columbus, among many others.



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1.3 IT STAFF SUPPLEMENTATION / PROJECT EXPERIENCE

Maximation has 18+ years of experience working directly with the following Technology and Development Environments, among many others:

Java/J2EE	.NET	C#	Visual Basic	VB.NET
Oracle	COBOL	C/C++	ASP	PHP
ASP.NET	JSP/Servlet	PERL	COBRA	SQL Server
ADO.NET	EFT – VeriSign	Agile	UML	Peoplesoft

Maximation has been involved in or responsible for small to very large development projects over the years. A few of the most recent projects were with: West Virginia DHHR, Ohio Department of Development, Ohio Department of Health, Ohio Department of Jobs and Family Services, Ohio Department of Public Safety, Ohio Department of Youth Services, City of Cleveland, National City Bank, Hamilton County Board of Health, City of Columbus Attorney’s Office, and the Greater Columbus Convention Center.

In addition, we are primary vendors for American Electric Power (AEP) and Honda of America.

The following are a few key examples:

Maximation worked directly on the CRIS-E project for the Ohio Department of Human Services (ODJFS) which required a minimum of 7 years experience in system analysis and design with complex, large-scale COBOL systems within the past 60 months.

Maximation has also provided an operations team (8+ employees) to ODJFS for over 4 years. We have been involved with all aspects of the operation from simple monitoring to disaster recovery exercises. We have run 24/7 teams for ODJFS and adopted all new requirements/expectations easily and efficiently.

1.4 CORPORATE LOCATION

Maximation would also like to note that as our relationship grows with the State of WV and our volume of staff increases there, we intend to open a branch office in the Charleston area to better serve our clients and support our team of outstanding consultants.



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SECTION II – MAXIMATION QUALIFICATIONS: SUPPLEMENTAL STAFFING

Maximation would like to apply for and request the consideration of the State of West Virginia to serve in the following areas of IT supplemental staffing:

- Web Programming
- PC Programming
- Mainframe Programming
- Computer Systems Analysis
- Computer Systems/Network Security
- Database Management
- Desktop Computing
- Help Desk Support
- IT Support Staff and Operations Management
- Project Management
- Business Analyst Services

The following pages will cover Maximation's qualifications, project details, and references for each category in accordance with the ITECH10 RFP.



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WEB PROGRAMMING



Staffing Category – Web Programming

Abby Warchall – Ohio Department of Public Safety
614/466-7517
1970 W. Broad St.
Columbus, OH 43223

Project: EMS Certification and Tracking System – Provided an interactive database system, including web-based applications to provide better certification services for Ohio’s EMTs and firefighters (FF). Migration of Oracle 7.3 database from VAX system to Oracle 8i on windows, creation of web portal. Technologies involved were VB 6.0, Oracle 8i Oracle Objects for OLE, IIS, ASP, XML, JavaScript, VBScript.

Billings for project -- \$168,556

Dean Gatton – Ohio Department of Public Safety
614/752-7693

Project: Provide multiple .NET developers for existing and new projects; strong history in contract and project services. Specifically on Law Enforcements Officer’s Toolkit (LEOT) and Network (LEON) as well as Business Application Service System (BASS) projects. Technologies include C#, ASP.NET, SQL Server 2005.

Billings for project -- \$99,650

Michael Gramaldi- Great American Discount Buyers Association
614/638-6452
Old Poste Rd.
Columbus, OH 43221

Project: Developed Web based system that allowed for creating an on-line catalog of 1000’s of products that enabled for purchase of selected items via PayPal for crediting the purchaser credit card. This system also had an online insurance policy that enabled sales personnel to post applicants insurance information online.

Billings for project -- \$256,778

**State of West Virginia – DHHR
Lesa Mercer – Technical Project Lead**

Project – Provide superior Power Builder and .NET development , analysis, and other related services for multiple critical DHHR systems such as FACTS.

Billings for project – \$115,411



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PC PROGRAMMING



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Staffing Category – PC Programming

Abby Warchall – Ohio Department of Public Safety
614/466-7517
1970 W. Broad St.
Columbus, OH 43223

Project: EMS Certification and Tracking System – Provided an interactive database system, including web-based applications to provide better certification services for Ohio's EMTs and firefighters (FF). Migration of Oracle 7.3 database from VAX system to Oracle 8i on windows, creation of web portal. Technologies - VB 6.0, Oracle 8i, Oracle Objects for OLE, HTML, IIS, ASP, XML, JavaScript, VBScript.

Billings for project -- \$168,556.

Dean Gatton – Ohio Department of Public Safety
614/752-7693
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Billings for project -- \$99,650.

Michael Gramaldi- Great American Discount Buyers Association
614/638-6452
Old Poste Rd.
Columbus, OH 43221

Project – Developed Web based system that allowed for creating an on-line catalog of 1000's of products that enabled for purchase of selected items via PayPal for crediting the purchaser credit card. It allowed for a shopping cart selection charging all the sales tax and shipping charges. This system also had an online insurance policy that enabled sales personnel to post applicants insurance information online. The transaction was passed on to a major insurance carrier for approval. If the applicant was approved the premiums were automatically deducted from the individuals checking/savings account through a third party administrator.

Billings for project -- \$256,778.



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MAINFRAME PROGRAMMING



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Staffing Category – Mainframe Programming

American Electric Power
1 Riverside Plaza
Columbus, OH 43215

Contact: Jerry Cornell – 614/716-1345
Clarence Godapati – 614/716-1917

Project: Using the latest languages and technologies our consultants were able to create leading edge applications. We provide Business Intelligence, Mainframe, database/data-warehouse specialists for vital backend systems, testing and production systems, documentation, change management, implementation training and project management.

2007 Billings for projects – \$2,680,000
2008 Billings for projects - \$1,044,130
2009 Billings for projects - \$1,800,000

Honda of America
24000 Honda Pkwy
Marysville, OH 43040

Contact: Adam Sparks – 937/642-5000 Ext. 63555
Project: Provide various consultants for projects in development/production phases including mainframe programmers for their manufacturing facilities as well as their R&D facilities which included a senior level .NET Architect & SQL Server expert.

2007 Billings for projects – \$347,400
2008 Billings for projects - \$210,800
2009 Billings for projects - \$196,609

Ohio Department of Development
77 South High Street, 25th Floor
Columbus, OH 43216

Contact Amy K. Kuhn, Assistant Deputy Director – 614/466-5863

Project: Developed, with the intention of an Internet frontend, the first phase of migrating the existing Mainframe applications into client-server applications. These applications were designed to be a 3-tier application connecting a VB GUI frontend to a MTS-tier connecting a SQL database.

Billings for project --\$486,927



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COMPUTER SYSTEMS ANALYSIS



STATE OF WEST VIRGINIA
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Staffing Category – Computer Systems Analysis

American Electric Power
1 Riverside Plaza
Columbus, OH 43215

Contact: Rod Boswell – 614/716-4758
Jerry Cornell – 614/716-1345
Clarence Godapati – 614/716-1917

Project: Using the latest languages and technologies our consultants were able to create, analyze, and support leading edge applications.

2007 Billings for projects – \$2,680,000
2008 Billings for projects - \$1,044,130
2009 Billings for projects - \$1,800,000

Honda of America
24000 Honda Pkwy
Marysville, OH 43040

Contact: Adam Sparks – 937/642-5000 Ext. 63555

Project: Provide various consultants for projects in development/production phases including programmers for their manufacturing facilities as well as their R&D facilities which included a senior level .NET Architect & SQL Server expert.

2007 Billings for projects – \$347,400
2008 Billings for projects - \$210,800
2009 Billings for projects - \$196,609

Ohio Department of Development
77 South High Street, 25th Floor
Columbus, OH 43216

Contact Amy K. Kuhn, Assistant Deputy Director – 614/466-5863

Project: Developed, with the intention of an Internet frontend, the first phase of migrating the existing Mainframe applications into client-server applications. These applications were designed to be a 3-tier application connecting a VB GUI frontend to a MTS-tier connecting a SQL database.

Billings for project --\$486,927



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COMPUTER SYSTEMS/NETWORK SECURITY



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Staffing Category – Computer Systems/Network Security

Village of Canal Winchester
Mayor's Office – 614/837-7493

Worthington Christian Village
Ms. JoAnn Yasses – 614/846-6076

Tracie McGarity Interiors
Tracie McGarity – 614/267-6884

*Maximation provides full Computer Systems/Network Security and Engineering services (outsourced to our team) for all three of these clients on a daily basis.

Billings for last 3 years - \$248,000



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DATABASE MANAGEMENT



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Staffing Category – Database Management

American Electric Power
1 Riverside Plaza
Columbus, OH 43215
Contact: Clarence Godapati – 614/716-1917

Project: Using the latest languages and technologies our consultants were able to create leading edge applications. We provide Business Intelligence and database/warehouse specialists for vital backend systems, testing and production systems.

2007 Billings for projects – \$2,680,000
2008 Billings for projects - \$1,044,130
2009 Billings for projects - \$1,800,000

Honda of America
24000 Honda Pkwy
Marysville, OH 43040
Contact: Scott Robek - 740/972-0935

Project: Provide various consultants for projects in development/production phases including mainframe programmers for their manufacturing facilities as well as their R&D facilities which included a senior level .NET Architect & SQL Server expert.

2007 Billings for projects – \$347,400
2008 Billings for projects - \$210,800
2009 Billings for projects - \$196,609

Ohio Department of Development
77 South High Street, 25th Floor
Columbus, OH 43216
Contact: Amy K. Kuhn, Assistant Deputy Director – 614/466-5863

Project: Developed, with the intention of an Internet frontend, the first phase of migrating the existing Mainframe applications into client-server applications. These applications were designed to be a 3-tier application connecting a VB GUI frontend to a MTS-tier connecting a SQL database.

Billings for project --\$486,927

**Maximation also has expert database staff currently working on-site at AC Lens (e-Commerce, Phil Dietrich, 614.876.3207) and Ohio Bureau of Worker's Compensation (Lynn Neiderkorn, 614.728.5910).*



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DESKTOP COMPUTING



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Staffing Category – Desktop Computing

Village of Canal Winchester
Mayor's Office – 614/837-7493

Worthington Christian Village
Ms. JoAnn Yasses – 614/846-6076

Tracie McGarity Interiors
Tracie McGarity – 614/267-6884

Billings for last 3 years: \$180,000

*Maximation provides full Desktop Computing and Support services (outsourced to our team) for all three of these clients on a daily basis.



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HELPDESK SUPPORT



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Staffing Category – Help Desk Support

National City Corporation
50 West Broad Street
Columbus, OH 43215

Project: Help Desk Support – Development, design, implementation and operation of help desk function. LAN technical support and problem determination, problem solving, support and documentation.

Contact: Mr. Bill Naylor – 614/463-8289
Mr. Jim Palmer – 614/463-8745
Mr. Bob Voss – 216/463-8891

Billings for last 3 years of project: \$397,435



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IT SUPPORT STAFF & OPERATIONS MANAGEMENT



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Staffing Category – IT Support Staff & Operations Management

Ohio Department of Jobs & Family Services (ODJFS)

Ken Healey – 614/387-8125

Project: Provide operations personnel for IBM-Unisys project requiring operators and production control specialists. Our operations team has been handling all the financial/unemployment system processing for over 4 years, and has been involved in all facets of the operation from monitoring job activity to disaster recovery.

Billings for project: 2008 - \$820,468
2009 - \$925,417

Jerry McClurg – 614/387-8134
Sylvan Wilson – 614/387-8441



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PROJECT MANAGEMENT SERVICES



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Staffing Category – Project Management Services

American Electric Power
1 Riverside Plaza
Columbus, OH 43215

Contact: Deana Elizondo, PMP
Program Manager
614-583-6839

Project: Management of multiple high-visibility, mission-critical projects. Responsibilities include project, portfolio, change, and risk management.

2007 Billings for projects – \$2,680,000
2008 Billings for projects - \$1,044,130
2009 Billings for projects - \$1,800,000

Honda of America
24000 Honda Pkwy
Marysville, OH 43040

Contact: Adam Sparks – 937/642-5000 Ext. 63555

Project: Provide various consultants for projects in development/production phases including programmers and managers for their manufacturing facilities as well as their R&D facilities which included a senior level .NET Architect/Project Manager.

2007 Billings for projects – \$347,400
2008 Billings for projects - \$210,800
2009 Billings for projects - \$196,609

Ohio Department of Development
77 South High Street, 25th Floor
Columbus, OH 43216

Contact Amy K. Kuhn, Assistant Deputy Director – 614/466-5863

Project: Managed the first phase of migrating the existing Mainframe applications into client-server applications. These applications were designed to be a 3-tier application connecting a VB GUI frontend to a MTS-tier connecting a SQL database.

Billings for project -- \$486,927



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BUSINESS ANALYST SERVICES



STATE OF WEST VIRGINIA
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Staffing Category – Business Analyst Services

American Electric Power
1 Riverside Plaza
Columbus, OH 43215

Contact: Deana Elizondo – 614/583-6839
Bill Cameron – 614/716-5883

Project: Business Analysis for multiple high-visibility, mission-critical projects.

2007 Billings for projects – \$2,680,000
2008 Billings for projects - \$1,044,130
2009 Billings for projects - \$1,800,000

Honda of America
24000 Honda Pkwy
Marysville, OH 43040

Contact: Adam Sparks – 937/642-5000 Ext. 63555

Project: Provide various consultants for projects in development/production phases including mainframe programmers for their manufacturing facilities as well as their R&D facilities which included a senior level .NET Architect.

2007 Billings for projects – \$347,400
2008 Billings for projects - \$210,800
2009 Billings for projects - \$196,609

Ohio Department of Development
77 South High Street, 25th Floor
Columbus, OH 43216

Contact Amy K. Kuhn, Assistant Deputy Director – 614/466-5863

Project: Development endeavor involved the expertise of a Business Analyst in addition to a Project Managers and developer team.

Billings for project --\$486,927

****Maximation is also performing IT project services for Franklin County Children Services (SharePoint/MOSS 2007 Architecture & Implementation); Bureau of Worker's Compensation (SQL Server Database Development); Ohio Department of Alcohol & Drug Addiction Services (.NET Architecture & Development).***



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Section III: Maximation Qualifications – Project Services

Maximation would like to apply for and request the consideration of the State of West Virginia to serve in the following IT project services:

- Web Programming
- PC Programming
- Mainframe Programming
- Computer Systems Analysis
- Computer Systems/Network Security
- Database Management
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WEB PROGRAMMING



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Service Category – Web Programming

Abby Warchall – Ohio Department of Public Safety
614/466-7517
1970 W. Broad St.
Columbus, OH 43223

Project: EMS Certification and Tracking System – Provided an interactive database system, including web-based applications to provide better certification services for Ohio's EMTs and firefighters (FF). Migration of Oracle 7.3 database from VAX system to Oracle 8i on windows, creation of web portal. Technologies involved were VB 6.0, Oracle 8i Oracle Objects for OLE, IIS, ASP, XML, JavaScript, VBScript.

Billings for project -- \$168,556

Dean Gatton – Ohio Department of Public Safety
614/752-7693

Project: Provide multiple .NET developers for existing and new projects; strong history in contract and project services. Specifically on Law Enforcements Officer's Toolkit (LEOT) and Network (LEON) as well as Business Application Service System (BASS) projects. Technologies include C#, ASP.NET, SQL Server 2005.

Billings for project -- \$99,650

Michael Gramaldi- Great American Discount Buyers Association
614/638-6452
Old Poste Rd.
Columbus, OH 43221

Project: Developed Web based system that allowed for creating an on-line catalog of 1000's of products that enabled for purchase of selected items via PayPal for crediting the purchaser credit card. This system also had an online insurance policy that enabled sales personnel to post applicants insurance information online.

Billings for project -- \$256,778

State of West Virginia – DHHR
Lesa Mercer – Technical Project Lead

Project – Provide superior Power Builder and .NET development , analysis, and other related services for multiple critical DHHR systems such as FACTS.

Billings for project – \$115,411



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PC PROGRAMMING



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Service Category – PC Programming

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614/466-7517
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614/752-7693
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Columbus, OH 43223

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MAINFRAME PROGRAMMING



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Service Category – Mainframe Programming

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1 Riverside Plaza
Columbus, OH 43215

Contact: Jerry Cornell – 614/716-1345
Clarence Godapati – 614/716-1917

Project: Using the latest languages and technologies our consultants were able to create leading edge applications. We provide Business Intelligence, Mainframe, database/data-warehouse specialists for vital backend systems, testing and production systems, documentation, change management, implementation training and project management.

2007 Billings for projects – \$2,680,000
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COMPUTER SYSTEMS ANALYSIS



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Service Category – Computer Systems Analysis

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Columbus, OH 43216

Contact Amy K. Kuhn, Assistant Deputy Director – 614/466-5863

Project: Developed, with the intention of an Internet frontend, the first phase of migrating the existing Mainframe applications into client-server applications. These applications were designed to be a 3-tier application connecting a VB GUI frontend to a MTS-tier connecting a SQL database.

Billings for project --\$486,927



STATE OF WEST VIRGINIA
Department of Administration
Purchasing Division
ITECH10

COMPUTER SYSTEMS/NETWORK SECURITY



STATE OF WEST VIRGINIA
Department of Administration
Purchasing Division
ITECH10

Service Category – Computer Systems/Network Security

Village of Canal Winchester
Mayor's Office – 614/837-7493

Worthington Christian Village
Ms. JoAnn Yasses – 614/846-6076

Tracie McGarity Interiors
Tracie McGarity – 614/267-6884

*Maximation provides full Computer Systems/Network Security and Engineering services (outsourced to our team) for all three of these clients on a daily basis.

Billings for last 3 years - \$248,000



STATE OF WEST VIRGINIA
Department of Administration
Purchasing Division
ITECH10

DATABASE MANAGEMENT



Service Category – Database Management

American Electric Power
1 Riverside Plaza
Columbus, OH 43215
Contact: Clarence Godapati – 614/716-1917

Project: Using the latest languages and technologies our consultants were able to create leading edge applications. We provide Business Intelligence and database/warehouse specialists for vital backend systems, testing and production systems.

2007 Billings for projects – \$2,680,000
2008 Billings for projects - \$1,044,130
2009 Billings for projects - \$1,800,000

Honda of America
24000 Honda Pkwy
Marysville, OH 43040
Contact: Scott Robek - 740/972-0935

Project: Provide various consultants for projects in development/production phases including mainframe programmers for their manufacturing facilities as well as their R&D facilities which included a senior level .NET Architect & SQL Server expert.

2007 Billings for projects – \$347,400
2008 Billings for projects - \$210,800
2009 Billings for projects - \$196,609

Ohio Department of Development
77 South High Street, 25th Floor
Columbus, OH 43216
Contact: Amy K. Kuhn, Assistant Deputy Director – 614/466-5863

Project: These applications were designed to be a 3-tier application connecting a VB GUI frontend to a MTS-tier connecting a SQL database.

Billings for project --\$486,927

**Maximation also has expert database consultants currently working on-site at AC Lens (e-Commerce, Phil Dietrich, 614.876.3207) and Ohio Bureau of Worker's Compensation (Lynn Neiderkorn, 614.728.5910).*



STATE OF WEST VIRGINIA
Department of Administration
Purchasing Division
ITECH10

DESKTOP COMPUTING



STATE OF WEST VIRGINIA
Department of Administration
Purchasing Division
ITECH10

Service Category – Desktop Computing

Village of Canal Winchester
Mayor's Office – 614/837-7493

Worthington Christian Village
Ms. JoAnn Yasses – 614/846-6076

Tracie McGarity Interiors
Tracie McGarity – 614/267-6884

Billings for last 3 years: \$180,000

*Maximation provides full Desktop Computing and Support services (outsourced to our team) for all three of these clients on a daily basis.



STATE OF WEST VIRGINIA
Department of Administration
Purchasing Division
ITECH10

HELPDESK SUPPORT



STATE OF WEST VIRGINIA
Department of Administration
Purchasing Division
ITECH10

Service Category – Help Desk Support

National City Corporation
50 West Broad Street
Columbus, OH 43215

Project: Help Desk Support – Development, design, implementation and operation of help desk function. LAN technical support and problem determination, problem solving, support and documentation.

Contact: Mr. Bill Naylor – 614/463-8289
Mr. Jim Palmer – 614/463-8745
Mr. Bob Voss – 216/463-8891

Billings for last 3 years of project: \$397,435



STATE OF WEST VIRGINIA
Department of Administration
Purchasing Division
ITECH10

***IT SUPPORT STAFF & OPERATIONS
MANAGEMENT***



STATE OF WEST VIRGINIA
Department of Administration
Purchasing Division
ITECH10

Service Category – IT Support Staff & Operations

Ohio Department of Jobs & Family Services (ODJFS)

Ken Healey – 614/387-8125

Project: Provide operations personnel for IBM-Unisys project requiring operators and production control specialists. Our operations team has been handling all the financial/unemployment system processing for over 4 years, and has been involved in all facets of the operation from monitoring job activity to disaster recovery.

Billings for project: 2008 - \$820,468
2010 - \$925,417

Jerry McClurg – 614/387-8134
Sylvan Wilson – 614/387-8441



STATE OF WEST VIRGINIA
Department of Administration
Purchasing Division
ITECH10

PROJECT MANAGEMENT SERVICES



STATE OF WEST VIRGINIA
Department of Administration
Purchasing Division
ITECH10

Service Category – Project Management Services

American Electric Power
1 Riverside Plaza
Columbus, OH 43215

Contact: Deana Elizondo, PMP
Program Manager
614-583-6839

Project: Management of multiple high-visibility, mission-critical projects. Responsibilities include project, portfolio, change, and risk management.

2007 Billings for projects – \$2,680,000
2008 Billings for projects - \$1,044,130
2009 Billings for projects - \$1,800,000

Honda of America
24000 Honda Pkwy
Marysville, OH 43040

Contact: Adam Sparks – 937/642-5000 Ext. 63555

Project: Provide various consultants for projects in development/production phases including programmers and managers for their manufacturing facilities as well as their R&D facilities which included a senior level .NET Architect/Project Manager.

2007 Billings for projects – \$347,400
2008 Billings for projects - \$210,800
2009 Billings for projects - \$196,609

Ohio Department of Development
77 South High Street, 25th Floor
Columbus, OH 43216

Contact Amy K. Kuhn, Assistant Deputy Director – 614/466-5863

Project: Managed the first phase of migrating the existing Mainframe applications into client-server applications. These applications were designed to be a 3-tier application connecting a VB GUI frontend to a MTS-tier connecting a SQL database.

Billings for project -- \$486,927



STATE OF WEST VIRGINIA
Department of Administration
Purchasing Division
ITECH10

BUSINESS ANALYST SERVICES



STATE OF WEST VIRGINIA
Department of Administration
Purchasing Division
ITECH10

Service Category – Business Analyst Services

American Electric Power
1 Riverside Plaza
Columbus, OH 43215

Contact: Deana Elizondo – 614/583-6839
Bill Cameron – 614/716-5883

Project: Business Analysis for multiple high-visibility, mission-critical projects.

2007 Billings for projects – \$2,680,000
2008 Billings for projects - \$1,044,130
2009 Billings for projects - \$1,800,000

Honda of America
24000 Honda Pkwy
Marysville, OH 43040
Contact: Adam Sparks – 937/642-5000 Ext. 63555

Project: Provide various consultants for projects in development/production phases including mainframe programmers for their manufacturing facilities as well as their R&D facilities which included a senior level .NET Architect.

2007 Billings for projects – \$347,400
2008 Billings for projects - \$210,800
2009 Billings for projects - \$196,609

Ohio Department of Development
77 South High Street, 25th Floor
Columbus, OH 43216
Contact Amy K. Kuhn, Assistant Deputy Director – 614/466-5863

Project: Development endeavor involved the expertise of a Business Analyst in addition to a Project Managers and developer team.

Billings for project --\$486,927

****Maximation is also performing IT project services for Franklin County Children Services (SharePoint/MOSS 2007 Architecture & Implementation); Bureau of Worker's Compensation (SQL Server Database Development); Ohio Department of Alcohol & Drug Addiction Services (.NET Architecture & Development).***



STATE OF WEST VIRGINIA
Department of Administration
Purchasing Division
ITECH10

SECTION IV – FINAL NOTE, ENCLOSURES

Maximation would like to remind evaluators once again that as our relationship grows with the State of WV and our volume of staff increases to the point of justification, we intend to open a branch office in the Charleston area to better serve our clients and support our team of outstanding consultants.

Also, is any important pieces of this proposal happen to be missing or the State of WV would like additional information, please do not hesitate to contact our offices in Columbus. We'd be happy to share our current list of projects and clients, provide additional references, or explicate on our long company history.

Enclosed are the signed and completed "No Debt Affidavit" document (notarized), as well as a few sample resumes of our outstanding IT professionals currently in the field today.

Please accept our sincere gratitude for the continued opportunity to serve the great State of West Virginia and the wonderful people who work and reside there. We look forward to the exciting new endeavors of 2010!



JOHN NAPIER, PMP

SUMMARY

Project Manager, Program Manager and Process Engineering expert employed to resolve computer infrastructure and networking challenges in rapid time with minimal disruption to existing systems. Highly skilled with advanced training in Project Management, Disaster Recovery-Business Continuity, networking client/server strategies, storage, back end systems, deployment, application development and network operations.

PROFESSIONAL HISTORY

American Electric Power, Columbus, Ohio

2008 - Present

COO Shared Services, Technical Project Management

Project Manager for multiple Marquee level projects

- **Managed multiple projects with a total budget of \$12 million**
 - ERCOT webTrader Implementation project. The implementation of OATI's (Open Access Technology International) webTrader product for the ERCOT market for both AEP Energy Partners and AEP Service Corporation. A two year, \$5 million project currently tracking for on time delivery within budget
 - MISO market solutions, an automation of the MISO trading market enabling AEP to expand MISO market participation. A two year \$800,000 project currently tracking for delivery in conjunction with ERCOT within budget.
 - Commercial Operations Settlement System Flexibility, an implementation of a pool settlement application to analyze, forecast and settle current operating definition and provide flexibility to position AEP for upcoming regulator changes. Project is in the first of three phases with a budget of over \$6 million.

JP Morgan, Chicago, IL

2003 – 2008

Project Manager, Vice President

Project Manager for Strategic corporate initiatives across multiple lines of businesses and technology.

- **Managed multiple projects of the \$100 million company wide Data Protection Initiative (DPI).**
 - Received highest possible quality and audit scores
 - The Data Protection Initiative was listed as InfoWeeks 'Best and Brightest' IT projects of 2007
 - Data Vaulting program to manage tape storage. Showcased on JP Morgan's internal Global Technologies Infrastructure website as premier project
- **Managed a team of 42 engineers to improve backup installation performance and quality.**
 - Increased deployment efficiency by 68%
 - Increased project closure quality by 80%
- **Project Manager for the Commercial aspect of Switch!, a \$25 million corporate wide initiative updating Bank One's desktop computing platform.**
 - Managed the deployment of hardware, application and infrastructure for 12,000 commercial clients
 - Increased deployment rate 300% while decreasing post deployment issues by 25%
 - Award for most improved Line of Business. Award and bonus for "going above and beyond"

Ronin Consulting, Chicago, IL

1999 - 2003

Project Management Office, Principal

Director and Senior Project Manager of a programming and infrastructure consulting business.

Directed staffing and consulting needs to Infrastructure and Telecommunications clients for implementation projects. Delivered multiple simultaneous projects on time and on budget, in mission critical environments with improvements and migration to leading edge technologies.



- ABN - AMRO** **2003**
Project Manager responsible for server migration and rollout.
 Deployment of 1,400 Intel based and 'Open Systems' servers for ABN-AMRO. Managed ABN's migration and Business Continuity Planning, in their relocation to the national headquarters. Coordinated multiple business units and geographical groups over a year. Planned for a full range of migration and recovery for all IT systems from desktop to mainframe.
- The Options Clearing Corp.** **2002-2003**
Project Manager responsible for Business Continuity and Business Interruption.
 Developed and managed the project plan for the build-out of the OCC remote disaster recovery site, "Phoenix". Documented use and interaction of systems in Data Center for escalation procedures.
- State of Wisconsin** **2002**
Project Manager, implemented centralized Network Operations Center.
 Lead and implemented a centralized NOC using HP Openview Network Node Manager 6.31, IT Operations 7.1 (now OVO) and ECS on a Sun v880 running Solaris 8 (2.8). Integrated Ciscoworks 2000, Managewise 2.7, InSight Manager, DS Expert / DS Analyser, Motorola Wireless Office and Cisco IDS (netscout) with an Oracle 8 repository to manage 115 Novell Servers and 70 Microsoft applications servers using active directory, on a Cisco based wide area network across the state of Wisconsin.
- The Options Clearing Corp.** **2001-2002**
Project Director responsible for moving all of OCC's facilities (440 S LaSalle to 1 N Wacker). Implemented a solution using diverse redundant fiber links and Nortel's DWDM system to provide seamless connection between the two buildings during the two months of the physical move. The project was a success and did not require implementation of risk mitigation plans or any back up facilities or Disaster Recovery. Managed 6 other Project Managers.
- Chicago School District 15.** **2000**
 Managed design and implementation of the Northwest Suburban School Systems network operations center. System allowed remote management via web based collection tools.

Inacom **1997-1999**
Solutions Architect, Chicago, IL
Directed all information technology projects for eastern region from conception to post-implementation.
 Led project management teams for East Coast and Midwest regions on all projects in excess of \$1 million dollars. Developed proposals, implementation plans and project management structure for multiple simultaneous clients.

Automated Concepts, Inc. **1994-1997**
Director of Technical Services, Chicago, IL
 Senior consultant and director of IT practice for an established management consulting firm with nationwide clientele.

Businessland **1986-1994**
Director of Technical Services, Tokyo, Japan

- Directed Japanese business unit for all aspects of technical services, hiring, management, sales, and vendor and customer relations. Business unit accounted for 26 employees and managed all of Businessland Asia
- Designed and managed Oracle relational database and supporting network to provide stock tracking for Shearson Lehman Brothers – Asia.

EDUCATION

Advanced IT Project Management Certification, Northwestern University **2004**
Strategic Planning Certificate, Northwestern University **2002**
Masters Certification, Telecommunications, DePaul University **1992**
BGS, Economics, University of Michigan **1983**

CERTIFICATIONS

PMP, Project Management Professional from the Project Management Institute
 Member Association of Contingency Planners (ACP)
CNE, Certified Network Engineer from Novell
MSCP, Microsoft Certified Professional; Microsoft Project and Office 2000



VENKAT SWARNA

PROFESSIONAL SUMMARY

- Mr. Swarna has over nine (9) years of progressive technical and functional experience specializing in analysis, design and development of Internet, Intranet, Client Server and Object Oriented applications built on **Microsoft .NET and related technologies**, with full SDLC participation.
- Developed n-tier web applications in .NET environment using **C#.NET**, VB.NET, ASP.NET 2.0, ADO.NET, Web Services, VS.NET 2003/2005, IIS 5/6, SQL Server 2005/2000/7, Report Services (SSRS), Crystal Reports, HTML, CSS, Java Script, VB Script, XML.
- **Expertise in Reporting Services (SSRS) for generating reports**; Crystal Reports 7.0/9.0.
- Worked on all stages of SDLC, Architecture Layers and Design Patterns.
- Strong understanding and **hands-on knowledge of CSLA Framework**.
- Strong knowledge in Database Programming using RDBMS databases like **SQL Server 2005/2000**, Oracle 9i; expertise in writing PL/SQL Queries, Stored Procedures, Triggers and Cursors.
- Used Version Controlling tools such as Visual Source Safe 6.0 (VSS)
- Worked on design patterns like MVC, MVP, Singleton, Factory, etc.
- Experience performing Unit, System Integration (SIT), and User Acceptance Testing (UAT).
- Mr. Swarna is an outstanding Maximation professional with excellent interpersonal skills and an exceptional ability to learn new concepts, meet deadlines, and work independently or with a team.
- He has been a loyal Maximation consultant for several years, and has assumed the roles of Sr. Developer, Sr. Consultant, Tech Lead, and Architect.
- Solid experience working in an **Agile-type environment**.

EDUCATION

Masters Degree in Computer Science (MSc)

CERTIFICATIONS

Brainbench Certified Professional - ASP.NET, ADO.NET, .NET Framework 1.1, SQL Server 2000
DNIIT - from NIIT

TECHNICAL SKILLS

.Net Technologies	Microsoft .NET Framework 1.1/2.0/3.0/3.5, C#, ASP.NET, ADO.NET, VB.NET, Web Services, SOAP, XML, AJAX.
Operating Systems	MS Windows 2000/2003 Server, MS Windows XP, MS Windows NT 4.0, MS Windows 95/98, Unix, Linux.
Development Tools	Visual Studio.NET 2003/2005, Visual Interdev 6.0, Visual Studio 6.0, Visual Source Safe, Microsoft Visio.
Testing Tools	NUNIT 2.2, AXO Soft OnTime2007
Web/Application Servers	IIS 5.0/6.0, MTS, OPENT1
Web Development	ASP.NET, ASP, XML, XSL, XSLT, XPath, CSS, VBScript, JavaScript, HTML/ DHTML, MOSS 2007
RDBMS	MS SQL Server 2005/2000/7.0, MS Access 2000, Oracle 9i, Sybase
Languages	C#, VB.NET, VB 6.0, HTML, XML, TSQL
Reporting Tools	Crystal Reports.Net/7.0/9.0
Source control tools	MS Visual Source Safe, Source Anywhere, TFS.
Other Tools	FxCop, WSCF, WSE 3.0, ANTS Profiler, SPI Dynamics DevInspect, NHibernate, CSLA Framework, Infragistics controls, LINQ



PROFESSIONAL EXPERIENCE

Department of Drug & Alcohol Addiction Services, Columbus, OH JUL 2009 – Present

Project: ATR (Access to Recovery) Application

Senior Developer

Description: ATR is a competitive discretionary grant program and presidential initiative which provides vouchers to clients for purchase of substance abuse clinical treatment and recovery support services. The goals of the program are to expand capacity, support client choice, and increase the array of faith- and community-based providers for clinical treatment and recovery support services.

- Understood the existing application and business.
- Extensively used CSLA.NET framework.
- Involved in enhancing the application.
- Added the Benefits Coordinator Manager section to the application.
- Fixing the bugs and maintaining the application with constantly changing business rules.
- Developed/updated **tables, triggers, views, stored procedures** in SQL Server 2005.
- Designed and Developed multiple complex SSRS reports
- Optimized stored procedures leading to better performance of the application.
- Testing the application (**Unit, Integration Testing**) and fixing the bugs.

Environment: .NET Framework 2.0/3.5, WCF, C#.NET, CSLA.Net, Visual Studio.NET 2005 (Team), CSS, SQL Server 2008/2005, SSRS, IIS 6.0, Windows 2003 Server, Win XP Clients.

Department of Public Safety, Columbus, OH APR 2008 – JUL 2009

Project: BASS (Business Application Services System)

Senior Consultant

- Tasked with assigning work to team members, coordinating w/ team, conducting status meetings.
- Involved in the database design and developed/updated tables, triggers, views and stored procedures in SQL Server 2005.
- Key member of the team in migrating the application from .NET Framework 1.1 to 2.0.
- Developed Load Test scripts to stress test the BASS web application using Visual Studio testing.
- **Recognized by Director of Department of Public Safety for the outstanding work performed during the migration of the BASS from .NET Framework 1.1 to 2.0.**
- Designed and developed a solution to use the client resources via the webpage without using ActiveX controls; led to more secure accessing of the client resources.
- Developed service components to communicate with Unisys mainframe from .NET application.
- Played key role in designing, developing, testing the DX Module, a major system enhancement.
- Extensively used Infragistics controls; Automated processing of homebound users applications.
- Developed PDF4172D barcode solution for new driver's licenses to comply w/ AAMVA standards.
- **Designed multiple complex SSRS reports** and associated SQL Server communication jobs.
- **Designed and developed SQL Server job that creates SSRS reports and mails to users.**
- Developed a Vehicle Registration form for quicker completion of the transaction.
- Tested the application (Unit, Integration), fixed bugs, deployed application into QA environment.

Environment: .NET Framework 2.0/3.5, WCF, C#.NET, Reporting Services (SSRS), AJAX, Visual Studio.NET 2005, AJAX, CSLA Framework, SQL Server 2005, IIS 6.0, Windows 2003 Server, OPENTI, Barcode.Net, GDI+

Project: DPSWeb

Senior Consultant

- Administered application level by managing Web Applications, creating Site collections.
- Managed Site collections and definitions to customize pages.
- Created Document Center, MySites; personalized them in Sharepoint using collection templates.
- Installation and configuration of MOSS 2007 with Windows Server 2003 and SQL Server 2005 Enterprise Edition across a medium-sized server farm.



- **Developed web parts in C#** and deployed in SharePoint.
- Created team sites in Sharepoint for different departments for collaboration.
- Created users and groups in the Active Directory and imported them into Sharepoint.
- Created page layouts and site templates.
- Developed Web Part zones and incorporated them according to visual specifications.
- Created Solution Packages for deploying features in staging and production.

Environment: MOSS 2007, SQL Server 2005 Enterprise Edition, WSS 3.0, Windows Server 2003, IIS 6.0, .NET Framework 3.0, ASP.NET

TELETRACK, NORCROSS, GA

FEB 2006 – JAN 2008

Tech Lead / Architect

- Study and analysis of business requirements and conducting the status update meetings
- Working closely with architecture team in finalizing the architecture and participating in the architecture review meetings.
- Involved in the database design, developed tables, triggers, views and stored procedures.
- Responsible to understand the existing ServiceBroker architecture and train the team.
- Involved in Porting of Epicware 'C' Language code into C# to use in CheckingData Web Service.
- Involved in the coding of PositiveData WebService.
- Created new XSLT maps using Altova Mapforce and made changes to the existing maps.
- **Developed complex reports using SSRS.**
- Made changes to the existing Client facing XML Interface WebService to accommodate the request for CheckingData application.
- Tested application (Unit, Integration), fixed bugs; deployed the application into QA environment

Environment: .NET Framework 2.0, .NET Web Services using C#.NET, Visual Studio.NET 2005, SSRS, MSMQ, SQL Server 2005/2000, IIS 6.0, MS Enterprise library 2.0, Win XP Clients.

Project: Teletrack Online Portal

Tech Lead / Architect

- Interacting with the business owners for collecting the business requirements and participating in the status update meetings.
- Lead the team from front-end in designing and coding the application.
- Participated in architecture review meetings, developed architecture diagrams using Visio.
- Developing the proof of concept for the Architecture.
- **Utilized CSLA Framework.**
- Documented the requirement, design specifications, reviewed test case documents.
- Involved in designing/developing the pluggable modules concept.
- Involved in the Database Design using Visio and made changes to the existing Membership Database and developed the required stored procedures.
- Developed the UserAuthentication and UserAdministration Security WebServices in C# using the Custom Membership Provider inherited from SQL Membership and Role Providers.
- Designed and developed the TeletrackOnlinePortal Framework.
- Designed and developed UI for master and content pages using ASP.Net.
- Conducting the Code Review of the application and making sure the application is FxCop and DevInspect compliant.
- Documented and developed the unit test cases for the modules developed.
- Documented the Operations manual and Development Implementation Guide.
- Maintenance and enhancement for the application and customizing the look and feel as per the client's requests.
- Testing the application (Unit, Integration Testing).

Environment: .NET 2.0, ASP.Net, C#.Net, CSLA Framework, Java Script, CSS, IIS 6.0, Visual Studio.Net 2005, SQL Server 2000.



COGNIZANT TECHNOLOGY SOLUTIONS, INDIA

JUN 2004 - JAN 2006

Tech Lead

- Requirement Analysis/Design (Use Case, sequence and class diagrams for online quiz module).
- Designing the Database and developing the Stored Procedures and other database objects.
- Worked closely with Business Analysts in presenting the content on the site.
- Used Internet Explorer WebControl Library for TreeControl.
- Coding of Web Based Training (WBT) Module.
- Preparing and documenting the Unit Test Cases and Testing.
- Coordinating with the Operations Team in Deploying the app. on to Production Servers

Environment: .NET Framework 1.1, ASP.NET 1.1, C#.Net, Visual Studio .NET 2003, SQL Server 2000, IE WebControl Library, MS Enterprise library 1.0, Crystal Reports.Net.

Project: Ovations Project CARE (Conversion)

Senior Developer

- Understanding the business requirements and details of CareOne application.
- Requirement Analysis and Design (Use Case, sequence and class diagrams).
- Developing the GHS inbound and GHS outbound modules.
- Understood the usage of domain layer framework in CARE application.
- Developed the stored procedures and views.
- Used Data Access and Exception Handling Application blocks of MS Enterprise Library.
- Preparing Unit Test Cases to test the functionality of the tool under various scenarios

Environment: .NET Framework 1.1, ASP.NET 1.1, C#.Net, Visual Studio.NET 2003, SQL Server 2000, MS Enterprise Library 1.0

IBM GLOBAL SERVICES, INDIA 2003 - MAY 2004

JUN

Senior Developer

- Member of the performance tuning team.
- Participated in development of Role based security implementation.
- Designed and developed stored procedures using Microsoft SQL Server 2000.
- Developed reports using Crystal Reports.Net for TimeSheet, Bug Report, etc.

Environment: .NET Framework 1.1, ASP.NET 1.1, C#.Net, Visual Studio .NET 2003, SQL Server 2000, MS Enterprise library 1.0, Crystal Reports.Net

CYBERNETICS INTERNATIONAL, INDIA

MAR 2000 - MAY 2003

Senior Developer

- Responsible for user requirements, designing/developing Accounts and Hospital Management applications, among others.
- Developed the WinForms UI for Application acceptance module.
- Implemented the fingerprinting using VeriFinger SDK.
- Developed the business logic layers using VB.Net
- Developed code to capture the applicant's image into the application and reports.
- Developing User Interface in VB.NET and ASP.Net pages.
- Installed new SQL Server 2000 Desktop & Enterprise, maintained at various client locations.
- Coding, designing and developing reports.

Environment: MS SQL Server 2000, .NET Framework 1.1, Visual Studio 2003, VB.net, Win Forms, ASP.net, Crystal Reports.Net, XHEO Licencing, VeriFinger SDK.



SARA KANNAN

EXECUTIVE SUMMARY

- Mrs. Kannan possesses over six (6) years of extensive IT experience in J2EE application/architecture design, development, maintenance, testing; includes a substantially wide variety of skillsets & environments.
- Roles include Java Architect, Training Instructor, Team Lead, and Senior Developer.
- Experience in design and development Enterprise Application Development using Java, J2EE, Servlets, JSP, JSF, Struts, Spring, Hibernate, XML, WSDL, SOAP, JDBC, CVS, VSS, JNDI, XSL, Documentum, Log4J, LDAP, Oracle, and SQL Server on Windows platforms.
- Six (6) years of extensive experience in Object Oriented Analysis and Design (OOAD), UML Modeling, RDBMS and J2EE MVC Architecture.
- Four (4) years of experience in an SOA environment, creating/implementing web services using SOAP.
- Several months (4+) Training Facilitation experience, three (3) years as Team Lead and mentor.
- Experience in creating web application with Apache software frameworks like Struts, Tiles, etc.
- Experience in configuring EAR files to Weblogic and Websphere application servers.
- Experience on markup and scripting languages like HTML, DHTML, Javascript and Ajax.
- Extensive experience in creating HTML mockups and JSP with CSS.
- Used XMLSpy as the IDE for developing XML (SAX, DOM) and for XSLT.
- Extensive experience in designing of integration interfaces using DAO, DTO and EJB.
- Experience in administering Weblogic in Linux and Windows environments.
- Experience in using Singleton, Decorator, Façade, DTO, MVC2 design patterns.
- Experience in using SQL and PL/SQL to write Stored Procedures, Functions, Packages and Triggers.
- Hands on experience using debugging tools like JBuilder and Visual Café.
- Experience in developing applications using IDE's like Eclipse, Websphere Application Studio (WSAD), etc.
- Outstanding and dynamic IT professional with excellent communication skills.

TECHNICAL SKILLS

Languages	JAVA, C, C++, SQL, PL/SQL
Databases	Oracle 8.x/9.x, SQL Server 6.5/7.0, MS Access 2000
Serverside Technologies	J2EE, EJB, Servlets, JSP, JSF, Java Beans, Struts, Spring, Tiles, Hibernate, LDAP, Webservices, JasperReports, CSS, JDBC, HTML, Log4j, XML, SQL
Clientside Technologies	Javascript, Ajax
Web Technologies	HTML, DHTML, XML, XSLT, JavaScript, Servlets, JSP
Distributed Technologies	RMI, EJB, CORBA
IDE	Eclipse, WSAD, RAD, Netbeans, Query Analyzer, TOAD, XMLSpy, iReport, Documentum
Web / Application Servers	Tomcat, Apache 2.0, JWS 2.0, WebLogic 8.0/9.0/10, WebSphere 6.0/7.0
Deployment tools	Ant scripts, Maven scripts
Design patterns	Singleton, Decorator, Façade, DTO, MVC2
Source control management tools	CSS, VSS, Rational Clearcase
Operating Systems	Windows 98/2000/NT/XP, Sun Solaris 8/9, Linux
Others	Windows Server 2003, Active Directory, Rational Rose, AGILE

EDUCATION

- Bachelor of Engineering in Computer Science & Engineering.

CERTIFICATION & AFFILIATIONS

- Sun Certified Java Programmer (SCJP)
- Sun Certified Web Component (SCWCD) & Business Component Developer (SCBCD)
- Currently fulfilling requirements for Sun Certified Enterprise Architect (SCEA)
- Member: Sun Certified Java Professionals' Group



PROFESSIONAL EXPERIENCE

Client: Ohio Department of Jobs & Family Services, Columbus, OH **Apr. '09 to Present**

Resource Training – Java/J2EE

Role: Training Instructor

Responsible for training 40-50 state employees from the Management Information Systems department of ODJFS. The training took place in classroom format, and the professions of the trainees ranged from lifetime COBOL programmers to mid-level Java developers. The process involved helping entry and mid-level developers understand Java/J2EE concepts for building/testing interfaces. It also involved understanding EJB concepts for implementing business requirements. The benefits of using J2EE components (i.e. JSP) were explained in detail.

- Understanding Java
- Training on using IDE's - Eclipse, Websphere Application Studio (WAS) Developer, NetBeans
- Working with Tomcat server
- HTML training
- Understanding XML
- Web-app Structure
 - MVC architecture
 - Understanding web.XML
- Java Servlet Technology
- JSP/JSF training
- JDBC Connectivity
- Deploying Enterprise Application to Weblogic & Websphere Administration Servers
- Deployment Scripts to package enterprise application to EAR files and deploy in application server
 - ANT & MAVEN scripts – Package and deploy JAR, WAR, EAR files

Client: United Airlines, Chicago, IL

Sept. '07 to Nov. '08

Resource Training – Java/J2EE

Role: Training Instructor

The assignment involved providing educational and training services for mid-level Java developers on J2EE and EJB technologies. Training sessions for employees on writing design documents for Java J2EE interfaces were provided. Training for developers on EJB development techniques and best practices was done with emphasis on best usage of hardware for maximum results. Developed best coding and testing practices based on real time issues seen in client production environments.

- Involved in technical training for a team of Java/J2EE developers.
- Working with Unified Modeling Language (UML)
- Understanding business requirements and writing Technical document and functional document.
- Creating use-case documents, flow diagrams and activity diagrams.
- Working with Microsoft Visio
- Creating JDBC Connectivity
- Understanding Struts, Spring Framework
- Understanding Hibernate ORM, Writing HQL
- Understanding EJB and EJB-QL
- SQL Programming

Project: SITA – Smart Front-End

Role: J2EE Team Lead

SITA provides products for complete air transport solutions like airport management solutions, airport control products, aircraft services and wide range of air transport. SITA Smart Front-End is a modular, web-based front-end to SITA Reservations that uses JSP, Struts, Javascript, and extensive XML.

- Involved in gathering requirements from the client; created functional and technical design documents.
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- **Provided mentoring and training to client's programmers.**
- Worked with Eclipse IDE to code the application.
- Created functional and technical design documents.
- Involved in gathering requirements and Created functional and technical design documents.
- Developed Flow diagrams, use case documents based on business requirements.
- Designed and implemented the airline smart front end reservation system which included integration with underlying reservation system.
- Used MVC2, Singleton and Facade pattern during development.
- Extensively used Apache struts framework, Tile framework, validation framework.
- Developed 12 session beans (EJB) to interact with front-end JSP and data retrieved from Oracle database.
- Developed HMM's [Hidden Markov Model] to communicate with SITA Integration server which resides over mainframe on the legacy machine.
- Created XML, XSLT, Schema and DTD using XML SPY which acts as input/output to the HMM files.
- Created logging system using Log4J.
- Created servicegen and clientgen to expose and consume the booking and pricing module as Webservice.
- Created reports using JASPER REPORTS, providing reports for rating the travel, flight and inventory details.
- Designed ANT-based build, deploying and testing targets to facilitate quality control by use of frequent rebuild and regression test.
- Deployed application to Weblogic application server configured JDBC pools.
- Created the defect logs and fixed those defects and updates using Lotus Notes on the intranet.
- Managed the source code using CVS.

Environment: *Weblogic Application Server 9.0, Eclipse, TOAD, Struts, Tiles, XML SPY, JSP, Webservices, Windows XP workstations.*

Project: **Easy Check-In Travel Online, United.com**

Role: **J2EE Team Lead**

Easy Check-In Travel Online is a web-based application developed by open source code.

- Coordinated with the end users and the developers in conceptualizing the modules.
- Conducted weekly multi-department interactive business process and screen design meetings.
- A worked on full SDLC of the project and have a complete insight on the functional and business process.
- Sole responsibility in designing and developing the admin component and booking component.
- Writing technical specifications for core functions.
- Strict usage of MVC2 design patterns.
- Developed custom tag libraries to reduce coupling between the front and middle tiers.
- Communication to the middle tier occurs through a Facade which in turn connected to the persistence layer via Data Access Objects.
- Wrote SQL stored procedures to be invoked in the integration
- Wrote complicated SQL joins and nested SQL
- Wrote SQL queues for managing large data in small uniform packets
- Optimized SQL statements achieving 100% response time improvement in key queries.
- Wrote cursors and conditional processing statements in SQL stored procedures.
- Deployed application to Web Logic Server. Utilized web logic queues for asynchronous processing.
- Implemented deployment strategy using ANT to build and deploy war and ear files.
- Performed UAT using Jbuilder.
- Project based with CVS to collaborate with other members
- Participated in the code review as a reviewer, author, and moderator.
- Used and ANT and CVS as the build tools for the J2EE applications deployed on Weblogic 8.0.
- Environment: Weblogic Application Server 8.0, MS SQL Server 2000, Eclipse, SQL Query Analyzer, JBuilder, Windows XP workstation.

Environment: *Weblogic Application Server 9.0, Eclipse, SQL Query Analyzer, Struts, Tiles, JSP, Webservices, Windows XP workstations.*



Client: Thomson Publications, GA

Apr. '06 to Sept. '07

Resource Training - Java/J2EE

Apr. '06 to June '06

Role: Training Instructor

The assignment involved providing classroom style training for client employees. The process involved helping entry and mid-level developers understand Java, J2EE concepts for building and testing interfaces based on business requirements. It also involved understanding EJB concepts for implementing client requirements. The classrooms were designed for developers to understand benefits of using J2EE for developing client portals. The benefits of using JSP, Servlets, tag libraries and other J2EE components were covered and explained in detail.

- **Understanding Java**
- Training on using IDE's - Eclipse, Websphere Application Studio Developer, NetBeans
 - Creating simple java application, Web application project, Enterprise java applications
 - Database connectivity
 - Creating Java documentation
 - Deploying application
- Working with Tomcat server
 - Tomcat Server setup
 - Web-application server setup
 - Deploying applications to Tomcat server using Eclipse and manually
- HTML Training
 - HTML tags, forms, tables, MIME type
 - Working with CSS
 - Working with Javascript
- **Understanding XML**
 - XML basics
 - XML Parsing – SAX and DOM
 - Creating XML Schema(XSD) and DTD
 - XSLT
 - Converting XML to Java Beans
- Web Application Structure
 - MVC architecture
 - Understanding web.XML
- Java Servlet Technology
 - HTTP request/response
 - HTTP methods
 - Servlet Lifecycle
 - Webcontainer
 - Session Management
 - Web application Security
 - Filters
- JSP/JSF training
 - Java Server Pages Technology
 - JSP Lifecycle
 - Scriptlets
 - JSP attributes and directives
 - JSTL/Custom tag libraries
 - JSF tags Components
- JDBC Connectivity
- Deploying Enterprise Application to Websphere Application and Weblogic Administration Servers
- Deploying Scripts to package enterprise application to EAR files and deploy in application server
 - ANT scripts – Package and deploy JAR, WAR, EAR files
 - MAVEN scripts – Package and deploy JAR, WAR, EAR files



Project: CompuTaught
Role: J2EE Team Lead / Sr. Developer

Apr. '06 to Sept. '07

CompuTaught is a re-engineering project of an existing application. The existing project had various sub-systems, which were developed in various languages like Delphi, ASP and PHP. The goal was to integrate all these sub-systems into one platform using J2EE and Web services.

- Involved in requirements gathering and the sole contributor to designing the HTML mockups based on the requirement using Microsoft Dreamweaver.
- Have a complete insight on the functional and business process.
- Prepared technical document on business services, which helped in developing the use case document.
- Implemented single sign-on using LDAP.
- Created XML, XML-schema, DTD and XSLT using XML-Spy.
- Involved in leading the team, during team lead's absence.
- Customer involvement in providing a high quality product.
- Played a major role in development of the View and Controller section using struts.
- Created custom tags to implement pagination and sorting module
- Developed custom tag libraries to reduce coupling between the front and middle tiers.
- Wrote optimized utilities like date-format utility.
- Used SQL and PL/SQL to write Stored Procedures, Functions, Packages and Triggers.
- Created JDBC connections to SQL databases with proper pool sizes.
- Wrote cursors and conditional processing statements in SQL stored procedures.
- Invoked Stored Procedures in MS SQL Server 2000
- Implemented single sign on with LDAP directory server.
- Involved in integrating the application with Shopping cart Utility using web-services.
- Involved in designing report generation screens using with Jasper Reports.
- Designed ANT based build deploy and test targets to facilitate quality control by use of frequent rebuild and regression test.
- Project integrated using CVS.

Environment: *Weblogic Application Server 9.0, CVS, Eclipse, SQL Server 2000, JSF, Spring, Hibernate, Tiles, JSP, Webservices, Query Analyzer, XML SPY, Win Server 2003, Active Directory, iReport, WinXP workstations.*

Client: Dun & Bradstreet Info Service, Ltd.

Aug. '03 to Apr. '06

Project: Sentinel – Evaluating Operational Risk
Role: Sr. J2EE Developer

- Prepared user requirement documents based on real world object modeling analysis using OO techniques.
- Created design documents based on the functional requirements document.
- Worked in Risk Drivers and Controls Approach (Scorecard) module.
- Worked in evaluating Credit Worthiness of a borrowing entity for a financial element.
- Worked in converting existing Java Scriptlets to Struts.
- Strict usage of MVC2 design patterns and extensive usage of Struts.
- Used Struts validation framework for server side validation.
- Implemented error handling module.
- Wrote session and entity beans.
- Wrote SQL stored procedures to be invoked in the integration.
- Wrote SQL queues for managing large data in small uniform packets.
- Optimized SQL statements achieving 100% response time improvement in key queries.
- Wrote complicated SQL joins and nested SQL.
- Wrote cursors and conditional processing statements in SQL stored procedures.
- Implemented deployment strategy using Maven to build and deploy war and ear files.
- Project based on CVS for integration of application.
- Deployed application to weblogic server using ANT based scripts.



Environment: *Weblogic Application Server 9.0, CVS, Eclipse, MS SQL Server 2000, Struts, Tiles, SQL Query Analyzer, XML SPY, Windows 2000.*

Client: *Dun & Bradstreet Info Service, Ltd.*

Sept. '04 to Apr. '05

Project: *Component Task Force (CTF) – User Admin with Workflow*

Role: *Sr. J2EE Developer*

The CTF User administration is an independent component that can be plugged into any application that has user administration scope. The application facilitates creating and managing users of an organization, their respective roles, permissions and also the organization units they belong to.

- Involved in gathering requirements and creating UML class & sequence diagrams using Rational Rose.
- Responsible for new user interface screen design.
- Worked in design for introducing Work Flow Engine for the User Administration Module.
- Extensive use of MVC2 architecture and usage of Struts.
- Used Struts validation framework for server-side validation.
- Created XML and created schema, DTD and XSLT.
- Involved in designing the data structures.
- Preparation of class structure and sequence diagrams using Rational Rose.
- Involved in socket and multithreading programming
- Used JNDI Interface Service to connect it to LDAP directory Service.
- Created JSTL custom tag libraries to implement pagination and sorting functionality.
- Created reports using Crystal Reports.
- Wrote complicated SQL joins and nested SQL
- Wrote cursors and conditional processing statements in SQL stored procedures.
- Used Rational Clearcase for project collaboration.

Environment: *Websphere 6.0, Websphere Application Studio (WSAD), JSP, JSF, Struts, Servlets, DAO/DTO, JDBC, Oracle 8.x, Win NT, Microsoft VSS, Rational Rose, Rational Clearcase, SQL Server 2000.*

Client: *Dun & Bradstreet Info Service, Ltd.*

Aug. '03 to Sept. '04

Project: *Internationalizing iCRS Application*

Role: *J2EE Developer*

The iCRS application is an existing application, which deals with credit data collection and presenting credit reports using the data collected. The existing product's presentation layer was initially organized as a set of JSF pages. These JSPs were to be converted to Tiled pages, also supporting multi-lingual (i.e. Russian) presentation.

- Involved in requirement gathering and generated class diagrams using Visio.
- Used Eclipse IDE for development.
- Created HTML mockups and utilized CSS for the entire web application using Dreamweaver.
- **Implemented front-end using Spring framework.**
- Implemented front-end screens using JSF.
- Implemented server side validation using Validation framework.
- Tiled the application using the Tile framework.
- Extensively used Javascript and AJAX.
- Implemented internationalization using Struts internationalization.
- Created custom tags for implementing sorting feature.
- Implemented single sign-on login LDAP directory Service.
- Implemented logging module using Log4j.
- Deployed application to Weblogic server using Maven scripts.
- Created JDBC connection pools.
- Wrote SQL DML/DDL Stored Procedures, Functions, Packages and Triggers.
- Involved in designing the data structures.
- Project involved Microsoft VSS for collaboration.

Environment: *Weblogic 8.x, JSF, Spring, Xerecs, Xlan, Servlets, EJB, JDBC, Oracle 8.x, Windows 2000/XP, Microsoft Visio 2000, Visual SourceSafe, Microsoft Dreamweaver.*



WILLIAM T. HAASE

Skills

- Mr. Haase is an expert IT Security Architect with over ten (10) years experience in the role with both IBM and Oracle; he specializes in information security and privacy, governance, risk and compliance, as well as software architecture, development and implementation
- Currently representing Maximation as a key member of the IT Security Group at American Electric Power (AEP)
- Managing consulting engagements with strong project management skills and security methodology
- Developing methodology and intellectual capital to enable excellence in the delivery of consulting services
- Developing requirements from regulation and law for information security and privacy including HIPAA, SOX, GLBA, EU Data Protection, SB1386, NIST 800 Series, PCI, FFIEC Information Security, ISO 27001, ISO 27002 and others
- Proven track record of developing relationships as a trusted advisor
- Proven ability to identify client needs as well as communicate difficult and complex information.
- Extensive technical experience developing solutions and knowledge including networking, information security, privacy, systems architecture, SOA, and others.
- Extensive experience in financial services with banks, insurance companies, commercial sector including retail and manufacturing and government
- Strong analytical skills and cross-domain information integration to help ensure innovative solutions with low risk
- Mr. Haase has a wealth of intellectual property in his inventory, which would significantly reduce time required for architect roles in critical projects

Experience

Information Security and Privacy Projects

Developed and designed a new consulting methodology for demonstrable compliance based on aligning policy, standards and requirements to controls and audit trail artifacts.

Served as a subject matter expert in security and privacy concerns for clients. Expert in Privacy and Security architecture and management. Key delivery focus starts with policies, management processes and application architecture for application, network, system, and operational security, and on the proper handling and protection of personal information for privacy. Demonstrated ability to turn policies into procedures and system architecture design for software, databases and networks.

Developed compliance requirements matrix for data protection and privacy controls. This included all national and international law governing data transfers, and sensitive data types using in delivery of financial services.



Served as lead technical architect on the development of custom integrated security services software architecture for a large insurance company. This effort included discovery and development of security requirements and development of a security services architecture for a diverse computing environment that included over 50 mainframes, 1,000's of UNIX servers and thousands of Microsoft NT servers. This effort required the integration of IBM's software development method using UML and Rational Rose and security principles and services that provided common security services across and beyond the enterprise.

Developed a patent in the area of data classification which was used as the basis for multiple consulting engagements to support enterprise security and privacy programs globally.

Developed HIPAA assessment and remediation methodology which was used at four of the largest Blue Cross Blue Shield insurance companies.

Served as the technical director for the Oracle Protected Enterprise Practice and developed the offerings and methodology to deliver customer results.

One of the founding consultants for the IBM Privacy Practice which developed patents and methodology to enable organizations to meet privacy compliance requirements globally.

Application Development Projects

Served as a trusted advisor and lead security architect for several large projects including a joint venture between Oracle and a large service provider offering turn-key outsourcing solutions for human resource management. Resulting in a turn-key system supporting multiple fortune 100 companies including many in financial services.

Developed and designed a new SOA based authorization service for the largest auto insurance company. This had strict performance and compliance requirements. In addition, this component had to be able to support all the companies' platforms including mainframe, UNIX and MS NT Servers.

Designed and developed a SOA based credit card processing service that including requirements from the Payment Card Industry Security Standard.

Designed and developed complete stock and bond trading system, Asset-backed bond analysis and aggregation system and automated trading systems for investment banks, investment management companies and pension systems.



Software Implementation Projects

Developed and implemented a new Identity Management and access control software implementation methodology which would support compliance requirements for banking and insurance companies operating in the United States.

Developed and led the implementation of new methodology for multi-product security software solutions including three first of kind solutions; New authorization system, Data migration, cleansing and privacy controls, data protection for privacy and PCI compliance.

Designed, integrated and packaged solutions for supporting regulatory compliance around COTS software solutions including SAP, Siebel and PeopleSoft.

Identified and developed integrated security software sales solutions around regulatory compliance requirements for Sarbanes-Oxley, PCI, HIPAA, GLB, FFIEC Information Security, Basel II, and NIST 800 Series. This included developing sales support presentations, white papers and other sales support tools.

Consulting Experience and Expertise

Develop, manage and sell consulting services including assessments, policy development engagements and security architecture upgrades to meet regulatory compliance obligations.

Develop the organization's methodology and intellectual property including The Baseline set of policies, standards, procedures and controls.

Developed, managed and implemented a method for delivering consulting services which maximized the value to the client derived from skills, repeatable processes and methodology and intellectual property.

Served as one of the developers for the Method for Architecting Secure Solutions at IBM

Serve as an industry expert and public speaker at conferences and standards bodies for IT Governance, Risk, and Compliance (GRC).

Served on OASIS standards development committees and Liberty Alliance

Developed strategy, whitepapers and books for privacy, HIPAA, SOX and PCI compliance



Experience Deriving Requirements from Law, Regulation and Standards

ISO 27001, ISO 27002 (Formally ISO 17799)

NIST 800 Series

OECD Privacy Principles

Gramm-Leach Bliley Act

California SB 1386

HIPAA

Payment Card Industry Security Standard

Basel II: International Convergence of Capital Measurement and Capital Standards – A Revised Framework

BIS Sound Practices for the Management and Supervision of Operational Risk

Standards for Safeguarding Customer Information - FTC 16 CFR 314

Privacy of Consumer Financial Information - FTC 16 CFR 313

Safety and Soundness Standards - Appendix of OCC 12 CFR 30

Federal Financial Institutions Examination Council - Information Security

Formal Education and Professional Training

- Bachelor of Science degree from Ohio State University with majors in Marketing and Finance and Minor in Computer Science
- Certified IBM Consultant
- Certified Tivoli Engineer
- Certification as a Novell Network Engineer
- Certified Netscape Consulting Engineer
- A founder and Chairman of the Board of Directors for the Network Professionals Association
- Experienced speaker on network security, eBusiness systems and systems integration
- HIPAA Consultant with experience in the development of the security and privacy sections of the law
- Extensive marketing strategy development and training in emerging markets

STATE OF WEST VIRGINIA
Purchasing Division

PURCHASING AFFIDAVIT

West Virginia Code §5A-3-10a states: No contract or renewal of any contract may be awarded by the state or any of its political subdivisions to any vendor or prospective vendor when the vendor or prospective vendor or a related party to the vendor or prospective vendor is a debtor and the debt owed is an amount greater than one thousand dollars in the aggregate.

DEFINITIONS:

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

"Debtor" means any individual, corporation, partnership, association, limited liability company or any other form or business association owing a debt to the state or any of its political subdivisions. "Political subdivision" means any county commission; municipality; county board of education; any instrumentality established by a county or municipality; any separate corporation or instrumentality established by one or more counties or municipalities, as permitted by law; or any public body charged by law with the performance of a government function or whose jurisdiction is coextensive with one or more counties or municipalities. "Related party" means a party, whether an individual, corporation, partnership, association, limited liability company or any other form or business association or other entity whatsoever, related to any vendor by blood, marriage, ownership or contract through which the party has a relationship of ownership or other interest with the vendor so that the party will actually or by effect receive or control a portion of the benefit, profit or other consideration from performance of a vendor contract with the party receiving an amount that meets or exceed five percent of the total contract amount.

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

Under penalty of law for false swearing (*West Virginia Code §61-5-3*), it is hereby certified that the vendor affirms and acknowledges the information in this affidavit and is in compliance with the requirements as stated.

WITNESS THE FOLLOWING SIGNATURE

Vendor's Name: MAXIMATION LLC

Authorized Signature: [Signature] Date: 1/4/2010

State of OHIO

County of Franklin, to-wit:

Taken, subscribed, and sworn to before me this 4 day of January, 2010.

My Commission expires Sept 21, 2012.

AFFIX SEAL HERE

NOTARY PUBLIC [Signature]

