



281 State Route 79 S, Suite #208,  
Morganville, NJ 07751  
Tel : (732) 333-5848  
Fax : (732) 333-5946  
www.globalnest.com

January 6, 2010

Dear Jo Ann Adkins,

I would like to thank you for giving Global Nest, LLC ("Globalnest") an opportunity to participate in **Request for Quotation ITECH10** for Statewide Contract for Technical Services.

Global Nest is an IT Solutions and Staffing Company with offices worldwide. The firm was founded in 2005 in New Jersey, USA and is certified as a Minority Business Enterprise (MBE) and Small Business Enterprise (SBE) from **New Jersey Commerce Commission, New York State Empire State Development, New York and New Jersey Minority Supplier Development council** and several other state agencies. Global Nest has close to 100 employees in USA and \$10 million revenues in 2009.

Global Nest is also registered with Department of Defense CCR database and provides services in the categories of SIC Codes: 7371, 7372, 7373, and NAICS Code: 541511

Global Nest has an excellent credit rating and we are registered with Dun & Broad Street. Our D&B# is: 79-119-3183.

Global Nest has been providing quality, cost effective solutions and services to many Commercial and State Govt. Agencies. We are confident that our IT staffing solutions will create win-win situation for both of our companies and will substantiate Global Nest's strive for quality, efficiency and cost-effectiveness.

Mr. Raj Gardilla, Partner of Global Nest, LLC is authorized to bind firm to a contract and will be your contact person regarding the Solicitation for clarifying proposal content and approving any agreement in the scope of this project. He can be contacted at following address:

**Global Nest, LLC.**  
281, Route 79, Suite 208,  
Morganville, NJ 07751.  
Tel: (732)-333-1670; (732)-333-5848  
Fax: 732 333 5946  
Website: [www.globalnest.com](http://www.globalnest.com)  
Email: [raj@globalnest.com](mailto:raj@globalnest.com)

RECEIVED

2010 JAN 15 A 10: 23

PROCUREMENT DIVISION  
STATE OF WV



281 State Route 79 S, Suite #208,  
Morganville, NJ 07751  
Tel : (732) 333-5848  
Fax : (732) 333-5946  
[www.globalnest.com](http://www.globalnest.com)

Global Nest meets all the requirements set forth in the RFQ and, if applicable, any amendments or revisions thereto.

Global Nest acknowledges and agrees for the State compliance with State of West Virginia Visa Purchasing Card if awarded a contract under this RFQ.

We are here with submitting the documents as required as in response for **RFQ ITECH10** for Statewide Contract for Technical Services rules and procedures.

We look forward for an opportunity to help Department of Administration in its efforts.

Sincerely,

A handwritten signature in cursive script, appearing to read "Raj Gardilla".

Raj Gardilla, Partner  
Global Nest, LLC.



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

# Request for Quotation

RFQ NUMBER
ITECH10

PAGE
1

ADDRESS CORRESPONDENCE TO ATTENTION OF
JO ANN ADKINS 304-558-8802

RFQ COPY

VENDOR

**Global Nest**  
 281 Route 79, Suite 208  
 Morganville, NJ 07751

SHIP TO

ALL STATE AGENCIES  
 AND POLITICAL SUBDIVISIONS  
 VARIOUS LOCALES AS INDICATED  
 BY ORDER

DATE PRINTED	TERMS OF SALE	SHIP VIA	F.O.B.	FREIGHT TERMS
11/18/2009				

BID OPENING DATE: 01/07/2010 BID OPENING TIME 01:30PM

LINE	QUANTITY	UOP	CAT NO.	ITEM NUMBER	UNIT PRICE	AMOUNT
<p>REQUEST FOR QUOTATION</p> <p>THE PURCHASING DIVISION IS SOLICITING BIDS TO PROVIDE TEMPORARY STAFFING WITH COMPUTER TECHNICAL EXPERTISE AND TO PROVIDE IT SERVICES FOR PROJECTS.</p> <p>*****            INQUIRIES</p> <p>WRITTEN QUESTIONS SHALL BE ACCEPTED THROUGH CLOSE OF BUSINESS ON WEDNESDAY, DECEMBER 9, 2009. QUESTIONS MAY BE SENT VIA USPS, FAX, COURIER OR E-MAIL. IN ORDER TO ASSURE NO VENDOR RECEIVES AN UNFAIR ADVANTAGE, NO SUBSTANTIVE QUESTIONS WILL BE ANSWERED ORALLY. IF POSSIBLE, E-MAIL QUESTIONS ARE PREFERRED.</p> <p>ADDRESS INQUIRIES TO:</p> <p>JO ANN ADKINS            DEPARTMENT OF ADMINISTRATION            PURCHASING DIVISION            2019 WASHINGTON STREET, EAST            CHARLESTON, WV 25305</p> <p>FAX: 304.558.4115            E-MAIL: JO.A.ADKINS@WV.GOV</p> <p>ATTACHMENTS:</p> <p>ITECH10 SPECIFICATIONS, DATED 11/18/2009, 30 PAGES.            PURCHASING AFFIDAVIT</p>						

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

SIGNATURE	TELEPHONE	DATE
<i>C. Bailey</i>	732-333-5848	01/06/2010
TITLE	FERN	ADDRESS CHANGES TO BE NOTED ABOVE
Partner	20-3651471	

WHEN RESPONDING TO RFQ, INSERT NAME AND ADDRESS IN SPACE ABOVE LABELED 'VENDOR'



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

# Request for Quotation

RFQ NUMBER  
**ITECH10**

PAGE  
**2**

ADDRESS CORRESPONDENCE TO ATTENTION OF:  
**JO ANN ADKINS**  
**304-558-8802**

RFQ COPY  
 TYPE NAME/ADDRESS HERE

**GLOBAL NEST, LLC**  
 281 Route 79, Suite # 208  
 Morganville, NJ 07751

ALL STATE AGENCIES  
 AND POLITICAL SUBDIVISIONS  
 VARIOUS LOCALES AS INDICATED  
 BY ORDER

DATE PRINTED <b>11/18/2009</b>	TERMS OF SALE	SHIP VIA	F.O.B.	FREIGHT TERMS
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BID OPENING DATE: **01/07/2010** BID OPENING TIME **01:30PM**

LINE	QUANTITY	UOP	CAT NO	ITEM NUMBER	UNIT PRICE	AMOUNT
0001	1	EA		946-30		
<p>RESIDENT VENDOR PREFERENCE            EXHIBIT 10 - ADDENDUM ACKNOWLEDGEMENT</p> <p>TECHNICAL SUPPORT</p> <p>EXHIBIT 3</p> <p>LIFE OF CONTRACT: THIS CONTRACT BECOMES EFFECTIVE ON            ..... AND EXTENDS FOR A PERIOD OF ONE (1)            YEAR OR UNTIL SUCH "REASONABLE TIME" THEREAFTER AS IS            NECESSARY TO OBTAIN A NEW CONTRACT OR RENEW THE            ORIGINAL CONTRACT. THE "REASONABLE TIME" PERIOD SHALL            NOT EXCEED TWELVE (12) MONTHS. DURING THIS "REASONABLE            TIME" THE VENDOR MAY TERMINATE THIS CONTRACT FOR ANY            REASON UPON GIVING THE DIRECTOR OF PURCHASING 30 DAYS            WRITTEN NOTICE.</p> <p>UNLESS SPECIFIC PROVISIONS ARE STIPULATED ELSEWHERE            IN THIS CONTRACT DOCUMENT, THE TERMS, CONDITIONS AND            PRICING SET HEREIN ARE FIRM FOR THE LIFE OF THE            CONTRACT.</p> <p>RENEWAL: THIS CONTRACT MAY BE RENEWED UPON THE MUTUAL            WRITTEN CONSENT OF THE SPENDING UNIT AND VENDOR,            SUBMITTED TO THE DIRECTOR OF PURCHASING THIRTY (30)            DAYS PRIOR TO THE EXPIRATION DATE. SUCH RENEWAL SHALL            BE IN ACCORDANCE WITH THE TERMS AND CONDITIONS OF THE            ORIGINAL CONTRACT AND SHALL BE LIMITED TO TWO (2) ONE            (1) YEAR PERIODS.</p>						

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

SIGNATURE <i>G. Bales</i>	TELEPHONE <b>732-333-5848</b>	DATE <b>01/06/2010</b>
TITLE <b>Partner</b>	FEIN <b>20-3651471</b>	ADDRESS CHANGES TO BE NOTED ABOVE

WHEN RESPONDING TO RFQ, INSERT NAME AND ADDRESS IN SPACE ABOVE LABELED 'VENDOR'



State of West Virginia  
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# Request for Quotation

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3

ADDRESS CORRESPONDENCE TO ATTENTION OF:
JO ANN ADKINS 304-558-8802

VENDOR

RFQ COPY  
 TYPE NAME/ADDRESS HERE  
 GLOBAL NEST, LLC  
 281 Route 79, Suite # 208  
 Morganville, NJ 07751

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 BY ORDER

DATE PRINTED	TERMS OF SALE	SHIP VIA	F.O.B.	FREIGHT TERMS
11/18/2009				

BID OPENING DATE: 01/07/2010 BID OPENING TIME 01:30PM

LINE	QUANTITY	UOP	CAT. NO.	ITEM NUMBER	UNIT PRICE	AMOUNT
<p>CANCELLATION: THE DIRECTOR OF PURCHASING RESERVES THE RIGHT TO CANCEL THIS CONTRACT IMMEDIATELY UPON WRITTEN NOTICE TO THE VENDOR IF THE COMMODITIES AND/OR SERVICES SUPPLIED ARE OF AN INFERIOR QUALITY OR DO NOT CONFORM TO THE SPECIFICATIONS OF THE BID AND CONTRACT HEREIN.</p> <p>OPEN MARKET CLAUSE: THE DIRECTOR OF PURCHASING MAY AUTHORIZE A SPENDING UNIT TO PURCHASE ON THE OPEN MARKET, WITHOUT THE FILING OF A REQUISITION OR COST ESTIMATE, ITEMS SPECIFIED ON THIS CONTRACT FOR IMMEDIATE DELIVERY IN EMERGENCIES DUE TO UNFORESEEN CAUSES (INCLUDING BUT NOT LIMITED TO DELAYS IN TRANSPORTATION OR AN UNANTICIPATED INCREASE IN THE VOLUME OF WORK.)</p> <p>QUANTITIES: QUANTITIES LISTED IN THE REQUISITION ARE APPROXIMATIONS ONLY, BASED ON ESTIMATES SUPPLIED BY THE STATE SPENDING UNIT. IT IS UNDERSTOOD AND AGREED THAT THE CONTRACT SHALL COVER THE QUANTITIES ACTUALLY ORDERED FOR DELIVERY DURING THE TERM OF THE CONTRACT, WHETHER MORE OR LESS THAN THE QUANTITIES SHOWN.</p> <p>ORDERING PROCEDURE: SPENDING UNIT(S) SHALL ISSUE A WRITTEN STATE CONTRACT ORDER (FORM NUMBER WV-39) TO THE VENDOR FOR COMMODITIES COVERED BY THIS CONTRACT. THE ORIGINAL COPY OF THE WV-39 SHALL BE MAILED TO THE VENDOR AS AUTHORIZATION FOR SHIPMENT, A SECOND COPY MAILED TO THE PURCHASING DIVISION, AND A THIRD COPY RETAINED BY THE SPENDING UNIT.</p> <p>BANKRUPTCY: IN THE EVENT THE VENDOR/CONTRACTOR FILES FOR BANKRUPTCY PROTECTION, THE STATE MAY DEEM THE CONTRACT NULL AND VOID, AND TERMINATE SUCH CONTRACT WITHOUT FURTHER ORDER.</p>						

SEE REVERSE SIDE FOR TERMS AND CONDITIONS			
SIGNATURE <i>G. Bellay</i>	TELEPHONE 732-333-5848	DATE 01/06/2010	
TITLE Partner	FEIN 20-3651471	ADDRESS CHANGES TO BE NOTED ABOVE	

WHEN RESPONDING TO RFQ, INSERT NAME AND ADDRESS IN SPACE ABOVE LABELED 'VENDOR'



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# Request for Quotation

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**ITECH10**

PAGE  
**4**

ADDRESS CORRESPONDENCE TO ATTENTION OF:  
**JO ANN ADKINS**  
**304-558-8802**

VENDOR

RFQ COPY  
 TYPE NAME/ADDRESS HERE  
**GLOBAL NEST, LLC**  
**281 Route 79, Suite # 208**  
**Morganville, NJ 07751**

SHIP TO

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 BY ORDER

DATE PRINTED <b>11/18/2009</b>	TERMS OF SALE	SHIP VIA	F.O.B.	FREIGHT TERMS
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BID OPENING DATE: **01/07/2010** BID OPENING TIME **01:30PM**

LINE	QUANTITY	UOP	CAT NO.	ITEM NUMBER	UNIT PRICE	AMOUNT
<p>THE TERMS AND CONDITIONS CONTAINED IN THIS CONTRACT SHALL SUPERSEDE ANY AND ALL SUBSEQUENT TERMS AND CONDITIONS WHICH MAY APPEAR ON ANY ATTACHED PRINTED DOCUMENTS SUCH AS PRICE LISTS, ORDER FORMS, SALES AGREEMENTS OR MAINTENANCE AGREEMENTS, INCLUDING ANY ELECTRONIC MEDIUM SUCH AS CD-ROM.</p> <p>REV. 05/26/2009</p> <p>PURCHASING CARD ACCEPTANCE: THE STATE OF WEST VIRGINIA CURRENTLY UTILIZES A VISA PURCHASING CARD PROGRAM WHICH IS ISSUED THROUGH A BANK. THE SUCCESSFUL VENDOR MUST ACCEPT THE STATE OF WEST VIRGINIA VISA PURCHASING CARD FOR PAYMENT OF ALL ORDERS PLACED BY ANY STATE AGENCY AS A CONDITION OF AWARD.</p> <p style="text-align: center;"><b>NOTICE</b></p> <p>A SIGNED BID MUST BE SUBMITTED TO:</p> <p style="text-align: center;">DEPARTMENT OF ADMINISTRATION        PURCHASING DIVISION        BUILDING 15        2019 WASHINGTON STREET, EAST        CHARLESTON, WV 25305-0130</p> <p>THE BID SHOULD CONTAIN THIS INFORMATION ON THE FACE OF THE ENVELOPE OR THE BID MAY NOT BE CONSIDERED:</p>						

SEE REVERSE SIDE FOR TERMS AND CONDITIONS.

SIGNATURE <i>G. Bailey</i>	TELEPHONE <b>732-333-5848</b>	DATE <b>01/06/2010</b>
TITLE <b>Partner</b>	FEIN <b>20-3651471</b>	ADDRESS CHANGES TO BE NOTED ABOVE

WHEN RESPONDING TO RFQ, INSERT NAME AND ADDRESS IN SPACE ABOVE LABELED 'VENDOR'



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

# Request for Quotation

RFQ NUMBER
ITECH10

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5

ADDRESS CORRESPONDENCE TO ATTENTION OF
JD ANN ADKINS 304-558-8802

RFQ COPY  
 TYPE NAME/ADDRESS HERE

GLOBAL NEST, LLC  
 281 Route 79, Suite # 208  
 Morganville, NJ 07751

VENDOR

SHIP TO

ALL STATE AGENCIES  
 AND POLITICAL SUBDIVISIONS  
 VARIOUS LOCALES AS INDICATED  
 BY ORDER

DATE PRINTED 11/18/2009	TERMS OF SALE	SHIP VIA	F.O.B.	FREIGHT TERMS
BID OPENING DATE: 01/07/2010		BID OPENING TIME 01:30PM		

LINE	QUANTITY	UOP	CAT NO	ITEM NUMBER	UNIT PRICE	AMOUNT
	SEALED BID					
	BUYER:				FILE 42	
	RFQ. NO.:				ITECH10	
	BID OPENING DATE:				01/07/2010	
	BID OPENING TIME:				1:30 PM	
	PLEASE PROVIDE A FAX NUMBER IN CASE IT IS NECESSARY TO CONTACT YOU REGARDING YOUR BID:				732-333-5946	
	CONTACT PERSON (PLEASE PRINT CLEARLY):				Raj Gardilla	
	***** THIS IS THE END OF RFQ ITECH10 ***** TOTAL:					

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

SIGNATURE <i>G. Salea</i>	TELEPHONE 732-333-5848	DATE 01/06/2010
TITLE Partner	FAX 20-3651471	ADDRESS CHANGES TO BE NOTED ABOVE

WHEN RESPONDING TO RFQ, INSERT NAME AND ADDRESS IN SPACE ABOVE LABELED 'VENDOR'



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

# Request for Quotation

RFO NUMBER
ITECH10

PAGE
1

ADDRESS CORRESPONDENCE TO ATTENTION OF
JO ANN ADKINS
804-558-8802

RFO COPY  
 TYPE NAME/ADDRESS HERE

Global Nest  
 281 Route 79, Suite 208  
 Morganville, NJ 07751

ALL STATE AGENCIES  
 AND POLITICAL SUBDIVISIONS  
 VARIOUS LOCALES AS INDICATED  
 BY ORDER

DATE PRINTED	TERMS OF SALE	SHIP VIA	F.O.B.	FREIGHT TERMS
12/21/2009				

BID OPENING DATE: 01/14/2010 BID OPENING TIME 01:30PM

LINE	QUANTITY	UOP	CAT. NO.	ITEM NUMBER	UNIT PRICE	AMOUNT
***** ADDENDUM NO. 1 ***** 1. BID OPENING DATE HAS BEEN MOVED TO 1/14/2010. 2. ITECH10 QUESTIONS AND ANSWERS, 6 PAGES, ATTACHED. ***** END OF ADDENDUM NO. 1 *****						

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

SIGNATURE	TELEPHONE	DATE
<i>C. Baley</i>	732-333-5848	01/06/2010
TITLE	FEIN	ADDRESS CHANGES TO BE NOTED ABOVE
Partner	20-3651471	

WHEN RESPONDING TO RFQ, INSERT NAME AND ADDRESS IN SPACE ABOVE LABELED 'VENDOR'





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

# Request for Quotation

RFQ NUMBER  
**ITECH10**

PAGE  
**1**

ADDRESS CORRESPONDENCE TO ATTENTION OF:  
 JO ANN ADKINS  
 804-558-8802

RFQ COPY  
 TYPE NAME/ADDRESS HERE

VENDOR

Global Nest  
 281 Route 79, Suite 208  
 Morganville, NJ 07751

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ALL STATE AGENCIES  
 AND POLITICAL SUBDIVISIONS  
 VARIOUS LOCALES AS INDICATED  
 BY ORDER

DATE PRINTED	TERMS OF SALE	SHIP VIA	F.O.B.	FREIGHT TERMS		
12/29/2009						
BID OPENING DATE: 01/14/2010		BID OPENING TIME: 01:30PM				
LINE	QUANTITY	UOP	CAT. NO.	ITEM NUMBER	UNIT PRICE	AMOUNT
<p>***** ADDENDUM NO. 2 *****</p> <p>1. WHAT IS THE FORMAT THAT YOU NEED FOR REFERENCES?</p> <p>ON SUPPLEMENTAL STAFFING, YOU SHOULD DO A PAGE PER REFERENCE WITH THE FORMAT AS FOLLOW:          PROJECT DESCRIPTION (A PARAGRAPH DESCRIBING THE PROJECT); DESCRIPTION OF DUTIES (DESCRIPTION OF THE FUNCTIONS PROVIDED); GENERAL VALUE (DOLLAR AMOUNT); LENGTH OF PROJECT (TOTAL HOURS INVOLVED); CUSTOMER NAME AND ADDRESS, CONTACT NAME, TELEPHONE NUMBER AND E-MAIL ADDRESS OF CONTACT.</p> <p>PROJECT-BASED SERVICES, YOU SHOULD DO A PAGE REFERENCE WITH THE FORMAT AS FOLLOWS:          PROJECT DESCRIPTION (A PARAGRAPH DESCRIBING THE PROJECT); GENERAL VALUE (DOLLAR AMOUNT); LENGHT OF PROJECT (TOTAL TIME INVOLVED); TYPE OF CONTRACTORS USED (DESCRIBE WHAT TYPES OF CONTRACTORS USED, I.E., MAINFRAME PROGRAMMER, INTERNET DEVELOPER); CLIENT NAME AND ADDRESS, CONTACT NAME, TELEPHONE NUMBER AND E-MAIL ADDRESS OF CONTACT.</p> <p>***** QUESTION AND ANSWER PERIOD HAS BEEN EXTENDED UNTIL JANUARY 6, 2010. NOTE: NO QUESTIONS WILL BE ACCEPTED OR RESPONDED TO AFTER THIS DATE.</p> <p>***** END OF ADDENDUM NO. 2 *****</p>						
SEE REVERSE SIDE FOR TERMS AND CONDITIONS						
SIGNATURE <i>G. Sala</i>			TELEPHONE 732-333-5848	DATE 01/06/2010		
TITLE Partner		FEIN 20-3651471		ADDRESS CHANGES TO BE NOTED ABOVE		

WHEN RESPONDING TO RFQ, INSERT NAME AND ADDRESS IN SPACE ABOVE LABELED 'VENDOR'



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

### Request for Quotation

RFQ NUMBER  
**ITECH10**

PAGE  
**1**

ADDRESS OF CORRESPONDENCE TO AGENCIES  
**JO ANN ADKINS  
 304-558-8802**

RFQ COPY  
 TYPE NAME/ADDRESS HERE

**Global Nest, LLC  
 281 Route 79, Suite # 208  
 Morganville, NJ 07751**

ALL STATE AGENCIES  
 AND POLITICAL SUBDIVISIONS  
 VARIOUS LOCALES AS INDICATED  
 BY ORDER

DATE PRINTED	TERMS OF SALE	SHIP VIA	FCB	FREIGHT TERMS
01/11/2010				

BID OPENING DATE: **01/20/2010** BID OPENING TIME: **01:30PM**

LINE	QUANTITY	UOP	UNIT PRICE	AMOUNT
***** ADDENDUM NO. 3 ***** 1. BID OPENING DATE HAS BEEN MOVED TO 01/20/2010. 2. ITECH10 QUESTIONS AND ANSWERS ATTACHED. ***** END OF ADDENDUM NO. 3 *****				
0001	1	EA	946-30	
SEE REVERSE SIDE FOR TERMS AND CONDITIONS				

SIGNATURE: *[Signature]* TELEPHONE: **732-333-5848** DATE: **01/12/2009**  
 TITLE: **Partner** FEIN: **20-3651471** ADDRESS CHANGES TO BE NOTED ABOVE

WHEN RESPONDING TO RFQ, INSERT NAME AND ADDRESS IN SPACE ABOVE LABELED 'VENDOR'

# REQUEST FOR QUOTATION (RFQ)

## No: ITECH 10

*For*

### Statewide Contract for Technical Services

#### Submitted to

Jo Ann Adkins  
**Department of Administration**  
Purchasing Division  
2019 Washington Street  
East Charleston, West Virginia 25305  
Phone: 304-558-8802  
Fax: 304-558-4115  
Email: [jo.a.adkins@wv.gov](mailto:jo.a.adkins@wv.gov)

#### Prepared by

The logo for Globalnest, featuring the word "Globalnest" in a stylized, italicized, sans-serif font. The letters are filled with a fine, grid-like pattern, giving it a textured appearance.

**Global Nest, LLC.**  
*Contact Person:* Raj Gardilla  
281, Route 79, Suite 208,  
Morganville, NJ 07751.  
Tel: 732 333 5848  
Fax: 732 333 5946  
Website: [www.globalnest.com](http://www.globalnest.com)  
Email: [raj@globalnest.com](mailto:raj@globalnest.com)

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## **Section I – Corporate Description (1.3.1)**

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### **Corporate Description**

**Global Nest, LLC**  
281 Route 79, Suite # 208  
Morganville, New Jersey 07751  
Phone: 732-333-5848  
Fax : 732-333-5946

**Federal Id: 20-3651471**

### **Contact Information**

Raj Gardilla, Partner  
**Global Nest, LLC.**  
281, Route 79, Suite # 208,  
Morganville, NJ 07751.  
Tel: (732)-333-1670;  
Mobile: (732)- 277-6876  
Email: [raj@globalnest.com](mailto:raj@globalnest.com)

**Date of Establishment:** October 11, 2005

**Number of Full Time Employees as of November 1, 2009:** 33

### **History and Overview of the Organization**

Global Nest, LLC. (Global Nest) is a leading global professional services firm providing the highest quality IT Services and Solutions at low cost to a broad spectrum of public and private sector clients around the world. The firm was founded in 2005 in New Jersey, USA and is a **Small Business Enterprise Certified by New Jersey Commerce Commission** and is a **Minority Owned Company Certified by New Jersey Commerce Commission, New York State Empire State Development, New York and New Jersey Minority Supplier Development council, Virginia Department of Minority Business Enterprise and California Public Utilities Commission.** Global Nest has also applied for MBE status in the State of Maryland and expected to be certified soon.

Global Nest provides value-added IT Solutions and Services to its clients by clearly understanding their core business problems, providing top quality consultants who have the requisite technical skills and business knowledge, developing trust and becoming a valuable asset. We help our clients solve their problems and view ourselves more as a business partner than a provider of consulting services.

Our dedication to providing cost effective, high quality government services is undoubtedly the reason why many of the nation's largest customers use our services repeatedly for their technical contracting needs. Communication is important to the success of all business relationships. This is especially true in the placement of technical personnel, as the job requirements are highly specialized.

Global Nest is registered to do business with more than 12 state and local agencies. Global Nest is one of the fastest growing IT organizations in the country. We expect to double in size in next 3 years. **At Present we are approved vendor for providing Consulting Services to the States of New Jersey, New York, Virginia, Arkansas, Pennsylvania, Florida, Oregon, Maryland, Montana, Maine, District of Columbia Mississippi and Wyoming.**

Global Nest principals have over 10 years of experience in the understand client requirements and supporting their recruitment needs **either on a contract or full-time basis**

#### ***Locations***

Corporate Office: 281, Route 79, Suite 208, Morganville, NJ 07751.  
Tel: 732 333 5848 Fax: 732 333 5946

#### **Global Nest's Qualifications**

In view of the challenging growth in today's IT scope and complexity, Global Nest experts provide high quality service in the field of IT research and consulting. This is achieved by combining and balancing the knowledge of technology trends with the hands-on approach on state-of-the-art technology and aligning with the industry leaders in well-established lines of business. Global Nest has successfully used this approach to provide its customers with choices of the real world along with the roadmap into the future.

#### **Core Competencies and Capabilities**

We believe that Global Nest offers a unique combination of experience, methodology, and professional commitment that makes us the right choice for Department of Administration and Information, IT Division. Following are the Value additions that the Information Technology Division will get with Global Nest's IT Professional Services Consulting.

- Vast experience in providing IT Consulting Services and Staff Augmentation.
- Wide range of value added quality services that deliver great cost savings to Information Technology Division.
- Faster response times.
- Commitment to exceed your expectations through teamwork, innovation, and focus.

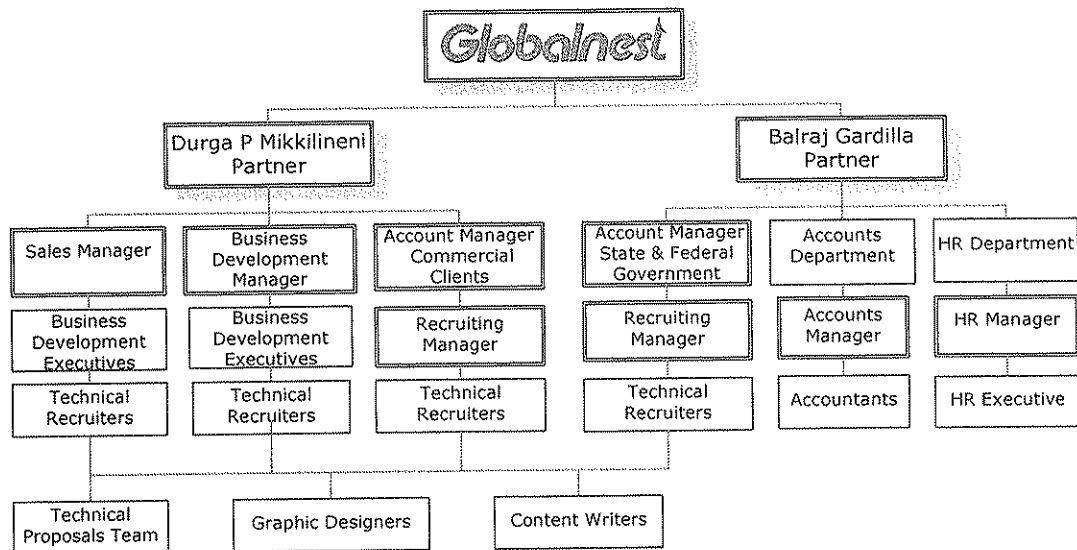
Global Nest is a true full service IT solutions and services firm within the extensive scope of our IT staff augmentation services, Global Nest offers core competencies in the following Information Technology Consulting areas:

Market Research and Analysis  
 CRM Implementation  
 Open Systems Integration

Web-enabling Legacy Systems  
 Object Oriented technology applications  
 Data warehousing  
 Software consultancy services

ERP implementation  
 Database migration  
 Development and support of client/server applications  
 Digital Imaging Applications  
 Web hosting  
 Web application development  
 Business analysis & Business Process Reengineering

### Organizational Chart



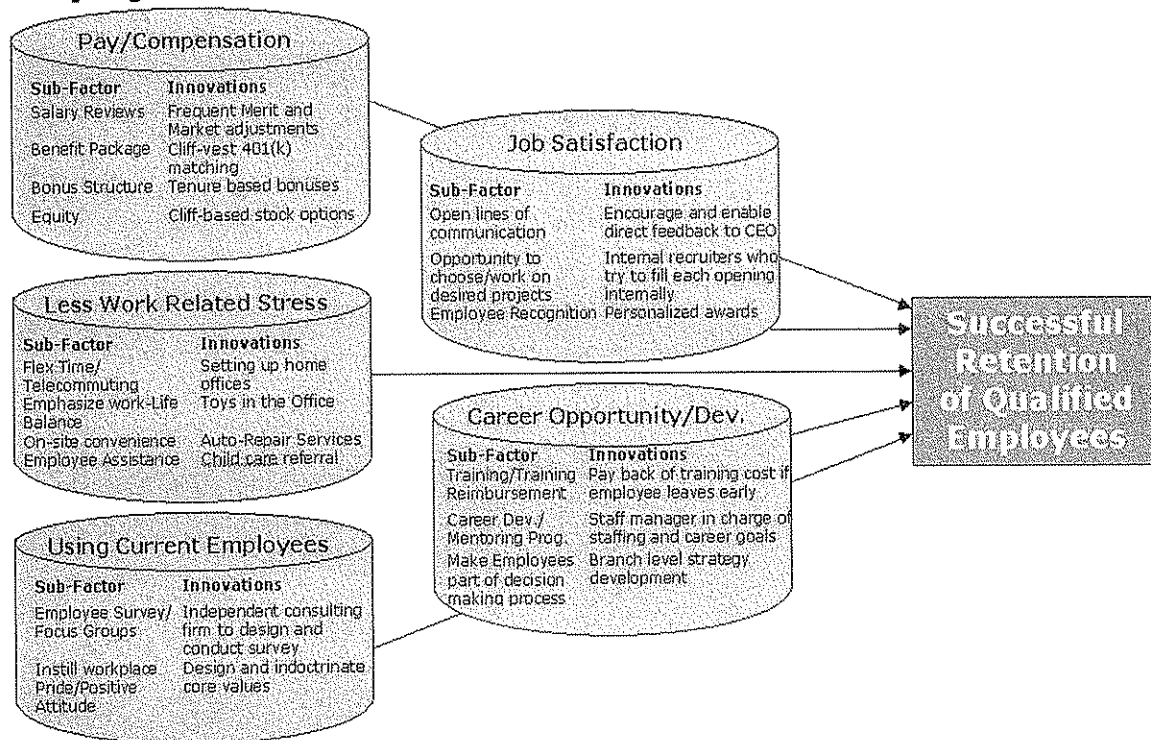
## Training

Global Nest has a very sound methodology for allowing its employees to improve their capabilities. Any personnel can approach their superior for taking leave or advice for doing certain certification courses and programs. Also there is a continuous updating of skill-sets and technological understanding of the employee groups as per the industry changing scenario to keep abreast with the current upgrades and technological changes and be equipped to handle the new problems or changes arising and address the issue instantaneously with minimal delay in services offered.

## Maintaining Staff Qualifications and Capabilities

The following diagram figuratively explains how Global Nest strives to retain qualified employees

### Employee Retention Programs



Global Nest is a consulting firm with more than 100 active employees working at different client sites. Global Nest has a trained pool of resources and can replace an employee if in case he/she leaves the assignment. Under normal circumstances an employee is legally bound to give a 2-week notice in case he wishes to leave the assignment. In such cases, replacement employee will be trained by working with the existing employee and will be up and running before the employee leaves the job. This replacement would be of no additional cost to State of West Virginia.

In case where an employee does not give a 2-week mandatory notice, and leaves the assignment, his tasks will be immediately reassigned to existing staff. Replacement employee will be trained by working with the existing employees. The turn around time for the new consultant to be up and running with the job and procedures will not be more than 2 weeks.



## **Contract Management**

### **Key Contractor Personnel**

The Key Contractor Personnel will be the Partners of the Organization i.e., Mr. Raj Gardilla and Mr. Durga P Mikkilineni.

### **Contract Manager and Contract Liaison**

#### **Raj Gardilla, Partner**

Phone: 732-333-1670

Mobile: 732-277-6876

Raj Gardilla, Partner of Global Nest, LLC has over 18 Years of experience as programmer, as Technical Manger, Senior Vice president, CEO and Entrepreneur in building companies. He has proven leadership qualities, a great team player who Co-founded DB LINK Corp latter which was merged with SPS, and renamed the merged company as Anthem Technologies, Inc. After few years of successful business Mr. Raj Gardilla exited the Anthem Technologies by selling it off and co-founded Global Nest LLC. Prior to Anthem Technologies Raj Gardilla worked as an Project Manager at Merrill Lynch, NY for 2 years managing and supporting orcale databases. He has also worked at AT&T for 4 years as a Senior Technical Staff Member in NJ. Raj Gardilla received his MS in Manufacturing Engineering from NJIT and BS in Mechanical Engineering from India. At Global Nest he is now responsible for

- ✦ Building Consulting division.
- ✦ Technical Direction for growth of the company.
- ✦ Improve company Operations and Financials.
- ✦ Improve company Technical Capabilities.

#### **Durga P Mikkilineni, Partner**

Phone: 732-333-1901

Mobile: 732-310-4431

Durga P. Mikkilineni, is a successful entrepreneur, co-founder and partner of Global Nest LLC., a NJ based minority certified IT consulting and Managed Services firm. He has co-founded Anthem Technologies and sold after 7 years of operations in 2005. He has over 15 years of Software Industry experience in managing, delivering offshore and on-shore projects. He has been a manager for sales, pre-sales, delivery and overall company strategy that accomplished more than \$100 million in combined revenues. Prior to Anthem Technologies Durga worked as an Assistant Vice President at Merrill Lynch, NY for 3 years managing and supporting Merrill's mission critical HR and Financial databases. He has also worked at AT&T for 4 years as a Senior Technical Staff Member in NJ. Durga received his MS in Computer Science from NJIT and BS in Electrical Engineering from India. At Global Nest he is now responsible for

- ✦ Managing IT Projects and Resources
- ✦ Strategy and Execution for new business sales
- ✦ Build Sales Teams and Marketing Teams
- ✦ Responsible for hiring, mentoring and training new employees

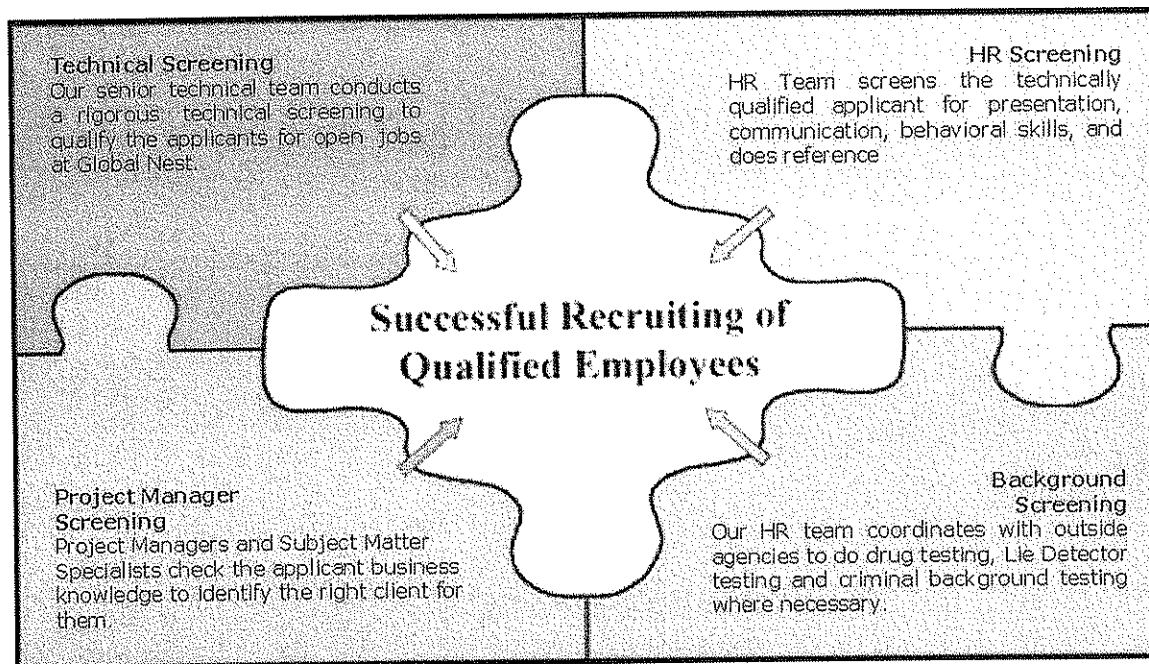
## Managing the Contract

Global Nest undertakes a stringent recruitment process to ensure that the best personnel are assigned to any given project.

### Global Nest's Recruitment Strategies

Global Nest employs draws from a large database of more than 10,000 employees through our Quality Recruitment Process.

We follow on the process as below for successful recruiting of qualified Employees



**Technical Screening:** Our Senior technical team conducts a rigorous technical screening to qualify the applicants for open jobs at Global Nest.

**Project Manager Screening:** Project Managers and Subject Matter Specialists check the applicant business knowledge to identify the right client for them.

**HR Screening:** HR Team screens the technically qualified applicant for presentation, communication, behavioral skills, and does reference.

**Background Screening:** Our HR team Coordinates with outside agencies to do drug testing, Lie Detector testing and criminal background testing where ever necessary.

Global Nest understands that the State is understandably concerned about the qualifications and continuity of the staff assigned to the project team. The State does not want to see any replacements of senior level staff during the project. They also do not want their project used as a "training ground" for junior-level staff. First, while some degree of staff turnover is inevitable on long-term projects, at this time there are no conflicts with any of the staff we propose. If a staff member unexpectedly leaves the team, however, we will replace him or her with someone who is at the very least equally qualified and knowledgeable. Because of the extensive number of skilled Global Nest consultants, there is little need for a special recruitment campaign for purposes of staffing this project. However, Global Nest does employ a staff recruiter who can be called upon to secure required talent when necessary. At any given time, a number of suitable candidates are always available for consideration.

Global Nest also understands that retention of its employees is as important as recruiting them. Thus, Global Nest takes a lot of care with regards to the retention of its workforce. The following is a depiction of the various Employee Retention Programs undertaken by Global Nest to achieve the given objective.

### **Problem Resolution**

Global Nest guarantees all its services. Global Nest strives to achieve 100% client satisfaction. Our customer satisfaction levels are held in the highest regard and we will always strive to resolve any issues immediately.

A Global Nest Account Representative will visit the client within 24 hours if the client reports a problem with the services provided by Global Nest. The Project Manager will solve the problem within 24 hours if it is a minor issue. If the problem is of a larger magnitude, then the National Account Manager will get involved and the response time to get back to the agency or department with a solution is 3 business days.

Global Nest has a very comprehensive escalation procedure for problem resolution.

### **Invoicing Procedures**

Global Nest will raise an invoice as per the agreed rate per hour for each Consultant supplied to the State. All invoicing terms will be as specified by the State in the Statement of Work issued on placement of the Consultant.

## **Section II – Qualifications and Experience of the Company in Supplemental Staffing Contracts (1.3.2)**

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Global Nest is approved vendor for providing Consulting Services to the States of New Jersey, New York, Virginia, Arkansas, Pennsylvania, Florida, Oregon, Maryland, Montana, Maine, District of Columbia Mississippi and Wyoming.

Global Nest is interested in the following Supplemental Staffing categories.

- Web Programming
- PC Programming
- Mainframe Programming
- Computer Systems Analysis
- Database Management
- LAN/WAN Support
- Electronic Commerce/EDI
- Project Management Services
- Telecommunications Services
- Business Analyst Services

**SUPPLEMENTAL STAFFING CATEGORY**  
*WEB PROGRAMMING*

**Project Title:** Enterprise IT

**Project Description:** Enterprise-wide projects related to AT&T, BellSouth and SBC merger and advanced sales automation initiatives. Sales to service delivery customer project management. Enterprise IT workflow and business process improvement to reduce cost and cycle time for day to day operation for thousands of users spreading across various technologies i.e. wireless mobility, AVPN, Frame, ATM, eVPN, MIS,GMIS, VoIP, voAVPN, Voice, Data (High Speed, Low Speed) etc.

**Description of Duties:** Global Nest supported in gathering business requirements related to the project, Business Process Management (BPM), Workflow Technologies, RFP and evaluation of lead vendors for the enterprise-wide application. Our Consultants also supported for Joint Applications Requirement (JAR) & Design (JAD) with multiple systems and various user groups to produce Joint Requirements Document (JRD) and Solution Approach, Architecture and Engineering Document (SAD and A&E Documents). Our Consultants authored software business requirements (swBRD) interacting with multiple user communities and multiple technical support engineers and also authored Business Requirements Document (BR) and Technical Requirements Document (TR)

**Project Value:** \$5 Million

**Project Length:** May 2007 to on going

**Client:** Rose International Inc  
100 Tower Drive, Suite #132  
Burr Ridge, IL 60527

**Client Contact**

**Name:** Margaret Brady  
**Telephone No:** 888-430-7673 x4032  
**E-Mail:** MBrady@roseint.com

**SUPPLEMENTAL STAFFING CATEGORY**  
*PC PROGRAMMING*

**Project Title:** SMJ – Project One

**Project Description:** Project One is the name of the project for up gradation of SMJ (Smiths Medical Japan) from 11.5.9 to 11.5.10. Current SMJ system is in 11.5.9 and moved all modules to other Smiths system (GAMPROD) which is in 11.5.10. Apart from the components in the current system, have to develop new components as per the Japan requirements. Up gradation of Smiths Medical (Medication Delivery), St. Paul site to Global PROD i.e., GAMPROD. It has got multiple legacy systems to coordinate and interface with oracle. This project includes Reports, conversion and Interface development.

**Description of Duties:** Developing **Purchase Order** and **Internal Requisition inbound/outbound interfaces** to do the receipt functionality in Oracle. Receiving the receipt files from third party system (Nippon Express) and processing them.

Working on **Sales order Inbound and Outbound interfaces** which includes SO information outbound to NE and ship confirmation inbound to Oracle. Extensively work on **PL/SQL** and **Shell scripts** to validate the data in the interfaces, **Automate the interfaces and reports** as per the given schedule by the users through Oracle scheduler in Applications. And sending the log files to the users included in the interfaces.

Develop **XML Publisher reports** in Deport Repair Module for SMJ using XML data schema and work on **Oracle 6i reports** for Purchasing, Order Management and Inventory modules

Resolve issues in production for the migrated components. Analyzing the root cause, fixing the issue and migrate the modified code to Production. Doing support for user testing once the development completed and providing immediate resolution to all the defects raised by the users.

Work on **Conversion** for item master and BOM and Creating **Technical Design Documents** as per the design and modified **functional docs** as per the new requirements. Work on customization of **Workflow** for Sales Order. Work on **Data Warehousing Extracts** to send the data to Business users. Extracting the data from one system and processing that in DW and sending the final finance details to finance users.

**Project Value:** \$1 Million

**Project Length:** April 2008 to on going

**Client:** TISCO Group Inc  
2066 W. Henderson Road  
Columbus, OH 43220

**Client Contact**

**Name:** Dinesh Jotsinghani  
**Telephone No:** 248-735-2900 X 207  
**E-Mail:** dj@tiscousa.com



**SUPPLEMENTAL STAFFING CATEGORY**  
*MAINFRAME PROGRAMMING*

**Project Title:** CDLE

**Project Description:** CDLE will provide support for the existing production system, complete with documentation of enhancements and programming modification (in accordance with established department development procedures). The Mainframe developers will assist in maintaining existing mainframe production systems, applications, and hardware. The responsibilities of the Mainframe developers shall be to keep the production systems running (always Priority 1) and to continue working on the high priority changes that are in progress for the UI Program. These changes include implementation of United States Department of Labor (USDOL) Supplemental Budget Requests (SBR), File Transfer Protocol (FTP), Electronic Funds Transfer (EFT), Electronic Benefit Payment Card (EBPC), etc.).

**Description of Duties:** Provide analysis to clarify application system requirements for the following CATS application:

Formulate external and internal system designs to meet application needs; analyze existing systems to decide where, and how, the requirements will best fit CDLE business needs; and develop, implement, test, and demonstrate software solutions to production Natural applications.

Performing complex and structured design modifications, enhancements and possible new developments to CDLE application systems.

Documentation in writing, all recommendations for modifications and all changes (coding) to the application systems. The documentation included, but not limited to; design documents, requirement documents, test plans, schedules for implementation and estimate of work effect.

Include comments within a change log, provided by the Mainframe Support Manager upon the developer's start date, of all programs modified for the production system as per the software requirements within IMO.

Ensuring adherence to the failures and cure periods, Failures and Cure Period, immediate reporting of system failures ("critical issues") or other system-related issues to the CDLE Mainframe Support Manager.

Analyze existing applications, and made written and verbal recommendations as to how to improve functionality, availability, and ensure 100% availability of the CATS systems.

**Project Value:** \$50000

**Project Length:** 4 Months

**Client:** Acro Service Corp.  
39209 W. Six Mile Road, Suite 250,  
Livonia, MI 48152

**Client Contact**

**Name:** Gem Cano  
**Telephone No:** 734-591-1100 x 4327  
**E-Mail:** GCano@acrocorp.com

**SUPPLEMENTAL STAFFING CATEGORY**  
*COMPUTER SYSTEMS ANALYSIS*

**Project Title: DBOR**

**Project Description: DBOR** - Database of Records is a centralized repository where operational data for the whole AT&T Enterprise is stored in a consistent, accurate and non-redundant manner, which is, accessed by different applications.

Inventory Asset Management project supports new capabilities to manage asset inventory for managed services including EVPN, AVPN, MRS, MDNS, IPTel and Outsourcing customer base. Creating a central logic in DBOR to manage the asset inventory data that is received from GPS, ePro, NC3 and EFMS will support these capabilities.

**Global Computing Platform (GCP)\*** is the next generation DBoR environment for Enterprise Data Management. Over the last 5 years the DBoR platform has evolved to meet business needs for data management solutions and for shared application processing requirements supporting data quality improvements, enterprise customer knowledge, operational reporting, and metadata management. DBoR has successfully transformed the ESS architecture from application driven to data driven architecture.

GCP is a layered architecture designed for high availability, extensibility and reuse. GCP is the **multi-layered platform\*** that enables delivery of enterprise-wide capabilities using best in class technologies, common development standards, and providing a 24x7 platform that delivers 99.99% availability of shared services. Ultimate goal of GCP is to provide access to its **services anytime, every-time, anywhere, and everywhere**. A Governance Forum manages the use, reuse and adoption of corporate data assets across all enterprise service operations using GCP Service Repository\*, Metadata Central\*, and Asset Central inventory\* to track all platform assets.

**Description of the Person's Duties:** Global Nest has supported the project in converting legacy data from a 2 similar systems into a single system utilizing dual bookkeeping (regulatory requirement). Work involves extensive Oracle scripting, analysis, UNIX scripting, detailed data conversion methodology from the various distributed systems to the integrated system database environment, complex ETL maps, SQL queries, DTS packages, functions and procedure for the purpose of migrating, Create specialized reports for statistical analysis and for conversion process, gathering and evaluating functional, Data architect for data mapping, Maintain and Control data sets, performance tuning for the existing database

**Project Value:** \$2 Million

**Project Length:** January 2007 to on going

**Client:** Info Experts  
111 W spring road, #150  
Richarson, TX 75081

**Client Contact**

**Name:** Sundar Devarayan  
**Telephone No:** 972-671-1500 X 206  
**E-Mail:** sundar@infoexpertsusa.com

**SUPPLEMENTAL STAFFING CATEGORY**  
*DATABASE MANAGEMENT*

**Project Title:** ARMS

**Project Description:** Administer, maintain, develop and implement policies and procedures for ensuring the security and integrity of Oracle 9i/10g or later version databases. Implements data models and database designs, data access and table maintenance codes. Resolves database performance issues, database capacity issues, replication, and other distributed data issues. Develop integrate new applications into the existing application environment.

**Description of Duties:** Global Nest Developed, supported critical Oracle E-business Suite 11i production and development systems. Provided 24x7 oracle 9i /10g database administration support. Participated in Database upgrade from oracle 9i to 10gR2. Involved in Performance monitoring and tuning oracle or oracle Ebusiness suite system including underlying database. Suggested performance improvement initiatives to help improve long running and locking SQL jobs.

Monitor batch jobs processing. Help setup Parallel Concurrent processing. Responsible for code migrations from Test to UAT and then to production. Patch analysis, testing scope estimate for patches. Co-ordinate with functional teams for ERP system upgrades, patches, new modules and enhancements. Workflow administration including workflow migrations and managing changes through multiple environments. Programming in PL/SQL to help automate database and applications and system administration tasks such as monitoring concurrent requests, reporting on database errors etc. Help automate Oracle Applications instance to clone development databases on periodic basis. Participate in backup and restores of databases using conventional procedures, RMAN and Commvault. Participate in disaster recovery planning for the Oracle Ebusiness suite system. Attend to functional/ development teams requests for code migrations, problem fixes etc. Participate in hardware upgrade exercise that requires knowledge of Oracle 9i/10g RAC systems, 10g ASM and Oracle cluster file systems. Help implement Oracle ebusiness suite shared applications file system.

Reviewing and approving of SQL code and Apps to be released in production. Database installation, configuration, patches & upgrades, performance monitoring & tuning, managing the oracle databases, servers, RAC, Data Guard

**Project Value:** \$150000

**Project Length:** 8 Months

**Client:** AAI Corporation  
124 Industry Lane  
Hunt Valley, MD 21030

**Client Contact**

**Name:** Vijaya Krishna Chatla  
**Telephone No:** 410-628-3170  
**E-Mail:** chatla@aaicorp.com

**SUPPLEMENTAL STAFFING CATEGORY**

*LAN/WAN SUPPORT*

**Project Title: GCP**

**Project Description:** GCP- Global computing Platform is a backend centralized Database which is accessed by interfacing applications for output that is used in GUI's and to generate reports. The Business strategy and process utilizing both Physical InR and Pricing InR will greatly reduce the effort of the company Sales executives spending a significant amount of time creating and inspection basic billable inventory of customer information by providing output file to drive the Individual Case of Business (ICB) analysis process.

**Description of Duties:** Global Nest Supported the project with Configuring WLAN security on clients, access points and implementation of QOS, LAN/WAN links through the IP/MPLS core, Configuration of routers, switches, and wireless access points to maintain companies' campus area network and LAN/WAN connectivity, Technical changes to router/switch configurations, firewall, IP management, routing protocols (OSPF, BGP), Troubleshooting routing issues, firewall, VLAN's, HSRP, OSPF, BGP, ACL's, Server connectivity, and Server builds (Linux), Support Internet technology (routers, switches, LAN, WAN), telecommunications technologies- PSTN, ADSL and ISDN, Metro VPN and IFL applications (secure net, safety net, smartcache1 & 2, remote safe and VWS)

**Project Value:** \$800000

**Project Length:** August 2007 to ongoing

**Client:** Rose International Inc  
100 Tower Drive, Suite #132  
Burr Ridge, IL 60527

**Client Contact**

**Name:** Margaret Brady  
**Telephone No:** 888-430-7673 x4032  
**E-Mail:** MBrady@roseint.com



**SUPPLEMENTAL STAFFING CATEGORY**  
*ELECTRONIC COMMERCE/EDI*

**Project Title:** Business Direct E-Bill

**Project Description:** Business Direct E-Bill enables internal customers and Users to view and analyze, pay e-bills and GCSM is a web-based platform supporting critical sales process steps for a variety of products to varied user community.

**Description of Duties:** Global Nest has supported the project in Analyzing the requirements based on the EDI standards, outbound transactions from application file to EDI using Map Editor, Unit, Functional, Integration, Regression, and UAT Testing, maintain Customer and Supplier EDI/XML trading partner implementations from translator/mapping to ERP setup and configuration, supported in Developing the Business Process using GPM, Analyzed data errors, map and scripts failures, Requirement Specification, Technical Specification and Gap Analysis documents after interacting with various teams involved in the project, XML schema for different Inbound and Outbound documents used in this project, mapping guidelines by using Spec Builder, system documentation and system flow diagrams

**Project Value:** \$1 Million

**Project Length:** December 2007 to on going

**Client:** Info Experts  
111 W spring road, #150  
Richarson, TX 75081

**Client Contact**

**Name:** Sundar Devarayan  
**Telephone No:** 972-671-1500 X 206  
**E-Mail:** sundar@infoexpertsusa.com

**SUPPLEMENTAL STAFFING CATEGORY**  
*PROJECT MANAGEMENT SERVICES*

**Project Title:** ECRM

**Project Description:** AT&T implementation of Siebel eCRM Sales represents sales force automation. It provides AE to enter in opportunity, contact, activity, and account management. This gives the sales professionals proven competitive advantages in pipeline visibility, sales effectiveness. Opportunities go through the sales methodologies. AT&T's eCRM implementation features Opportunity, Lead and Account management. eCRM interacts with the Backend system like EFMS, IOM, DBOR, DWWEB, and ASOC.

**Description of Duties:**

- Siebel configuration, Workflow and Business Services.
- Siebel eScripting.
- Siebel EAI and Web services.
- Siebel EIM for Data load.
- Application Project Manager
  - Escalation Management
  - Cost / Effort / Schedule variance Management
  - Time Management
  - Defect Management
  - Software Configuration Management
  - Interface with the Application Teams , Interface Teams ,
  - Delivery Mgmt Team, End to End PMs and Client Mgmt Teams.
  - Change Control Management
  - Process Implementation / Improvement.
  - Productivity Improvement.
  - Estimation
  - Project Planning, Tracking, Reporting.
  - Issue , Risk Tracking & Reporting
- Process Implementation / Improvement
  - Adhere to the Express One Methodology / One Process Methodology.
  - Process Gaps Management
  - Audit Preparation / Readiness
- Productivity Improvement.
  - FP Projection, Mining & Improvement.
  - Estimation & Budget Management

**Project Value:** \$1 Million

**Project Length:** December 2007 to on going

**Client:** Infinite Computer Solutions  
15201 Diamondback Dr., Suite 125,  
Rockville, MD - 20850

**Client Contact**

**Name:** Deep Navelkar  
**Telephone No:** 813-991-1664  
**E-Mail:** dnavelkar@infics.com

**SUPPLEMENTAL STAFFING CATEGORY**  
*TELECOMMUNICATIONS SERVICES*

**Project Title:** Enterprise IT

**Project Description:** Enterprise-wide projects related to AT&T, BellSouth and SBC merger and advanced sales automation initiatives. Sales to service delivery customer project management. Enterprise IT workflow and business process improvement to reduce cost and cycle time for day to day operation for thousands of users spreading across various technologies i.e. wireless mobility, AVPN, Frame, ATM, eVPN, MIS,GMIS, VoIP, voAVPN, Voice, Data (High Speed, Low Speed) etc.

**Description of Duties:** Global Nest supported in gathering business requirements related to the project, Business Process Management (BPM), Workflow Technologies, RFP and evaluation of lead vendors for the enterprise-wide application. Our Consultants also supported for Joint Applications Requirement (JAR) & Design (JAD) with multiple systems and various user groups to produce Joint Requirements Document (JRD) and Solution Approach, Architecture and Engineering Document (SAD and A&E Documents). Our Consultants authored software business requirements (swBRD) interacting with multiple user communities and multiple technical support engineers and also authored Business Requirements Document (BR) and Technical Requirements Document (TR)

**Project Value:** \$5 Million

**Project Length:** May 2007 to on going

**Client:** Rose International Inc  
100 Tower Drive, Suite #132  
Burr Ridge, IL 60527

**Client Contact**

**Name:** Margaret Brady  
**Telephone No:** 888-430-7673 x4032  
**E-Mail:** MBrady@roseint.com

**SUPPLEMENTAL STAFFING CATEGORY**  
*BUSINESS ANALYST SERVICES*

**Project Title:** Enterprise IT

**Project Description:** Enterprise-wide projects related to AT&T, BellSouth and SBC merger and advanced sales automation initiatives. Sales to service delivery customer project management. Enterprise IT workflow and business process improvement to reduce cost and cycle time for day to day operation for thousands of users spreading across various technologies i.e. wireless mobility, AVPN, Frame, ATM, eVPN, MIS,GMIS, VoIP, voAVPN, Voice, Data (High Speed, Low Speed) etc.

**Description of Duties:** Global Nest supported in gathering business requirements related to the project, Business Process Management (BPM), Workflow Technologies, RFP and evaluation of lead vendors for the enterprise-wide application. Our Consultants also supported for Joint Applications Requirement (JAR) & Design (JAD) with multiple systems and various user groups to produce Joint Requirements Document (JRD) and Solution Approach, Architecture and Engineering Document (SAD and A&E Documents). Our Consultants authored software business requirements (swBRD) interacting with multiple user communities and multiple technical support engineers and also authored Business Requirements Document (BR) and Technical Requirements Document (TR), authored Functional and Non-Functional Requirements document against the Business Requirements. Reviewer High-Level Design Documents against the technical requirements involving multiple technologies and platform.

Our Consultants Created Requirement Traceability Matrix. Strong expertise in documenting existing process using Microsoft Visio, analyzing business requirements, working with requirements traceability matrix and Business Process Reengineering.

Proficient in analyzing and creating Use Cases, Use Case Diagrams, Data Flow Diagrams, Activity diagrams, Class diagrams and Sequence diagrams using MS Visio and Rational Rose.

Business Process Management (BPM) and Workflow Technologies, RFP and evaluation of lead vendors for the enterprise-wide application

**Project Value:** \$5 Million

**Project Length:** May 2007 to on going

**Client:**Rose International Inc  
100 Tower Drive, Suite #132  
Burr Ridge, IL 60527

**Client Contact**

**Name:** Margaret Brady  
**Telephone No:** 888-430-7673 x4032  
**E-Mail:** MBrady@roseint.com



**Section III – Qualifications and Experience of the Company in Service Categories (1.3.3)**

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Global Nest is **Not Interested** in the Service Categories described in Attachments 2-16.

**Section IV**

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**1. No Debt Affidavit**

STATE OF WEST VIRGINIA  
Purchasing Division

## PURCHASING AFFIDAVIT

### VENDOR OWING A DEBT TO THE STATE:

*West Virginia Code* §5A-3-10a provides that: 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.

### PUBLIC IMPROVEMENT CONTRACTS & DRUG-FREE WORKPLACE ACT:

If this is a solicitation for a public improvement construction contract, the vendor, by its signature below, affirms that it has a written plan for a drug-free workplace policy in compliance with Article 1D, Chapter 21 of the *West Virginia Code*. The vendor **must** make said affirmation with its bid submission. Further, public improvement construction contract may not be awarded to a vendor who does not have a written plan for a drug-free workplace policy in compliance with Article 1D, Chapter 21 of the *West Virginia Code* and who has not submitted that plan to the appropriate contracting authority in timely fashion. For a vendor who is a subcontractor, compliance with Section 5, Article 1D, Chapter 21 of the *West Virginia Code* may take place before their work on the public improvement is begun.

### ANTITRUST:

In submitting a bid to any agency for the state of West Virginia, the bidder offers and agrees that if the bid is accepted the bidder will convey, sell, assign or transfer to the state of West Virginia all rights, title and interest in and to all causes of action it may now or hereafter acquire under the antitrust laws of the United States and the state of West Virginia for price fixing and/or unreasonable restraints of trade relating to the particular commodities or services purchased or acquired by the state of West Virginia. Such assignment shall be made and become effective at the time the purchasing agency tenders the initial payment to the bidder.

I certify that this bid is made without prior understanding, agreement, or connection with any corporation, firm, limited liability company, partnership or person or entity submitting a bid for the same materials, supplies, equipment or services and is in all respects fair and without collusion or fraud. I further certify that I am authorized to sign the certification on behalf of the bidder or this bid.

### LICENSING:

Vendors must be licensed and in good standing in accordance with any and all state and local laws and requirements by any state or local agency of West Virginia, including, but not limited to, the West Virginia Secretary of State's Office, the West Virginia Tax Department, West Virginia Insurance Commission, or any other state agencies or political subdivision. Furthermore, the vendor must provide all necessary releases to obtain information to enable the Director or spending unit to verify that the vendor is licensed and in good standing with the above entities.

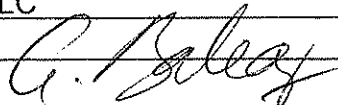
### CONFIDENTIALITY:

The vendor agrees that he or she will not disclose to anyone, directly or indirectly, any such personally identifiable information or other confidential information gained from the agency, unless the individual who is the subject of the information consents to the disclosure in writing or the disclosure is made pursuant to the agency's policies, procedures and rules. Vendor further agrees to comply with the Confidentiality Policies and Information Security Accountability Requirements, set forth in <http://www.state.wv.us/admin/purchase/privacy/noticeConfidentiality.pdf>.

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.

Vendor's Name: GLOBAL NEST, LLC

Authorized Signature: \_\_\_\_\_



Date: 1/06/2010

EXHIBIT 10

REQUISITION NO.: JTECH10

ADDENDUM ACKNOWLEDGEMENT

I HEREBY ACKNOWLEDGE RECEIPT OF THE FOLLOWING CHECKED  
ADDENDUM(S) AND HAVE MADE THE NECESSARY REVISIONS TO MY  
PROPOSAL, PLANS AND/OR SPECIFICATION, ETC.

ADDENDUM NO.'S:

NO. 1 ...

NO. 2 ...

NO. 3 ..

NO. 4 .....

NO. 5 .....

I UNDERSTAND THAT FAILURE TO CONFIRM THE RECEIPT OF THE  
ADDENDUM(S) MAY BE CAUSE FOR REJECTION OF BIDS. VENDOR  
MUST CLEARLY 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.

.....  
  
SIGNATURE

GLOBAL NEST, LLC  
.....  
COMPANY

.....01/06/2010.....  
DATE

REV. 11/96