



ITECH10 STATEWIDE CONTRACT FOR TECHNICAL SERVICES FOR THE STATE OF WEST VIRGINIA DEPARTMENT OF ADMINISTRATION PREPARED BY UNICON INTERNATIONAL, INC.

YOUR IT PARTNER FOR SUCCESS

JANUARY 20, 2010

Contact Information:

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Table with 2 rows and 4 columns of partner logos including TechServe Alliance, TECHCOLUMBUS, Microsoft Gold Certified, PMI, Ohio DAS, EDGE, PLATFORM LAB, and UNICON IT ALLIANCE.

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COVER LETTER

The following page is un-numbered because it consists of pre-printed material.



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January 15, 2010

Ms. Jo Ann Adkins
Department of Administration
Purchasing Division
Building 15
2019 Washington Street, East
Charleston, WV 25305-0130

Ms. Adkins:

UNICON International, Inc. is privileged to present this response to the State of West Virginia Department of Administration in response to the Request for Quotation (RFQ) for the ITECH10 Statewide Contract for Technical Services, dated November 18, 2009. We believe that our combination of cost, quality, responsiveness, convenience, and experience will be an asset to the State of West Virginia Department of Administration in this endeavor.

COMPLIANCE WITH MANDATORY REQUIREMENTS

UNICON confirms that it meets all of the mandatory requirements of this RFQ.

LEGAL STRUCTURE

UNICON is an Ohio corporation and our Federal Tax Identification number is 31-1306860. Our State Term Schedule number is 534174 (expiration date of June 30, 2011). Our headquarters and principal place of business is located at 241 Outerbelt Street, Columbus, OH 43213-1529. UNICON is an information technology (IT) consulting firm that has more than nineteen years experience specializing in serving clients in the Central Ohio area.

AUTHORIZED CONTACTS

The following individuals at UNICON have authority to answer questions regarding this proposal:

Richard Johnston, Director, IT Services
UNICON International, Inc.
241 Outerbelt Street
Columbus, Ohio 43213
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(614) 861-7096 (fax)

Thank you for the opportunity to participate in this RFQ process, and I look forward to the opportunity to serve the Department of Administration and the State of West Virginia!

Sincerely,

Richard Johnston

Director, IT Services

1. CORPORATE DESCRIPTION

1.1 UNICON ADDRESS AND FEDERAL TAX ID NUMBER

UNICON is an Ohio corporation and our Federal Tax Identification number is 31-1306860.

The address of our headquarters and principal place of business is:

UNICON International, Inc.
 241 Outerbelt Street
 Columbus, Ohio 43213-1529
 (614) 861-7070
 (614) 861-7096 (fax)

1.2 AUTHORIZED CONTACTS

The following individuals at UNICON have authority to answer questions regarding this proposal, with the primary contact being Richard Johnston:

<p>Richard Johnston, Director, IT Services UNICON International, Inc. 241 Outerbelt Street Columbus, Ohio 43213 johnston@unicon-intl.com (614) 861-7070 (614) 861-7096 (fax)</p>	<p>Michael McAlear, Vice President UNICON International, Inc. 241 Outerbelt Street Columbus, Ohio 43213 mcalear@unicon-intl.com (614) 861-7070 (614) 861-7096 (fax)</p>
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Should you have any additional questions or concerns, please do not hesitate to contact us. Thank you for the opportunity to participate in this RFQ process, and we look forward to the opportunity to serve the Department of Administration and the State of West Virginia!

1.3 COMPANY SIZE

UNICON International was established on June 11, 1990 in Columbus, Ohio. As of November 1, 2009, UNICON had 144 full-time employees. The documentation verifying the incorporation is located in the section **UNICON Incorporation Verification**, which begins on page 82.

1.4 COMPANY HISTORY AND BACKGROUND

Founded in 1990 and based in Columbus, Ohio, UNICON is an IT consulting company that works with organizations to assist them in defining and meeting their IT objectives. Our company is built upon a commitment to partnering with our clients using a talented and diverse pool of IT professionals. Whether a client needs a one-time onsite consultant or an offsite team of individuals to take a project from beginning to end, UNICON can provide the solutions to best meet our clients' needs in a timely and cost-effective manner.

Over the years, we have successfully built long-term relationships with a broad spectrum of clients throughout the nation. Our clients, who include Fortune 500 companies, small to medium

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sized businesses, and public agencies, represent a diverse group, which demands top IT skills and knowledge in a wide variety of operating systems and hardware platforms.

The remainder of this section contains further details about UNICON, including some of the recognitions we have received over the past few years.

1.4.1 Mission, Vision and Values

We believe that our adherence to our mission, vision and values that been an important factor in the success of our staffing and project solutions, which are described below:

Mission	<p>We will maximize the return of our clients' IT investment by providing the highest quality and best value services.</p> <p>We will build long-term win-win-win relationships with our clients and associates by fulfilling our commitments and adopting the highest ethical standards in all aspects of our business operations.</p> <p>We will deliver superior return for our shareholders by achieving sustained growth and effective cost management.</p>
Vision	<p>UNICON will be recognized as one of the best IT partners for success by both clients and associates.</p>
Values	<p>Highest Ethical Standards – Commitment to operating with the highest ethical standards with open and honest communication</p> <p>Philosophy of Mutual Success – Sincere interest in working in partnership with clients and associates for long-term mutual success</p> <p>Commitment to Excellence – Getting the job done right effectively and efficiently with a sense of urgency and in a professional manner</p> <p>Positive Work Environment – Creating a positive, collaborative and well-balanced work environment with emphasis on respect, accountability, and teamwork</p> <p>Support for Diversity and Community – Promoting diversity in our workforce and overall operations and supporting worthy community initiatives and services</p>

1.4.2 Firm Leadership

Peichen Jane Lee - President and CEO

Jane previously worked as a Technical Manager for AT&T Bell Laboratories for ten years. In that role she was in charge of large-scale IT projects with responsibilities including software development and testing, system integration, lab and development environment support, technical documentation and customer and vendor management. Since officially joining UNICON in 1992, she has been responsible for defining overall company direction, goals and objectives, and implementing the overall corporate strategies. Her background includes over 23 years of experience in the IT industry and a M.S. in Computer Information Systems from the University of Houston.

Shuman Lau - Senior Vice President

Shuman founded UNICON in 1990 after working as a Member of Technical Staff for AT&T Bell Laboratories for several years. He has hands-on experience in the development and testing of large-scale database and operation support systems as well as customer and field support functions. As the senior VP of the company, Shuman supports our President in the implementation of corporate strategies including sales, marketing, and operations. His background includes over 20 years IT industry experience and an M.S. in Engineering from the Ohio State University and a M.S. in Computer Science from the University of Dayton.

Michael McAlear - Vice President

Mike joined UNICON in 1995 from Amdahl Corporation. He started with UNICON as a senior system consultant performing software development and project management functions for our clients. In 1998, he was promoted to be a Businesses Development Manager and was further promoted to be a Director. In 2002, Mike became a Vice President assisting our President and Senior Vice President in overall business operations with a focus on sales and marketing support. Mike possesses a B.S. degree in Computer Engineering from University of Michigan, an M.S. degree in Computer Science from Stanford University, and an MBA from the Ohio State University.

1.4.3 Awards and Recognitions

Throughout the years, UNICON has successfully helped many of our clients meet their overall IT objectives. Our focus on the success of our clients is second to none as indicated through the following recent awards and recognitions:

- South Central Ohio Minority Supplier Development Council selected UNICON as the 2009 Minority Business Enterprise of the Year in the \$10M - \$50M Revenue Category
- Tech Columbus Innovation Awards - Outstanding Technology Team Finalist (2009) – Winners to be announced February 4, 2010
- UNICON featured with Cardinal Health in MBNUSA (Minority Business News) magazine in 2009
- UNICON completed \$3.5M web-based air pollution permitting and tracking system for the Ohio EPA in 2008.
- Nationwide Insurance Award for Account Management - Quality Service Delivery (2007)
- Honda of America Manufacturing National Service Supplier of the Year (2006)
- Lucent Technologies Award for High Quality Software Development and Support (2006)
- JPMorgan Chase Supplier of the Year Finalist (2005)
- Tech Columbus TopCAT Outstanding Technology Team Finalist (2004)
- Columbus CEO and Business First Top 10 Computer Consulting Firm in Central Ohio (2005-2007)

1.4.4 Client Comments

UNICON consistently strives to exceed the expectation of our clients with respect to cost, quality, responsiveness, and convenience. Over the years, our pursuit of this goal has led to the continued growth of our company, our consultants, and our clients. As an indicator of this commitment, some of our clients have made the following comments regarding the services we provide:

"UNICON has raised the bar with respect to our expectations of all our IT vendors."

- IT Manager, public state agency

"I have worked with UNICON on several projects and have seen them conduct themselves with integrity, experience, and a drive to excel. UNICON truly believes that partnering with [their clients] is a worthwhile endeavor... More importantly, I have been impressed with the talent that UNICON offers during the course of these projects. All of the individuals with whom I have worked have brought leadership, expertise, and strong work ethics to the management and completion of the projects... They will be my first choice for any future projects."

- IT Supplier Management, national financial institution

"The [UNICON] team is proactive, responsive, and takes accountability. All my vendors should be so responsive."

- Product manager, major telecommunications company

"UNICON deploys some of the best project control I've seen in 20 years of service"

- Project Manager, leading computing equipment vendor

"UNICON International Inc. has been a preferred vendor to my organization over the last few years. We have found them to be extremely professional, responsive, and very customer focused... UNICON has provided very good and talented resources combined with great service."

- Vice President, major telecommunication equipment vendor

"We are extremely pleased with UNICON's services in terms of responsiveness, flexibility, pricing, and quality. UNICON has played a vital role in helping my organization meet some critical project needs by supplying highly skilled computer consultants and services in a timely and cost effective manner."

- Technical Manager, worldwide service provider

"... Continuously performed at a level that exceeds my expectations..."

- Supervisor, major reprography equipment manufacturer

1.4.5 UNICON Alliances and Affiliations

UNICON partners with many organizations to increase our knowledge and abilities, thus enhancing our overall value to our clients. The table below contains a list of these organizations, sorted by the application/tools:

Application/Tool	Alliance/Partner
SAP Enterprise	Deloitte, Sogeti

Application/Tool	Alliance/Partner
Solutions	
Web Technologies	Microsoft Gold Certified Partner – Web Solutions (pending), EDS
Data Integration and Management	Microsoft Gold Certified Partner – Security Solutions, EDS
Mobile Computing Technologies	
Packaged Solutions	Gulf Breeze (Tivoli)
Business Intelligence	
Infrastructure and Network Services	Microsoft Gold Certified Partner – Networking Infrastructure Solutions, Platform Labs, Hewlett Packard
Telecommunications	Alcatel-Lucent

1.4.6 Corporate Ethics Statement

UNICON expects its officers, managers, employees, and consultants to conduct business in accordance with the letter, spirit, and intent of all relevant laws and to refrain from any illegal, dishonest, or unethical conduct. Our reputation is built upon the principles of high integrity and ethical conduct of all our employees and consultants, and we are dedicated to preserving this reputation both as a company and as an employer. Some highlights of our current ethics statement include:

- UNICON adheres to the tenet of equal opportunity for all regardless of race, religion, color, sex, creed, age, marital status, sexual orientation, or national origin.
- UNICON abides by all applicable international, federal, state, and local laws with regard to the operation of our businesses.
- UNICON preserves all proprietary information relating to the business of our clients.
- UNICON actively avoids misrepresenting a consultant's skills or experience.
- UNICON refrains from soliciting employees of our active clients.
- UNICON complies with clients' established business practices including those policies relating to gifts and gratuities to client employees.
- UNICON does not engage in illegal restraint of trade, unfair competition, or violation of anti-trust laws.
- UNICON does not defame clients, consultants, or competitors.

1.4.7 Support for Diversity

As a certified minority-business enterprise (MBE) and women's-business enterprise (WBE/FBE), UNICON recognizes and embraces diversity in the workplace. Efforts in this area continue to promote a collaborative, diverse workforce that provides opportunities for all people, while leveraging their combined expertise to help meet overall business objectives.

UNICON currently maintains the following certifications:

- Minority Business Enterprise Certificate – issued by the State of Ohio, Department of Administrative Services
- Minority Business Enterprise Certificate – issued by the South Central Ohio Minority Business Council, Inc., an affiliate of the National Minority Supplier Development Council
- Women's Business Enterprise Certificate – issued by the Ohio Women's Business Development Council, Inc., a partner of the Women's Business Enterprise National Council (WBENC)
- Female Business Enterprise Certificate – issued by the City of Columbus, Ohio

1.4.8 UNICON Quality

As a consulting company, UNICON typically adopts the quality methodologies of our clients. UNICON is very familiar with the application of ISO 9001 and CMMI principles, as evidenced by our project record of accomplishment.

- UNICON was founded in 1990 on the proven quality and reliability methodology of the AT&T Bell Laboratories-designed national telecommunications infrastructure, where "five-nine's" (99.999%) availability had been required for both hardware and software since the 1970s. Many members of the Executive Team at UNICON formerly worked at Bell Laboratories, developing software using these methodologies.
- Based on UNICON's proven track record of quality, a top-five global telecommunications company, which was an ISO 9001-certified organization, selected UNICON to have complete Software Development Life Cycle (SDLC) responsibility for a network management platform that was mission critical to national wireless networks. UNICON successfully developed, tested and deployed multiple releases of this platform. The client gave UNICON an award for High Quality Software Development and Support in 2006.
- We have a track record of meeting or exceeding the standards of some of the highest quality companies in the world; for example, in 2006, a top-five worldwide quality auto manufacturer named UNICON as its National Service Supplier of the Year.
- UNICON has leveraged its software project management and quality experience in successfully completing full Software Development Life Cycle (SDLC) projects as large as \$4M as well as smaller projects, using a variety of client technologies. Since its inception in 1990, UNICON has **never** had a failed project, as defined by the client.

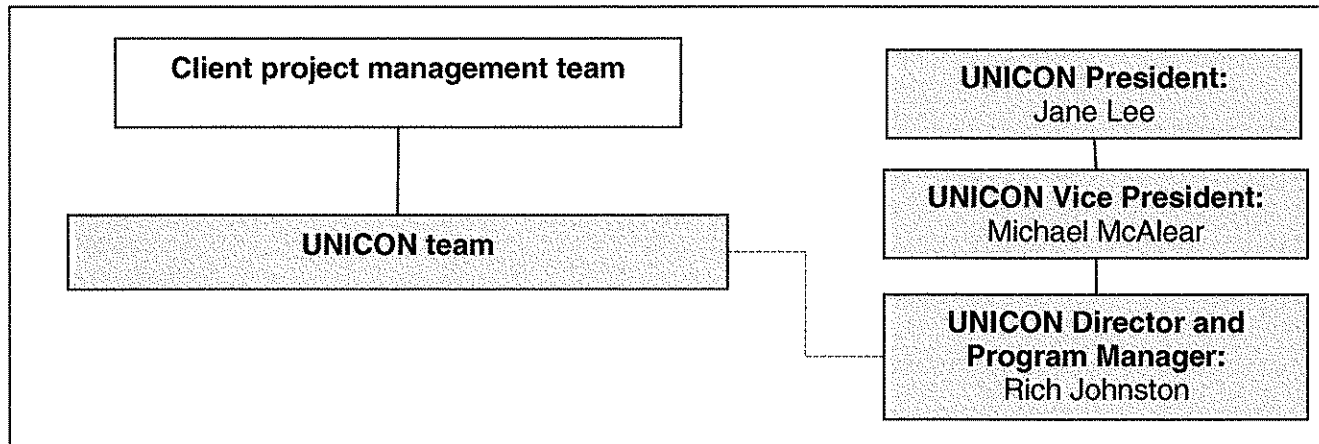
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- In 2009, two UNICON executive team members attended Six Sigma training and have started internal process improvement projects as well as training for UNICON staff. UNICON strives to continuously improve its quality, which will further our goal of becoming our clients' IT Partner for Success.

1.4.9 UNICON Value

UNICON believes it can provide excellent value to the State of West Virginia for the following reasons:

1. Program Management Oversight – For all projects, UNICON proposes to assign a Director level program manager to the State of West Virginia projects, who will provide ongoing project management oversight and guidance to the UNICON project manager. The program manager will conduct periodic reviews of the project's progress with the members of the UNICON team, ensuring that the team is successfully making progress toward achieving the project's goals. The presence of the UNICON program manager also provides a clear escalation path for the client project manager in the event that special attention is needed for a critical project issue. The following figure shows UNICON's view of the project's overall structure:



2. 100% success rate – UNICON has established a 100% success rate in project engagements with its clients. What we mean by this statement is that every project in which we have engaged has met the customer's expectation with respect to Time, Cost, Quality, and overall project success. This is one of the reasons we encourage prospective clients to contact our past clients. We have provided a list of pertinent references in this proposal. We can provide many more references if requested.
3. Partnership approach to all engagements - UNICON believes that the best outcome for both parties will be achieved by establishing an open partnership, where UNICON and the client staff are one team, focused on one mission: the successful, on time, high quality completion of the project.
4. Established history and company reputation with state-level agencies and departments - UNICON has successfully developed several projects for the State of Ohio through fixed price contracts. In addition, we have an excellent track record of providing consultants to the State of Ohio under staff augmentation arrangements. Although there are differences in procedures and processes in every state, we believe our adherence to the highest

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standards of ethical behavior has been instrumental in our success, which has universal benefit, regardless of client environment and organization.

5. Ability to look beyond the written requirements to understand the intent of our clients –
Our approach to providing a high quality solution for our clients is to gain an in-depth understanding of the client's needs. We strive to understand not only *what* the client is requesting but also *why* they are requesting it. Our intent is to solve the underlying problem as effectively as possible, without rushing to implement the first or easiest solution suggested.

2. SUPPLEMENTAL STAFFING QUALIFICATIONS AND EXPERIENCE

UNICON has supplemental staffing experience in a broad range of technologies and disciplines, both in the public and the private sector. Per the RFQ, we have provided one reference for each of the sections, for which we are requesting consideration. We selected the references to provide a range of scope, complexity, and technology experiences.

UNICON is applying for 19 of the 21 possible supplemental Staffing Categories, which are listed below:

1. Web programming
2. PC Programming
3. Mainframe Programming
4. Computer Systems Analysis
5. Computer Systems/Network Security
6. Database Management
7. Desktop Support
8. Electronic Document Management
9. GIS Services
10. Help Desk Support
11. IT Support Staff – Operations
12. LAN/WAN Support
13. Enterprise Services
14. Electronic Commerce / EDI
15. Project Management
16. Telecommunication Services
17. Business Analyst Services
18. ERP Implementation Services
19. VoIP Implementation Services

We have included a title page preceding each reference.

2.1 STAFFING CATEGORY: WEB PROGRAMMING

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2.1.1 Web Programming Reference

Reference – State of Ohio EPA					
Client Name: Ohio Environmental Protection Agency, Division of Air Pollution Control (DAPC)	Primary Contact Name: Linda Luksik, DAPC Project Manager				
Client Address: 50 West Town Street Suite 700 Columbus, Ohio 43215	Contact Phone Number: (614) 644-4833 Contact Email Address: linda.luksik@epa.state.oh.us				
Project Name: STARS2	<table border="1" style="width: 100%; border-collapse: collapse;"> <tr> <td style="width: 50%;">Beginning Date: 02/2006</td> <td style="width: 50%;">Ending Date: 7/2008</td> </tr> <tr> <td>Project Value: \$3,486,000</td> <td>Project Duration: 30 months; in excess of 30,000 hours</td> </tr> </table>	Beginning Date: 02/2006	Ending Date: 7/2008	Project Value: \$3,486,000	Project Duration: 30 months; in excess of 30,000 hours
Beginning Date: 02/2006	Ending Date: 7/2008				
Project Value: \$3,486,000	Project Duration: 30 months; in excess of 30,000 hours				
Project Overview: UNICON developed a comprehensive web-based system (STARS2) to meet the Division of Air Pollution Control's (DAPC) needs for a web-based, efficient, user-friendly system for all Ohio businesses to use that are subject to air pollution standards. Businesses use STARS2 to apply for and obtain air emission permits and to report air emissions in order to comply with state environmental laws and regulations. This was a two-year, \$3.5M contract, of which approximately 23,000 hours or \$2.2M was spent in this staffing category of web programming.					
Personnel Duties: UNICON performed all of the services necessary to deliver this system including requirements, architecture, design, coding, unit testing, debugging, modifying, compiling, integration testing, project management and system enhancements. UNICON utilized strict version control and change management to allow concurrent development. After the project was completed, UNICON also conducted implementation training and provided system and user documentation. Some of the activities included: Performed business analysis entailing interviews with selected DAPC subject matter experts; conducted JAD sessions; wrote detailed system requirements and formally reviewed with DAPC to ensure that the stated requirements were correct. - Conducted early prototyping of the facility profile, permit application, and permit issuance process to confirm that the system design would meet customer needs. Developed a project plan and managed the project, using frequent status meetings and quality measurement. Rapid iterative development provided early feedback to our client throughout the process. - Coded, modified, debugged, tested and integrated a complete legacy data migration process that involved data extraction, data validation, and migration into STARS2 from the legacy STARS system (developed with PowerBuilder and Oracle), PTIs2000 (developed with .Net and SQL Server 2000), and approximately eight FoxPro based applications; coded, modified, debugged, tested and integrated approximately 1000 Java source code files, 400 Java Server Faces files, and 100 XML configuration files; worked with Ohio EPA's Information Technology Services (ITS) group to integrate STARS2 into existing internal (intranet) and external (internet) web portals with an intuitive, graphically rich, user interface. - Conducted an extensive interval including unit, integration, and system testing; The process required written test scripts and documented results; conducted numerous performance tests and helped size and tune the production environment. - Developed and wrote (with DAPC) context sensitive online help; developed and presented a comprehensive user training package consisting of over 400 presentation screens.					

2.2 STAFFING CATEGORY: PC PROGRAMMING

2.2.1 PC Programming Reference

Reference – Alcatel-Lucent WFITS System			
Client Name: Alcatel-Lucent		Primary Contact Name: Glenda Childress	
Client Address: 6200 E. Broad Street Columbus, OH 43213		Contact Phone Number: (614) 367-4268 cell: (740) 739-1190 Contact Email Address: glchildress@alcatel-lucent.com	
Project Name: WFITS (Windows-Based Factory Installation and Test System)		Beginning Date: 09/2004	Ending Date: 09/2007
		Project Value: \$1,000,000	Project Duration: 36 months; in excess of 12,000 hours
Project Overview: WFITS is a PC-based software product developed using C++ that tests wireless switching equipment (cells) for a variety of wireless signaling technologies, including TDMA and CDMA; it was deployed to factories and field installation engineers to enable testing of cells before installation into the network of a wireless provider. Lucent outsourced the responsibility for the entire SDLC to UNICON, which included: coding, testing, integration, debugging, modifying, compiling, documentation, change management, implementation training, enhancements, project management, administration, networking, all documentation, deployment and Tier 2 customer support. The system had to maintain compatibility across multiple Windows OS versions, including 95/98/NT/2000/XP. Excluding project management, 10,000 hours and \$800,000 was spent in PC programming and SDLC activities.			
Personnel Duties: <ul style="list-style-type: none"> - Monitored new cell features; designed, coded, tested, integrated WFITS with cells, debugged any defects found during testing; maintained change control through PVCS for both new features and enhancements. This effort required vigilance due to the large size of the wireless cell development projects (hundreds of developers), whose features and changes could affect the function of WFITS. UNICON had a project manager that ensured that WFITS deliverables were completed on time and with quality as well as keeping the Lucent team informed of status through reports and frequent conference calls; Status meetings tracked project schedule, risk, issues and action item lists. - Responsible for system administration and configuration of development and test machines running Windows 95/98/NT/2000, including account administration, system monitoring, backup and restore procedures, and general system troubleshooting; installed and monitored patches and software on servers, including Oracle and PVCS. - Networking activities: designed, configured, and monitored LAN used to connect desktops to servers; topology included CAT5 wiring, TCP/IP networking, and a combination of switches, hubs, and routers; integrated LAN with Lucent WAN throughout the country via TCP/IP over a frame relay network. Activities included network design, router installation and configuration, network address translations, DNS changes, and firewall configuration and monitoring. - Developed and executed test plans for both regression testing and system testing; developed documentation for both internal design and external user documentation, including: (WFITS) Subsystem Architecture and High Level Design and Low Level Design, Windows OS Upgrade Procedure, Development/Integration Environments documentation, Build and Packaging Procedures for multiple OS environments, Release Notes, Installation Engineering Handbook training for WFITS changes. 			

2.3 STAFFING CATEGORY: MAINFRAME PROGRAMMING

2.3.1 Mainframe Programming Reference

Reference – State of Ohio Job and Family Services (ODJFS)		
Client Name: Ohio Department of Job and Family Services (JFS)	Primary Contact Name: Angelo Serra, Manager	
Client Address: Ohio Department of Job and Family Services MIS DDO Office 4200 East Fifth Avenue Columbus, OH 43219	Contact Phone Number: (614) 387-8909 Contact Email Address: SERRAA@odjfs.state.oh.us	
Project Name: ODJFS FACSIS/OAKS Development Project	Beginning Date: 03/2007	Ending Date: 7/2007
	Project Value: \$74,000	Project Duration: 3 months; in excess of 1,000 hours
<p>Project Overview: The Family and Children’s Service Information System (FACSIS) is a mainframe based system (COBOL, JCL, MVS, IMS, DB2, VSAM) that maintains the information necessary to administer the Foster Care and Adoption Assistance programs and generate payments to Ohio’s Foster Care and Adoption Assistance Providers based on information collected and processed by FACSIS. This was a crash “not to exceed” fixed price project to make the necessary modifications to allow payments to be processed through the Ohio Administrative Knowledge System (OAKS), which was scheduled to go live in early July, 2007. A 3-person team worked on this project, with all of the project value and duration in the mainframe programming area.</p>		
<p>Personnel Duties:</p> <ul style="list-style-type: none"> - Develop and document all program change specifications and obtain approval of those changes. Develop specifications to modify the FACSIS FCM program to output the OAKS INF02 Voucher Record to the OFIS DB2 database; specifications for a new program to “pull” the OAKS payment records from the OFIS DB2 database and post the payment data to the FACSIS records for both Foster Care and Adoption Assistance. - Produce a MS Project 2002 Project Plan detailing the steps necessary to complete the program modifications and implementation. It includes tasks that provide an orderly, measurable indication of progress toward the project milestones; reverse engineer the existing code to identify the scope and location of the changes in the absence of documentation; develop and document the program specifications necessary to accomplish the required changes to accommodate the new OAKS payment processing requirements. - Make the necessary program changes to process Foster Care and Adoption Assistance payments through the new OAKS financial system using the ODJFS Financial Interface System (OFIS). - Code, modify, compile, debug, and test the necessary program and JCL changes; test these modifications in both the FACSIS and OFIS/OAKS test environments. Design, code, modify, compile, debug, test and document the migration package to migrate the modifications and new modules to the ODJFS automated production environment; test these modifications in both the FACSIS and OFIS/OAKS test environments. - Modify FCM program documentation to reflect the program changes; create documentation for new OFIS to FACSIS program module; test all changes in both the FACSIS and OFIS/OAKS test environments; deliver production ready FACSIS program code, JCL, system operations documentation, and migration documentation changes/additions after obtaining ODJFS approval of the tested system modifications. 		

2.4 STAFFING CATEGORY: COMPUTER SYSTEMS ANALYSIS

2.4.1 Computer Systems Analysis Reference

Reference – State of Ohio EPA		
Client Name: Ohio Environmental Protection Agency, Division of Air Pollution Control (DAPC)	Primary Contact Name: Linda Luksik, DAPC Project Manager	
Client Address: 50 West Town Street Suite 700 Columbus, Ohio 43215	Contact Phone Number: (614) 644-4833	Contact Email Address: linda.luksik@epa.state.oh.us
Project Name: STARS2	Beginning Date: 02/2006	Ending Date: 7/2008
	Project Value: \$3,486,000	Project Duration: 30 months ; in excess of 30,000 hours
Project Overview: UNICON developed a comprehensive web-based system (STARS2) to meet the Division of Air Pollution Control's (DAPC) needs for a web-based, efficient, user-friendly system for all Ohio businesses to use that are subject to air pollution standards. Businesses use STARS2 to apply for and obtain air emission permits and to report air emissions in order to comply with state environmental laws and regulations. This was a two-year, \$3.5M fixed price contract, of which approximately 8,000 hours or \$0.8M was allocated to this staffing category.		
Personnel Duties: Due to the project size and complexity, UNICON developed the requirements in phases for major functional areas, according to the project plan; the hands-on technical project manager received frequent updates from the analysts and designers; weekly status meetings kept the client informed of the progress, risks and issues. The team conducted JAD sessions with business stakeholders to define workflows and requirements; developed traceable requirements documents which were formally reviewed. The design process utilized white board chalk talks to define high-level processes and data models; conducted early prototyping of the facility profile, permit application, and permit issuance process to confirm that the system design would meet customer needs. The design was formally documented and reviewed by the client; the design utilized UML diagrams such as process swim-lane diagrams to perform process modeling; used high-level graphical data modeling tools to generate data dictionaries and Entity-Relationship diagrams. Conducted formal reviews of design and data model with key stakeholders. The team developed a detailed migration plan, which defined the mapping, conversion and consolidation of data from the disparate data sources, and identified the data that would be migrated. DAPC also formally reviewed the migration design and plan; the conversion scripts were run several times during the development process in preparation for a flash cutover to the new system. The team used an iterative integration design to allow features to be integrated and tested incrementally with minimal risk of regression test breakage; conducted an extensive interval including unit, integration, and system testing, which used written test scripts and documented results; conducted numerous performance tests and helped size and tune the production environment. In addition to the internal design and requirements documentation, the team developed and wrote (with DAPC) context sensitive online help; developed and presented a comprehensive user training package consisting of over 400 presentation screens.		

2.5 STAFFING CATEGORY: COMPUTER SYSTEMS/NETWORK SECURITY

2.5.1 Computer Systems/Network Security Reference

Reference – Ohio Police and Fire Pension Fund		
Client Name: Ohio Police and Fire Pension Fund	Primary Contact Name: Jeff Breeckner, Systems and Network Manager	
Client Address: 140 East Town Street Columbus, Ohio 43203	Contact Phone Number: (614) 628-8338	Contact Email Address: jbreeckner@op-f.org
Project Name: Policy and Procedures Assessment and Internal and External Security Controls Assessment	Beginning Date: 12/2007	Ending Date: 04/2008
	Project Value: \$35,500	Project Duration: 4 months; in excess of 250 hours
Project Overview: UNICON performed an Information Security policy and procedure gap analysis, using interviews, documentation reviews, internal security controls assessment, physical security assessment and an attack and penetration exercise to assess the external security controls. The duration was 4 staff months and the cost associated with this staffing category was \$35,500.		
Personnel Duties: Initial planning consists of conducting a discovery audit to identify assets and determine assets that are in scope; the results are a rules of engagement agreement that defines the scope of the assessment. Using a combination of industry standard, commercial and open source vulnerability scanning technologies, analyze the current systems and network architecture including servers, workstations, firewalls, routers, wireless access points, etc. With close collaboration with the client and ensuring that adequate backups are in place and using a combination of best-of-breed scanning and manual security vulnerability testing tools, conduct an attack and penetration exercise against externally facing systems. Analyze the output of these tools to identify and discard false-positives and assess the level of risk based on the risk tolerance of the organization and the estimated loss magnitude and probability of the risk being actualized. Assess physical security by testing compliance with existing policies, clean desk audits and floor-by-floor walk through audits as well as social engineering techniques. Review current security policies and procedures with best current practices as well as the risk tolerance of the decision makers; assess if procedures are aligned with policy; assess if policies, procedures, guidelines and standards are enforceable, understandable, and communicated. Review policies and procedures associated with data access controls, VPNs, employee on boarding and off-boarding, and external or "traveling" laptop access to the network. From the analysis, assessment data and the risk tolerance of the organization, develop a gap analysis and triage the findings based on the probability of occurrence and the magnitude of the loss event. Perform Root Cause Analysis and Pareto Analysis as needed to develop a plan to improve processes and procedures to eliminate recurrence. Present findings to stakeholders and executives on corrective action and priorities of the remediation plan.		

2.6 STAFFING CATEGORY: DATABASE MANAGEMENT

2.6.1 Database Management Reference

Reference – Ohio Department of Health

Client Name: Ohio Department of Health	Primary Contact Name: Leslie Scott, Manager	
Client Address: 246 North High Street Columbus, OH 43215	Contact Phone Number: (614) 644-9192	Contact Email Address: leslie.scott@odh.ohio.gov
Project Name: IMPACT Statewide Immunization Information System 2.0 (IMPACT SIIS) Supplemental Staffing	Beginning Date: 5/2007	Ending Date: Ongoing
	Project Value: In excess of \$3,000,000	Project Duration: 30 months; in excess of 30,000 hours

Project Overview:
IMPACT SIIS collects and maintains immunization, demographic, provider, and vaccine inventory information from Local Health Districts (LHDs), Managed Care Organizations (MCOs) and private physician offices. It also promotes data sharing with the Ohio Department of Job and Family Services (ODJFS) Medicaid program and ODH Lead program through a bi-directional electronic interface transfer of Medicaid eligibility, provider, and immunization and lead test data. The IMPACT SIIS database stores ~ 7 Million Patient records and ~35 Million Immunization records. The IMPACT SIIS 2.0 project is a rewrite of an existing classic ASP and Oracle application. The purpose of the rewrite is to upgrade the current IMPACT SIIS to newer technologies, increase reliability of batch and online data, improve business rules and data model design to address data integrity issues, and develop new/improved ODJFS Medicaid Interface capabilities. IMPACT SIIS has three primary methods for data collection, which are online access, batch loads, and dynamic HL7. The new system is a 3-tier application, using the following technologies: Microsoft.NET Framework 3.5 and Visual Studio 2008 Team System; SQL Server 2005, SQL Server 2005 Reporting Services, SQL Server 2005 Integration Services; C#, ASP.NET 2.0, CSLA Framework, AJAX, HTML, JavaScript, XML ; Web Services, Service-Oriented Architecture (SOA) and BizTalk 2006. Approximately 1,000 hours and \$100,000 have been spent in the area of database management.

Personnel Duties:
Analysis - Work collaboratively with internal database and network infrastructure staff; provided formal or informal white board training/mentoring sessions to facilitate transfer of knowledge; research new features and product capabilities and provide guidelines and procedures for use as appropriate; consult with data warehouse users and support staff on technical DBMS-related topics.
Design and Modeling - Develop logical and physical data models, data dictionary, and Entity-Relationship (ER) diagrams. Responsible for all aspects of database architecture and design, query optimization, normalization, performance tuning, capacity planning, scalability, fault tolerance, data security, disaster recovery, and construction and implementation of a large scale and complex database. As part of the core architecture team, designed the entire system including the web tier, application tier, and database tier; assist development staff in designing and implementing optimized SQL Server and custom solutions.
Development, Deployment and Management of databases – Create tables, stored procedures, triggers, views, and user defined functions; plan and develop and test conversion and migration scripts from Oracle to SQL Server 2005; ensure integration of new data in the enterprise database solutions; construct development, test, and production databases and database objects; maintain data models to remain in sync with database changes; work closely with other support areas to coordinate and implement software upgrades.
Performance Monitoring, Measurement and Tuning, Stress Testing – Develop highly scalable, high performance 24x7 database applications; design and conduct performance/stress tests and measurements to verify performance, capacity and stability
Quality Control benchmarking - Design the recoverability of production databases, including disaster recovery scenarios; recommend process improvements.

2.7 STAFFING CATEGORY: DESKTOP SUPPORT

2.7.1 Desktop Support Reference

Reference – Honda of America Manufacturing		
Client Name: Honda of America Manufacturing	Primary Contact Name: Ron Culp, Manager	
24000 Honda Parkway Marysville, OH 43040	Contact Phone Number: Main Number: (937) 642-5000 Contact Email Address: Ron_Culp@ham.honda.com	
Project Name: Desktop Support Supplemental Staffing	Beginning Date: 6/2008	Ending Date: ongoing
	Project Value: \$147,000	Project Duration: 30 months; in excess of 3,000 hours
Project Overview: UNICON staff performs desktop support for Honda of America Manufacturing. D. Campbell is the UNICON consultant. All of the value and duration was assigned to this staffing category.		
Personnel Duties: <ul style="list-style-type: none"> - Perform hardware and software support analysis, troubleshooting and resolution duties on the Plant Floor - Support and troubleshoot PCs, scanners, printers and other peripherals - Install and troubleshoot software, including commercial, off-the-shelf software - Respond to production related Helpdesk calls - Attend Production Meetings - Maintain inventories of equipment - Complete required paperwork/documentation - Communicate turnover items to prior shift - Perform hardware swaps 		
Required Skills and Experience: <ul style="list-style-type: none"> - Ability to communicate with customers - Break/fix ability with PC - Understand scanner technology and how to configure - Working knowledge of basic printer functionality - Must be able to load software - Basic troubleshooting ability on standard software packages - UPS, USB, PS/2, and other PC related devices 		

2.8 STAFFING CATEGORY: ELECTRONIC DOCUMENT MANAGEMENT

2.8.1 Electronic Document Management Reference

Reference – Ohio Office of Bureau of Workers Compensation (OBWC)		
Client Name: Ohio Office of Bureau of Workers Compensation (OBWC)	Primary Contact Name: Carl J. Phillips – Information Technology Manager 2 - (Supervisor)	
Client Address: 30 W. Spring St. Columbus, OH 43215-2256	Contact Phone Number: (614) 466-6025	Contact Email Address: Carl.P.1@bwc.state.oh.us
Project Name: SharePoint Web Design Services Supplemental Staffing	Beginning Date: 5/2005	Ending Date: 7/2006
	Project Value: \$130,000	Project Duration: 14 months; in excess of 2,000 hours
Project Overview: UNICON provided SharePoint Web Design Services in support of new business model activities, working with SPS portal WSS site, SharePoint Security, IIS Application Pools, SQL Server Authentication, FrontPage 2003 and Visual Source Safe for development and deployment of in-house programs and projects. All of the value and duration was spent in this staffing category.		
Personnel Duties: UNICON consultant R. Miller is a Microsoft Certified Application Developer (MCAD) in C# and a Microsoft Certified Professional (MCP); he performed the following tasks: -Replaced an aging intranet with a MOSS publishing application; worked with Communications department to implement a strongly branded intranet using MOSS. Created custom master pages, layout pages, style sheets (CSS), and XSL documents to generate the brand. - Analyzed workflows and utilized publishing features and workflows for content control, scheduling, and approval. Replaced all disparate departmental intranet sites with centralized MOSS publishing sites; analyzed system needs of multiple departments to develop a general site template for use by all departments; enforced a brand, navigation, and content symmetry across all departmental web sites, making it easier for internal customers to find information throughout the Bureau; design, coded, modified, compiled and debugged various rollups and reusable web parts to allow departments to publish, syndicate, and reuse content across the agency - Project Management Portal - created an infrastructure to support the project methodology. Identified the data and documents needed from project launch to completion. Designed a site template that facilitates project collaboration and assist with tracking and documenting a project throughout its lifecycle. -SharePoint Training Site - Designed database data structures to house, tag, and coordinate training materials; developed custom XSL data views to display related materials with intuitive navigation. - SharePoint Community Site - Encourage collaboration and self-support between site owners at the Bureau. With an enhanced blog site, site owners can share success stories and discuss issues. - Policy Site Portal - Responsible for programming, modifying, debugging and developing the tools and infrastructure components to enable management of a large SharePoint (SPS & WSS 2.0) application.		

2.9 STAFFING CATEGORY: GIS SERVICES

2.9.1 GIS Services Staffing Reference

Reference – Ohio Department of Health		
Client Name: Ohio Department of Health	Primary Contact Name: Johnnie (Chip) Allen, Manager	
Client Address: 246 N. High St. Columbus, OH 43215	Contact Phone Number: 614-644-7864 Contact Email Address: callen@odh.ohio.gov	
Project Name: Subgrantee Performance Evaluation System (SPES) Development and SPES Training	Beginning Date: 01/2004	Ending Date: 6/2005
	Project Value: \$192,510	Project Duration: 18 months; in excess of 2,500 hours
<p>Project Overview: SPES is a .NET web-based system written in VB.NET that uses S.M.A.R.T. (Specific, Measurable, Achievable, Results-oriented, Time-based) Objectives and Results to allow ODH consultants and sub-grantees to manage, measure, and evaluate public health project performance effectiveness in real-time for a wide variety of public health programs. It also uses ESRI-based GIS technology to allow the user to display “where” public health subgrantee activities are taking place.</p> <p>The fixed-price project was delivered ahead of schedule with zero defects and greatly exceeded the expectations of ODH. The deliverables for this project included the software, documentation, finalized training material, a Computer Based Training CD, and 11 training sessions. The estimated time spent on the GIS interface functionality associated with this system was approximately 200 hours and \$20,000.</p>		
<p>Personnel Duties: UNICON conducted JAD sessions with business users to determine the requirements for GIS access. UNICON examined the ESRI maps available, determined the required layers and developed a conceptual design for the features that would meet the user requirements. SPES uses GIS to allow the user to display “where” public health subgrantee activities are taking place; the user can use filters to determine which public health programs are displayed on the map; the user can zoom and pan. Each health program has a different icon to distinguish it from other programs (e.g., a heart icon for cardiovascular health). A user can filter on one or more programs or projects to project a consolidated view of many different health programs in a geographical area. The user interface provided the ability for the user to set a location for an activity through entering an address, or by interactively clicking on the map to set a location. Either approach resulted in the storage of the GIS coordinates; to reduce costs, the system checked first if the coordinates were already cached to avoid GIS usage costs, as many public health events are held in a relatively small number of common locations, such as schools.</p> <p>UNICON staff met with IT GIS personnel to analyze the system impact of the desired features in order to get buy-in to provide long-term support the proposed technology, as it was one of the first implementations. UNICON conducted capacity and performance tests to measure the response time for this feature on both LAN-based and dial-up Internet/Intranet.</p> <p>The feature was included in the documentation and training. UNICON taught 11 one-day classes on the use of SPES (as well as this technology) to county and city health department grantees throughout the state of Ohio.</p>		

2.10 STAFFING CATEGORY: HELP DESK SUPPORT

2.10.1 Help Desk Support Reference

Reference – State of Ohio, Office of Information Technology,		
Client Name: State of Ohio, Office of Information Technology, Unified Network Services-Network Admin	Primary Contact Name: Dan Orr, Manager	
Client Address: 1320 Arthur Adams Dr. Columbus, OH 43221	Contact Phone Number: (614)728-4701	Contact Email Address: dan.orr@ohio.gov
Project Name: Ohio Customer Service and Security Center (OCSSC) supplemental staffing	Beginning Date: 8/2004	Ending Date: Ongoing
	Project Value: \$630,000 over multiple years	Project Duration: 64 months; in excess of 10,000 hours
<p>Project Overview: Initially, combined three disparate helpdesk operations into one consolidated help desk operation, which was named the OCSSC; continued to add supported services to the OCSSC with a total now of over 20 services. Typical services supported are Web Hosting, State Network Connectivity, Firewall, Secure Authentication, LAN Connectivity, Internet, Intranet, Secured Hosting, SharePoint, Remote Access, Domain Names, Centrex, Auto-Attendant, Incident Reporting and Ohio Business Gateway. The OCSSC customers are mostly other Ohio State agencies, but the general public and Ohio businesses are also supported via the Ohio Business Gateway and the ohio.gov portal's Live Help service. The helpdesk supports Tier1, Tier2 and Tier 3 functions. Administration support is provided for the ticketing and network monitoring tools, such as HP Service Desk and HP OpenView. Project work is beginning to replace the ticketing tool and the network monitoring tool with Numara Footprints and Solarwinds Orion. All of the supplemental staffing project value and duration is assigned to this staffing category.</p>		
<p>Personnel Duties: UNICON's consultant, C. Himmelspach performs the following duties: Development - Coordinated and performed software testing; created and executed test plans for HP Service Desk custom development. Design: Created, reviewed, and base-lined design requirements and specifications for OCSSC. Implementation and operation of a help desk – Created and executed the implementation plan for initial OCSSC and the addition of subsequent services. Created help desk processes, created/delivered process training and HP Service Desk training; provided process support and ongoing HP Service Desk support. LAN technical support, Problem determination, problem solving – Ongoing support role involves problem solving for more complex and involved issues such as processes, ticketing software and WAN/LAN network monitoring software. Support and documentation - Ongoing support role involves update of existing process documents, creation of new process documents, user training for processes (as needed) and the updating of the OCSSC SharePoint process resource site.</p>		

2.11 STAFFING CATEGORY: IT SUPPORT STAFF – OPERATIONS

2.11.1 IT Support Staff – Operations Reference

Reference – Honda of America Manufacturing		
Client Name: Honda of America Manufacturing	Primary Contact Name: Mia Mills Computer Operation Manager	
Client Address: 24000 Honda Parkway Marysville, OH 43040	Contact Phone Number: (937) 642-5000 (Main Number, ask for Mia Mills) Contact Email Address: Mia_Mills@ham.honda.com	
Project Name: UNICON Supplemental Staffing for Honda Operations	Beginning Date: 6/30/2006	Ending Date: ongoing
	Project Value: \$2,166,000	Project Duration: 42 months; in excess of 50,000 hours
Project Overview: UNICON is one of the leading suppliers of IT staff for Honda of America Manufacturing; in 2006, UNICON won the Honda Service Supplier of the Year Award. UNICON currently has 7 supplemental staff in the computer operations area at Honda; in the past, UNICON also managed the IT help desk. All of the project value and project duration are allocated to this staffing category.		
Personnel Duties: Some of the members of this team are: A. Asanowicz, D. Davis, M. Shrigley, H. Smith, M. Kravos, T. Downey, and D. Jordan. UNICON currently conducts functions that fall within the definition of Computer, Operator, Console Operator, Print Operators, and Tape Operator to name a few. In the past, UNICON also had responsibility for the IT help desk, which includes a Help Desk Specialist. The responsibilities are for the current UNICON operations staff at Honda are: Operating computer and peripheral devices <ul style="list-style-type: none"> - Executing job scheduling processes - Monitoring data center devices - Ensuring continuous functioning and performance of systems - Running and monitoring jobs - Performing daily system backups - Troubleshooting errors - Performing daily and weekly backups of local area network - Following reporting procedures and interacting with other operators / IT professionals who are on call - Providing verbal and written turnover of shift activities The required skills include: <ul style="list-style-type: none"> - 2-3 years Computer Operations experience - General operational understanding of UNIX and MVS environments, JES2, TSO, JOBTRAC, MAESTRO, JCL, Windows and experience with an automated scheduling package - Understanding of a business environment and the ability to troubleshoot problems - Excellent verbal and written communication skills, good problem solving and decision making skills - Ability to work under pressure, make logical decisions with advice, team player, follow policies and procedures, assess and prioritize operational tasks, independently perform multiple tasks in a fast-paced corporate environment 		

2.12 STAFFING CATEGORY: LAN/WAN SUPPORT

ITECH10 STATEWIDE CONTRACT FOR TECHNICAL SERVICES

2.12.1 LAN/WAN Support Reference

Reference - State of Ohio, Jobs and Family Services (JFS)		
Client Name: State of Ohio, Jobs and Family Services (JFS)	Primary Contact Name: Patrick Miller, Manager	
Client Address: 4200 E. 5th Avenue Columbus, OH 43219	Phone Number: (614) 387-8052 E-Mail: millep02@odjfs.state.oh.us	
Project Name: Network Administration and Support (Contract 0A03019)	Beginning Date: 06/2003	Ending Date: ongoing
	Project Value: > \$8,000,000	Project Duration: 78 months; in excess of 80,000 hours
<p>Project Overview: UNICON had LAN/WAN Specialists assisting JFS in administering, monitoring, and enhancing a statewide wide area network from one central location, consisting 500+ Servers supporting 27,000 users in 200 locations running: Windows 2003/2000, Novell6.x, Active Directory, Compaq ML370/ML570/DL360/DL380 /DL385/6500/5500/8000, DELL 2500/2600, Storage: HP SAN like EVA5000/MSA1000/MSA1500, IBM Shark Tape Library: HP-ESL9000/MSL6000, Cisco CSS and Concentrators, Windows 2000/2003, Active Directory, IIS6.0/5.0, Remedy, HP Smart Start/Insight manager, IpMonitor 6.x/7.x/8.x, SQL Server, Exchange Server, IIS, MOM, Application Center, Project Server, MS Virtual server, Terminal Server, Tivoli TSM 5.2, VMware 3.X Falcon Stor ISCSI Storage Server, ARCserve, Cognos, WSH, and MS Visio.</p>		
<p>Personnel Duties: An example of one of the UNICON specialists was R. Rudraraju; typical duties included: Integration - Worked with Developers/Pre-Production/Helpdesk to integrate upgrades and new code releases through change control/change management in Test, QA and Production environments, with network and server trouble shooting; Planning - Planned upgrades made on the servers and the network, testing any production upgrades changes before applying, utilizing Tech Review and Change Control review and approval processes. Designing - With Application group, designed, built and implemented a web server farm for a major Internet-accessible e-commerce application; designed a standardized server build process; designed and programmed custom scripts for File Servers, DMZ Web Servers, Applications Servers to make the servers and the environment more secure and faster without any junk traffic; designed the New DMZ and migrated all the servers from the existing DMZ to the new location Building - Researched, built, deployed, upgraded and supported Windows terminal server farms, including complex user profile configurations, for counties outside ODJFS network that share applications. Upgrading - Implementation and management of upgrades to the network and server configuration, such as Active Directory, Trusts and Replication between domains located at multiple sites, managed Containers, Trees/forest and Site configuration; Implemented SUS for managing the Windows Critical Updates and patching the servers; performed upgrades and administered the DNS and DHCP servers on Windows 2000 environment. Requirements Definition - Researched, analyzed, developed requirement and physical specifications, tested, evaluated and recommended hardware, software and peripherals Connectivity and Interoperability - Provided data from AS/400, Unisys Mainframe, Oracle, and SQL Server systems to the Web servers; worked on Tape libraries (HP-ESL9000) Backup/Restore/Disaster Recovery solutions using ARCserve, Tivoli TSM 5.2, Veritas, Symantec Ghost etc. Performed scripting, configuration and administration of Backup System; Performed monitoring and troubleshooting the server and network issues using IpMonitor and Microsoft MOM in co-ordination with NOC to maintain connectivity and interoperability in the network; Daily Health Check of all the servers, which include Windows 2003/2000/NT4.0/SQL Server Report generation using Web Trends to monitor Web site activity, IPmonitor for Servers uptime and downtime report, and Weekly Backup status Reports Determination of Logical Relationships and Physical Specifications - Documented the logical relationships and the end-to-end process flow for applications and infrastructure using Visio.</p>		

2.13 STAFFING CATEGORY: ENTERPRISE SERVICES

ITECH10 STATEWIDE CONTRACT FOR TECHNICAL SERVICES

2.13.1 Enterprise Services Reference

Reference – State of Ohio, Department of Alcohol and Drug Addiction Services		
Client Name: State of Ohio, Department of Alcohol and Drug Addiction Services	Primary Contact Name: Evan Hood (now with OIT) Manager	
Client Address: 280 North High Street, 12th Floor Columbus, Ohio 42315	Contact Phone Number: (614) 752-2606 Contact Email Address: Evan.Hood@oit.ohio.gov	
Project Name: IT Strategy and Architecture Assessment Project	Beginning Date: 02/2005	Ending Date: 04/2005
	Project Value: \$74,550	Project Duration: 3 months; in excess of 500 hours
Project Overview: The Ohio Department of Alcohol and Drug Addiction Services (ODADAS) contracted UNICON to provide Information Technology strategic system planning related services to ODADAS. The deliverables were a project plan, an "As Is" Document, "Architecture Vision" Document, and "To Be Recommendations and Strategy" document with a roadmap, recommendations and strategy to achieve the "To Be" objectives. The deliverables addressed topics such as Application Architecture, Information Architecture, Technology Infrastructure, Process Architecture, Governance and Impact Analysis; strengths and areas for improvement were identified for the areas. The project consisted of a 3-person team that each worked in the Enterprise Services role for 3 months to accomplish these objectives. The deliverables were over 140 pages in length. This was a fixed price project and all of the value and duration was in this staffing category.		
Personnel Duties: The team included R. Johnston, K. Patil and S. Wooster, all highly experienced professionals. The project included analysis and recommendations in the following areas, resulting in an "as is" document, which described the current processes and technologies, identifying any gaps; a "To Be" document which articulated the vision to move the department toward its strategic objectives, and a roadmap document with prioritized recommendations and timelines to move toward the "To Be" objectives. Business and workflow process modeling - Identify the impact on workflow and operations in regards to ODADAS and their business partners on moving shared application environments to web-based solutions; identify improvements in regards to IT service delivery; organization, accountability and technologies; Customer relationship management – Examine processes and systems for managing information associated with its customers, suppliers and activities. Business continuity planning and Disaster recovery planning - Identify potential or existing exposure to disruption or malicious events and identify disaster recovery strategies and recommendations for resumption of operations; Strategic systems planning - Align Management Information Systems (MIS)/IT division technology with the Governor's Priorities and Initiatives and the goals and objectives of the ODADAS strategic plan; Identify strategies to incorporate web-based and remote access technologies; Identify an effective and efficient strategy to implement ODADAS data warehouse initiatives for Behavioral Health data. Business process re-engineering, Quality Control and Quality Assurance - Define IT architecture vision based on best practices, IT industry trends, and available technologies; Reverse engineering – Through JAD sessions, the team constructed up-to-date process flow diagrams, data flow diagrams and architecture diagrams for the current systems, showing their relationship with other systems and processes. Use of analytical and computational techniques – Interviewed users, stakeholders and management to identify and validate the potential to transition current applications to web-based applications using the ASP.NET architecture; described the system using Process flow diagrams, data flow diagrams, interface diagrams and system architecture diagrams; use Pareto Analysis and cost-benefit analysis to determine a year-by-year roadmap.		

2.14 STAFFING CATEGORY: ELECTRONIC COMMERCE / EDI

2.14.1 Electronic Commerce / EDI Reference

Reference – Honda of America Manufacturing		
Client Name: Honda of America Manufacturing	Primary Contact Name: Lee Howdyshell Manager	
Client Address: 24000 Honda Parkway Marysville, OH 43040	Contact Phone Number: Main Number: (937) 642-5000 Contact Email Address: Lee_howdyshell@ham.honda.com	
Project Name: EDI Supplemental Staffing	Beginning Date: 07/2009	Ending Date: 12/2009
	Project Value: \$63,000	Project Duration: 5 months; in excess of 900 hours
<p>Project Overview: This supplemental staff assignment required an experienced EDI Coordinator/Consultant to provide customer support. The UNICON consultant, H. DeWayne, has been retained on several occasions beginning in 2007, with the latest engagement being from 7/2009 to 12/2009. The staff position required the following skills: Good troubleshooting skills, strong analytical skills; 2+ Years EDI Experience; 2+ Years Unix Commands and Scripts; 1 - 2 years Experience with HP/UX and AIX operating systems ;1- 2 Years TSO; 1-2 Years JCL; 1-2 Years COBOL; 1- 2 Years GXS Enterprise; 1 - 2 years GXS Work Bench Mapping Experience; Java Programming experience</p> <p>All of the project value and duration was assigned to this staffing category.</p>		
<p>Personnel Duties: UNICON consultant H. DeWayne had the following duties:</p> <ul style="list-style-type: none"> - Trading Partner (TP) Issue Resolution - Work with various customer types, both internal and external to Honda, as well as e-sites, to analyzed and resolve technical EDI issues and/or concerns. - Work with the GXS VAN (Inovis, Covisint, Sterling, Edict) to analyze and resolve TP concerns and/or questions pertaining to connectivity to the HSThub. - Work with Suppliers, Buyers/Planners, Software Providers (limited), NAL, and other IS teams (technical support, security, projects, db, etc.) to resolve issues and/or complete assigned tasks/assignments. - Work with HSThub associates to resolve concerns and/or questions such as password questions/policies, file/document tracking, trading relation definitions/modifications. - Define and maintain TP definitions within NA Doc Status system, BaaN EDI system, and Honda - Legacy EDI system. Includes both TP definitions, as well as TP file definitions. - Coordinate Trading Partner (TP) File Definition Requests with NAL and TP for definition to the various TP files - TP File Definition via Gentran Workbench, Gentran Basic, and Application Integrator - define and maintain definitions to the TP files. - Legacy TP definition (Gentran Basic) - Delta TP definition (Gentran EC Workbench) - GPCS TP definition (Gentran EC Workbench & Application Integrator) - EDI Helpdesk support 		

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2.15 STAFFING CATEGORY: PROJECT MANAGEMENT SERVICES

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2.15.1 Project Management Services Reference

Reference – State of Ohio EPA		
Client Name: Ohio Environmental Protection Agency, Division of Air Pollution Control (DAPC)	Primary Contact Name: Linda Luksik, DAPC Project Manager	
Client Address: 50 West Town Street Suite 700 Columbus, Ohio 43215	Contact Phone Number: (614) 644-4833	Contact Email Address: linda.luksik@epa.state.oh.us
Project Name: STARS2	Beginning Date: 02/2006	Ending Date: 7/2008
	Project Value: \$3,486,000	Project Duration: 30 months ; in excess of 30,000 hours
Project Description: This was a fixed price project. It was a very large system (over 1000 Java source code files, 400 Java Server Faces files, and 100 XML configuration files) with complex business rules and system interfaces for managing Air Pollution Permit Application/Approval and Reporting for all businesses in the State of Ohio that were within the scope of the regulations; the system contained graphical representations of the facility profile regarding the installed emissions control equipment in each facility. Approximately \$500,000 and 5,000 hours was spent on project management-related activities.		
Personnel Duties: UNICON Director C. Anderson was the full-time PMI-certified project manager for the project;		
Project initiation – Held kickoff meeting where EPA and UNICON team members’ roles were defined; defined goals and objectives for project; discussed major existing or enhanced functionality required in the new system.		
Efficiency review – In reviewing project plan, assessed productivity of team personnel; replaced personnel if work output was insufficient; set work priorities and queue of tasks to allow staff to work on new tasks, if existing task was delayed; included client as an integral part of the team and asked for continuous feedback on early conceptual designs to improve efficiency by reducing rework.		
Life cycle management – Developed a detailed project plan that included detailed requirements, prototyping, design, coding, debugging, unit testing, integration testing, system testing, acceptance testing, documentation and training; used an iterative approach to deliver features in phases and quantifiably measure the quality throughout the project.		
Control management – All documents, code and artifacts were maintained in a change control system; frequent meetings allowed project manager to monitor, adjust and control the tasks of the team.		
Resource management – Monitored project resource needs and used a just in time approach to add specialized resources to the project only as needed; utilized experienced, versatile core team who were equally at ease with business analysis as with architecture, design, and documentation; this versatility allow resources to be reallocated without having to acquire and train new team members.		
Risk management - Maintained risk list jointly with EPA; escalated risks if they were not being promptly mitigated; developed contingency plans to minimize impact on project if external delays were to occur; used prototyping to validate risk mitigation strategies or resolve major issues that could become risks.		
Status reporting – led weekly status with EPA business and IT project managers to review schedule, issues, risks and action items; In addition, there were monthly executive meeting.		
Time and cost analysis – Measured time and cost through time reporting against the plan; aggressively worked issues; had intermediate pay points with associated deliverables to ensure that the earned value was aligned with the project costs.		
Scope Management – This was the critical challenge, due to the complexity and breadth of the application; used a consensus-building approach to differentiate client needs from wants.		

2.16 STAFFING CATEGORY: TELECOMMUNICATIONS SERVICES

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2.16.1 Telecommunications Services Reference

Reference – State of Ohio Department of Job and Family Services		
Client Name: State of Ohio Department of Job and Family Services	Primary Contact Name: Patrick Miller, Manager	
Client Address: 4200 E. 5th Avenue Columbus, OH 43219	Contact Phone Number: (614) 387-8052 Contact Email Address: millep02@odjfs.state.oh.us	
Project Name: Network Administration and Support (Contract OA03019)	Beginning Date: 6/2003	Ending Date: ongoing
	Project Value: In excess of \$8,000,000	Project Duration: 78 months, in excess of 80,000 hours
Project Overview: UNICON had up to 21 consultants assisting JFS in administering, monitoring, and enhancing a statewide wide area network consisting of approximately 500 servers and 250 telecommunication circuits supporting over 27,000 users statewide, point of presence in all 88 Ohio counties, with over 200 locations; supports multiple services, applications and network operating systems, including NetWare, NT/2000, Solaris Unix, HP Unix, and AIX; provides connectivity to: multi-state and county mainframe systems (IBM 9000), mid-range systems (AS 400, Unix) and database systems; provides second and third level support for all network and computer problems; JFS network is a complex integration of the human services wide area network, employment services wide area network, small county large area networks, medium county large area networks, and large county metropolitan area networks, all monitored, maintained and administered from one central location.		
Personnel Duties: J. Haverkos was a UNICON consultant who had the following duties: Strategic planning - Research, Analyze, Test, Evaluate and Recommended Hardware, Software and Peripherals; provided telecommunications consulting in the strategic planning process; Consulted in the development of standards for Quality of Service (QoS) for ODJFS; documented the ATM/LANE 'Core', Firewall/DMZ's and overall network infrastructure of the ODJFS network; developed application data flows through the network, which benefit upgrades and strategic planning efforts; Network engineering - Configuration, administration, implementation and management of Active Directory, Trusts and Replication between domains located at multiple sites; Managing of Containers, Trees/forest and Site configuration; Created custom scripts for File Servers, DMZ Web Servers, Applications Servers to make the servers and the environment more secure and faster without any junk traffic; Proactively identify and document problematic areas in the ODJFS network infrastructure and transport Design, Installation and Implementation - Performed monitoring and troubleshooting the server and network issues using IpMonitor and Microsoft MOM in co-ordination with NOC; Managed and administered the DNS and DHCP servers; Design and Configure Compaq Insight Manager for HP/Compaq and Dell Enterprise Servers in the domain to manage and monitor various SNMP compliant devices (Local and Remote Servers). Redesigned the ATM/LANE 'Core' and wrote a document on how to go about troubleshooting it; Participated in the design and implementation of both Firewall/DMZ's; Worked extensively with secured external county network connections. (Router NAT's replaced by PIX'es); Wrote documents specific to ODJFS on troubleshooting T1 circuits, NAT's, ATM/LANE, Firewalls, etc; provided data from AS/400, Unisys Mainframe, Oracle, and SQL Server systems to the Web servers; identify and resolve network related production problems; Wrote post-mortem analyses of problems. Security services for WAN/MAN/LAN - Report generation using Web Trends to monitor Web site activity, IPmonitor for Servers uptime; managed. Modified and Configured the security using Group Policy to reflect the ODJFS Policies and Procedures; designed the New DMZ and migrated all the servers from the existing DMZ to the new location; apply critical patches to manage the risk of the network; defined and resolved performance and intermittent problems with critical applications, using Sniffer and other tools.		

2.17 STAFFING CATEGORY: BUSINESS ANALYST SERVICES

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2.17.1 Staffing Category: Business Analyst Services Reference

Reference – Ohio Department of Health		
Client Name: Ohio Department of Health	Primary Contact Name: Leslie Scott, Manager	
Client Address: 246 North High Street Columbus, OH 43215	Contact Phone Number: (614) 644-9192 Contact Email Address: leslie.0 @odh.ohio.gov	
Project Name: IMPACT Statewide Immunization Information System 2.0 (IMPACT SIIS) Supplemental Staffing	Beginning Date: 05/2007	Ending Date: Ongoing
	Project Value: In excess of \$3,000,000	Project Duration: 31 months; in excess of 30,000 hours
Project Overview: IMPACT SIIS collects and maintains immunization, demographic, provider, and vaccine inventory information from Local Health Districts (LHDs), Managed Care Organizations (MCOs) and private physician offices; it also promotes data sharing with the Ohio Department of Job and Family Services (ODJFS) Medicaid program and ODH Lead program through a bi-directional electronic interface transfer Medicaid eligibility, provider, and immunization and lead test data. The IMPACT SIIS database stores ~ 7 Million Patient records and ~35 Million Immunization records. The IMPACT SIIS 2.0 project is a rewrite of an existing classic ASP and Oracle application. The purpose of the rewrite is to upgrade the current IMPACT SIIS to newer technologies, increase reliability of batch and online data, improve business rules and data model design to address data integrity issues, and develop new/improved ODJFS Medicaid Interface capabilities. IMPACT SIIS has three primary methods for data collection, which are online access, batch loads, and dynamic HL7. The new system is a 3-tier application, using the following technologies: Microsoft.NET Framework 3.5 and Visual Studio 2008 Team System; SQL Server 2005, SQL Server 2005 Reporting Services, SQL Server 2005 Integration Services; C#, ASP.NET 2.0, CSLA Framework AJAX, HTML, JavaScript, XML ; Web Services, Service-Oriented Architecture (SOA), and BizTalk 2006. The business analysis effort for the time-and-material project was approximately \$500,000 and 5,000 hours.		
Personnel Duties: R. Babu Kumaravadivel provided Business Analysis Services for this project. UNICON conducted JAD sessions with business stakeholders to define workflows, scope and requirements. Since there is no common id to uniquely identify a patient, it was important to be able to correctly link immunizations from different sources with the correct patient, avoiding both false negatives and false positives and meet CDC requirements for accuracy; the requirements for resolving record linkage issues (de-duplication) involved considerable research and conceptual design discussions. Used written description, uses cases, prototyping as needed to assess technology risk, UML class diagrams and process swim-lane diagrams to describe the requirements, model the processes and define the operation of the system. Requirements were formally reviewed and approved by key business and IT stakeholders; Created HL7 Guide to Impact SIIS; developed lookup values and rules for parsing different types of HL7 data using BizTalk 2006 R2 version of HL7 parser. This role was a critical reviewer and contributor for all subsequent artifacts, such as design, test documents and other documentation to ensure adherence and traceability of the design and tests plans to the requirement; developed the test plans and coordinated the integration and system test effort. Analyzed issues associated with data conversion from the legacy systems and developed requirements for data migration and data conversion; Played a critical role throughout the Software Development Life Cycle, to ensure compliance and quality with both the spirit as well as the letter of the requirements.		

2.18 STAFFING CATEGORY: ERP IMPLEMENTATION SERVICES

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2.18.1 ERP Implementation Services Reference

Reference – Office of the Attorney General		
Client Name: State of Ohio Attorney General's Office	Primary Contact Name: Doug Harvey, Manager	
Client Address: 30 E. Broad Street. 15th Floor Columbus, Ohio 43215-3400	Contact Phone Number: (614) 466-2133 Contact Email Address: dharvey@ag.state.oh.us	
Project Name: Ohio Administrative Knowledge System (OAKS)Financial Reporting Services	Beginning Date: 09/2007	Ending Date: 10/2008
	Project Value: \$437,000	Project Duration: 13 months; in excess of 4,400 hours
<p>Project Overview: OAKS is a very large, far-reaching and complex PeopleSoft-based ERP system that encompasses nearly all of the administrative and financial areas for the state of Ohio. When the State of Ohio transitioned to OAKS in July 2008, the rich suite of existing ERP financial management reports that had been developed and refined over a period of years no longer worked. Since OAKS was in production, it was critical to the enterprise to recover the management, planning, and decision support capability that existed prior to OAKS. UNICON had two persons working full-time on this time and materials project. All of the project value and duration was assigned to this staffing category.</p>		
<p>Personnel Duties: System analysis - Since there was no legacy data-to-OAKS-field data mapping, the UNICON team had to conduct extensive analysis, reverse engineering and prototyping to understand and confirm the business rules that determined where and how the data was stored in the OAKS database; in many cases, there was no direct mapping of data fields. The initial areas of focus were monthly budget reports and detailed expense reports. The UNICON team developed a report specification document that described the OAKS data fields and the business rules that were used to develop the reports. Expanding beyond the financial reporting area, the team analyzed the Grants Management System (GMS) Database of the Criminal Justice Initiatives section. Proactively working with business teams to support business and technical issues - The team proactively interfaced with the OAKS team and OBM (Ohio Office of Budget and Management) to clarify performance, data modeling and data mapping issues. The team was also a member of the statewide Financial Reporting Committee, which recommends and sets the standards for making improvements to the OAKS warehouse as well as report development and report sharing across the various state agencies. Software integration - The team also analyzed OAKS data as well as detailed data outside of OAKS related to travel expenses, which are maintained in a separate database. The data from these two different sources were integrated to create Financial Disclosure Statements that are required to be periodically sent to the Ohio Ethics Commission. The team defined an architecture that automates the merger of the data on a daily basis. The team developed COGNOS-based reports and formal test plans to validate that the data mapping and reports were correct. External interface development - The team defined an architecture that automates the merger of the data on a daily basis. The team developed COGNOS-based reports and formal test plans to validate that the data mapping and reports were correct. After analysis, the data in GMS will have to be reconciled with related data in OAKS by constructing a mapping between relevant data elements. The reconciliation of the data is a necessary component of Federal Reporting requirements</p>		

2.19 STAFFING CATEGORY: VOIP IMPLEMENTATION SERVICES

2.19.1 VoIP Implementation Services Reference

Reference – Ohio Department of Job and Family Services		
Client Name: Ohio Department of Job and Family Services	Primary Contact Name: Patrick Miller, Manager	
Client Address: 4200 E. 5th Avenue Columbus, OH 43219	Contact Phone Number: (614) 387-8052 Contact Email Address: millep02@odjfs.state.oh.us	
Project Name: Network Administration and Support (Contract 0A03019)	Beginning Date: 6/2003	Ending Date: ongoing
	Project Value: In excess of \$8,000,000	Project Duration: 78 months; in excess of 80,000 hours
<p>Project Overview: This staff position required extensive experience, for it was responsible for analyzing, maintaining and troubleshooting the network infrastructure for the largest department in the State of Ohio. Approximately 2,000 hours and \$160,000 were spent on this activity. The requirements for the position included:</p> <ul style="list-style-type: none"> - Sixty months experience maintaining a WAN comprised of infrastructure equipment in a large-scale wide area network. - Sixty months experience troubleshooting and maintaining TCP/IP networks. - Sixty months experience installing, maintaining and configuring Cisco switch products. - Sixty months experience configuring and installing Cisco routers in a large-scale wide area network using Frame Relay circuits. - Current Cisco Certified Network Professional (CCNP) certification. - Sixty months experience with high speed telecommunications circuits. - Forty-eight months experience in design and installation of WAN environments using TCP/IP. - Twenty-four months experience with Virtual LANs (VLANs). - Current Cisco Certified Network Associate (CCNA) certification. - Associate's degree or higher. 		
<p>Personnel Duties:</p> <ul style="list-style-type: none"> - Identify and resolve network related production problems. Write post-mortem analyses of problems. - Proactively identify and document problematic areas in the ODJFS network infrastructure and transport. - Develop documentation that enhances the NOC's ability to support ODJFS network applications/clients. - Provide consultation and participate in projects as required. - Defined and resolved performance and intermittent problems with critical applications, using Sniffer and other tools. - Developed application data flows (VISIO's) for all critical internal and external applications. - Documented the ATM/LANE 'Core', Firewall/DMZ's and overall network infrastructure of the ODJFS network. - Redesign the ATM/LANE 'Core' and wrote a document on how to go about troubleshooting it. - Participated in the design and implementation of both Firewall/DMZ's. - Worked extensively with secured external county network connections. (Router NAT's replaced by PIX'es) - Consulted in the development of standards for Quality of Service (QoS) for ODJFS. - Implemented QoS in the production network, which is an integral part of VOIP. - Wrote documents specific to ODJFS on troubleshooting T1 circuits, NAT's, ATM/LANE, Firewalls, etc. - Accepted as lead NOC analyst for all troubleshooting of production problems. 		

3. SERVICE QUALIFICATIONS AND EXPERIENCE

UNICON has service qualifications and experience in a broad range of technologies and disciplines, both in the public and the private sector. Per the RFQ, we have provided one reference for each of the sections, for which we are requesting consideration. We selected the references to provide a range of scope, complexity, and technology experiences.

UNICON is applying for consideration in the following supplemental Service Categories:

1. Internet/Intranet and Electronic Commerce Security Development and Implementation
2. Web-Based Development
3. Major Project Implementation (including Project Management)
4. Migration of Legacy Systems
5. Microsoft Specialists

3.1 SERVICE CATEGORY: INTERNET/INTRANET AND ELECTRONIC COMMERCE SECURITY DEVELOPMENT AND IMPLEMENTATION

3.1.1 Reference 1 - Internet/Intranet and Electronic Commerce Security Development and Implementation

Reference – State of Ohio Department of Administrative Services		
Client Name: State of Ohio, Department of Administrative Services Enterprise Operations Security	Primary Contact Name: Rick Shipley, Manager	
Client Address: 1320 Arthur E. Adams Dr. Columbus, OH 43221-3595	Phone Number: (614) 995-7632 E-Mail Address: rick.shipley@ohio.gov	
Project Name: IT Security Procedures Development	Beginning Date: 06/2008	Ending Date: 12/2008
	Project Value: \$48,022	Project Duration: 6 months; in excess of 400 hours
Types of Contractors Used: Project Manager, Security Business Analysts, CISSP-certified Network and Server Security Architects		
<p>Project Description:</p> <p>UNICON performed a fixed-price gap assessment project for the Office of Information Technology (OIT) Policies and Procedures when compared to the ISO 27001:2005 standard. This gap assessment produced documentation that highlighted distinct ISO 27001 ISMS and Annex A clauses and controls, which were not currently being met by OIT Policies and Procedures. A formal recommendation to expand OIT Policies and Procedures to capture the missing clauses and controls was provided. This document provided further input to OIT in determining the procedures that should be prioritized for future development.</p> <p>UNICON performed an assessment of the compliance of OIT procedures to OIT policy needs. This assessment included a thorough comparison of current procedures against the existing Ohio statewide IT policies and OIT-specific IT policies. UNICON delivered a gap analysis document that highlighted OIT security policies that lacked the necessary supporting procedures to achieve policy compliance. In addition, the gap analysis document specified the areas of control that should be documented as new procedures. Based on logical groupings from the list of needed controls, UNICON created a list of "Needed Procedures" with the control elements that each procedure should contain.</p> <p>UNICON developed a Security Procedure Methodology, which will enable OIT to bring all procedure development and management related activities (identify, prioritize, develop, document and maintain) in-house UNICON also provided training to OIT personnel in the Security Methodology.</p> <p>UNICON also developed additional security procedures to improve the security posture of OIT. UNICON conducted JAD sessions to determine the client requirements.</p> <p>Each of these deliverables followed a methodology of formal document reviews, where the client formally reviewed the documents page by page and approved the deliverables. UNICON used project management practices based on the PMBOK, including face-to-face weekly status meetings, issues lists, and formal risk management.</p>		

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3.1.1 Reference 2 - Internet/Intranet and Electronic Commerce Security Development and Implementation

Reference – Ohio Police and Fire Pension Fund		
Client Name: Ohio Police and Fire Pension Fund (OP&F)	Primary Contact Name: Jeff Breeckner, Systems and Network Manager	
Client Address: 140 East Town Street Columbus, Ohio 43203	Phone Number: 614) 628-8338 E-Mail: jbreeckner@op-f.org	
Project Name: Policy and Procedures Assessment and Internal and External Security Controls Assessment	Beginning Date: 12/2007	Ending Date: 04/2008
	Project Value: \$35,500	Project Duration: 4 months; in excess of 250 hours
Types of Contractors Used: Project Manager, CISSP-certified Security Consultants		
<p>Project Description: This project included a Perimeter Defense Review, Physical Security Assessment and a Root Cause Analysis.</p> <p>In this fixed-price project, UNICON performed an Information Security policy and procedure gap analysis (via interviews and documentation reviews) to ensure that OP&F's current policies reflect the risk tolerance of the decision makers (including a gap analysis); procedures are aligned with policy; and guidelines and standards are enforceable, understandable, and communicated. Key deliverables from this engagement included a formal mitigation and recommendation strategy as well as a detailed root cause analysis.</p> <p>In addition, UNICON completed an internal security controls assessment by analyzing the current systems and network architecture using a combination of industry standard, commercial and open source vulnerability scanning technologies, such as Qualys. A physical security assessment and offsite vendor assessment were also conducted as part of this phase of the engagement.</p> <p>Finally, UNICON completed an external security controls assessment by analyzing the perimeter defense controls and physical security capabilities at OP&F. UNICON worked closely with OP&F while conducting an attack and penetration exercise against all of OP&F's externally facing systems. This exercise was completed using a combination of best-of-breed scanning and manual security vulnerability testing tools. UNICON also conducted a physical security review of the OP&F using a combination of social engineering, clean desk audits and office walk through audits.</p>		

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3.1.1 Reference 3 - Internet/Intranet and Electronic Commerce Security Development and Implementation

Reference – CBC Companies		
Client Name: CBC Companies	Primary Contact Name: Cindi Hart, CISO	
Client Address: 250 East Town Street Columbus, Ohio 43203	Phone Number: (614) 538-2121 E-Mail: Cindi.Hart@cbc-companies.com	
Project Name: Information Security Policy and Procedure Development, Risk Assessments, Education and Awareness Training and PCI Pre-Certification Consulting	Beginning Date: 5/2006	Ending Date: 3/2008
	Project Value: \$133,470	Project Duration: 10 months, in excess 1,000 hours
Types of Contractors Used: Project Manager, CISSP-certified Security Consultant		
<p>Project Description: For this project, UNICON developed standards and procedures as supporting documentation for the existing policies at CBC. UNICON’s resources leveraged their extensive policy management knowledge and experience to deliver procedures and standards that aligned with the risk tolerance of the organization while fulfilling the control requirements from various external stakeholders (regulators, auditors, etc.). The deliverables from this initiative are continually presented to external stakeholders and have been instrumental in helping CBC pass a variety of ISO27002, GLBA and PCI DSS specific audits.</p> <p>Additionally, UNICON performed Risk Assessments for various CBC Companies systems and lines of business. The project deliverables included hardcopy and electronic copy of a security certification and accreditation documents that listed risk issues and owners and provided remediation and mitigation actions. In addition, Executive Summaries were created for each certification and accreditation report. The following approach was applied for the risk assessment: Identify and interview the stakeholders; Identify the assets and the data in question; Evaluate the control and system states; Evaluate the vulnerabilities and structural integrity; Analyze the threat landscape; Identify appropriate threat actions and provide probabilistic based actions; Derive risk</p> <p>The output of these functions was a Security Certification and Accreditation Report, based on the information gathered from stakeholders, and signatures accrediting the risk were gathered, resulting in a quantitative understanding of its risk posture. As a result, new projects undergo a similar process, which has greatly improved their risk posture.</p> <p>As part of CBC’s user education and awareness program, UNICON created a custom “Secure Application Coding” course that was tailored specifically for CBC, which was presented over 50 application developers and engineers and was well received. Finally, UNICON performed a pre-certification, current state readiness assessment of CBC Companies against the PCI DSS 1.1 standard. The following approach was applied:</p> <ul style="list-style-type: none"> - Completed the PCI self-assessment questionnaire via interviews with multiple stakeholders from various CBC business units to understand and identify gaps with the current in-scope processes and procedures. - Created and served as a member of a PCI steering committee that consisted of representatives from key business areas that took ownership and provided direction for all PCI certification related activities. - Performed the roles of project manager and lead technical consultant for all internal and external PCI related activities including: process and procedure creation/modification, vendor management and day-to-day project management related activities. 		

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3.2 SERVICE CATEGORY: ELECTRONIC COMMERCE – WEB-BASED DEVELOPMENT

3.2.1 Reference 1 - Electronic Commerce – Web-based Development

Reference – State of Ohio EPA		
Client Name: Ohio Environmental Protection Agency, Division of Air Pollution Control (DAPC)	Primary Contact Name: Linda Luksik, DAPC Project Manager	
Client Address: 50 West Town Street Suite 700 Columbus, Ohio 43215	Contact Phone Number: (614) 644-4833 Contact Email Address: linda.luksik@epa.state.oh.us	
Project Name: STARS2	Beginning Date: 02/2006	Ending Date: 7/2008
	Project Value : \$3,486,000	Project Duration: 30 months, duration exceeds 30,000 hours
Types of Contractors Used: Project Manager, J2EE/Java Developers, Integration Coordinator, J2EE/Java Architect, Business Analysts, Testers, Technical Writer		
<p>Project Description: UNICON developed a comprehensive web-based system to meet the Division of Air Pollution Control's needs. This was a two-year, \$3.5M contract. UNICON performed all of the services necessary to deliver this system including:</p> <p>Web-Based Architecture – Designed and developed approximately 1000 Java source code files, 400 Java Server Faces files, and 100 XML configuration files and over 400 training presentation screens; developed dynamic HTML and style sheets; Worked with Ohio EPA's Information Technology Services (ITS) group to integrate STARS2 into existing internal (intranet) and external (internet) web portals. UNICON implemented good web design principles and standards, such as those based on W3C; for example, color was a redundant cue in screens so that color blindness did not affect the ability to use the system effectively.</p> <p>Web-enabling Legacy applications - Conducted early prototyping of the facility profile, permit application, and permit issuance process to confirm that the web-based system design would exceed the capabilities of the existing legacy systems and meet the unmet needs of the client.</p> <p>Database Design and Integration - The system used Oracle and required an in-depth knowledge of database design and performance tuning to meet the performance requirements. In addition, knowledge of other data bases was required due to the different legacy data architectures; the legacy Stars System (developed with PowerBuilder and Oracle), PTIs2000 (developed with .Net and SQL Server 2000), and approximately eight FoxPro based applications.</p> <p>Languages - The team used J2EE/Java, JavaScript, XML, HTML and JSF.</p> <p>Web Servers – The system required significant experience in development using the Apache Web Server and BEA WebLogic.</p> <p>Web Site Management and Tools – Oracle ADF Faces</p> <p>Internal Applications – The systems provided interfaces to FTP, email, web, and news.</p>		

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3.2.2 Reference 2 –Electronic Commerce – Web-based Development

Reference – Ohio IT Alliance grant management development for ODO		
Client Name: Ohio's IT Alliance	Primary Contact Name: Jessie Jones (Jesse was President and CEO at the time of the project. He has since left the organization)	
Client Address: 1275 Kinnear Road Columbus, OH 43212	Contact Phone Number: (614) 208-5102 Contact E-Mail: jrjones@wowway.com	
Project Name: Grant Management System Hosting and Development	Beginning Date: 11/2005	Ending Date: 6/2008
	Project Value: In excess of \$250,000	Project Duration: 29 months; duration exceeds 1,500 hours
Types of Contractors Used: Project Manager, .NET architect, .Net Developer, QA/Tester		
<p>Project Description: In this fixed price project, UNICON worked with the OITA and the end customer – the Ohio Department of Development – to understand their business needs, data requirements and workflows with respect to grants performance management in sufficient detail in order to determine the feasibility of modifying an existing software application to meet the needs of ODO. UNICON initially provided this web based application in an Application Service Provider (ASP) model where UNICON provided the hosting environment, hardware, and software, which allowed the client to begin using the application quickly. This grant performance management system web-based application used Microsoft's ASP.NET architecture utilizing SQL Server 2000 as the database. UNICON followed an iterative programming approach on the project to deliver the functionality. Business users provided the user stories and priorities, and development team members developed and unit tested the functionality for the user stories. The business users performed the acceptance testing for each iteration and release. The acceptance testing was performed on a staging server, which was followed by implementation to the production server.</p> <p>Web-Based Architecture – This grant performance management system web-based application uses Microsoft's ASP.NET architecture utilizing SQL Server 2000, with a multi-tier architecture.</p> <p>Web-enabling Legacy applications – The legacy applications were a mixture of manual, paper-based and PC-based systems; during the analysis, a plan was developed to migrate the data from the legacy systems to the new system to eliminate the need for the legacy systems.</p> <p>Database Design and Integration - This grant performance management system web-based application uses Microsoft's ASP.NET architecture utilizing SQL Server 2000 as the database. The application data model was tuned for performance; for example, the system was tuned to allow rapid calculation of the percentage complete for each objective, without having to resort to costly database queries in real-time on each view of the screen.</p> <p>Languages - The team used .NET, VB.NET and HTML.</p> <p>Web Servers – The system required significant experience in development using the IIS web server.</p> <p>Web Site Management and Tools – The system allows the user to add new programs and projects and generated web pages to provide views into the new program and projects without requiring a programmer; the user could also add/deactivate users, programs, projects, etc. without programmer intervention.</p> <p>Internal Applications – The system supported a general attachment capability and a download into an excel spreadsheet of program data for customized ad hoc reports.</p>		

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3.2.3 Reference 3 –Electronic Commerce – Web-based Development

Reference – National City Bank		
Client Name: National City Bank	Primary Contact Name: Fred Lee Vice President, IRM	
Client Address: 4100 W. 150th St. Locator 16-0310 Cleveland, OH 44135	Contact Phone Number: (614) 887-7350	E-Mail: fred.lee@nationalcity.com
Project Name: GLBA Risk Assessment	Beginning Date: 4/2008	Ending Date: 5/2008
	Project Value: \$24,100	Project Duration: 2 months; in excess of 160 hours
Types of Contractors Used: SharePoint Architect, Project Manager, CISSP-certified Security Consultant		
<p>Project Description: UNICON implemented a series of Microsoft SharePoint modifications to enable National City to track GLBA-relevant (Gramm-Leach-Bliley Act, also known as the Financial Services Modernization Act of 1999) security issues, which were identified within the customer's SharePoint portal. To accomplish this task, UNICON leveraged its extensive Microsoft Office SharePoint System 2007 (MOSS) design, development, and administration experience to complete a series of custom design enhancements based on the customer's requirements. Products Used: Microsoft® Office, Microsoft® Visio, Microsoft® Office Project, Microsoft® Office SharePoint Server, Microsoft® SQL Server , Microsoft® Windows Server™, Windows Active Directory (AD). UNICON provided the following services to the client:</p> <ul style="list-style-type: none"> • Design web sites and/or web applications • Develop Custom Software • Develop web sites and/or web applications • Install and Configure Hardware and Platform Software <p>Web-Based Architecture – This project used Microsoft's SharePoint System 2007. Web-enabling Legacy applications – The application changes maintained necessary views to existing data while incorporating the changes. Database Design and Integration – The project used SQL Server to store the data associated with the project. Languages - The team used .NET, VB.NET, and HTML. Web Servers – The system required significant experience in development using the Microsoft® Office SharePoint Server. Web Site Management and Tools – The system allows authorized user to add/update items to SharePoint pages and view the page data.</p>		

3.3 SERVICE CATEGORY: MAJOR PROJECT IMPLEMENTATION (INCLUDING PROJECT MANAGEMENT)

ITECH10 STATEWIDE CONTRACT FOR TECHNICAL SERVICES

3.3.1 Reference 1 - Major Project Implementation (including Project Management)

Reference – State of Ohio EPA					
Client Name: Ohio Environmental Protection Agency, Division of Air Pollution Control (DAPC)	Primary Contact Name: Linda Luksik, DAPC Project Manager				
Client Address: 50 West Town Street Suite 700 Columbus, Ohio 43215	Contact Phone Number: (614) 644-4833 Contact Email Address: linda.luksik@epa.state.oh.us				
Project Name: STARS2 – Ohio EPA Air Pollution Emission Permitting and Reporting System	<table border="1" style="width: 100%; border-collapse: collapse;"> <tr> <td style="width: 50%;">Beginning Date: 02/2006</td> <td style="width: 50%;">Ending Date: 7/2008</td> </tr> <tr> <td>Project Value: \$3,486,000</td> <td>Project Duration: 30 months; in excess of 30,000 hours</td> </tr> </table>	Beginning Date: 02/2006	Ending Date: 7/2008	Project Value: \$3,486,000	Project Duration: 30 months; in excess of 30,000 hours
Beginning Date: 02/2006	Ending Date: 7/2008				
Project Value: \$3,486,000	Project Duration: 30 months; in excess of 30,000 hours				
Types of Contractors Used: Project Manager, Architect, DBA, Java Designers, QA integrator / tester, Business Analysts, System Analysts, Technical Writer					
Project Description: 1) Total development/implementation cost - \$3,485,800.00 2) Scope, size and/or complexity; Extremely complex business rules regarding emissions permits, fees and reporting; hundreds of detailed requirements; developed approximately 1000 Java source code files, 400 Java Server Faces files, and 100 XML configuration files. The legacy migration data sources included the legacy STARS system (developed with PowerBuilder and Oracle), PTIs2000 (developed with .Net and SQL Server 2000), and approximately eight FoxPro based applications. Significant data integrity and overlap between the various legacy sources; User-training package consisted of more than 400 presentation screens. 3) Tools used - Microsoft Project, Case Studio (Erwin-like DB modeling tool), Eclipse Microsoft Word, Excel, PowerPoint 4) Management approach – Very experienced, strong team, hands-on technical project manager; frequent client communication; weekly status meetings; monthly executive level meetings between UNICON and EPA; client- vendor partnership with “one team” approach 5) Technology employed; XML, Java Server Faces, Java, J2EE, Microsoft Project, Office 6) Vendor responsibilities – Project Management, Requirements, Architecture, Design, Coding, Debugging, Unit Testing, Integration and System Testing (with support from DAPC), Documentation, Training material, enhancements and technical support 7) Results of project – very successful; Tech Columbus Innovation Awards - Outstanding Technology Team Finalist (2009) – Winners to be announced February 4, 2010 8) Vendor performance - Received high marks from client; true partnership team spirit 9) Estimating methodology/approach employed – Fixed price project; functional decomposition into function point estimates; comparison with prior projects 10) Project management – project plan, close contact with client; weekly status meetings, issue/risk/action item list tracking; collaborative trade-offs made on scope changes 11) Methodology/approach employed - Iterative development using waterfall/agile hybrid 12) Quality assurance approach/process employed; Formal reviews, traceable requirements, written test plans, track tests pass/fail; extensive involvement of client throughout process.					

ITECH10 STATEWIDE CONTRACT FOR TECHNICAL SERVICES

3.3.1 Reference 2 - Major Project Implementation (including Project Management)
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Reference – Ohio Department of Health		
Client Name: Ohio Department of Health	Primary Contact Name: Margaret Wanchick, Manager	
Client Address: 246 N. High St. Columbus, OH 43215	Phone Number: 614-644-2717	E-Mail: Margie.wanchick@odh.ohio.gov
Project Name: Radioactive Materials License System (RADMAT)	Beginning Date: 05/2006	Ending Date: 08/2007
	Project Value: \$402,320	Project Duration: 15 months; in excess of 4,000 hours
Types of Contractors Used: Project Manager, Business Analyst, .NET Architect, .NET Developer, QA integration tester		
<p>Project Description: The RADMAT project is a web-based application that includes comprehensive functionality and a rich set of features to carry out the Radioactive Materials Licensure and Nuclear Materials Safety program at Ohio Department of Health. The system was developed using .NET technologies, SQL Server, SQL Server Reporting Services, AJAX, and SharePoint. Project scope included business analysis and requirements development, architecture development, detailed design development, coding, test plan development, unit testing, integration testing, stress and performance testing, user documentation development, user training, data conversion and migration, deployment and warranty support. The RADMAT contract was a firm, fixed price contract.</p> <p>1) Total development/implementation cost - \$402,320</p> <p>2) Scope, size and/or complexity -</p> <p>3) Tools used; Microsoft Project, Microsoft Word, Excel, PowerPoint</p> <p>4) Management approach - Very experienced, strong team, hands-on technical project manager; frequent client communication; weekly status meetings; client- vendor partnership with “one team” approach</p> <p>5) Technology employed - .NET technologies, VB.NET, SQL Server, SQL Server Reporting Services, AJAX, and SharePoint.</p> <p>6) Vendor responsibilities – UNICON performed project management, business analysis, architecture, design, data migration, development, coding, unit testing, debugging, compiling, integration testing, and system testing and documentation.</p> <p>7) Results of project - The client accepted and deployed RADMAT; its design and quality were so successful and complete that the U. S. Nuclear Regulatory Commission plans to adopt RADMAT.</p> <p>8) Vendor performance - RADMAT was delivered and accepted on schedule with very high quality.</p> <p>9) Estimating methodology/approach employed - The project was a firm, fixed price project; the estimation approach was based on a functional decomposition to a function point level that could be compared with previous work; Theory of Constraints approaches were also used to refine the estimate.</p> <p>10) Project management - There were weekly status meetings, where the team reviewed the project plan, issues list, risk list and action item list; current versions were stored in SharePoint.</p> <p>11) Methodology/approach employed - An Iterative Methodology was used, along with formal reviews of document deliverables; the project plan sequenced deliveries of functionality based on user priorities.</p> <p>12) Quality assurance approach/process employed - The client reviewed each artifact (project plan, requirements, design, etc.) before proceeding to the next phase; There were written test plans with traceability to requirements, that were reviewed and approved by the client. The team tracked Tests Run, Test Passed, Tests Failed and Tests blocked to monitor testing progress.</p>		

ITECH10 STATEWIDE CONTRACT FOR TECHNICAL SERVICES

3.3.1 Reference 3 - Major Project Implementation (including Project Management)

Reference – State of Ohio, Job and Family Services		
Client Name: State of Ohio, Jobs and Family Services (JFS)	Primary Contact Name: Patrick Miller, Manager	
Client Address: 4200 E. 5th Avenue Columbus, OH 43219	Phone Number: (614) 387-8052 E-Mail: millep02@odjfs.state.oh.us	
Project Name: Network Administration and Support (Contract 0A03019)	Beginning Date: 06/2003	Ending Date: ongoing
	Project Value: In excess of \$8,000,000	Project Duration: 78 months; in excess of 80,000 hours
Types of Contractors Used: Novell Network Administrator, Windows Network Administrator, Sun System Administrators, HP-UX and AIX System Administrators, CISCO administrators, Project Manager		
Project Description:		
<p>1) Total development/implementation cost - In excess of \$8,000,000</p> <p>2) Scope, size and/or complexity – UNICON had up to 21 consultants assisting JFS in administering, monitoring, and enhancing a statewide wide area network consisting of approximately 500 servers and 250 telecommunication circuits supporting over 27,000 users statewide. The following statistics indicate size and complexity of the network: Point of presence in all 88 Ohio counties, with over 200 locations. Supports multiple services, applications and network operating systems, including NetWare, NT/2000, Solaris Unix, HP Unix, and AIX; provides connectivity to: multiple state and county mainframe systems (IBM 9000), mid-range systems (AS 400, Unix) and database systems; provides second and third level support for all network and computer problems. JFS network provides centralized monitoring, administration and maintenance of a complex integration of the human services wide area network, employment services wide area network, small county large area networks, medium county large area networks, and large county metropolitan area networks.</p> <p>3) Tools used - Windows 2000/2003, Active Directory, IIS6.0/5.0, Remedy, HP Smart start/Insight manager, IPmonitor 6.x/7.x/8.x, SQL Server, Exchange Server, IIS, MOM, Application Center, Project Server, MS Virtual server, Terminal Server, Tivoli TSM 5.2, VMware 3.X Falcon Stor ISCSI Storage Server, Arcserve, Cognos, WSH, MS Visio</p> <p>4) Management approach - Project Manager developed schedule for deployment;</p> <p>5) Technology employed - Supports multiple services, applications and operating systems, including Windows NT/2000, Solaris Unix, HP Unix, and AIX Windows 2003/2000, Novell6.x and Active Directory.</p> <p>6) Vendor responsibilities - Specific responsibilities include project management; network engineering; Windows, Novell, and Unix administration (including installation, upgrades, and regular maintenance); network operations; and business continuity planning.</p> <p>7) Results of project – The servers were deployed successfully and the contract was renewed.</p> <p>8) Vendor performance - The vendor delivered results with very high quality as evidenced by the long term of contract with renewals.</p> <p>9) Estimating methodology/approach employed - The estimates were based on a consideration of the operating systems involved, the amount of the upgrade and the complexity of the server architecture.</p> <p>10) Project management - There were regular status meetings, where the team reviewed the project plan, issues list, risk list and action item list.</p> <p>11) Methodology/approach employed – The team developed written procedures for the upgrades, which were reviewed and documented.</p> <p>12) Quality assurance approach/process employed - There were written installation procedures, testing procedures and sign-offs required by the client to accept the deployed system.</p>		

ITECH10 STATEWIDE CONTRACT FOR TECHNICAL SERVICES

3.4 SERVICE CATEGORY: MIGRATION OF LEGACY SYSTEMS

3.4.1 Reference 1 - Migration of Legacy Systems

Reference – State of Ohio EPA		
Client Name: Ohio Environmental Protection Agency, Division of Air Pollution Control	Primary Contact Name: Linda Luksik, Manager	
Client Address: 50 West Town Street Suite 700 Columbus, Ohio 43215	Contact Phone Number: (614) 644-4833 Contact Email Address: linda.luksik@epa.state.oh.us	
Project Name: STARS2	Beginning Date: 02/2006	Ending Date: Ongoing
	Project Value: : \$3,486,000	Project Duration: 30 months; in excess of 30,000 hours
Types of Contractors Used: Project Manager, Business Analyst, JAVA Architect, JAVA Developer, QA integration tester, Database Architect, Database Developer, Technical Writer		
<p>Project Description: UNICON developed a comprehensive web-based system to meet the Division of Air Pollution Control's needs. This was a two-year, fixed-price \$3.5M contract. UNICON performed all of the services necessary to deliver this system, from project management, requirements, architect, design, code, debug, test and document legacy systems migration, as well as the development of the system functionality; Approximately \$200,000 and 2,000 hours were spent on migration related SDLC activities. This project developed approximately 1000 Java source code files, 400 Java Server Faces files, and 100 XML configuration files. UNICON was responsible for the entire Software Development Life Cycle, from requirements through implementation and training.</p> <ol style="list-style-type: none"> 1. Experience with standards based design - Developed a data dictionary to ensure that the legacy data met the data standards for the current system in terms of type, length, and range. 2. Use automated tools to parse, mine and transform legacy code – Due to the numerous number of legacy data sources and the complexity, the team developed tools to parse, mine and transform the data to meet the rules of the data dictionary, while flagging invalid data for further examination. 3. Experience with legacy systems and languages - Although the target system was Java-based, the migration required knowledge of legacy system architecture and languages such as PowerBuilder and Oracle, PTIs2000, .Net and SQL Server 2000, and approximately eight FoxPro based applications. 4. Experience with database middleware and integration issues – The project had to integrate with the client's IT access control and security architecture and use standard interfaces to the database. 5. Experience with modern development environments such as Application Servers – The system was developed in an online development environment and hosted at the client site; it was integrated into the client's web farm architecture, to provide load balancing; it also provided two portals for isolating external user input from internal input, while integrating the data into one database. 6. Experience with languages such as C++, and Java – This was a large system, which was developed in J2EE using Java. 7. Demonstrated Project Management skills – The size, breadth and complexity of this system required a very experienced hands-on technical project manager, who rapidly worked toward consensus on issues with the project and effectively managed quality, risk, schedule, cost and scope. 8. Experience with N-tier application – This system was an n-tier application that also supported an intranet and internet portal approach. 		

3.4.2 Reference 2 - Migration of Legacy Systems
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Reference – Ohio Department of Health		
Client Name: Ohio Department of Health	Primary Contact Name: Margaret Wanchick, Manager	
Client Address: 246 N. High St. Columbus, OH 43215	Phone Number: 614-644-2717 E-Mail: Margie.wanchick@odh.ohio.gov	
Project Name: Radioactive Materials License System (RADMAT)	Beginning Date: 05/2006	Ending Date: 08/2007
	Project Value: \$402,320	Project Duration: 15 months; approximately 4,000 project hours
Types of Contractors Used: Project Manager, Business Analyst, .NET Architect, .NET Developer, QA		
<p>Project Description: The legacy application used PowerBuilder, which did not allow users to manage the Radiation License information for many of its related sub-programs and business processes. The legacy application posed many limitations, which include lack of data integrity, proliferation of inconsistent data, inaccurate and inadequate reporting, lack of system and data security, and lack of an integrated view of the data and system functionality. UNICON developed a web-based RADMAT application that included comprehensive functionality and a rich set of features to carry out the Radioactive Materials Licensure and Nuclear Materials Safety program at Ohio Department of Health. The system used ASP .NET 2.0, VB.NET, Visual Studio 2005, SQL Server, SQL Server Reporting Services, AJAX, and SharePoint. Project scope includes business analysis and requirements development, architecture, detailed design development, coding, test plans, unit testing, integration testing, stress and performance testing, user documentation development, user training, data conversion and migration, deployment and warranty support. Its design success resulted in the U.S. Nuclear Regulatory Commission acquiring RADMAT for reuse. The data in the existing RADMAT application needed conversion and migration from Oracle to SQL Server. The existing RADMAT application has 9 master tables and 69 transactional tables. UNICON team members had extensive experience with projects involving data conversion and data migration and followed a methodical approach to data conversion and migration of the legacy system data. RADMAT was a fixed price project.</p> <ol style="list-style-type: none"> 1. Experience with standards based design – The team developed a data dictionary that mapped the legacy values to the data field values in the new system. 2. Use automated tools to parse, mine and transform legacy code – Wrote tools for data scrubbing to fix or eliminate incorrect, out-of-date, incomplete or duplicated data; performed a Gap Analysis between the existing and new data model, revealing constraints, limitations, and inconsistencies. In the existing data model, UNICON identified the special consideration cases such as non-trivial or user-defined data-types, use of empty character strings or NULL values, change in size or type of data fields. develop data conversion and migration scripts 3. Experience with legacy systems and languages – Legacy system was PowerBuilder-based. 4. Experience with database middleware and integration issues – RADMAT required integration with the clients web server infrastructure and access control methods. 5. Experience with modern development environments such as Application Servers - RADMAT had to coexist with other applications in the web server configuration of the client without requiring excessive resources. 6. Experience with languages such as C++, and Java - RADMAT required experience with VB.NET. 7. Demonstrated Project Management skills – Microsoft Project was used for tracking conversion; Prepare data-conversion/migration plan including timeline, checklists, strategy for back out and minimal downtime for operations; prepare the development and test environment for data conversion and migration 8. Experience with N-tier application - RADMAT was an N-tier application. 		

3.4.3 Reference 3 - Migration of Legacy Systems

Reference – State of Ohio, Job and Family Services		
Client Name: State of Ohio, Jobs and Family Services (JFS)	Contact Name: Patrick Miller, Manager	
Client Address: 4200 E. 5th Avenue Columbus, OH 43219	Contact Phone: (614) 387-8052 E-Mail: millep02@odjfs.state.oh.us	
Project Name: Network Administration and Support (Contract 0A03019)	Beginning Date: 06/2003	Ending Date: ongoing
	Project Value: In excess of \$8,000,000	Project Duration: 78 months, in excess of 80,000 hours
Types of Contractors Used: Novell Network Administrator, Windows Network Administrator, Sun System Administrators, HP-UX and AIX System Administrators, CISCO administrators, Project Manager,		
<p>Project Description:</p> <p>Scope, size and/or complexity - UNICON had up to 21 consultants assisting JFS in administering, monitoring, and enhancing a statewide wide area network consisting of approximately 500 servers and 250 telecommunication circuits supporting over 23,000 users statewide. The following statistics indicate size and complexity of the network: a point of presence in all 88 Ohio counties, with over 200 locations; support of multiple services, applications and network operating systems, including NetWare, NT/2000, Solaris Unix, HP Unix, and AIX. It provides connectivity to multiple state and county mainframe systems (IBM 9000), mid-range systems (AS 400, Unix) and database systems; provides second and third level support for all network and computer problems. The JFS network is a complex integration of the human services wide area network, employment services wide area network, small county large area networks, medium county large area networks, and large county metropolitan area networks, all monitored, maintained and administered from one central location.</p> <p>Technology employed - Supports multiple services, applications and network operating systems, including NetWare, NT/2000, Solaris Unix, HP Unix, and AIX</p> <p>Vendor responsibilities - Specific responsibilities include project management; network engineering; Windows, Novell, and Unix administration (including installation, upgrades, and regular maintenance); network operations; and business continuity planning.</p> <ol style="list-style-type: none"> 1. Experience with standards based design – The team had to ensure that there was a standard process for checking out the existing legacy applications, following the upgrade. 2. Use automated tools to parse, mine and transform legacy code - The team developed scripts to expedite the migration of relevant server data. 3. Experience with legacy systems and languages – This migration focused on upgrading the infrastructure, while leaving the existing applications unaffected. 4. Experience with database middleware and integration issues – The team had to ensure that the servers had the same level of integration as the prior server in terms of connectivity and integration. 5. Experience with modern development environments such as Application Servers – The team upgraded Application Servers as well as many other types of servers. 6. Experience with languages such as C++, and Java – As needed, the team wrote scripts to expedite upgrades or perform quality checks on the status of the upgrade. 7. Demonstrated Project Management skills – The project required significant attention to detail to ensure that all of the hardware was available on-site on schedule and that the on-site client was prepared for the upgrade; status meetings, project plans sand schedules were used to control the project. 8. Experience with N-tier application – Some of the servers supported N-tier applications; the checkout procedure had to ensure end-to-end connectivity at the application level. 		

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3.4.4 Reference 4 - Migration of Legacy Systems
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Reference – Ohio's IT Alliance grant management development for ODOD		
Client Name: Ohio's IT Alliance	Contact Name: Jessie Jones (Jesse was President and CEO at the time of the project. He has since left the organization)	
Client Address: 1275 Kinnear Road Columbus, OH 43212	Contact Phone Number: (614) 208-5102 Contact E-Mail Address: jrjones@wowway.com	
Project Name: Grant Management System Hosting and Development	Beginning Date: 11/2005	Ending Date: 6/2008
	Project Value: In excess of \$250,000	Project Duration: 29 months; in excess of 1,500 hours
Types of Contractors Used: Project Manager, Business Analyst, .NET Architect, .NET Developer, QA integration tester		
<p>Project Description: UNICON worked with the OITA and the end customer – the Ohio Department of Development – to understand their business needs, data requirements and workflows with respect to grants performance management in sufficient detail in order to determine the feasibility of modifying an existing software application to meet the needs of ODOD. UNICON provided this web based application in an Application Service Provider (ASP) model where UNICON provided the hosting environment, hardware, and software. This enabled the customer to begin using the application quickly with minimum time and effort investment on their part. This grant performance management system web-based application uses Microsoft's ASP.NET architecture utilizing SQL Server 2000 as the database. UNICON followed an iterative programming approach on the project to deliver the functionality in multiple iterations and releases. Business users provided the user stories and priorities of each user story, and development team members developed and unit tested the functionality for the user stories. The business users performed the acceptance testing for each iteration and release. The acceptance testing was performed on a staging server, which was followed by implementation to the production server.</p> <ol style="list-style-type: none"> 1. Experience with standards based design – The team developed a data dictionary that mapped the legacy values to the data field values in the new system. 2. Use automated tools to parse, mine and transform legacy code – Most of the data was in spreadsheets and was not in a form to allow automated parsing to be feasible. 3. Experience with legacy systems and languages – The team examined the legacy system to determine if the existing data could be automatically ported and to understand the existing business rules. 4. Experience with database middleware and integration issues – UNICON worked with the client to develop common choice list tables and mappings to allow the formerly disparate data to provide an integrated view of the data, which had not be previously available. 5. Experience with modern development environments such as Application Servers - UNICON hosted the application initially; it then developed procedures to allow it to be hosted in the Department of Development IT environment. 6. Experience with languages such as C++, and Java - The system was developed using VB.NET. 7. Demonstrated Project Management skills – The project manager held periodic status meetings, where the project plan, schedule, issues list, risk list and action items list were reviewed and updated. 8. Experience with N-tier application – This application was an N-tier .NET application, which minimized and isolated the scope of impact of presentation or business rule changes. 		

3.5 SERVICE CATEGORY: MICROSOFT SPECIALISTS

UNICON has proven experience in both project and supplemental staffing using the leading-edge technologies from Microsoft; many of our consultants have one or more certifications. In addition, UNICON has the following corporate certifications:

- Microsoft Gold Certified Partner – Networking Infrastructure Solutions
- Microsoft Gold Certified Partner – Web Solutions (pending)

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3.5.1 Reference 1 - Microsoft Specialists

Reference – State of Ohio, Job and Family Services		
Client Name: State of Ohio, Jobs and Family Services (JFS)	Primary Contact Name: Patrick Miller	
Client Address: 4200 E. 5th Avenue Columbus, OH 43219	Phone Number: (614) 387-8052 E-Mail: millep02@odifs.state.oh.us	
Project Name: Network Administration and Support (Contract 0A03019)	Beginning Date: 06/2003	Ending Date: ongoing
	Project Value: In excess of \$8,000,000	Project Duration: 6 yrs 11 months; in excess of 80,000 project hours
<p>Types of Contractors Used: Novell Network Administrator, Windows Network Administrator, Sun System Administrators, HP-UX and AIX System Administrators, CISCO administrators, Project Manager.</p> <p>Some of the certifications included:</p> <ul style="list-style-type: none"> Certified Network Professional (CNP) Cisco Certified Network Associate (CCNA) Cisco Certified Design Associate (CCDA), CNE (3, 4.x, 5.0, 6.0) Sun Certified System Administrator (SCSA) Brocade Certified SAN Designer (BCSD) Master CNE Microsoft Certified System Engineer (MCSE) in Windows 2003 / 2000 / NT Microsoft Certified Professional in SQL Server, Exchange 2000/5.5 and IIS4.0 Microsoft Certified Professional (MCP) - Windows NT/2000/2003 Netware 6.x, (CNE), 2003, Microsoft (MCSE), 1998. Microsoft (MCPS), 1997, Novell Netware 5.0(CNE), GroupWise 4.1, 5.5, 6.5, 2004. Novell Intranetware 4.11(CNE), 1998. Novell Master Certified Netware Engineer (MCNE), 1996. Novell Enterprise Certified Netware Engineer (ECNE). Novell Certified Netware Engineer (CNE). Novell Certified Netware Administrator (CNA). Master Certified Novell Engineer (Master CNE) Level 6 		
<p>Project Description: UNICON had up to 21 consultants at JFS on this multi-year project in administering, monitoring, and enhancing a statewide wide area network consisting of approximately 500 servers and 250 telecommunication circuits supporting over 23,000 users statewide. The following statistics and technical aspects indicate size and complexity of the network: Point of presence in all 88 Ohio counties, with over 200 locations; supports multiple services, applications and network operating systems, including NetWare, NT/2000, Solaris Unix, HP Unix, and AIX. It provides connectivity to: multiple state and county mainframe systems (IBM 9000), mid-range systems (AS 400, Unix) and database systems; provides second and third level support for all network and computer problems. The JFS network is a complex integration of the human services wide area network, employment services wide area network, small county large area networks, medium county large area networks, and large county metropolitan area networks, all monitored, maintained and administered from one central location. The project supported multiple services, applications and network operating systems, including NetWare, NT/2000, Solaris Unix, HP Unix, and AIX; specific responsibilities include project management; network engineering; Windows, Novell, and Unix administration (including installation, upgrades, and regular maintenance); network operations; and business continuity planning.</p>		

3.5.2 Reference 2 - Microsoft Specialists

Reference – Ohio Department of Health		
Client Name: Ohio Department of Health	Primary Contact Name: Margaret Wanchick, Manager	
Client Address: 246 N. High St. Columbus, OH 43215	Phone Number: 614-644-2717	E-Mail: Margie.wanchick@odh.ohio.gov
Project Name: Radioactive Materials License System (RADMAT)	Beginning Date: 05/2006	Ending Date: 08/2007
	Project Value: \$402,320	Project Duration: 15 months, in excess of 4,000 hours
<p>Types of Contractors Used: Project Manager, Business Analyst, .NET Architect, .NET Developer.</p> <p>Certifications included:</p> <ul style="list-style-type: none"> Brain Bench Certified in C# Microsoft Certified Technology Specialist (MCTS) <ul style="list-style-type: none"> Microsoft .Net Framework 2.0 – Application Development Foundation Microsoft .Net Framework 2.0 – Web-Based Client Development. Microsoft Certified Professional (MCP); Visual C# & Visual Studio.NET Microsoft Certified Solution Developer (MCSD); VC++6 <ul style="list-style-type: none"> Designing and Implementing Distributed Applications with Microsoft Visual C++ 6.0 Designing and Implementing Database with Microsoft SQL Server Windows Architecture I & II Open Group Certified Enterprise Architecture Development Practitioner. Project Management Professional (PMP) 		
<p>Project Description:</p> <p>The legacy application used PowerBuilder, which did not allow users to manage the Radiation License information for many of its related sub-programs and business processes. The legacy application posed many limitations, which include lack of data integrity, proliferation of inconsistent data, inaccurate and inadequate reporting, lack of system and data security, and lack of an integrated view of the data and system functionality. UNICON developed a web-based RADMAT application that included comprehensive functionality and a rich set of features to carry out the Radioactive Materials Licensure and Nuclear Materials Safety program at Ohio Department of Health. The system used ASP .NET 2.0, VB.NET, Visual Studio 2005, SQL Server, SQL Server Reporting Services, AJAX, and SharePoint. Project scope includes business analysis and requirements development, architecture, detailed design development, coding, test plans, unit testing, integration testing, stress and performance testing, user documentation development, user training, data conversion and migration, deployment and warranty support. Its design success resulted in the U.S. Nuclear Regulatory Commission acquiring RADMAT for reuse. The data in the existing RADMAT application needed conversion and migration from Oracle to SQL Server. The existing RADMAT application has 9 master tables and 69 transactional tables. UNICON team members had extensive experience with projects involving data conversion and data migration and followed a methodical approach to data conversion and migration of the legacy system data. RADMAT was a fixed price project.</p>		

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3.5.1 Reference 3 - Microsoft Specialists

Reference – Ohio Department of Health		
Client Name: Ohio Department of Health	Contact Name: Leslie Scott , Manager	
Client Address: 246 North High Street Columbus, OH 43215	Contact Name: (614) 644-9192 E-Mail: leslie.scott@odh.ohio.gov	
Project Name: IMPACT Statewide Immunization Information System 2.0	Beginning Date: 05/2007	Ending Date: ongoing
	Project Value: In excess of \$3,000,000	Project Duration: 30 months; in excess of 30,000 hours
<p>Types of Contractors Used: Project Manager, Business Analyst, QA planner and tester, DB architect, .NET Developer; the team has the following certifications:</p> <ul style="list-style-type: none"> Microsoft Certified Professional CRM Installation and Configuration V1.2 Microsoft Certified Professional CRM Application Professional V1.2 Microsoft Certified Professional CRM Customization V1.2 Microsoft Certified Solution Developer System Engineer Microsoft Certified Solution Developer (MCPD since 200) Web Developer Microsoft Certified Technology Specialist (MCTS Since 2006) SQL Server 2005, .Net Framework 2.0 Open Group Certified Enterprise Architecture Development Practitioner Project Management Professional (PMP) 		
<p>Project Description: The Immunization Program at the Ohio Department of Health (ODH) has the responsibility to collect and maintain immunization, demographic, provider, and vaccine inventory information from Local Health Districts (LHDs), Managed Care Organizations (MCOs) and private physician offices through the use of the Statewide Immunization Information System (IMPACT SIIS). In addition, Impact SIIS works with the Ohio Department of Job and Family Services (ODJFS) Medicaid program and ODH Lead program to promote data sharing amongst the agencies through a bi-directional electronic interface between ODJFS MMIS and IMPACT SIIS to transfer Medicaid eligibility, provider, and immunization and lead test data. The existing application is written using classic ASP and Oracle. The IMPACT SIIS database stores ~ 7 Million Patient records and ~35 Million Immunization records. The IMPACT SIIS 2.0 project is a rewrite of an existing application. The purpose of the rewrite is to upgrade the current IMPACT SIIS to newer technologies, increase reliability of data whether entered online or through the batch load process, improve business rules and data model design to address data integrity issues, and develop new/improved ODJFS Medicaid Interface capabilities.</p> <p>IMPACT SIIS has three primary methods for data collection, which are online access, batch loads, and dynamic HL7: online web interface, batch load (HL7 and non-HL7) and dynamic HL7 methods via a web interface or SFTP interface. The loader processes for HL7 or non-HL7 takes the uploaded files, parses and validates the data, and loads the contained data into IMPACT SIIS. The user has the ability to track the import process as well as get an exception report for any rejected data. In dynamic HL7 method, a file containing HL7 response messages is generated for pick-up. The new system is a 3-tier application that was developed using the following technologies: Microsoft.NET Framework 3.5 and Visual Studio 2008 Team System; SQL Server 2005, SQL Server 2005 Reporting Services, SQL Server 2005 Integration Services; C#, ASP.NET 2.0, CSLA Framework, AJAX, HTML, JavaScript, XML ; Web Services, Service-Oriented Architecture (SOA), and BizTalk 2006.</p>		

4. FORMS

4.1 NO DEBT AFFIDAVIT

The following page is un-numbered because it contains pre-printed material.

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: UNICON International, Inc.

Authorized Signature: [Signature] Date: 2/12/2010

State of Ohio

County of Fairfield, to-wit:

Taken, subscribed, and sworn to before me this 12 day of January, 2010.

My Commission expires February 5, 2014.

AFFIX SEAL HERE

NOTARY PUBLIC [Signature]



ANGELA R. LANDIS
NOTARY PUBLIC
STATE OF OHIO
Comm. Expires
February 05, 2014
Recorded in
Fairfield County

4.2 PURCHASING AFFIDAVIT

The following page is un-numbered because it contains pre-printed material.

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: UNICOM International, Inc.
Authorized Signature: , Vice President Date: 01/13/2010

4.3 VENDOR'S PREFERENCE FORM

UNICON is not an in-state vendor; therefore, we do not qualify for a vendor preference. However, we understand and fully support the efforts to provide local content and support the local economy. As a vendor, we will endeavor to utilize local skills whenever possible, provided it provides the greatest value to the State of West Virginia. It is our hope that in the future, we will earn your trust through flawlessly executed projects and extremely competent supplemental staff to allow us to increase the presence of UNICON staff and facilities in the economy of the great State of West Virginia.

4.4 ADDENDUM ACKNOWLEDGMENT FORM

The following page is un-numbered because it contains pre-printed material.

EXHIBIT 10

REQUISITION NO.: ITech-10

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

.....
Vice President

COMPANY

.....
01/12/2010

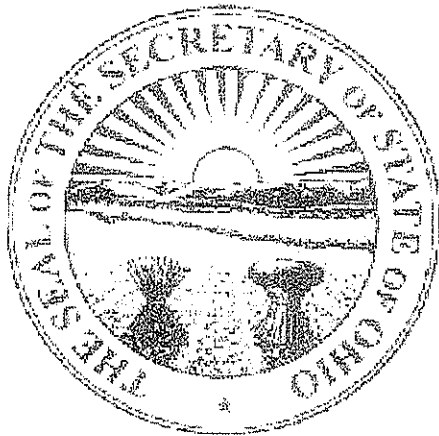
DATE

4.5 UNICON INCORPORATION VERIFICATION

The following image provides evidence of UNICON's incorporation date.

United States of America
State of Ohio
Office of the Secretary of State

I, Jennifer Brunner, do hereby certify that I am the duly elected, qualified and present acting Secretary of State for the State of Ohio, and as such have custody of the records of Ohio and Foreign business entities; that said records show UNICON INTERNATIONAL, INC., an Ohio corporation, Charter No. 774991, having its principal location in Pickerington, County of Fairfield, was incorporated on June 11, 1990 and is currently in GOOD STANDING upon the records of this office.



*Witness my hand and the seal of the
Secretary of State at Columbus, Ohio
this 6th day of October, A.D. 2008*

A handwritten signature in cursive script, appearing to read "Jennifer Brunner".

Ohio Secretary of State

Validation Number: V2008279071F10