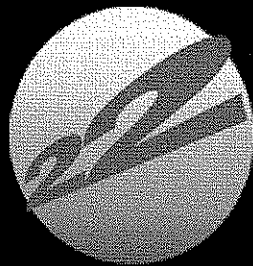Proposal for

RFQ Number ITECH 10
Statewide Contract for Technical Services

ORIGINAL

Submitted to:
Attention: JO ANN ADKINS
Department of Administration
Purchasing Division
Building 15,
2019 Washington Street, East
Charleston, WV 25305-0130

22nd Century Technologies Inc.

Due Date: Jan 20, 2009

Submitted by:
Eva Gaddis-McKnight
Administrator
22nd Century Technologies, Inc
Old Gallows Road, Suite 350
Vienna, VA 22182-4042
Telephone No: 800-517-8408
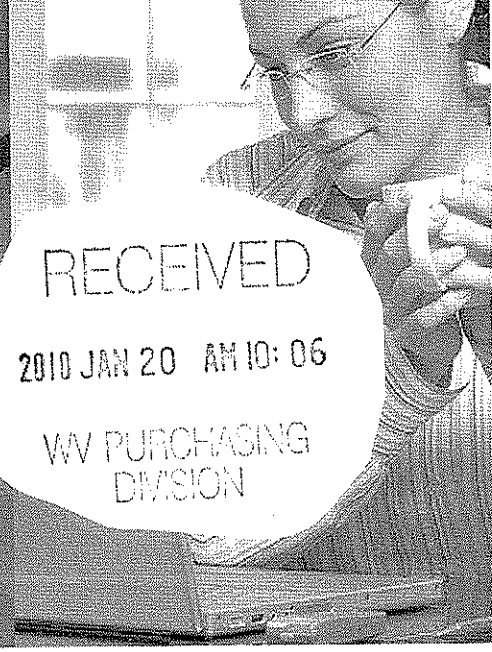Fax: 501-421-3750
Mailto: govt@tscti.com

Table of Contents

Cover Letter

Date: Jan 19, 2010

Attention: JO ANN ADKINS
Department of Administration
Purchasing Division
Building 15,
2019 Washington Street, East
Charleston, WV 25305-0130

22nd Century Technologies, Inc (TSCTI) is pleased to respond to **RFQ Number ITECH 10** for **Statewide Contract for Technical Services**.

TSCTI is a **CMMI Level 2 Certified, Microsoft Gold Partner**, and 8(A) Small Business certified Minority Owned Company with over **12 years** of experience providing IT consulting to Government agencies. We have developed strategic partnerships with leading technology providers like Microsoft, HP, IBM, EMC, Cisco, Oracle and Dell, which have enabled us to provide premium-quality services to our clients through early access to new technologies as well as preferred access to training and technical support.

TSCTI is currently holding over 65 contract with various Federal, State, County and local Agencies. Over 60% of TSCTI consultants are working at different state/federal/county agencies. The attached TSCTI response addresses all requirements identified in the current solicitation. TSCTI acknowledges and agrees to all the rights of the city, including solicitation rules and procedures, terms and conditions, and all other rights and term specified in this Solicitation. TSCTI also understands and agrees to obtain a City of Redmond business license as a requirement for performing these services once the contract will be awarded.

TSCTI incorporates innovative approach to provide enterprise level IT consulting and has a clientele of major Fortune 500 companies, State and Federal agencies. TSCTI maintains a database of more than 60,000 consultants, available as needed with more than 50 recruiters, data miners and research analysts, working round the clock to identify the market demand and expand consultant's database. Over 60% of TSCTI consultants are working at different state/federal/county agencies.

Required Information

Vendor Name	22nd Century Technologies Inc
Vendor Address	**Corporate Office** 22nd Century Technologies Inc 2 Executive Drive, Suite 230 Somerset NJ 08873 **Local Office** 22nd Century Technologies Inc Old Gallows Road, Suite 350 Vienna, VA 22182-4042
Telephone Number	+1 800-517-8408
Name of Authorized Contact Person to speak on behalf of the TSCTI	Eva Gaddis-McKnight, Administrator

TSCTI understands the importance of effective and timely delivery of a project having tight timelines and budget. TSCTI helps its clients achieve this by providing highly skilled and capable resources with a proven ability to understand client's true needs/ requirements quickly and meet client expectations with minimal interference and rework.

TSCTI is well known for building high quality project teams with unparalleled technical expertise and having experience working with government agencies, helping its clients accomplish their initiatives. TSCTI's team members are fully committed to complete client initiatives successfully. Through our company commitment and dedicated staff, TSCTI has a 100% project success rate with all of our clients, including many state and county agencies.

The attached TSCTI response addresses all requirements identified in the current RFQ. TSCTI acknowledges and agrees to all the RFQ rules and procedures, terms and conditions, and all other rights and term specified in this solicitation.

We confirm that this proposal meets all mandatory requirements of this RFQ.

Should you have any question regarding this proposal, please feel free to contact me.

Once again thank you for your time and consideration.

Sincerely

Eva Gaddis-McKnight

Eva Gaddis-McKnight
Administrator
22ⁿᵈ Century Technologies, Inc
Old Gallows Road, Suite 350
Vienna, VA 22182-4042
Telephone No. 800-517-8408
Fax: 501-421-3750
Mailto: govt@tscti.com

Quotation forms

State of West Virginia Department of Administration Purchasing Division 2019 Washington Street East Post Office Box 50130 Charleston, WV 25305-0130	**Request for Quotation**	RFQ NUMBER: ITECH10 PAGE: 1

ADDRESS CORRESPONDENCE TO ATTENTION OF:

JO ANN ADKINS
304-558-8802

VENDOR
RFQ COPY
TYPE NAME/ADDRESS HERE
22nd Century Technologies Inc
Old Gallows Road, Suite 350
Vienna, VA 22182-4042

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

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

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

LINE	QUANTITY	UOP	CAT. NO.	ITEM NUMBER	UNIT PRICE	AMOUNT

```
                    REQUEST FOR QUOTATION

THE PURCHASING DIVISION IS SOLICITING BIDS TO
PROVIDE TEMPORARY STAFFING WITH COMPUTER
TECHNICAL EXPERTISE AND TO PROVIDE IT SERVICES
FOR PROJECTS.

***************
INQUIRIES

WRITTEN QUESTIONS SHALL BE ACCEPTED THROUGH CLOSE
OF BUSINESS ON WEDNESDAY, DECEMBER 9, 2009.
QUESTIONS MAY BE SENT VIA USPS, FAX, COURIER OR
E-MAIL.  IN ORDER TO ASSURE NO VENDOR RECEIVES
AN UNFAIR ADVANTAGE, NO SUBSTANTIVE QUESTIONS
WILL BE ANSWERED ORALLY.  IF POSSIBLE, E-MAIL
QUESTIONS ARE PREFERRED.

ADDRESS INQUIRIES TO:

JO ANN ADKINS
DEPARTMENT OF ADMINISTRATION
PURCHASING DIVISION
2019 WASHINGTON STREET, EAST
CHARLESTON, WV 25305

FAX:     304.558.4115
E-MAIL:  JO.A.ADKINS@WV.GOV

ATTACHMENTS:

ITECH10 SPECIFICATIONS, DATED 11/18/2009, 30 PAGES.
PURCHASING AFFIDAVIT
```

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

SIGNATURE *Eva Gaddis-McKnight*   TELEPHONE 800-517-8408   DATE 1/19/10

TITLE Administrator   FEIN 223502121   ADDRESS CHANGES TO BE NOTED ABOVE

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

| | | | State of West Virginia
Department of Administration
Purchasing Division
2019 Washington Street East
Post Office Box 50130
Charleston, WV 25305-0130 | **Request for Quotation** | RFQ NUMBER
ITECH10 | PAGE
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ADDRESS CORRESPONDENCE TO ATTENTION OF

JO ANN ADKINS
304-558-8802

RFQ COPY
TYPE NAME/ADDRESS HERE

22nd Century Technologies Inc
Old Gallows Road, Suite 350
Vienna, VA 22182-4042

ALL STATE AGENCIES
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11/18/2009				

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

LINE	QUANTITY	UOP	CAT NO	ITEM NUMBER	UNIT PRICE	AMOUNT
	RESIDENT VENDOR PREFERENCE EXHIBIT 10 - ADDENDUM AKNOWLEDGEMENT					
0001	1	EA		946-30		
	TECHNICAL SUPPORT					

EXHIBIT 3

LIFE OF CONTRACT:　THIS CONTRACT BECOMES EFFECTIVE ON
.... AND EXTENDS FOR A PERIOD OF ONE (1)
YEAR OR UNTIL SUCH "REASONABLE TIME" THEREAFTER AS IS
NECESSARY TO OBTAIN A NEW CONTRACT OR RENEW THE
ORIGINAL CONTRACT.　THE "REASONABLE TIME" PERIOD SHALL
NOT EXCEED TWELVE (12) MONTHS.　DURING THIS "REASONABLE
TIME" THE VENDOR MAY TERMINATE THIS CONTRACT FOR ANY
REASON UPON GIVING THE DIRECTOR OF PURCHASING 30 DAYS
WRITTEN NOTICE.

UNLESS SPECIFIC PROVISIONS ARE STIPULATED ELSEWHERE
IN THIS CONTRACT DOCUMENT, THE TERMS, CONDITIONS AND
PRICING SET HEREIN ARE FIRM FOR THE LIFE OF THE
CONTRACT.

RENEWAL: THIS CONTRACT MAY BE RENEWED UPON THE MUTUAL
WRITTEN CONSENT OF THE SPENDING UNIT AND VENDOR,
SUBMITTED TO THE DIRECTOR OF PURCHASING THIRTY (30)
DAYS PRIOR TO THE EXPIRATION DATE.　SUCH RENEWAL SHALL
BE IN ACCORDANCE WITH THE TERMS AND CONDITIONS OF THE
ORIGINAL CONTRACT AND SHALL BE LIMITED TO TWO (2) ONE
(1) YEAR PERIODS.

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

SIGNATURE	TELEPHONE 800-517-8408	DATE 01/19/10
TITLE Administrator　FEIN 22-3502121		ADDRESS CHANGES TO BE NOTED ABOVE

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

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

Request for Quotation

RFQ NUMBER	PAGE
ITECH10	3

ADDRESS CORRESPONDENCE TO ATTENTION OF:

JO ANN ADKINS
304-558-8802

RFQ COPY
TYPE NAME/ADDRESS HERE

22nd Century Technologies Inc
Old Gallows Road, Suite 350
Vienna, VA 22182-4042

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LINE	QUANTITY	UOP	CAT. NO.	ITEM NUMBER	UNIT PRICE	AMOUNT

CANCELLATION: THE DIRECTOR OF PURCHASING RESERVES THE
RIGHT TO CANCEL THIS CONTRACT IMMEDIATELY UPON WRITTEN
NOTICE TO THE VENDOR IF THE COMMODITIES AND/OR SERVICES
SUPPLIED ARE OF AN INFERIOR QUALITY OR DO NOT CONFORM
TO THE SPECIFICATIONS OF THE BID AND CONTRACT HEREIN.

OPEN MARKET CLAUSE: THE DIRECTOR OF PURCHASING MAY
AUTHORIZE A SPENDING UNIT TO PURCHASE ON THE OPEN
MARKET, WITHOUT THE FILING OF A REQUISITION OR COST
ESTIMATE, ITEMS SPECIFIED ON THIS CONTRACT FOR
IMMEDIATE DELIVERY IN EMERGENCIES DUE TO UNFORESEEN
CAUSES (INCLUDING BUT NOT LIMITED TO DELAYS IN TRANS-
PORTATION OR AN UNANTICIPATED INCREASE IN THE VOLUME
OF WORK.)

QUANTITIES: QUANTITIES LISTED IN THE REQUISITION ARE
APPROXIMATIONS ONLY, BASED ON ESTIMATES SUPPLIED BY
THE STATE SPENDING UNIT. IT IS UNDERSTOOD AND AGREED
THAT THE CONTRACT SHALL COVER THE QUANTITIES ACTUALLY
ORDERED FOR DELIVERY DURING THE TERM OF THE CONTRACT,
WHETHER MORE OR LESS THAN THE QUANTITIES SHOWN.

ORDERING PROCEDURE: SPENDING UNIT(S) SHALL ISSUE A
WRITTEN STATE CONTRACT ORDER (FORM NUMBER WV-39) TO
THE VENDOR FOR COMMODITIES COVERED BY THIS CONTRACT.
THE ORIGINAL COPY OF THE WV-39 SHALL BE MAILED TO THE
VENDOR AS AUTHORIZATION FOR SHIPMENT, A SECOND COPY
MAILED TO THE PURCHASING DIVISION, AND A THIRD COPY
RETAINED BY THE SPENDING UNIT.

BANKRUPTCY: IN THE EVENT THE VENDOR/CONTRACTOR FILES
FOR BANKRUPTCY PROTECTION, THE STATE MAY DEEM THE
CONTRACT NULL AND VOID, AND TERMINATE SUCH CONTRACT
WITHOUT FURTHER ORDER.

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

SIGNATURE	*Gus Gaddis-McKnight*	TELEPHONE 800-517-8408	DATE 01/19/10
TITLE Administrator	FEIN 22-3502121	ADDRESS CHANGES TO BE NOTED ABOVE	

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

	State of West Virginia	**Request for**		RFQ NUMBER			PAGE
	Department of Administration	**Quotation**		ITECH10			4
	Purchasing Division						

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

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

RFQ COPY
TYPE NAME/ADDRESS HERE
22nd Century Technologies Inc
Old Gallows Road, Suite 350
Vienna, VA 22182-4042

ALL STATE AGENCIES
 AND POLITICAL SUBDIVISIONS
VARIOUS LOCALES AS INDICATED
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11/18/2009				

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

LINE	QUANTITY	UOP	CAT. NO.	ITEM NUMBER	UNIT PRICE	AMOUNT

THE TERMS AND CONDITIONS CONTAINED IN THIS CONTRACT
SHALL SUPERSEDE ANY AND ALL SUBSEQUENT TERMS AND
CONDITIONS WHICH MAY APPEAR ON ANY ATTACHED PRINTED
DOCUMENTS SUCH AS PRICE LISTS, ORDER FORMS, SALES
AGREEMENTS OR MAINTENANCE AGREEMENTS, INCLUDING ANY
ELECTRONIC MEDIUM SUCH AS CD-ROM.

REV. 05/26/2009

PURCHASING CARD ACCEPTANCE: THE STATE OF WEST VIRGINI
CURRENTLY UTILIZES A VISA PURCHASING CARD PROGRAM WHICH
IS ISSUED THROUGH A BANK. THE SUCCESSFUL VENDOR
MUST ACCEPT THE STATE OF WEST VIRGINIA VISA PURCHASING
CARD FOR PAYMENT OF ALL ORDERS PLACED BY ANY STATE
AGENCY AS A CONDITION OF AWARD.

                    NOTICE

A SIGNED BID MUST BE SUBMITTED TO:

        DEPARTMENT OF ADMINISTRATION
        PURCHASING DIVISION
        BUILDING 15
        2019 WASHINGTON STREET, EAST
        CHARLESTON, WV 25305-0130

THE BID SHOULD CONTAIN THIS INFORMATION ON THE FACE OF
THE ENVELOPE OR THE BID MAY NOT BE CONSIDERED:

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

SIGNATURE *Eva Gaddis-McKnight*	TELEPHONE 800-517-8408	DATE 01/19/10
TITLE / Administrator FEIN 22 3502121		ADDRESS CHANGES TO BE NOTED ABOVE

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

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

RFQ NUMBER
ITECH10

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

RFQ COPY
TYPE NAME/ADDRESS HERE

VENDOR
22nd Century Technologies Inc
Old Gallows Road, Suite 350
Vienna, VA 22182-4042

SHIP TO
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11/18/2009				

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

LINE	QUANTITY	UOP	CAT NO	ITEM NUMBER	UNIT PRICE	AMOUNT
	SEALED BID					
	BUYER:				FILE 42	
	RFQ. NO.:				ITECH10	
	BID OPENING DATE:				01/07/2010	
	BID OPENING TIME:				1:30 PM	

PLEASE PROVIDE A FAX NUMBER IN CASE IT IS NECESSARY
TO CONTACT YOU REGARDING YOUR BID:
      501-421-3750

CONTACT PERSON (PLEASE PRINT CLEARLY):
      Eva Gaddis-McKnight

****** THIS IS THE END OF RFQ ITECH10 ****** TOTAL:

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

SIGNATURE *Eva Gaddis-McKnight*   **TELEPHONE** 800-517-9408   **DATE** 01/19/10

TITLE Administrator   **FEIN** 22-3502121   **ADDRESS CHANGES TO BE NOTED ABOVE**

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

Acknowledgement of Addendums

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.

Ena Gaddis-McKnight
SIGNATURE

22nd Century Technologies Inc
COMPANY

01/19/10
DATE

Section I - Corporate Description

1) Provide the name, address, telephone number, fax number, and Federal Tax ID number for the company

TSCTI Reply

Name	22ⁿᵈ Century Technologies Inc	
Address	**Head Office** 22ⁿᵈ Century Technologies Inc 2 Executive Drive, Suite 230 Somerset NJ 08873	**Local Office** 22ⁿᵈ Century Technologies Inc Old Gallows Road, Suite 350 Vienna, VA 22182-4042
Telephone Number	800-517-8408	
Fax Number	501-421-3750	
Federal Tax ID	22-3502121	

2) Provide a contact name, address, telephone number, and e-mail address.

TSCTI Reply

Contact Name	Eva Gaddis-McKnight, Administrator
Address	Old Gallows Road, Suite 350 Vienna, VA 22182-4042
Telephone Number	+1 800-517-8408
e-mail	govt@tscti.com

3) Provide the date the company was established and the number of fulltime employees as of November 1, 2009.

TSCTI Reply

TSCTI is Small Business 8(A) certified, Minority Owned and Small Business Company established in **March 24, 1997**.

The number of fulltime employees as of November 1, 2009 is 42.

4) Provide a synopsis of company history, organization, key personnel, and resulting contract and industry partners. (10 page maximum)

TSCTI Reply

TSCTI is a **CMMI Level 2 Certified** and 8(A) certified Small Minority Owned Company with over **12 years of experience** providing IT consulting to Government agencies. TSCTI was incorporated in 1997 in New Jersey as S-Corporation. Since its inception, TSCTI is focused on IT consulting and Solutions. TSCTI is headquartered in NJ and have presence in 20 states across the nation. With D&B Open rating score of 93, TSCTI have been successfully serving customer with high customer satisfaction.

TSCTI incorporates innovative approach to provide enterprise level IT consulting and have clientage of major Federal, State, Local agencies and School Districts. We have developed **strategic partnerships** with leading technology providers like **Microsoft, HP, IBM, EMC, Cisco, Oracle and Dell**, which have enabled us to provide premium-quality services to our clients through early access to new technologies as well as preferred access to training and technical support. Over 60% of TSCTI consultants are working at different state/federal/county agencies. TSCTI provides the best talent, resources, experience and market expertise to its customers. Through more than decade industry experience, TSCTI understands in-depth of IT implementation in Government sector.

Quick Facts
Recent Achievements with Federal Government
• Department of Labor (OIG)
• Department of Homeland Security (Science and Technology)
• Department of Treasury (IRS)
• National Institute of Health (NIH)
• Federal Trade Commission (FTC)
• US Naval Medical Center
• Federal Aviation Authority (FAA)
TSCTI Strengths
• CMMI Level 2 Certified
• DNB open Customer Score 93
• DNB Financial Credit Score 80
• Inc 5000 – Fastest Growing Company (2008)
• CRN 100 – Fastest Growing Company (2009)
• Software Magazine – Fastest Growing Company
• 80% Domain Specific Certified Consultants
Company – SBA 8 (a), Minority, SDB, GSA Schedule 70
Over 125 Consultants globally
Revenue of 14M in 2008
Over One Million Hours of IT Consulting
Excellent Domain knowledge for Government, Insurance, Finance and Telecom
Strategic partnership with ORACLE, HP, IBM, CISCO, EMC, SUN and DELL
Microsoft Gold Partner
Contract Vehicles – State/ County/ Agencies
More than 60 Contracts including working relationship with Sates of RI, DE, MN, NC, NJ, SC, MI, TX, MT, FL, WA, LA, MS, ND, HI, UT, VT, AZ, CA, OH, IA, MD, OR, Westchester County (NY), West Palm Beach County (FL), City of Tucson (AZ), King County (WA), Larimer County (CO), City of Phoenix (AZ), City of Alexandria (VA) & City of Portland (OR)

TSCTI Experience

TSCTI has strong and proven track record since 1997. We have successfully delivered over $70M of IT staffing and consulting services. TSCTI has evolved in-house methodology and processes to handle Government IT contracts. TSCTI has a dedicated team with experience and well understanding of Government contracts.

In 1998, TSCTI started its first State Government Staff Augmentation with Washington State Department of Transportation. Since then TSCTI has secured over 65 State & Local Government contracts and has provided more than 500K hours of IT services to different federal, state and county agencies. TSCTI has maintained a long term working relationship with most of its clients.

In addition to consulting services, TSCTI is also engaged in researching and implementing innovative ideas to better serve its clients. For this purposes, TSCTI has developed an enhanced project SDLC approach named "PowerRAD Approach". This approach enables TSCTI to significantly reduce project costs, development time and resource requirements while delivering high quality products.

TSCTI has been providing similar services to Government clients for the last 12 years. Our consultants have provided both end-to-end solutions (configuration, administration and end-to-end application software development) and specific design/ development services in different technologies for Government and commercial clients. This flexibility is supplemented by our vast expertise in design and development of host-centric or n-tier client-server architecture across different environments.

Here is the list of government sector contracts and client TSCTI is serving:

Federal Agencies

- Naval Hospital, San Diego
- IRS, Dept of Treasury
- NIH, Department of Health
- Federal Aviation Authority

- Department of Labor
- Federal Trade Commission
- Dept of Homeland Security- S&T
- Department of Veteran Affairs

State

- State of Rhode Island
- State of Delaware
- State of New Jersey
- State of Michigan
- State of Montana
- State of Rhode Island
- State of Washington
- State of Florida
- State of Iowa

- State of North Carolina
- State of South Carolina
- State of Mississippi
- State of Minnesota
- State of Maryland
- State of North Carolina
- State of Texas
- State of North Dakota
- State of Louisiana

County/City

- Ramsey County (MN)
- Westchester County (NY)
- West Palm Beach County (FL)
- City of Tucson (AZ)
- King County (WA)
- City of Phoenix (AZ)

- Suffolk County (NY)
- Larimer County (CO)
- Henderson City (NV)
- City of Portland (OR)
- Clark County (NV)
- City of Alexandria (VA)

Agency

- Beaufort County School District (SC)
- Baltimore County Public Schools (MD)
- Arlington County School Board (VA)
- AHCCS (AZ)
- Hillsborough County Public Schools (FL)
- School Board of Broward County (FL)
- CALPERS (CA)
- Ohio State University (OH)
- City of Phoenix Aviation Department (AZ)

- Sound Transit (WA)
- Hawaii Department of Education (HI)
- CMAS (CA)
- Board of Water Supply, Honolulu (HI)
- Howard County Department of Education (MD)
- City Colleges of Chicago (IL)
- Austin Independent School District (TX)
- Port of Portland (OR)
- ODOT OPO (OR)

TSCTI Differentiators

TSCTI is well positioned to address the requirements as specified in this RFQ

- ➢ Extensive similar experience helping various government agencies
- ➢ Work as partner and not just another staffing vendor. As partner we provide extra value add with combination of our knowledge base, our technology vendors' partnership advantage, our certified consultants with backup support from expert pool of consultants at our site.
- ➢ We apply proven project management methodology that deliver results on time and within budget
- ➢ Our approach not only addresses technology, but also addresses the people and process
- ➢ Our consultants provide knowledge transfer to clients through mentoring and formal solution and system change documentation.
- ➢ TSCTI's manageable size supports a small overhead as compare to big consulting companies

TSCTI's experienced consultants, proven methodologies, and focus on government solutions, positions us to meet client needs and requirements. Partnering with TSCTI provides clients inherent and clear advantages which result in achieving project objectives with significant cost savings. Our clients understand the value, TSCTI provides beyond our technical competencies, strategic approach, knowledge base, partnerships, and pool of subject matter experts (SMEs). Our solutions are based on countless hours of development, refinement, industry trends analysis, best practices and listening to our clients' needs.

TSCTI firm belief in professionalism, reliability and commitment has enabled it to create successful and long lasting relationships with client and consultants. TSCTI has been successful in delivering quality solutions with unmatched efficiency and great flexibility as a result of its deep understanding of industry domains and expert knowledge of diverse technologies.

TSCTI has established innovative processes for managing the life cycles of vertical practice areas and providing clear communication of all risks and deliverables to customers. TSCTI's culture and reputation for reliability have attracted the best talent and the most discerning clients. TSCTI has

been recognized in the industry for its phenomenal growth and client-centric operational philosophy.

TSCTI Track Record of Success

TSCTI has various case studies providing services to state and local government agencies. We have chosen to highlight the following clients to illustrate our track record of success:

State of Washington

TSCTI is a preferred vendor with DIS, DOH and DOT for State of Washington. TSCTI has outperformed other consulting companies competing in the State of Washington. The categories include Project Management, Business Analysis, Technology architecture planning and development, Client server, web & n-tier Application Development, Database Administration & development, Systems Analysis, Network & System administration, Security analysis, Mainframe Development, Quality Assurance & testing, Desktop Applications Development & Training, Workstation installation & support. TSCTI has been directly recognized by the Program Manager for our outstanding performance.

Department of Information Technology, Palm Beach, FL

TSCTI has been selected as the primary IT services vendor to provide IT services in categories like Project Management, Business Analysis, Development Solutions and Database Administration.

TSCTI has successfully maintained a long term working relationship by providing Information Technology services in multiple projects with State of Florida.

State of North Carolina

TSCTI is providing IT Staff augmentation services to State of North Carolina. TSCTI is committed to provide IT professionals and services relating to Project Management, Systems Analysis & Programming, Systems & Network Security, Database Management, Desktop/Helpdesk/IT Operations Support, LAN Integration, LAN/WAN Development/Upgrade & Support.

State of Mississippi

TSCTI is an existing preferred vendor with State of Mississippi, Department of Information Technology Services and Department of Transportation. The categories include Project Management, Application Development, Web Development, Database Administration, Networking, Quality Assurance, System Administration, Business/System Analysis, Technical Writing and Computer Operations.

Financial Status

TSCTI is financially stable company with revenue of $70M since its inception. TSCTI is a rapidly growing company, with a growth of over 46% in annual revenue increasing to $13.6 Million in 2008, as compared to $9.54 Million in previous year.

TSCTI has the required financial capacity to provide the services set forth in the RFP. TSCTI has the required financial capacity to provide the services set forth in the RFP.
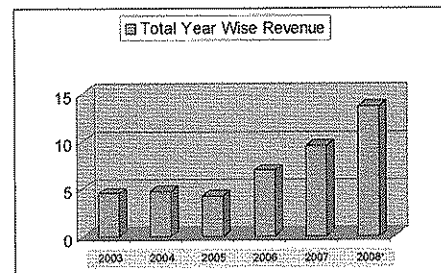
Business Partnerships

We have developed strategic partnerships with leading providers of open-standard software platforms, which have enabled us to provide premium-quality services to our clients through early access to new technologies as well as preferred access to training and technical support.
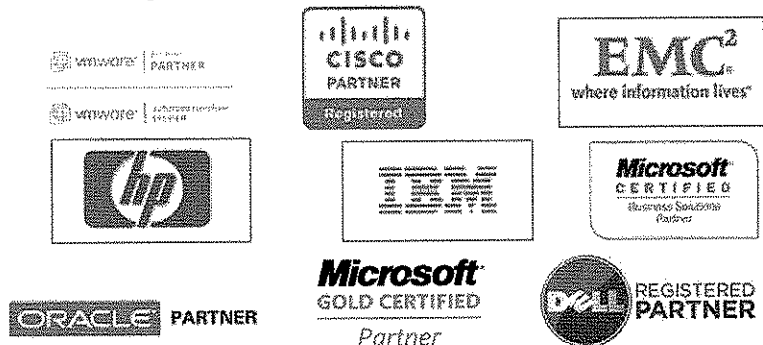
TSCTI Current Service Offerings

Major categories in which we offer services include:

- Program Management
- Project Management
- Business Analysis
- Technology Architecture Planning & Development
- Client server & n-tier Application Development
- Web Development
- Database Administration & Development
- Systems Analysis
- Network & System Administration

- Security Analysis
- Mainframe Development
- Quality Assurance & Testing
- Desktop Applications Development & Training
- Workstation Installation & Support
- GIS
- IT Infrastructure
- Helpdesk & Technical Support
- IT Training

TSCTI has expertise in areas including but not limited to the following:

Technology	Skills Area
Microsoft & Web Technologies	VisualStudio 6.0/.NET, Visual Interdev, SQL Server, VBScript, Java/J2EE, Java Script, XML, ASP.NET/VB.NET/ADO.NET, Microsoft Office SharePoint (MOSS), Domino/Notes, MS Transaction Server, ASP, ActiveX, Active Directory, XML, Web Services, VC++, HTML/DHTML
ERP/EPM	Oracle ERP, PeopleSoft CRM/ HRMS/ FM/ EPM/ CS, PeopleTools, SAP HR/ Financials/ Logistics
Helpdesk Support	Remedy, Magic, Footprints, Track It, Cynergy Software
Databases/ Modeling	Oracle, Sybase, Informix, MS-SQL Server, MySQL, DB2, Access, MYSQL, Oracle E-Business Suite, RationalRose, UML, Erwin ERX
Data Warehouse	Informatica, Cognos, Business Objects, Brio, TERADATA
Remote diagnostic software	SMS, PC Diagnostics, Dameware, Alchemy Remote Executor
Desktop/PC Support	Installing/configuring/troubleshooting/repairing PC hardware and peripherals, Installing/configuring/troubleshooting PC desktop applications and software.
LAN/WAN/ WEB SERVER	LAN/WAN – Cisco, Novell, Microsoft, Server security (NT/Windows2000, Active Directory), Network security (firewalls, intrusion detection, etc), Network protocols-TCP/IP, DHCP, DNS, WINS, SNMP, SMTP, NAT. Performance monitoring concepts, tools & techniques (Infrastructure, Network Server, Composite Baseline Analysis), Network planning and topology - Windows NT/2000, HP-UX, Solaris, Linux, UNIX
Web/ Application server/Middleware	IIS, Weblogic, Websphere, Apache, PWS, JWS, COM/DCOM/CORBA, EAI, MQ-Series, WEB Services, Tuxedo
OOP / OOD	C++, Java/J2EE, Java Swing/AWT, Applets, JavaScript/Jscript/VB Script, JSP/Servlets, EJB/JB, PowerBuilder, DELPHI
Mainframe	IBM mainframe, z/OS, JCL, TSO/ISPF, system utilities, COBOL 370, CICS, eCOBOL, ADABAS/Natural, Endeavor, RACF, N20, CA7, EOS,CA-ADSO, IBM/DB2 for OS390,COBOL/DC
Testing	Quick Test Pro, LoadRunner, WinRunner, TestDirector, RationalRobot, Rational Test Manager, Performance Studio, QA Run, QA Director
Project Management	PMP certified, Project management, Risk management, Resource planning, Cost Analysis, Documentation and Communication
Business Analysis	Requirement analysis, Cost-benefit analysis, risk identification/management, IBM Rational Suite, DOORS, Clear Quest, VISIO, iGraphics
Reporting	Crystal Report, MSSQL Reporting services, DataDynamic Active Reports

TSCTI ability to provide Information Technology Services

With more than 100 highly skilled technical professionals, TSCTI provides full spectrum of technology services ranging from business and IT consulting. TSCTI consultants' qualification includes 45% having Masters Degree, 90% having Bachelor's degree and 40% having certification in their key skill/technologies. Over 40% of TSCTI consultants are working at different federal/state/county agencies.

Majority of the consultants offered by TSCTI are certified professionals in their respective domain. TSCTI consultants hold certifications including but not limited to those listed in the table next:

| Domain	Certifications
Network/Security	CISSP, Cisco, CCNA, MCSE, CCNP, Network+, Security+
Application Development	MCSA, MCAD, MCSD, MCP, MCTS, MCPD, SCJP, Brainbench certified
Database	MCDBA, OCP
Project Management	PMP, CAPM
Quality Assurance	CSTE, CQA
Service Management	ITIL, CompTIA's A+, HDI

How TSCTI will manage the Contract

TSCTI is fully capable to recruit, hire and maintain staff in accordance with the client's schedule and requirements. In order to augment staff as requested by the client, TSCTI follows the Star 5 process, which ensures that top technical talent is presented. Our recruiting network focuses on contract services & permanent positions. TSCTI's recruiters identify temporary & full time candidates with successful track records.

TSCTI's Star 5 process
- Understand the client and the potential consultant need
- Create a win-win by balancing client investment and consultant growth
- Provide security to the consultants resulting in a stable work force for our clients
- Offer diverse services to the client to suit their unique requirement
- Recommend workable solution for both client and consultant

TSCTI has executed similar type of contracts with Government Agencies like State of Washington since 2000 and based on its experience, TSCTI has evolved in-house methodology and processes to handle Government IT staffing contracts. TSCTI has dedicated team with experience and well understanding of Government contracts. TSCTI's Key Staff is responsible to keep track of Client's contract requirements. TSCTI's Contract Manager will work very closely with the Client. As a practice, TSCTI hires local liaison officer(s) who act as pivot point between TSCTI and the Client.
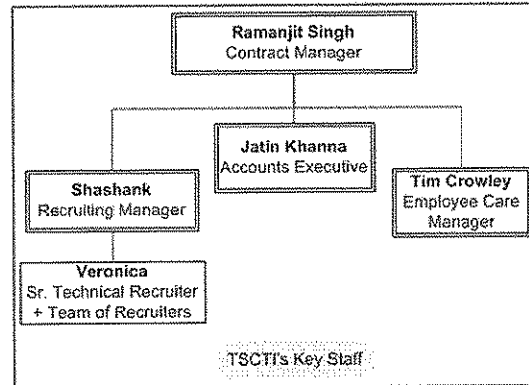
TSCTI has a proven organizational structure and a highly skilled management team to ensure that project requirements are supported. This approach includes:
- Providing clearly defined responsibilities to execute the project.
- Providing staff with multiple methods of communicating with Team members.
- Providing flexibility to expand contract staffing to meet the objectives of the effort.

TSCTI has a team of more than 50 technical recruiters and resume Miners, who works on the client's requirements. These recruiters are responsible to search the most suitable candidates, who will be the best fit for the requirement of the client. They are responsible to search for the candidates in the existing database of 60,000 consultants or using job portals like, Monster, CareerBuilder, Dice and sending them the job requirement. Team is also responsible to format resume according to the client's requirement and submit them to the Technical Recruitment Manager.

TSCTI proposed following Contract Management Team to manage this contract:

Name	Title
Ramanjit Singh	Contract Manager
Jatin Khanna	Accounts Executive
Shashank	Recruiting Manager
Tim Crowley	Employee Care Manager
Veronica	Sr. Technical Recruiter

The overview of the team is depicted next.

Team	Roles	Activity Performed

Key Management	• Contract Manager
	• Account Executives
		➢ Implement & Maintain the contract
		➢ Quarterly meeting with Client vendor management
		➢ Monthly meeting with Client Management
		  o To know about upcoming activities
		  o To understand Client future IT needs

		o To know about TSCTI staff performance
		➤ Quarterly meetings with Purchase Department to monitor TSCTI Contract Performance
		o To know TSCTI standing & performance on the contract
		➤ Weekly meeting with Back Office Staffing Operation & Employee Care Team to give update on TSCTI performance and upcoming activities under State contract
		➤ Ensure that Monthly Compliance Reports are being submitted in time
		➤ Weekly dashboard reports to Executive Management
Back Office Staffing Operation Team	• Staffing Manager • Technical Recruiters	➤ Manage IT Staffing need of Client requisitions ➤ Write Synopsis of the Client requisitions which includes- o Preparing Job Description for posting on the job sites and sending to TSCTI internal staff o Create template of the submittal format o Set up milestone of each activity to complete Client submittal timely ➤ Search suitable candidates ➤ Format resumes as per Client requirement and TSCTI company standards ➤ Screen candidates
Employee Care	• Employee Care Executive	➤ Collect periodic feedback of TSCTI staff working at Client o Create an issue ticket and direct to respective department o Monitor tickets and keep updates to the concern staff o Create a training request if staff would like to participate in training ➤ Send weekly updates of news/ any policy changes to IT staff working at Client ➤ Publish TSCTI referral program

Duties & Responsibilities of Key staff for Contract Management are as follows:

Name/ Role	Responsibilities
Ramanjit Singh Contract Manager	➤ Key person for managing contract signed with any client and interacting with client's contract manager. ➤ Ensure & track Client contract requirements. ➤ Educate existing & new account executives with state contract requirements ➤ Quarterly meeting with Client Management ➤ Quarterly meetings with Purchase Deptt. to monitor TSCTI contract performance o To know TSCTI standing & performance on the contract ➤ Weekly meeting with Back Office Staffing Operation & Employee Care Team to give update on TSCTI performance and upcoming activities under State contract ➤ Ensure that Monthly Compliance Reports are being submitted in time to the Client ➤ Send weekly dashboard reports to Executive Management
Jatin Khanna Accounts Executive	➤ Write Synopsis on Client requisition which includes- o Overview of the Client project o Technical skill required o Desired to have skills ➤ Work with Recruiting Manager to ensure quality of candidate selection process. ➤ Arrange interview with Client ➤ Monthly meeting with Client Management o To know about upcoming activities o To understand Client future IT needs o To know about TSCTI staff performance o Share vacation plans of TSCTI consultants ➤ Resolve difficult situations with TSCTI Staff working at Client ➤ Time to Time meeting with on-site consultants
Shashank Recruitment Manager	➤ Key person for managing IT Staffing need of Client requisitions ➤ Ensure and track the staffing requirements of the Client ➤ Set up milestone of each activity to complete the Client submittal ➤ Write Synopsis of the Client requisitions ➤ Create template of the submittal format ➤ Educate existing & new technical recruiters on the Client staffing requirements ➤ Arrange technical interviews
Tim Crowley, Employee Care	➤ Responsible for TSCTI employee care, a unique role which resulted in long retention of our consultants.

Manager	○ Manage consultants at various client sites. ○ Key person to keep consultants motivated and up to date with technologies. ○ Take care of consultant's requests/ issues and resolve all the requests. ➢ Works closely with contract manager and accounts manager to follow the progress of project. ○ Ensure that consultants are up to date with latest technologies and get those required trainings and certification ○ Create a training request if staff would like to participate in Client or outside training
Veronica Sr. Technical Recruiter + Team of Recruiters	➢ Prepare Job Description for posting on the job sites & send to TSCTI internal staff ➢ Search suitable candidates using- ○ Candidate Database (Dice, Monster, CareerBuilder, Internal Database) ○ Send job requirements to about 60000 consultants network in internal database ➢ Format resumes as per Client requirement ➢ Arrange technical interviews or tests using internal technical team member or using Prove It, Brainbench ➢ Evaluate Soft Skills, Consulting Skills & Team qualities ➢ Submit qualified resumes to the Recruiting Manager

How services will be provided, experience levels, service levels

TSCTI recruiting team consisting of more than 50 recruiters, data miners and research analysts, is working round the clock to identify the market demand and expand consultant's database. TSCTI has a database of 60000+ consultants. TSCTI is always recruiting and maintains a full pipeline of qualified candidates ready for hire.

After receiving the request from state, TSCTI will assign a dedicated team to start identifying local qualified candidates and start developing relationship with them. It is an ongoing proactive recruiting process of TSCTI to recruit local qualified consultants for each of the required skill categories. This helps us to develop focused database based on required skill category in the local area. TSCTI with its well defined recruitment process will makes all efforts to ensure that the best suitable candidates are provided to the state.

TSCTI has developed in house methodology and process to handle Government IT staffing contracts that provide for a customer support system comparable to the best in the industry. TSCTI has established a well defined recruitment process with clear role & responsibilities. The Resume Miners Team (RMT) has been put into place to improve the administrative process of managing incoming resumes from advertisement and on-line applications, entering candidates into the system, and basic resume formatting.

After, TSCTI account manager anticipates any requirement in terms of consultants with specific skill-set based upon client's project requirements, the preplanning process would be initiated immediately for personnel needs. The Resume Miners Team (RMT) operating 24/7 manages incoming resumes from advertisement and on-line applications, entering candidates into the system, and basic resume formatting. This allows our Recruiters and Resource Managers to spend more of their time locating, building relationships with, and qualifying the best talent.

TSCTI Account manager shall keep track of the project progress on basis of the feedback from project manager and consultants. TSCTI's Team management approach uses a proven organizational structure and a highly skilled management team to ensure that project requirements are supported.

TSCTI's Key Management team is responsible to keep track of Client's contract requirements. TSCTI's Contract Manager & Account Executives will work very closely with Client and TSCTI's on-site IT Staff. As a practice, TSCTI hires local liaison officer(s) who act as pivot point between TSCTI and the Client. TSCTI has a dedicated team with experience and well understanding of Government contracts.

TSCTI Well-Defined Methodologies for providing Technical Services

Based on its experience, TSCTI has evolved in-house methodology and processes to handle Government IT staffing contracts. List of TSCTI processes & approach which help TSCTI in effectively responding with appropriate IT staff when specific skill set is requested by the client, is as follows:
   I.   TSCTI Recruitment Process
   II. Quality Process in hiring consultants
   III. Personnel Replacement Policy
   IV. TSCTI Training Process

I. TSCTI Recruitment Process
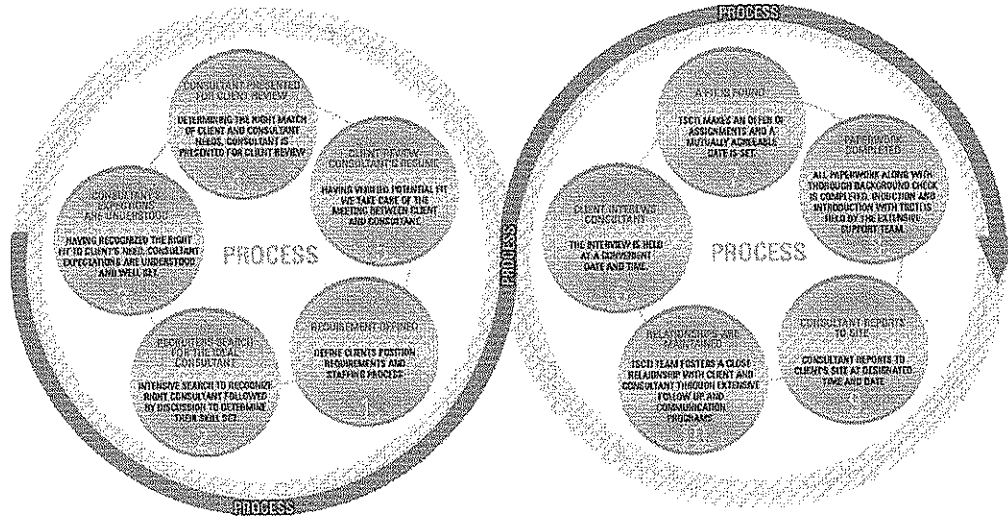
TSCTI selects consultants completely matching the requested skill set on an as-needs basis. TSCTI has well defined recruitment process put in place, to select top tier professionals to hire for its clients.

TSCTI ensures its commitment to satisfy all client requests by following these principles:
➢ Understanding the client's needs
➢ Meeting all requirements/commitments of customer with intelligent management for staffing
➢ Verifying that its staffing services meet agreed requirements
➢ Making provisions of quality assessment, testing & training for accepting market challenges
➢ Monitoring, benchmarking and continuously improving its business, products and services, organization and employees' performance

The outline of the TSCTI Recruiting process described below:

#	Action Item	Detailed Steps
1.	Client Requisition	➢ Get Client staff requisition ➢ Write overview of the requisition
2.	Identify Consultant	➢ Identify consultants within 48 hours of the receipt of request ➢ Search internal database (**have 60000+ consultants**) to identify the consultants who have previously worked with Government agencies ➢ Use Referral by contacting all our current and past consultants as we believe in building strong and chained relations which are genuine and more committed ➢ Post the job to external job sites. TSCTI uses Dice.com, Monster.com, CareerBuilder.com etc ➢ Contact and send job to all relevant consultants.
3.	Pre-Screening	➢ Execute a comprehensive prescreening that confirms previous Government agency's experience, motivation, salary, skill level, clearance, potential team-fit ➢ Determine whether the candidate can join within 5 working days ➢ Discuss salary requirements and relocation needs with the candidate ➢ Provide company's overview and explain benefits ➢ Evaluate attitude & aptitude test by discussing team scenarios
4.	Interview (TSCTI level)	Technical Skill Evaluation ➢ Conduct initial assessment of the candidate's technical qualification ➢ Conduct detailed technical interviews based on job requirement. Soft Skills Evaluation ➢ Check effective communication, creativity, analytical thinking, diplomacy, flexibility, change-readiness, and problem solving, leadership, team building, and listening skills. ➢ Prepare the feedback form by filling results of the interview
5.	Post Interview/ Evaluation (TSCTI level)	➢ Gather interviewer feedback within 24 hours. ➢ Check candidate's references ➢ Inform interview results to the candidates.

6.	Setting up Client Interview	➢ Submit resume(s) with brief description of the successful candidates and references ➢ Discuss interview schedule with hiring manager to set up successful candidates ➢ Set up interview either telephonic or face to face depending upon client's requirements
7.	Criminal, background and Drug Check	➢ Conduct criminal and background check if required by the client ➢ Conduct Drug check if required by the client
8.	Offer	➢ Complete all due diligence before extending an offer to successful candidates ➢ Share candidate's decision or initial response with hiring managers ➢ Complete all the paperwork and formalities
9.	Joining	➢ Inform the joining date of the candidate to the client ➢ Candidate joins the project on specified date
10.	Training (ongoing)	➢ Conduct training on need /project basis ➢ Update PDP (Personal Development Plan) of each consultant

Recruitment processes used today for recruiting skilled professionals is a result of hard work, dedication and experience of last 10 years. The Resume Miners Team (RMT) has been put into place to improve the administrative process of managing incoming resumes from advertisement and on-line applications, entering candidates into the system, and basic resume formatting. The RMT operates 24/7. This added dimension to the recruiting process allows our Recruiters and Resource Managers to spend more of their time locating, building relationships with, and qualifying the best talent and is also a training ground for future IT recruiters. With the above defined recruitment process in place, we are confident that we'll be able to meet the Client's staffing requirement.

II. Quality Process in Hiring Consultants

TSCTI has been in IT staffing business since inception and has successfully provided over 300 man years of staffing to Government and Private sector. One of the TSCTI's key to success is the Quality Process in hiring consultants.

TSCTI has adopted and fully supports a formal and continuing program of review, evaluation and modification of its operations at all levels to ensure the highest quality services for its customers. In fact, TSCTI's key to success is the Quality Process followed in hiring consultants. A central recruiting solution has been implemented and all the recruiters use this application to ensure same quality process is followed to satisfy all the client's requests:

Phase 1: Resume Identification
TSCTI's RMT (*Resume Miners Team)* team checks each resume as per client's Requirement, before passing that resume to the Technical Recruiters.

Phase 2: Prescreening
- Execute a comprehensive prescreen that confirms motivation, salary, skill level, clearance, and potential team fit, discuss salary
- Provide TSCTI overview and explain benefits
- Evaluate aptitude by discussing team scenarios

Phase 3: Technical Skills Evaluation
- Conduct detail technical interviews based upon client's requirement.
- Check effective communication, creativity, analytical thinking.
- Prepare the feedback form by filling results of the interview.

Phase 4: Reference Verification
- Every consultant is required to provide at least two professional references,
- References are cross checked by TSCTI recruiters before consultant submittal.

Phase 5: Criminal and background Check
- TSCTI can also do the criminal and background check if required by the client.

III. Personnel Replacement Policy
TSCTI has extensive experience in various project domains thereby enabling it to maintain a pool of standby technical manpower to replace incase of turnout of consultant. If a situation arises where performance and/or quality of work does not meet the requirements and client-defined specifications, TSCTI Accounts Manager takes immediate action upon getting input from the client. The issue is escalated immediately to the senior management for corrective action. The request is forwarded to the Recruiting team and TSCTI immediately replaces the consultant, and ensures sooth transitioning for new consultant. All the TSCTI

consultants are mandated to follow TSCTI's well documented Transition (Knowledge Transfer) process, so as to curb any time slippages.

In case of a requirement for immediate replacement, TSCTI immediately:

➢ Provides resumes to the client with in one business days from internal CRM.

➢ Facilitates client interview and joining process of new consultant.

➢ Provides knowledge transfer to the new hired consultant to avoid project schedule slippages
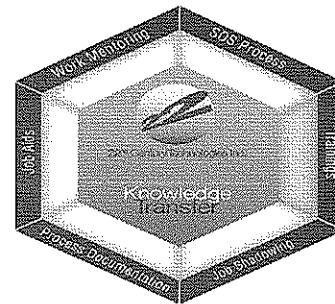
The consultant prior to leaving the client has to fulfill exit criteria and return the entire client's property before leaving the client's premises. In addition, consultant has to report to the TSCTI Account manager and fulfill all the formalities. Both Proposed Staff and Backup Pool with strong technical manpower has the experience of working on a variety of projects of varying degree of complexity and is constantly trained to maintain excellence. TSCTI satisfies customer needs and expectations by providing the Right People at the Right Time, at the Right Place.

IV. TSCTI's Training Process

TSCTI has many programs to enhance our Consultant's Technical Capabilities & stay abreast in the cutting-edge technologies. Here are few of those

➢ Regular in-house training Programs focusing on Key Technology areas

➢ Periodic sponsorship to workshop organized by major vendors

➢ Education Assistance Program and Certification Achievement Incentives

TSCTI is dedicated to develop consulting and other skills of its employees to build technical, consulting, managerial and soft skills. TSCTI offers a gamut of external/in-house technical training courses to its consultants to help them keep abreast in latest technologies. TSCTI has a well defined policy to offer technical training courses to its consultants, which is as follows:

➢ TSCTI Account Executives play key role to understand the skill requirements on Client's project where our consultant is currently working. They meet Client Project Manager and gather the information about technical skills our consultant needs to get training.

➢ Account Executives provide this feedback to our HR department.

➢ HR Executive communicates with consultant to keep update about the training requirements on the project. TSCTI has in-house training CBTs that our consultants can go through. HR Executive offers these training/courses to our consultant as per needs basis.

➢ We also recommend consultant to take training as per project needs from a training school

➢ TSCTI sends technical newsletter to keep them in touch with technology

Our Project Team Training approach uses an effective and efficient combination of training tools and methods to equip the State's project team members with the appropriate skills and capability to contribute effectively to a successful implementation of the Project throughout its phases. We define the training needs necessary to build the expertise required to be productive project team members and to operate, maintain and support the system post-implementation. Our training curriculum is role-based meaning that each project team member receives training based on the role(s) he or she performs on the project.

Technical Training Needs

➢ TSCTI Account Executives play key role to understand the skill requirements on Client's project where our consultant is currently working. They meet Client Project Manager and gather the information about technical skills our consultant needs to get training.

➢ Account Executives provide this feedback to our HR department.

➢ HR Executive communicates with consultant to keep update about the training needs on the project. TSCTI has in-house training CBTs that our consultants can go thru. HR Executive offers these training/courses to our consultant as per needs basis.

➢ We do recommend our consultant to take training as per project needs from a training school.

➢ TSCTI encourages consultants to get certifications by reimbursing the cost of certification.

➢ TSCTI sends technical newsletter to keep them in touch with technology

To effectively generate new ideas, consultants are trained in problem solving, including an ability to think "outside the box." A typical program includes how to identify problems, prioritize, analyze root causes, identify possible counter-measures, implement the solution, and check whether the solution actually works.

Section II- Qualifications & Experience of the Company in Supplemental Staffing Contracts

1) Provide a title page for the supplemental staffing category for which you are applying.

TSCTI Reply

TSCTI is applying for the following Supplemental Staffing Categories:

#	Staffing Categories
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.	Graphics and Presentations
14.	Middleware Integration
15.	Project Management Services
16.	Telecommunications Services
17.	Business Analyst Services
18.	ERP Implementation

2) There are 21 Supplemental Staffing categories described in this RFQ (Attachment 1). The vendor must provide one client reference for each staffing category. The reference must include project description, a description of the person's duties, general value of the project, length of project, customer's name, contact's name, telephone number and e-mail address.

TSCTI Reply

<u>Reference #1- Web Programming</u>

Client	Start Date- End Date	Client Reference
Department of Retirement Systems Website	Sep 09- Ongoing	Darrel Davenport **Phone:** (360) 664-7309 **Email:** DarrellD@drs.wa.gov
Details of the Project		
Project Overview	The Washington State Department of Retirement Systems currently administers eight statewide public retirement systems, which include 15 separate plans or tiers. These plans are defined benefit plans, three of which also have a defined contribution component. Those three plans include the Public Employees' Retirement System (PERS) Plan 3, the Teachers' Retirement System (TRS) Plan 3 and the School Employees' Retirement System (SERS) Plan 3. The defined benefit pension plans are managed solely by DRS, while the record keeping aspects of the defined contribution component are managed through a contracted third-party record keeper.	
Work Performed	• **Participation in the web site migration project** –Migrate existing web content to the new design, and participate in project status meetings. Transform the content to fit the new design according to DRS standards, formatting, and style sheets. Assist DRS in the development and finalization of web site style guide standards. • **Technical review and approval** – Review all migrated web pages for technical compliance to DRS standards and will provide final workflow approval before posting pages to the production environment. Ensure the final product is coded optimally for performance and for the most efficient future maintenance (using templates, style sheets, and XHTML). Upon completion of review approve the pages for post to production. • **Participation in system and user acceptance testing** –Participate in final testing, to ensure all pages function (test for broken links, and proper browser rendering), and will provide feedback on usability, and accessibility, and will react to problems or issues as they are identified. • **Participation in ongoing technical design and content reviews** –As part of the technical team, present their own work products and evaluate the work products of others to assure conformance to industry standards and established DRS standards and assure their fit into the objectives of the project. • **Provide daily web support** –Provide support for day-to-day maintenance of DRS' internet and intranet web sites. Addressing and resolving web issues identified by DRS staff, identifying and implementing updates, general maintenance, and assisting DRS staff as needed. • **Documentation** – Document all work products according to DRS standards.	
Environment	HTML, XHTML, CSS, DHTML, .Net, C#, JavaScript, Web 2.0, Ext-JS, MySQL, Adobe Photoshop CS, Image ready, Adobe Flash CS Animation/Action Script 2.0, Adobe DreamWeaver, VS2005, XSLT, Visio, Section 508 and W3C standards, JAVA, Report Magic	
Project Value	$44K	

Reference #2- PC Programming

Client	Start Date	End Date	Client Reference
Mastercard Worldwide 2200 MasterCard Blvd, O'Fallon, MO 63368	May 07	Sep 09	**Name:** Srinivas Kosaraju **Phone:** 636-722-7613 **Email:** srinivas_kosaraju@mastercard.com
Details of the Project			
Project Overview	This project is to enhance the tool called extract engine for various functionalities like auto database connectivity on failover, skip processing of data on Sundays, storing core dumps in process repository, clean up of intermediate files generated during extraction, starting the process on server boot up etc		
Work Performed	- Designing and developing the changes. - C and Shell script programming. - Unit testing - Coordinating with system testing - Acting as Sr. Developer for this project - Understood requirements, performed analysis, and wrote design documents - Enhanced the workflows and worklets of Extract Engine with parallel and sequential sessions that extract, transform, and load data to one or more targets - Enhanced and implemented processes for data mapping and data cleansing techniques - Enhanced the schedulers, which actually starts the processes every time when server boots up like, Data manger process and Monthly bug fixed report process - Involved in performance Analysis for the data conversion efforts and additional data needed in the use of criteria for transactional processing - Wrote store procedures, functions, Scripts using UNIX shell scripts, C , & Oracle for enhancing Extraction Engine - Performed Unit testing, Integration testing and generated various Test Cases		
Environment	C , Shell script, Unix-AIX, Oracle 9i		
Project Value	$230K		

Reference #3- Mainframe Programming

Project Title: e-JAS (Case Management Tool), DSHS, WA

Client	Start Date	End Date	Client Reference
DSHS, WA	Mar 02	Nov 04	Scott Reese 360-664-4409 reesesa@dshs.wa.gov
Details of the Project			
Project Overview	TSCTI provides IT professionals to Department of Social & Health Services (DSHS) at Olympia, Washington to support the design, development and testing of e-JAS project. TSCTI consultants provide expertise in Natural, EntireX, Natural and COBOL		
Scope of Work	- Provide technical consultation & Analysis of the existing system - Design & Development of Database, Programming Integration & Testing - Implementation & Support the maintenance of e-JAS - Report creation for Management & Case Load - System enhancement including data integrity improvement, data warehouse interface and other system enhancement		
Work Performed	TSCTI provides highly skilled professionals to support the above defined scope of work. TSCTI consultant's performed following work on e-JAS project- - TSCTI staff developed following modules for the e-JAS (Case Management Tool) - Security - Automated Referral - Individual Development Plan - Participant Progression - Notes - Invoicing/Payments - Wage Import - Monthly Reports - E-JAS Integration - Creation & maintenance of database, table spaces, users, tables, indexes, store procedures, roles, profiles, partitions and other schema objects. - Created JCL's and PROCs as needed by different programs - Handled on Call support for maintenance - Developed number of processes to help DSHS to support the maintenance issues. - Developed batch modules using Natural, Adabas & COBOL to extract the data from the Adabas. - Used EntirX Broker to get the data from Adabas to show on the ASP web pages. - Created number reports for the Management & Case Load using Adabas/Natural. - Write unit test scripts		
Technology Used	ADABAS NATURAL, ADABAS PREDICT, ASP.NET, HTML, MICROSOFT VB, MS VISUAL STUDIO, MS VISUAL SOURCESAFE, JAVASCRIPT, ENTIREX, ENDEVOR, CA7, MVS/JCL, TSO ISPF, VISIO		
Deliverables	- Database Design , Development, Maintenance and Support - Generating report		
Project Value	$275K		

Reference #4- Computer Systems Analysis

Self Insurance Electronic Data Reporting System (SIEDERS), LNI, WA

Client	Start Date	End Date	Client Reference
Department of Labor & Industry, State of Washington	Oct 05	Jun 07	**Name:** Mayzlin, Zachary **Phone:** (360)902-6248 **Email:** MAYZ235@lni.wa.gov

Details of the Project	
Project Overview	The Self Insurance Electronic Data Reporting System (SIEDRS) Project is designed to collect data from self-insured employers and create performance reports based on that data. These reports would allow Department of Labor and Industries (L&I) and self-insured employers to evaluate self-insurers' performance and the nature and extent of L&I's regulatory efforts. Data would also be used by L&I to enhance efforts toward appropriate delivery of benefits to injured workers.
Work Performed	• Participate in requirement gathering. Develop Use Cases, Sequence Diagrams, and Class Diagrams • Project Estimation and Level of Effort calculation • Participate in Database design and obtaining the approval from the stakeholders' design team • Designed the abstract classes for the business tier VB.NET • Perform Unit and integrations testing. Perform performance stress testing • Developed framework and business objects using object-oriented programming in VB.NET • Designed and developed database and stored procedures using MSSQL • Developed build scripts to build and deploy the application • Developed VB.NET components to communicate with MQ-Series • Developed XML validation component to validate the XML using XSD • Developed user interface screens using XML, HTML, DHTML, JavaScript, ASP.NET, and VB.NET • Used MQ-Series to send and receive transactions to the Mainframe • Developed a Windows Service to transfer the files using Secured File Transfer • Created reports using Crystal reports
Environment	VB.NET, Windows Services, Crystal Reports, MQSeries, XML, And XSL, MS SQL SERVER 2000, Windows Server 2000, Microsoft Active Directory, Natural, ADABAS, JavaScript
Outcome	Successful design, development and implementation of application
Project Value	$220K

Reference #5- Computer Systems/Network Security

Project name: ESD Certification and Accreditation Project

Client	Start Date	End Date	Client Reference
Washington State Employment Security (ESD) 605 Woodland Square Loop Lacey WA	Sep 09	Dec 09	Brian Barta (360) 438-3184 bbarta@esd.wa.gov
Details of the Project			
Project Overview	Though the customer is a WA state agency, most of their funds come from the federal government. As such, they are supposed to protect their information systems (computers and networks) according to federal standards. One of these standards, NIST 800-37, outlines a certification and accreditation process that information systems must go through. ESD has never performed this process for any of their systems and does not have a process. They had a federal audit of one of their systems in 2004 and were found not to be compliant. The project is to C&A the system that was audited, and to provide templates of all the documents necessary to do so. The other element to the project is to train ESD staff how to do this process for the rest of their systems after I am gone, using the templates I will leave.		
Work Performed	- Wrote a project plan and project charter - Wrote and presented a slide presentation to explain the C&A process to the stakeholders - Wrote NIST 800-compliant templates for all documents - Security plan - Risk assessment - Privacy Impact Assessment (PIA) - Registration memo - Assessment plan - Security assessment report - Performed risk assessment - Helped system owner complete registration memo and PIA - Provided weekly training on C&A to the security team - Interviewed stakeholders for system information - Filled out security plan - Performed site visits to see system components and environment - Made data flow diagrams and network diagrams - Allocate and tailor control catalog - Wrote assessment plan - Assessed controls - Wrote assessment report - Updated security plan several times as controls implemented and assessed - Reassessed some controls that were implemented/corrected - Wrote databases to generate security plan information and system authorization data		
Environment	CISCO Catalyst 6500/5000/3700/2500/1900, Cisco 3700/2600/1700 routers, Symantec ESM, McAfee Management Console, EPO, Remote Management, LAN Analyzer		
Project Value	$ 96K		

Reference #6- Database Management

Client	Start Date	End Date	Client Reference
State Of Washington Employment Security Department (ESD) 605 Woodland Square Loop Olympia, WA 98507	Jun 08	Sep 08	**Name** Rathnavel Rajagopal (Project Manager) **Phone No.** (360)438-4793 **EmailID:** vrathnavel@esd.wa.gov
Details of the Project			
Project Overview	The Washington State Employment Security Division currently operates a document archival and retrieval system to support both their benefits and tax system. The Tax and Wage Technology (TWT) Team Database Conversion Project performs database assessments with the goal of evaluating the overall health of the database environments and make tuning recommendations to enhance the performance of the <TWT> databases.		
Work Performed	- Created performance benchmarks for various database processes, stored procedures and application objects. - Design storage, backup and recovery policies and strategies, user management & security recommendations and implementation of the same. - Analyze and review stored procedures, DTS/integration services and jobs. - Provided system design of final system for review by TWT and the DBA team. - Performed requirement analysis of the database server pertaining to the TWT application. - Performed Risk analysis. - Created new databases or made changes to existing database. - Migrated DTS packages in SQL SERVER 2000 to SSIS services in SQL SERVER 2005. - Worked with the DBA team and TWT Resources to develop application/interface testing plan. - Worked with the DBA team and TWT Resources for the implementation of the accepted conversion plan. - Worked with and provided mentoring TWT staff on best application tuning practices. - Included the use of appropriate tools to monitor application performance. - Did the documentation of the database systems, structure and flow.		
Environment	SQL Server 2005, TOAD, Enterprise Manager, SQL server management studio, SSAS, SSIS, DTS, and MDX, SOAP, MS Visio, T-SQL programming, C#, VBScript and VB.NET		
Deliverables	- Document of the performance benchmarks. - Overall database server architecture documented using MS Visio. - Risk analysis document. - Upgrade/Migrate plan for databases on SQL Server 2000 to SQL Server2005 and implementation. - Multiple database integration plans. - Application changes, unit test plans, system test plans, tuning strategies. - Document of the on-going support and maintenance plan. - Application/interface testing plan documents.		
Project Value	$37K		

Reference #7- Desktop Support

Client	Start Date	End Date	Client Reference
WSSC 14501 Sweitzer Lane, Laurel, MD 20707 WSSC Inventory Project	Jan 09	Present	Larry Tansinda Project Manager 301-206-8360 ltansind@wsscwater.com
Details of the Project			
Project Overview	Organize the IT Inventory department and set up standard procedures and systems to establish an effective one-stop shop of IT equipment for the Commission.		
Work Performed	• Responsible for securing, tracking, storing, and distributing all laptops, PCs, printers, Air cards, telephones, and other IT equipment for the Commission. • Provide insight and implementation of cutting edge systems to track IT assets. • Respond to user requests for IT equipment using the Service Manager Helpdesk software. • Research equipment specifications for users requesting equipment purchases. • Issue and track all loaner laptops and projectors. • Work with the Desktop Support team on imaging machines and preparing equipment ready for distribution or collection. • Work with Desktop Support on troubleshooting IT equipment brought to Inventory.		
Environment	Hardware: Laptops, PCs, Printers, Memory, PCI cards, hard drives, SATA/IDE cables, Power Supply Units, PC fans, network/usb cables, PDAs, Blackberry devices, cell phones, accessories Software: HP Service Manager, MS Excel, Access, Outlook Tools: HDD duplicator, Norton Ghost OS: Windows XP, Windows 98		
Project Value	$55K		

Reference #8- Electronic Document Management

Project Title: Electronic Document Management (EDM) System Support

Client	Start Date	End Date	Client Reference
Sacramento Municipal Utility District, CA	Aug 08	Jul 09	Kimberly Bowman 916-732-5937 KBowman@smud.org
Details of the Project			
Project Overview	The District's document management system is Documentum 5.3 SP2 with a number of documents linked to SAP using Content Services for SAP 5.3 SP1. The District has implemented Legal, Supply Chain Services, Audit and Quality Services, and Accounting departments with others expected. The main technology areas are: Documentum, and interfaces to Documentum including: McLaren Enterprise Engineer and related software, SAP 4.7 utilizing Content Services for SAP, Captiva InputAccel, and SAP Portal.		
Work Performed	• Provided application developer technical support for SMUD's EMC Documentum based EDM system under the direction of a Business Technology Functional Analyst and/or project manager. • Performed EDM application enhancements / reconfiguration and sustaining support / technical problem resolution for SMUD's existing production EDM system. • Assisted with technical mentoring and training of SMUD technical support staff.		
Technology Used	Documentum e-Content Server 5i, Application Builder, Web Development Kit (WDK), Webtop, WebPublisher, Documentum Administrator, Documentum Foundation Classes (DFC), IAPI, IDQL, DocApp Builder, DocApp installer, Site Caching Services, FAST Index Server, Apache Tomcat 5, IBM WebSphere 5.1, IIS 5.0, BEA Weblogic Server 8.1, OC4J (Oracle 9iAS App Server)		
Project Value	$150K		

Reference #9- GIS Services

Client	Start Date	End Date	Client Reference
City of Phoenix Aviation Department, Technology Division, Business and Geographic Information Services section (BAGIS) 3400 E Sky Harbor Blvd, Suite 3300, Phoenix AZ 85034	Mar 09	Present	**Name:** Mike Youngs BAGIS GIS Manager **Phone:** 602-683-3709 **Email id:** mike.youngs@phoenix.gov

Details of the Project	
Project Overview	Community Noise Reduction Program (CNRP) GIS support
Work Performed	Data maintenance and mapping to support CNRP's Voluntary Acquisition and Relocation Services (VARS) and Sound Insulation Mitigation Services (SIMS) programs: ➢ Acquire parcel feature data from county and tabular CNRP data. ➢ Produce maps showing current or proposed parcel status. ➢ Update mobile field module (used by CNRP staff to capture parcel status ➢ in the field) from ArcIMS to ArcServer. ➢ Update CNRP mapping website. Help Desk: ➢ Resolve incoming help desk tickets for CNRP issues Other duties as assigned: ➢ Data capture of airport features. ➢ Quality control of data capture performed by other staff. ➢ Program custom tools for arcGIS Desktop using VBA or VB.Net ➢ Conversion of CAD data to GIS. ➢ Ad-hoc map requests.
Environment	ArcGIS 9.3, Visual Studio 2008, SQLDeveloper, Visual SourceSafe, Autodesk, Oracle 10g, Windows XP
Project Value	$70K

Reference #10- Help Desk Support

Client	Start Date	End Date	Client Reference
WSSC 14501 Sweitzer Lane, Laurel, MD 20707 WSSC Inventory Project	Jan 09	Present	Larry Tansinda Project Manager 301-206-8360 ltansind@wsscwater.com
Details of the Project			
Project Overview	Organize the IT Inventory department and set up standard procedures and systems to establish an effective one-stop shop of IT equipment for the Commission.		
Work Performed	• Responsible for securing, tracking, storing, and distributing all laptops, PCs, printers, Air cards, telephones, and other IT equipment for the Commission. • Provide insight and implementation of cutting edge systems to track IT assets. • Respond to user requests for IT equipment using the Service Manager Helpdesk software. • Research equipment specifications for users requesting equipment purchases. • Issue and track all loaner laptops and projectors. • Work with the Desktop Support team on imaging machines and preparing equipment ready for distribution or collection. • Work with Desktop Support on troubleshooting IT equipment brought to Inventory.		
Environment	Hardware: Laptops, PCs, Printers, Memory, PCI cards, hard drives, SATA/IDE cables, Power Supply Units, PC fans, network/usb cables, PDAs, Blackberry devices, cell phones, accessories Software: HP Service Manager, MS Excel, Access, Outlook Tools: HDD duplicator, Norton Ghost OS: Windows XP, Windows 98		
Project Value	$55K		

Reference #11- IT Support Staff – Operations

Client	Start Date	End Date	Client Reference
WSSC 14501 Sweitzer Lane, Laurel, MD 20707 WSSC Inventory Project	Jan 09	Present	Larry Tansinda Project Manager 301-206-8360 ltansind@wsscwater.com
Details of the Project			
Project Overview	Organize the IT Inventory department and set up standard procedures and systems to establish an effective one-stop shop of IT equipment for the Commission.		
Work Performed	• Responsible for securing, tracking, storing, and distributing all laptops, PCs, printers, Air cards, telephones, and other IT equipment for the Commission. • Provide insight and implementation of cutting edge systems to track IT assets. • Respond to user requests for IT equipment using the Service Manager Helpdesk software. • Research equipment specifications for users requesting equipment purchases. • Issue and track all loaner laptops and projectors. • Work with the Desktop Support team on imaging machines and preparing equipment ready for distribution or collection. • Work with Desktop Support on troubleshooting IT equipment brought to Inventory.		
Environment	Hardware: Laptops, PCs, Printers, Memory, PCI cards, hard drives, SATA/IDE cables, Power Supply Units, PC fans, network/usb cables, PDAs, Blackberry devices, cell phones, accessories Software: HP Service Manager, MS Excel, Access, Outlook Tools: HDD duplicator, Norton Ghost OS: Windows XP, Windows 98		
Project Value	$55K		

Reference #12- LAN/WAN Support

Project Name: System 390 Connectivity Project

Client	Start Date- End Date	Client Reference
Department of Information Systems, WA	Oct 08 - Mar 09	John Vargas 360-902-3305 JohnV@DIS.WA.GOV
Details of the Project		
Project Overview	22nd Century Technologies consultant is working with Washington State Department of Information Systems. Work involves planning, designing, operational support and maintenance of Mainframe OSA technology and migration from SNI to Enterprise Extenders.	
Work to be Performed	- Reviewing the client current mainframe and network infrastructure and requirements. - Reviewing the required hardware, installing and configuring new hardware and software packages - Planning and designing the redundancy of the network to the OSA. This project included customization of VTAM, TCPIP and Netview technologies, implementing the changes and problem resolution. - Provide required routine maintenance and troubleshooting as required - Customizing VTAM, TCP/IP and Netview in support of the design. - Analyzing and setting up required patches - Performing problem determination of all network resources by running TCPIP and VTAM traces. - Creating the required documentation which included VISIO drawings as well as detail write up explaining the design and recommendations. Also wrote migration plans. - Assisting and educating customers in the changes required for the migration	
Environment	VTAM, TCP/IP, NETVIEW, TPX and all related Mainframe communications software Z900 and Z10 mainframes, OSA technology, 3745/3746 CIP routers	
Project Value	$80K	

Reference #13- Graphics and Presentations

Client	Start Date	End Date	Client Reference
SRA International 3434 Washington Blvd. Arlington, VA 22201	Jun 09	Present	Name: Ashvinder Sethi Email: Ashvinder_Sethi@sra.com Tel: (703) 284-6981
Details of the Project			
Project Overview	Developing web based application to track & manage students & citizen's information for the end client Embassy of UAE Washington DC. Embassy wanted to improve & redesign their existing Microsoft Access based system. SRA proposed a solution using popular LAMP / WIMP based CMS & web application framework Drupal.		
Work Performed	• Study & analysis of existing system • Identification of Drupal modules & plug-ins to implement application features • Developing screen layout based on wireframes. • Designing custom Drupal theme. • Developing custom modules • Application form design using CCK & Forms API • Creating Web Services using Drupal Views & Services Modules. • Application Document Template Development		
Environment	Windows IIS PHP MySQL. Drupal, jQuery. Aptana IDE, PHPMyAdmin, Photoshop. Coding in PHP, HTML, CSS, JavaScript		
Project Value	$70K		

Reference #14- Middleware Integration

Client	Start Date	End Date	Client Reference
The Bell Group 7500 Bluewater Rd Albuquerque, NM-87121	Aug 08	Present	**Name:** Mark Shipman Coach **Phone:** 505 839-3143, 505 991-6692
Details of the Project			
Project Overview	**ECommerce Implementation:** Designed and developed eCommerce website that offers as many as 25000 products online **Digital Asset Management:** Involved in requirements analysis, evaluating and finalizing on the software (Mediabin) and complete customizations to the software to meet TBG needs. Other Responsibilities: As member of the ISS team, I am involved in managing our software vendors and prioritizing projects for the team. We also analyze the IT requirements for various teams and make decision on whether to build in house or buy and external solution		
Work Performed	• Involved in Technology SWOT and 5-year IT strategy for the company. • Using tools like Balance Scorecard, Team Evaluation Chart and 6S for team management • Lead developer • Developed business requirements for the web site • Involved in extracting functional specific information from Subject Matter Experts (SME) in various areas • Designed specs and requirements for the 3-tier implementation • Developed infrastructure to fully integrate the website to the existing ERP system. • Implemented authentication, Inventory check, Shopping cart modules. • Gathering requirements from internal customers • Generating automated reports • Built Web Parts in .net 2.0 for Intranet applications hosted on Sharepoint Server.		
Environment	**Languages & Platforms:** C#,VB.NET, C,AJAX, ASP .NET, XML, HTML, SQL, Transact-SQL, Java, PL/SQL, UML, Windows Server 2000/2003, SPS, Crystal Reports for .NET **Architecture:** .NET Framework, Web Services, ADO.NET, IIS 6.0. BizTalk Server 2004,MSMQ,MSMQT **RDBMS:** SQL Server 2000, knowledgable in SQL server 2005 **Enterprise Softwares:** Great Plains (ERP), On Contact (CMS), John Galt, eConnect, Mediabin **Packages and Tools:** Microsoft Visual Studio .NET, MS Project, Visio		
Project Value	$40K		

Reference #15- Project Management Services

Project Title: Washington Intelligent Transportation Network (WITN)

Client	Start Date	End Date	Client Reference
Department of Transportation, State of Washington	Nov 07	Sep 08	Randy Baker 360-705-7787 bakerra@wsdot.wa.gov
Details of the Project			
Project Overview	TSCTI is currently providing Network System Analysis services to the Washington Department of Transportation. The intent of this project is to document the status of the Washington Intelligent Transportation Network (WITN) and develop a network design to improve administration, security and document TCO (Total Cost of Ownership) for connection to the State Governmental Network (SGN). The network design allows for a more accurate cost projection of re-architecting the WITN and connecting to the SGN		
Work Performed	• Develop the WSDOT SGN project plan. Develop project resource plans, schedules and budgets. • Elicit business requirements from clients to define and document system requirement specifications. • Provide project management services • Document the existing WITN and develop an ongoing process to maintain accurate up to date network documentation. • Establish user interest, support and acceptance for the project. Involve the customer project manager and other users in the development and review of project plans and deliverables. • Identify critical business functions, network security concerns and issues with policy and best-practice compliance. • Develop an integrated network design that supports critical business functions, improves security, complies with policies and best practices, and allows WSDOT to connect to the SGN. • Implementation of the new design. • Manage project change control and issue resolution processes		
Environment	MS Office Suite, MSProject, Visio		
Project Value	$142K		

Reference #16- Telecommunications Services

Municipal Wireless Initiative, County of Palm Beach, FL

Client	Start Date-End Date	Client Reference
Information Systems Services (ISS) Department 301 North Olive Avenue West Palm Beach, FL 33401	Sep 07-Ongoing	Candy Wolff 561-355-6704 cwolff@pbcgov.org

Details of the Project	
Project Overview	The project involves overseeing the planning, design and implementation of collaborative broadband initiative involving five Palm Beach County organizations. SOW includes assessing the collective network infrastructure, both wire-line and wireless; Performing due diligence with other municipalities to understand their business models and technical implications; Analyzing available RF Spectrum for future Wi-Max implementations, both point to point and point to multipoint and; Defining Pilot projects for proof of concept
Work Performed	- Defining pilot projects for proof of concept - Overseeing the planning, design and implementation of collaborative broadband initiative involving five Palm Beach County organization - Preparing Project plan detailing tasks, milestones, assignments, and target completion dates using Microsoft Project - Prepare agendas and summaries for all meetings of the Executive Committee, Project Management Committee, and other key meetings involving project participants and stakeholders - Provide project management services, including budget and schedule monitoring, user coordination, program and plan review, contract monitoring, contract change negotiations and field review - Prepare a weekly recap of activities in narrative report form as a weekly Project Status Report for distribution to the Executive and Project Management Committees. - Assessing the collective network infrastructure, both wireline and wireless - Performing due diligence with other municipalities to understand their business models and technical implications. - Analyzing available RF Spectrum for future WiMax implementations, both point to point and point to multipoint
Environment	Microsoft Office Suite
Project Value	$300K

Reference #17- Business Analyst Services

Client	Start Date	End Date	Client Reference
Name Office of State Aid Road Construction (OSARC) Address: 301 North Lamar Street, Suite 508 Jackson, MS 39201-1495	Jun 09	Present	Name: Jim Maher's Phone No. 601-500-2388 EmailID:JMaher@osarc.state.ms.us
Details of the Project			
Project Overview	The Office of State Aid Road Construction (OSARC) administers Mississippi's State Aid Road Program to assist Mississippi's 82 counties in the construction and maintenance of secondary, non-state owned roads and bridges. OSARC also administers the Local System Bridge Replacement and Rehabilitation Program (LSBP) for the repair and replacement of the most needy bridges in Mississippi, as well as administering special projects funded through the Federal Highway Administration (FHWA) and the Mississippi Development Authority (MDA). Additionally, OSARC administers the FHWA's National Bridge Inspection and Inventory Program for the approximately 11,000 county bridges in Mississippi.		
Work Performed	- Project Management in the implementation of the National Bridge Inspection and Inventory Program and SAIDS systems to ensure that project tasks are completed on schedule and in a quality manner in the attainment of the state project's goals and objectives within the allocated timeframe with measurable outcomes. - Validate and document business requirements for OSARC's functional systems needs. - Develop RFP specifications & evaluate bids received in response to the issued RFP, assisting in the selection of the awarded Vendor that responded to the issued RFP. - Manage personnel resources, cross divisional communication, establish and adhere to project schedules, and prioritize issues based on knowledge of business processes throughout the completion of the project. - Perform management of the contract resulting form the award of the National Bridge Inspection and Inventory Program RFP (i.e., Independent Validation & Verification (IV&V)) to ensure that both National Bridge Inspection and Inventory Program and SAIDS systems are fully compliant with federal/regulatory/OSARC requirements. - Provide training, mentoring services and lessons-learned knowledge transfer to OSARC staff to familiarize them with uses and operations of the implemented system. - Develop recommended guidelines in the form of written documentation for consistent continuation of the functions by the OSARC staff. - Develop OSARC's Business Continuity Plan and Disaster Recovery Plan for their construction project management/facilities management systems.		
Environment	Novell Groupwise 6.5, OpenOffice.Org		
Project Value	$80K		

Reference #18- ERP Implementation Services

Project Name: SWIFT Project

Client	Start Date-End Date	Client Reference
LockHeed Martin	Apr 07 - Jun 07	**Name:** Nagraj Narayanan **Telephone:** 610-354-1056 **email:** nagaraj.narayanan@lmco.com
Details of the Project		
Project Overview	LM went live with their Financials 8.8 implementation in Dec 06. Currently there are a lot of processes custom and delivered facing performance issues. The idea is to Return all RED issues (Critical) to Green (Low Risk). Client terms it RTG (Return to Green) Plan.	
Work to be Performed	• Identify various processes in Contract Admin that are causing performance issues and fix them. • Mentor Employees in PS developmental tools and help them manage day to day activities on their own down the stretch. • Performance tune key Processes. • Optimize and streamline business process • Prepare technical training documents for FT employees. • Train employees in new PS technologies	
Environment	PeopleSoft Version 8.8/Oracle 9I	
Project Value	$116K	

Section III - Qualifications and Experience of the Company in Service Categories

1) Provide a title page for the category for which you are applying

TSCTI Reply

TSCTI is applying for the following Service Categories:

#	Service Categories
1	Electronic Commerce - Web-based Development

2) Provide three client references for this service category. References may be for the bidding vendor or the bidding vendor's proposed subcontractor(s). If you are using references from a subcontractor, you must insure that that subcontractor's name is provided. References must include project description, general value of project, length of project, types of employees or subcontractors used, description of work performed, problems encountered, performance results, customer's name and address, and customer contact name and phone number. (2 pages per reference maximum)

TSCTI Reply

Service Category: Electronic Commerce - Web-based Development

Reference# 1

Project name: DOL Application

Client	Start Date	End Date	Client Reference
Department of Licensing, 421 Black Lake Blvd., Olympia WA 98501	Oct 07	Feb 08	Hung Quach 360-664-1584 hquach@dol.wa.gov
Details of the Project			
Project Overview	Update all application code, fully test and implement into production. Complete the conversion of software applications utilizing Crystal reports to SQL reporting services for release into production by the end of the contract period. Create new reports for active projects for release into production at the projects deployment date.		
Work Performed	- Upgrade and refine common component used in existing applications to create SQL Reports. - Convert Reports created in Crystal Reports to SQL Reporting Services using the common component Per attached list of reports. - Modify C#, ASP, ASP.NET, VB6, and VB.NET executables and/or components to call the SQL Report. - Develop/modify SQL stored procedures as needed. - Document all changed components to include architecture, context and dependencies diagrams, design specifications, peer review results, testing documents, and troubleshooting and support instructions. - Perform and document any unit test results for each modified component. Create necessary unit test data. - Prepare peer review documentation and participate in a team peer review for each modified component, to include unit test results. - Correct any deficiencies found in the peer review or user acceptance testing phases of the project in the time specified by the project manager. - Contribute as required in the creation of test scripts and troubleshooting in the system. - Mentor, train and transfer of knowledge to assigned DOL staff.		
Environment	C#, ASP, ASP.NET, VB6 and VB.Net, SQL Report, T- SQL, MS SQL Server 2005, XML, HTML, XSLT, Xpath, IIS 6.0, Microsoft Web Services, Crystal Reports, MS Access, Team Foundation Server		
Project Value	$134.5K		

Reference# 2

Project Title: Accounts Receivable Collection System (ARC), L&I, WA

Client	Start Date	End Date	Client Reference
Department of Labor & Industry, State of Washington	Feb 04	Sep 05	Rex Garrett 360-902-5876 GARX235@lni.wa.gov
Details of the Project			
Project Overview	Assisted in the development of the ARC application. ARC is a web and message based application that allows L & I to consolidate receivables, and collection of those receivables, across all business areas. The system was developed using object-orientated architecture.		
Work Performed	- Requirement gathering. Develop Use Cases, Sequence Diagrams, and Class Diagrams - Project Estimation and Level of Effort calculation - Participate in Database design and obtaining the approval from the stakeholders' design team - Developed an automated process to send a summary of financial events that occurred in ARC to the Office of Financial Management (OFM) AFRS system. - Developed business objects like Receivable and Receipt used in the application by implementing all the business rules and validation in the business objects using object oriented technologies. - Wrote Stored Procedures, Views and Triggers etc. using T-SQL. - Developed components for managing receivables and receipts like Creating Receivable, Assessing Interest, Write-Off, Uncollectible, Correcting and adjusting receivable and posting money for the receivables by distributing as per the fund balance ratios. - Used MQ-Series to send ARC transactions to other systems by publishing the messages - Developed user interface screens using XML, HTML, DHTML, JavaScript, ASP.NET, and VB.NET. - Developed conversion components and Windows forms user interface screens to convert the data from the existing systems to ARC. - Developed a Web service to send receivable information to other business applications but later converted that into windows executable to pass receivable information through messaging. - Developing reports using crystal reports - Supporting the current activities of the project - Resolving all the issues related to the application - Removal of VB 6.0 COM objects from the solution with VB.NET objects		
Environment	VB.NET, Windows Services, Crystal Reports, MQSeries, XML, XSL, MS SQL SERVER 2000, Windows Server 2000, Microsoft Active Directory, Natural, ADABAS, JavaScript		
Project Cost	$170K		

Reference# 3

Project Title: Apprenticeship Referral Tracking System (ARTS), L&I, WA.

Client	Start Date	End Date	Client Reference
Department of Labor and Industries, State of Washington.	Oct 07	Ongoing	**Name:** Garth Johnson **Phone:** (360) 902-5821 **Email:** JOGG235@LNI.WA.GOV
Details of the Project			
Project Overview	ARTS project provides online entry functions to improve business and apprenticeship programs' interaction with L&I. TSCTI's consultant has been selected to develop a secured, web-based application that Apprenticeship Programs can access via the internet to maintain their program information in L&I's ARTS application database.		
Work to be Performed	• Replace the current external facing web interface of ARTS. • Develop an external facing web interface allowing customers to review apprenticeship information. • Develop a secure external facing web application allowing apprenticeship programs to maintain required data online (review, create, update, delete). • Integrate the secure external interface to be developed by the project with the Secure Access Washington (SAW) service provided by the Washington Department of Information Services for external user authentication and security. • Add functionality to the internal ARTS application to provide L&I program staff ability to review transactions submitted by external users and approve or deny them. • Develop reports for access by external users.		
Environment	VB.NET, Windows Services, Crystal Reports, MS SQL SERVER 2000, Reporting Services, VB6, VB.Net, MS Access		
Project Value	$445K		

Section IV

No Debt Affidavit

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RFQ No.   ITECH 10

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: 22nd Century Technologies Inc

Authorized Signature: *Gua Gaddis-McKnight*   Date: 01/19/10

Purchasing Affidavit (Revised 01/01/09)