HP Enterprise Services' Response to WorkForce West Virginia for Design, Development, Implementation, and Technical Support Services for the Mid-Atlantic Career Consortium (MACC) System

Solicitation No.: RFQ WWV12874C

April 4, 2012

April 4, 2012

Mr. Paul Reynolds
Department of Administration
Purchasing Division, Building 15
2019 Washington Street, East
Charleston, WV 25305-0130
Re: RFQ WWV12874C

Dear Mr. Reynolds:

HP Enterprise Services, LLC. (HPES) appreciates the opportunity to respond to the West Virginia WorkForce RFQ for support of the WV MACC system.

As West Virginia WorkForce's MAAC system technology provider for more than 10 years, our experienced team is ready to provide WorkForce with the level of service it has come to depend on and to help you face regulatory changes and the evolving WV business environment.

For more than 45 years, HPES has helped governments leverage technology to meet business challenges in an ever evolving business climate. HPES helps our government clients enhance citizen experience with their agencies, reduce costs, and improve business process accuracy and productivity.

We look forward to continuing our relationship with the State of West Virginia and the WorkForce West Virginia Agency. Should you have any questions or require clarification related to this proposal, please feel free to contact your HP Enterprise Services representative, Ted Yura:

Ted Yura
6015 West St. Joseph Hwy., Suite 101
Lansing, MI 48917
ted.yura@hp.com
(248) 390-2751

Sincerely,

Frank Chechile
Vice President, HP Enterprise Services, LLC
703.742.2976
frank.chechile@hp.com

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

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ADDRESS CORRESPONDENCE TO ATTENTION OF:

PAUL REYNOLDS
304-558-0468

VENDOR	SHIP TO
HP Enterprise Services, LLC 5400 Legacy Drive Plano, TX 75024	WORKFORCE WEST VIRGINIA OFFICE OF ADMIN. SUPPORT-5302 112 CALIFORNIA AVENUE CHARLESTON, WV 25305-0112 304-558-2631

DATE PRINTED	TERMS OF SALE	SHIP VIA	FOB	FREIGHT TERMS
02/22/2012				

BID OPENING DATE	03/07/2012	BID OPENING TIME	01:30PM

LINE	QUANTITY	UOP	CAT NO	ITEM NUMBER	UNIT PRICE	AMOUNT
0001	2			964-26		

COMPUTER PROGRAMMING PERSONNEL

OPEN END CONTRACT

THE WEST VIRGINIA STATE PURCHASING DIVISION FOR THE
AGENCY, WORKFORCE WEST VIRIGINIA IS SOLICITING BIDS
FOR DESIGN, DEVELOPMENT, IMPLEMENTATION AND TECHNICAL
SUPPORT SERVICES FOR THE MID ATLANTIC CAREER CONSORTIUM
(MACC) SYSTEM PER THE ATTACHED SPECIFICATIONS.

EXHIBIT 3

LIFE OF CONTRACT: THIS CONTRACT BECOMES EFFECTIVE
UPON AWARD 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 BY THE STATE OF WEST
VIRGINIA, ITS AGENCIES, OR POLITICAL SUBDIVISIONS, THE
TERMS, CONDITIONS, AND PRICING SET FORTH 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)

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

SIGNATURE	*Frank Cheshire*	TELEPHONE 703-742-2976	DATE March 12, 2012
TITLE Vice President	FEIN 75-2548221	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
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Charleston, WV 25305-0130

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RFQ COPY
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HP Enterprise Services, LLC
5400 Legacy Drive
Plano, TX 75024

WORKFORCE WEST VIRGINIA
OFFICE OF ADMIN. SUPPORT-5302

112 CALIFORNIA AVENUE
CHARLESTON, WV
25305-0112   304-558-2631

DATE PRINTED	TERMS OF SALE	SHIP VIA	F.O.B.	FREIGHT TERMS
02/22/2012				

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

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.

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.

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.

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

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

SIGNATURE	TELEPHONE 703-742-2976	DATE March 12, 2012
TITLE Vice President	FEIN 75-2548221	ADDRESS CHANGES TO BE NOTED ABOVE

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

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RFQ COPY
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VENDOR

HP Enterprise Services, LLC
5400 Legacy Drive
Plano, TX 75024

SHIP TO

WORKFORCE WEST VIRGINIA
OFFICE OF ADMIN. SUPPORT-5302

112 CALIFORNIA AVENUE
CHARLESTON, WV
25305-0112   304-558-2631

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LINE	QUANTITY	UOP	CAT. NO	ITEM NUMBER	UNIT PRICE	AMOUNT

AGREEMENTS OR MAINTENANCE AGREEMENTS, INCLUDING ANY
ELECTRONIC MEDIUM SUCH AS CD-ROM.

REV. 01/17/2012

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:

SEALED BID

BUYER: PAUL REYNOLDS   FILE 43

RFQ. NO.:   WWV12874C

BID OPENING DATE: 03/07/2012

BID OPENING TIME: 01:30 P.M.

PLEASE PROVIDE A FAX NUMBER IN CASE IT IS NECESSARY
TO CONTACT YOU REGARDING YOUR BID: 517-703-8155

- -

CONTACT PERSON (PLEASE PRINT CLEARLY):   Ted Yura

- -

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

SIGNATURE _Frank Clechur_   TELEPHONE 703-742-2976   DATE March 12, 2012

TITLE Vice President   FEIN 75-2548221   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
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Post Office Box 50130
Charleston, WV 25305-0130

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ADDRESS CORRESPONDENCE TO ATTENTION OF:

PAUL REYNOLDS
304-558-0468

RFQ COPY
TYPE NAME/ADDRESS HERE

VENDOR

HP Enterprise Services, LLC
5400 Legacy Drive
Plano, TX 75024

SHIP TO

WORKFORCE WEST VIRGINIA
OFFICE OF ADMIN. SUPPORT-5302

112 CALIFORNIA AVENUE
CHARLESTON, WV
25305-0112   304-558-2631

DATE PRINTED	TERMS OF SALE	SHIP VIA	F.O.B.	FREIGHT TERMS
02/22/2012				

BID OPENING DATE	03/07/2012	BID OPENING TIME	01:30PM

LINE	QUANTITY	UOP	CAT. NO	ITEM NUMBER	UNIT PRICE	AMOUNT

ANY INDIVIDUAL SIGNING THIS BID IS CERTIFYING THAT:
(1) HE OR SHE IS AUTHORIZED BY THE BIDDER TO EXECUTE
THE BID OR ANY DOCUMENTS RELATED THERETO ON BEHALF OF
THE BIDDER, (2) THAT HE OR SHE IS AUTHORIZED TO BIND
THE BIDDER IN A CONTRACTUAL RELATIONSHIP, AND (3) THAT
THE BIDDER HAS PROPERLY REGISTERED WITH ANY STATE
AGENCIES THAT MAY REQUIRE REGISTRATION.

****** THIS IS THE END OF RFQ WWV12874C ****** TOTAL: $ 384,207

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

SIGNATURE _[signature]_   TELEPHONE 703-742-2976   DATE March 12, 2012

TITLE Vice President   FEIN 75-2548221   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
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Post Office Box 50130
Charleston, WV 25305-0130

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ADDRESS CORRESPONDENCE TO ATTENTION OF

PAUL REYNOLDS
304-558-0468

RFQ COPY
TYPE NAME/ADDRESS HERE

VENDOR:
HP Enterprise Services, LLC
5400 Legacy Drive
Plano, TX 75024

SHIP TO:
WORKFORCE WEST VIRGINIA
OFFICE OF ADMIN. SUPPORT-5302

112 CALIFORNIA AVENUE
CHARLESTON, WV
25305-0112   304-558-2631

DATE PRINTED	TERMS OF SALE	SHIP VIA	F.O.B.	FREIGHT TERMS
03/01/2012				

BID OPENING DATE: 03/07/2012	BID OPENING TIME 01:30PM

LINE	QUANTITY	UOP	CAT NO	ITEM NUMBER	UNIT PRICE	AMOUNT
				ADDENDUM NO. 1		
				BID OPENING DATE CHANGED		
				FROM: 03/07/2012 @ 1:30 P.M.		
				TO: 03/15/2012 @ 1:30 P.M.		
				*******************NO OTHER CHANGES ******************		
0001	2	MN		964-26		
				COMPUTER PROGRAMMING PERSONNEL		
				****** THIS IS THE END OF RFQ WWV12874C ****** TOTAL:		$ 384,207

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

SIGNATURE	TELEPHONE 703-742-2976	DATE March 30, 2012
TITLE Vice President	FEIN 75-2548221	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

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ADDRESS CORRESPONDENCE TO ATTENTION OF:

PAUL REYNOLDS
304-558-0468

VENDOR RFQ COPY TYPE NAME/ADDRESS HERE HP Enterprise Services, LLC 5400 Legacy Drive Plano, TX 75024	**SHIP TO** WORKFORCE WEST VIRGINIA OFFICE OF ADMIN. SUPPORT-5302 112 CALIFORNIA AVENUE CHARLESTON, WV 25305-0112 304-558-2631

DATE PRINTED	TERMS OF SALE	SHIP VIA	F.O.B.	FREIGHT TERMS
03/14/2012				

BID OPENING DATE:	03/22/2012	BID OPENING TIME	01:30PM

LINE	QUANTITY	UOP	CAT. NO.	ITEM NUMBER	UNIT PRICE	AMOUNT
				ADDENDUM NO. 2		
				BID OPENING DATE CHANGED		
				FROM: 03/15/12 @1:30 P.M.		
				TO: 03/22/12 @1:30 P.M.		
				NO OTHER CHANGES		
0001	2	MN		964-26		
				COMPUTER PROGRAMMING PERSONNEL		
				****** THIS IS THE END OF RFQ WWV12874C ****** TOTAL:		$ 384,207

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

SIGNATURE	TELEPHONE 703-742-2976	DATE March 30, 2012
TITLE Vice President	FEIN 75-2548221	ADDRESS CHANGES TO BE NOTED ABOVE

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ADDRESS CORRESPONDENCE TO ATTENTION OF:

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RFQ COPY
TYPE NAME/ADDRESS HERE

VENDOR
HP Enterprise Services, LLC
5400 Legacy Drive
Plano, TX 75024

SHIP TO
WORKFORCE WEST VIRGINIA
OFFICE OF ADMIN. SUPPORT-5302

112 CALIFORNIA AVENUE
CHARLESTON, WV
25305-0112   304-558-2631

DATE PRINTED	TERMS OF SALE	SHIP VIA	F.O.B.	FREIGHT TERMS
03/20/2012				

BID OPENING DATE:	04/04/2012	BID OPENING TIME	01:30PM

LINE	QUANTITY	UOP	CAT. NO.	ITEM NUMBER	UNIT PRICE	AMOUNT
				ADDENDUM NO. 3		
				BID OPENING DATE CHANGED		
				FROM: 03/22/12 @1:30 P.M.		
				TO: 04/04/12 @1:30 P.M.		
				NO OTHER CHANGES		
0001	2	MN		964-26		
				COMPUTER PROGRAMMING PERSONNEL		
				****** THIS IS THE END OF RFQ WWV12874C ****** TOTAL:		$ 384,207

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

SIGNATURE	TELEPHONE 703-742-2976	DATE March 30, 2012
TITLE Vice President	FEIN 75-2548221	ADDRESS CHANGES TO BE NOTED ABOVE

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

1. Executive Summary

1.1 Introduction

WorkForce West Virginia is dedicated to helping West Virginia citizens and Veterans compete in the global economy by providing the education and work skills West Virginia employers require. As West Virginia businesses evolve in support of the State's changing business environment and growth in exports, WorkForce will play an increasingly important role in preparing employees to fill the new jobs created.

To match trained employees with jobs, WorkForce must make citizens aware of WorkForce programs and the services they provide. At the same time, WorkForce faces the challenge of attracting and retaining businesses in West Virginia through a well-trained workforce. An integrated services delivery model is key to the success of WorkForce West Virginia.

West Virginia was instrumental in the development of the MACC system, which allows for information exchanges among partner agencies and support of case management and Federal reporting requirements. West Virginia continues to maintain and support the MACC system, to meet the needs of its citizen and employer clients.

1.2 A Reliable Partner for WorkForce West Virginia

HP Enterprise Services, LLC (HPES), has been WorkForce West Virginia's partner since the inception of its MACC system, from its deployment through ongoing maintenance and support. By supporting the system with resources knowledgeable in unemployment and workforce systems, HPES has assisted the State in providing training and skills to West Virginia's workforce, while meeting State and Federal reporting requirements.

HPES proposes two key resources to WorkForce West Virginia: Rohitav (Rohit) Samanta and Tim Elms. Rohit Samanta was involved in the original implementation of the MACC system and has provided support as a technical lead for system architecture in the years since. Tim Elms has worked as the West Virginia MACC technical lead for database administration since 2002. The HPES account team is led by John Wanchick, who brings more than 20 years of government leadership to the WorkForce West Virginia account. The HPES team is committed to the success of WorkForce West Virginia.

1.3 Why HPES?

The HPES support team will help WorkForce West Virginia to meet its reporting requirements, to provide timely system enhancements and development, and to interface with other State Agencies to promote sharing of data across State Agencies. Our dedicated team, with their knowledge of WorkForce's business and processes, will continue to enable the Agency to meet its training and job placement objectives.

HPES has consistently delivered support services and system enhancements to WorkForce West Virginia since the deployment of the MACC system. We are committed to WorkForce, the State of West Virginia, and the ongoing success of the MACC system. Our delivery team will help WorkForce to minimize system interruptions and to implement timely system enhancements.

1.4 HPES' Commitment

HPES has provided continued support to the West Virginia MACC system since its inception, and the two resources assigned to the project, Rohit Samanta and Tim Elms, have provided dedicated support to the system for more than 10 years. In addition, HP has continually grown its account team presence in West Virginia—including appointment of Rob Courtney as WV Market General Manager, Ralph DiFranco as WV Account Manager, John Wanchick as WV Enterprise Services Account Executive, and Ted Yura as WV Enterprise Services Account Manager. HPES is committed to the State of West Virginia and to the successful delivery of technical support services for its MACC system. HPES employs more than 100 people at our data center in South Charleston, serving the needs of the Federal Government and other clients.

We look forward to helping WorkForce West Virginia prepare for its future needs as its requirements evolve and to continuing our mutually beneficial relationship.

2. Qualified Staff

1.3.5 Provide qualified staff that have the following minimums of knowledge, skill, and ability:

1.3.5.1 A minimum of four (4) years or programming experience with VisuaiBasic 6, COM+. ASP, ASP Net, C# Net, XML, XSL, XSLT, TransactSQL, VBScript, and JavaScript. Certifications, course records, and/or references should be supplied to validate the required experience

1.3.5.2 A minimum of four (4) years or experience with Microsoft Windows Active Directory domain administration, Microsoft SQL Server 2000/2005 administration and clustering, and Microsoft IIS 7. 0 Web Server administration. Certifications, course records, and/or references should be supplied to validate the required experience.

1.3.5.3 A minimum of one (1) year experience with configuring and maintaining the WCC ELISE Application Suite for probabilistic data matching. Please provide a reference that can verify experience

1.3.5.4 A minimum of four (4) years experience with Crystal Reports/Business Objects reporting tools. Please provide a reference that can verify experience

1.3.5.5 A minimum of three (3) years experience installing, configuring, and using DOL/Mathematica DRVS software for federal data validation. Please provide a reference that can verify experience

1.3.5.6 A minimum of three (3) years experience with Intel-based server hardware, Cisco PIX. and Cisco CSS hardware. Please provide a reference that can verify experience.

1.3.5.7 A minimum of five (5) years of experience with the requirements of the US Department of Labor: WorkForce Investment Act of 1998, Wagner-Peyser Act of 1933, Trade Act of 1974, and National Emergency Grants (NEGs). Please provide a reference that can verify experience.

1.3.5.8 A minimum of five (5) years of experience working with the Mid-Atlantic Career Consortium (MACC) system in any of the consortium member states (e.g., Maryland, Pennsylvania, Virginia, or West Virginia).Please provide a reference that can verify experience

HP Enterprise Services (HPES) has been servicing this account and the related services as the incumbent support vendor and proposes to maintain the continuity of these services by leveraging the same experienced personnel who are currently engaged in these activities for the MACC system project team.

As a result, HPES proposes Rohit Samanta as the resource for Technical Lead for System Architecture to provide services as described in the Technical Lead for System Architecture of RFQ WWV12874C. Rohit is a Microsoft Certified Solutions Developer (MCSD) and Microsoft Certified Application Developer (MCAD). He has gained this experience through his work with the West Virginia Mid-Atlantic Career Consortium (MACC) system since 2002 and through previous engagements. With his current engagement on the MACC project in the same capacity, Rohit will not only meet but easily exceed the requirements table for section 1.3.5 below.

HPES also proposes Tim Elms as the resource for Technical Lead for Database Administration to provide services as described in the Technical Lead for Database Administration of RFQ WWV12874C. Tim has gained this experience through his work with the West Virginia MACC system since 2002 and through previous engagements. With his current engagement on the MACC project in the same capacity, Tim will not only meet but easily exceed the requirements table for section 1.3.5 below.

The significant additional benefit of having both Rohit and Tim is that they will not require the education or acclimatization that any new personnel would need to understand the project dynamics, the WorkForce IT standards and processes, and the team players and how they collaborate. This will make them productive from day one of the contract, as opposed to a six- to nine-week on-boarding time that a new team would likely require. As a result, they will provide a relative advantage of almost two months of additional support work.

As the following table demonstrates, both Rohit and Tim exceed the minimum skill, knowledge, and ability requirements.

Requirement	Experience
1.3.5 Provide qualified staff that have the following minimums of knowledge, skill, and ability: • 1.3.5.1 A minimum of four (4) years or programming experience with Visual Basic 6, COM+, ASP, ASP Net, C# Net, XML, XSL, XSLT, Transact SQL, VBScript, and JavaScript. Certifications, course records, and/or references should be supplied to validate the required experience.	**Rohit** 11 years of programming experience with Visual Basic 6, COM+, ASP, ASP .NET, C# .NET, XML, XSL, XSLT, Transact SQL, VBScript, and JavaScript. More than 5 years' experience in ASP .NET and C# .NET. Microsoft certifications in the following: • Microsoft Certified Solution Developer (MCSD) (for Microsoft .NET) • Microsoft Certified Application Developer (MCAD) (for Microsoft .NET). Microsoft Certified Professional (MCP 2.0) in the following: • Designing and Implementing Databases with Microsoft SQL Server 2000 Enterprise Edition • Analyzing Requirements and Defining Microsoft .NET Solution Architectures • Developing and Implementing Web Applications with Microsoft Visual C# .NET and Microsoft Visual Studio .NET • Developing and Implementing Windows®-based Applications with Microsoft Visual C# .NET and Microsoft Visual Studio .NET • Developing XML Web Services and Server Components with Microsoft Visual C# .NET and the Microsoft .NET Framework. Copies of the certifications and course records are provided at the end of this section. **Tim:** 15 years of experience with Visual Basic 6, COM+,Transact SQL. More than 10 years of experience in ASP, XML, VBScript, JavaScript, XSL, and XSLT. More than 5 years of experience in ASP .Net and C# .Net.
1.3.5.2 A minimum of four (4) years or experience with Microsoft Windows Active Directory domain administration, Microsoft SQL Server 2000/2005 administration and clustering, and Microsoft IIS 7. 0 Web server administration. Certifications, course records, and/or references should be supplied to validate the required experience.	**Rohit:** 11 years of experience with Microsoft Windows Active Directory domain administration, Microsoft SQL Server 2000/2005 administration and clustering, and Microsoft IIS 7.0 Web Server administration. **Tim:** 10 years of experience with Microsoft Windows Active Directory domain administration, Microsoft SQL Server 2000/2005 administration and clustering, and Microsoft IIS 7.0 Web Server administration
1.3.5.3 A minimum of one (1) year experience with configuring and maintaining the WCC ELISE Application Suite for probabilistic data matching. Please provide a reference that can verify experience.	**Rohit and Tim** each have 5 years of experience with configuring and maintaining the WCC ELISE Application Suite for probabilistic data matching.
1.3.5.4 A minimum of four (4) years experience with Crystal Reports/Business Objects reporting tools. Please provide a reference that can verify experience.	**Rohit and Tim** each have 10 years of experience with Crystal Reports/Business Objects reporting tools.

Requirement	Experience
1.3.5.5 A minimum of three (3) years experience installing, configuring, and using DOL Mathematica DRVS software for federal data validation. Please provide a reference that can verify experience.	Rohit and Tim each have 10 years of experience installing, configuring, and using DOL Mathematica DRVS software for Federal data validation.
1.3.5.6 A minimum of three (3) years experience with Intel-based server hardware, Cisco PIX. and Cisco CSS hardware. Please provide a reference that can verify experience.	Rohit and Tim each have 10 years of experience with Intel-based server hardware, Cisco PIX, and Cisco CSS hardware
1.3.5.7 A minimum of five (5) years of experience with the requirements of the US Department of Labor. WorkForce Investment Act of 1998, Wagner-Peyser Act of 1933, Trade Act of 1974, and National Emergency Grants (NEGs). Please provide a reference that can verify experience.	Rohit and Tim each have 10 years of experience with the requirements of the U.S. Department of Labor, including the WorkForce Investment Act of 1998 (WIA), Wagner-Peyser Act of 1933, Trade Act of 1974, and NEGs.
1.3.5.7 A minimum of five (5) years of experience working with the Mid- Atlantic Career Consortium (MACC) system in any of the consortium member states (e.g., Maryland, Pennsylvania, Virginia, or West Virginia).Please provide a reference that can verify experience.	Rohit and Tim each have 10 years of experience working with the MACC system in the consortium member state of West Virginia.

Following are references to validate the required experience defined in the preceding table.

Reference 1: Mark Elkins, Programmer/Analyst	
Contact Name/Title:	Mark Elkins, Programmer/Analyst
Contact Phone Number, Address, and Email Address:	Phone Number: 304-558-8422 x2024 Address: WorkForce West Virginia 112 California Ave. Rm. 212 Charleston, WV 25305 Email address: Mark.E.Elkins@wv.gov

Reference 2: Lou Davitian, Programmer/Analyst	
Contact Name/Title:	Lou Davitian, Programmer/Analyst
Contact Phone Number, Address, and Email Address:	Phone Number: 304-558-8422 x2017 Address: WorkForce West Virginia 112 California Ave. Rm. 212 Charleston, WV 25305 Email address: Lou.S.Davitian@wv.gov

Reference 3: Don Brotherton, Database Administrator	
Contact Name/Title:	Don Brotherton, Database Administrator
Contact Phone Number, Address, and Email Address:	Phone Number: 304-558-8422 x2219 Address: WorkForce West Virginia 112 California Ave. Rm. 212 Charleston, WV 25305 Email address: Don.L.Brotherton@wv.gov

Certifications

The certifications and course records for Rohit Samanta are provided on the following pages.

Microsoft
CERTIFIED
Solution Developer

ROHITAV SAMANTA

Has successfully completed the requirements to be recognized as a
Microsoft® Certified Solution Developer for Microsoft .NET

Bill Gates

WorkForce West Virginia, 2. Qualified Staff

MICROSOFT CERTIFICATE OF EXCELLENCE

Microsoft
CERTIFIED
Application Developer

ROHITAV SAMANTA

Has successfully completed the requirements to be recognized as a
Microsoft® Certified Application Developer for Microsoft .NET®

Bill Gates

MICROSOFT CERTIFICATE OF EXCELLENCE

WorkForce West Virginia, 2. Qualified Staff

MICROSOFT CERTIFICATE OF EXCELLENCE

Microsoft
CERTIFIED
Professional

ROHITAV SAMANTA

Has successfully completed the requirements to be recognized as a
Microsoft Certified Professional

Bill Gates

Microsoft Certified Professional Transcript

Last Activity Recorded: May 10, 2008
Microsoft Certified Professional ID: 6199011

Microsoft
CERTIFIED
Professional

ROHITAV SAMANTA
1613 VIRGINIA ST EAST APT 10

CHARLESTON, West Virginia 25311 US
RSAMANTA@SABERCORP.COM

Microsoft Certification Status

Credential	Certification / Version	Date Achieved
Professional	MCP 2.0 -- Certified Professional	May 01, 2008
Solution Developer	For Microsoft .NET	May 10, 2008
Application Developer	For Microsoft .NET	May 10, 2008

Microsoft Certification Exams Completed Successfully

Exam ID	Description	Date Completed
229	Designing and Implementing Databases with Microsoft® SQL Server™ 2000 Enterprise Edition	May 10, 2008
300	Analyzing Requirements and Defining Microsoft .NET Solution Architectures	May 10, 2008
315	Developing and Implementing Web Applications with Microsoft® Visual C#™ .NET and Microsoft® Visual Studio® .NET	May 01, 2008
316	Developing and Implementing Windows®-based Applications with Microsoft® Visual C#™ .NET and Microsoft® Visual Studio® .NET	May 01, 2008
320	Developing XML Web Services and Server Components with Microsoft Visual C# .NET and the Microsoft .NET Framework	May 10, 2008

3. Other Vendor Requirements

3.1 MACC Experience

1.4.1   With the bid quotation, the vendor must provide credible, detailed evidence of experience related to the Mid-Atlantic Career Consortium (MACC) system. The vendor must provide details of the background of the company/organization, the size and location of the company/organization, and the experience, capabilities, and resources of the company/organization which qualify and enable them to complete the project.

HPES has been supporting the West Virginia MACC system successfully for 10 years. Our team has supported the State in maintaining the West Virginia MACC system; performing analysis tasks, system enhancements, and defect resolution; conducting testing tasks; and developing system documentation. The individuals proposed have been part of West Virginia's MACC team for most of the support period. Rohit Samanta was involved in the original implementation of the MACC system and has provided support as a Technical Lead for System Architecture since 2002. Tim Elms has worked as the West Virginia MACC Technical Lead for Database Administration since 2002.

HPES was the prime vendor for the MACC. We were responsible for all aspects of this system's creation, including requirements analysis, design, construction, project management, data conversion, training, and interfaces to other state systems.

The Consortium designed the MACC system to be completely integrated as part of each member state's existing, labor-related site. The original MACC member states were West Virginia, Maryland, Pennsylvania, and Virginia. HPES continues to work with the State of West Virginia to maintain its version of the MACC system.

HPES employs more than 135,000 employees (more than 10,700 of whom work for our United States Public Sector division), and our headquarters are located at 5400 Legacy Dr., Plano, TX 75024.

HPES has been supporting the West Virginia MACC system successfully for more than 10 years. Our team has supported the State in maintaining the West Virginia MACC system, performing analysis tasks, system enhancements, and defect resolution; conducting testing tasks; and developing system documentation. The individuals proposed have been part of West Virginia's MACC team for most of the support period. Rohit Samanta was involved in the original implementation of the MACC system and has provided support as a Technical Lead for System Architecture in the years since. Tim Elms has worked as the West Virginia MACC Technical Lead for Database Administration since 2002.

## 3.2 Organization, Job Descriptions, and Resumes

1.4.2   The vendor must provide a functional organizational chart indicating the proposed project structure. The vendor should provide job descriptions and resumes for the key project staff and any other staff who will work on any part or this contract, specifying experience with the vendor and relevant education, experience, and training.

The resources fulfilling the contract needs of WorkForce West Virginia will be Rohit Samanta and Tim Elms. They will fulfill the requirements of the project as detailed in Section 2 of this proposal.

3.2.1 Functional Organization Chart

The organization that will support the work is shown in Figure 3-1, Proposed Functional Organization.

Figure 3-1. Proposed Functional Organization
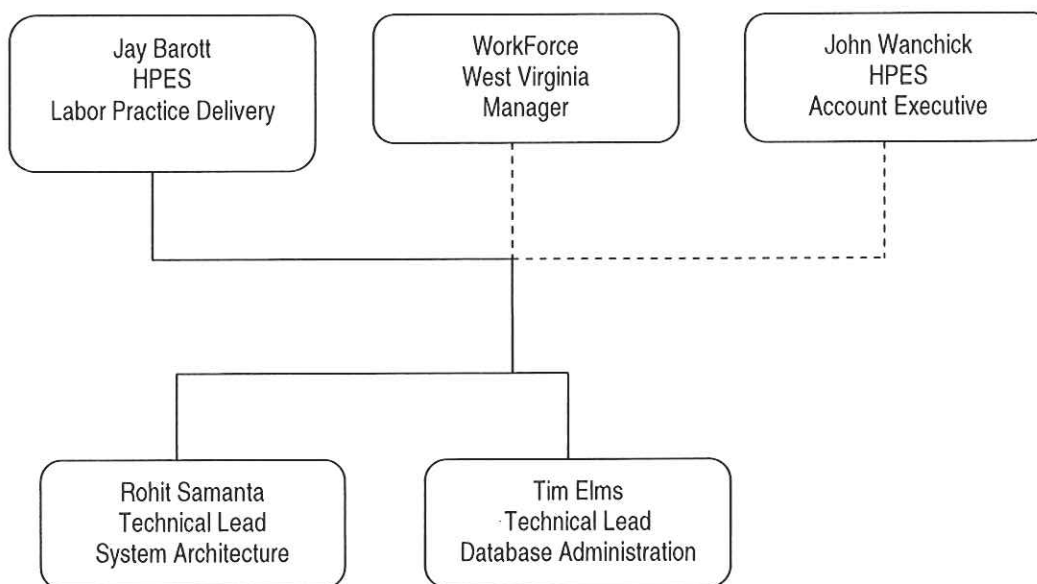
3.2.2 Job Descriptions

Rohit and Tim have the experience to perform the general job functions defined in the RFQ and shown in the following table.

Requirement
Perform analysis, scope definition, design, and implementation of new or modified functionality within the application.
Assist In resolving and tracking help desk and other system issues through on-call as well as offline support.
Conduct internal reviews of work done by vendor staff as well as client personnel.
Provide operational support for all users, including client staff, employers, training providers, agency partners, and the general public.
Maintain compliance with US Department of labor (DOL) and West Virginia policies and procedures.
Field technical questions from both state and MACC unit personnel.
Implement federal program requirements as stated in DOL Training and Employment Guidance Letters (TEGL) advisories
Interface with other state agencies, such as Unemployment insurance and the Department of Health and Human Resources, to develop data sharing policies and procedures.
Produce ad hoc reports based on MACC system data
Prepare, maintain, and follow detailed project plans including task assignments, Gantt charts, milestones, and deliverables preceding all development and implementation efforts.
Thoroughly test all new development, enhancements, modifications, following pre-defined and mutually agreed upon testing scenarios.
Document all work such that WorkForce staff may analyze the work performed and make adjustments as needed
Follow generally accepted Industry standard design and development practices which lead to a highly normalized database design and an object oriented modular graphical user interface enabling client personnel to modify system parameters with minimal involvement from vendor staff
Attend regular MACC unit and user focus group meetings as requested to discuss problems, future enhancements, etc.
Participate In knowledge transfer activities with MACC unit staff as directed by the MACC unit manager.
Provide guidance and expert advice on topics including, but not limited to: emerging technology and tools that will enhance or improve the functionality, performance, and/or robustness of the MACC system and configuration of the technical infrastructure supporting the MACC system.
Periodically work overtime and/or work outside of normal business hours as needed for system updates, troubleshooting, etc.
Work under the general supervision and direction of the MACC unit manager.

Requirement
Provide fully dedicated staff to the MACC project. Assigned staff must not share time with other vendor projects
Provide uninterrupted service In the event of staff turnover, the vendor is responsible for filling vacant positions with individuals of equal or higher qualifications that are pre-approved by Workforce personnel within two- weeks of the vacancy and at no additional cost
Provide annual technical training and/or education to assigned staff to maintain and improve employee skills.

Rohit Samanta was involved in the original implementation of the MACC system and has provided support as a Technical Lead for System Architecture since 2002. Tim Elms has worked as the West Virginia MACC Technical Lead for Database Administration since 2002.

3.2.2.1 Technical Lead for System Architecture

HPES has identified Rohit Samanta as the Technical Lead for System Architecture. Rohit has the experience to perform the job functions for this position described in the following table.

Requirement
Provide overall vision, direction, concepts, and business requirements analysis for the project.
Prepare estimates and schedules for work, and work with the MACC unit manager to assign priorities.
Develop policies and procedures in coordination with the MACC unit manager to ensure 24n/365 system operation and support of all system users.
Support annual DOL data validation efforts by creating samples, compiling and verifying results, and submitting results.
Oversee the deployment of system changes to the development and production environments.
Develop and enforce application development standards and best practices within the MACC unit.
Provide timely responses to WorkForce management
Monitor the performance and suitability of the development and production environments. These environments consist of web, application, and database servers in a three tier configuration

Rohit is a Microsoft Certified Solution Developer (MCSD) and Microsoft Certified Application Developer (MCAD). Through his work with the West Virginia MACC system since 2002, Rohit has demonstrated his ability to meet both the requirements set forth in Section 2 of this proposal and the specific requirements for the Technical Lead for System Architecture described in the preceding table.

3.2.2.2 Technical Lead for Database Administration

HPES has identified Tim Elms as the Technical Lead for Database Administration. Tim has the experience to perform the job functions for this position described in the following table.

Requirement
Serve as the architect for all database development.
Ensure that dally database backups are performed, verified, and secured appropriately.
Provide database administration for both the development and production environments.
Develop and enforce database standards and best practices within the MACC unit
Migrate and/or bulk insert data as needed.
Monitor performance and capacity usage for the development and production databases and take corrective action as necessary.
Perform consistency checks of the development and production databases and maintain database indexes to ensure minimal fragmentation to optimize performance.
Regularly test the restoration of the production database to the development system
Develop, generate, maintain, verify, submit, and field questions regarding preliminary, quarterly, and annual DOL reports
Produce ad-hoc reports, based on programs, regions, service locations, and/or service providers as requested.
Load wage data from the Unemployment Insurance (UI) and Wage Record Interchange System (WRIS).

Tim has previously demonstrated the ability to meet both the requirements set forth in Section 2.0 of this proposal and the specific requirements for the Technical Lead for Database Administration described in the preceding table. He has gained this experience through his work with the West Virginia MACC system since 2002 and on previous engagements.

3.2.3 Resumes

Rohitav Samanta   **Technical Lead for System Architecture**

Experience Summary

Mr. Rohitav (Rohit) Samanta is an IT consultant at Hewlett-Packard State & Local Enterprise Services with more than 11 years' experience in PC-based computer systems. He has performed multiple roles, including senior consultant, consultant, developer, and junior developer.

Rohit specializes in PC-based client/server, N-tiered, and web-based applications, based on Microsoft and Java technologies. His areas of strength are .NET technologies and MS SQL database administration. He has 11 years' experience in supporting systems in production environments as well as in development environments. Furthermore, he has strong experience in analyzing information, performing troubleshooting, and fine tuning the performance of application and database servers. Apart from his technical expertise, he also possesses strong analytical, communication, and leadership skills. He has extensive experience in the Insurance and Public sectors.

Employment History

Hewlett-Packard State & Local Enterprise Services, Inc.   **August 2001 to Present**
State of West Virginia MACC
Technical Lead for System Architecture
Rohit is involved with application design and development for the MACC WorkForce system, as well as with the system's implementation into the production environment of the State of West Virginia.

The MACC system offers services for employers, job seekers, and training providers. The software product implements the DOL's WIA, Wagner-Peyser Act of 1933 (Job Service), Trade Act of 1974, and NEG programs to enable job seekers to gain employment and training. Moreover, employers can post vacancies and search for and find employees. The product also allows training providers to enter their courses and programs and to track students. In addition, it enables seamless end-to-end management and allows case managers, employers, and training providers to track participants. The case managers can track costs, pay invoices, and produce checks for various direct and indirect costs. The product also incorporates imaging and document workflow. The software product has three distinct web sites for the public, case managers, and administrators. It was developed using Microsoft and industry-standard technologies. It supports multilingual and disabled users. The MACC system was developed so that it can be customized for similar State agencies.

Rohit functions as the Technical Lead for System Architecture on the project, with the responsibility to raise and initially address any personnel issues and to verify product quality with regard to the requirements detailed by the State of West Virginia. He started as a developer on a team of 20 people who designed and implemented the application from presentation layer to the middle tier business object layer. He was involved in all stages of development, from analysis to quality testing.

His responsibilities include the following:

- Provide overall vision, direction, concepts, and business analysis.
- Perform application design, analysis, scope definition, and development and implementation of new or modified functionality within the application.
- Function as architect for all web and application development.
- Follow generally accepted industry standard design and development practices.
- Implement highly normalized database design and object-oriented modular graphical user interface, enabling client personnel to modify system parameters with minimal effort.
- Document all work such that client staff may analyze the work performed and make adjustments as needed.
- Prepare estimates and schedules for the work assigned and assign priorities to work.

- Prepare, maintain, and follow detailed project plans, including task assignments, Gantt charts, milestones, and deliverables preceding all development and implementation efforts.
- Thoroughly test all new development, enhancements, modifications, following predefined and mutually agreed upon testing scenarios.
- Contribute to weekly status reports for client management.
- Attend regular MACC unit and users focus group meetings as requested to discuss problems, future enhancements, and so on.
- Review work done by the development team and enforce development standards within the team.
- Oversee the deployment of system changes to the development and production environments.
- Provide technical consulting to clients. Provide guidance and expert advice on topics, including, but not limited to, emerging technology and tools that will enhance or improve the functionality, performance, or robustness of the system and configuration of the technical infrastructure supporting the system.
- Act as a liaison between the client and the company.
- Understand user requirements and prepare requirement documents.
- Verify compliance with client policies and procedures.
- Run performance enhancements to the system when required.
- Maintain the current system, perform analysis, troubleshoot, and fix issues as they arise.
- Provide 24x7x365 operation and support of all users, including case managers, employers, training providers, and the general public. More than 700 concurrent users have access to the system.
- Assist in resolving and tracking helpdesk and other system issues through on-call as well as offline support.
- Verify compliance with DOL policies. Implement Federal program requirements as stated in TEGL (Training and Employment Guidance Letters) advisories.
- Support annual DOL data validation efforts by creating samples, compiling and verifying results, and submitting results.
- Create State of West Virginia departmental and individual ad-hoc reports, as requested. Generate Federal DOL reports using a variety of reporting tools, such as DRVS, SPR, DART, MATHEMATICA, and Crystal Enterprise 10.
- Fields technical questions from both the State and the internal team.
- Make sure that all performance and application related questions raised by users and management are answered in a timely fashion.
- Interface with other State agencies, such as Unemployment Insurance and the Department of Health and Human Resources, and other computer systems, allowing agencies to share data.
- Create training manuals and presentations. Give presentations of the product and technical descriptions of the project.
- Provide operational support for all users, including client staff, employers, training providers, agency partners, and the general public.
- Maintain Elise job matching servers and application.
- Implement and maintain the imaging servers.
- Provide Windows server administration and cluster configuration for the SQL Server and Active Directory Domain administration.

Covansys   **April 2001 to August 2001**
Insurance Portal
Analyst/Developer
Under the Insurance Business Sector, this project implemented a web-based insurance application for preparing quotes of different tariffs. It focused on the Online Quotation Management System. It was a web-centric application with a three-tier architecture derived from Sun's specification on J2EE design guidelines. The standard J2EE architecture for a multi-tier enterprise was customized to suit the TIS Online application. The application, designed and developed for Skandia, supported the brokers in calculating the pertinent insurance premium rates for the final customers. The software took various input

factors, such as age of the customer, period of insurance coverage, and gender of the customer. The calculation logic, scheme details, and other business rules were built into the software using Java and other Sun technologies. This project also included the administration of the application's Tariff, Fund, and Probability systems.

The system development strictly followed the development methodology of Rational Unified Process. All artifacts, written and delivered, followed the OMG and Unified Modeling Language Specifications standards.

The scope of the project was as follows:

- Calculate insurance premiums via web for brokers, including customized screen-presentation and flexible printouts.
- Calculate interest rates for particular tariffs.
- Use relevant functions of each tariff with other existing Skandia systems.
- Administer the existing tariffs and their parameter sets, and add new versions of tariffs.
- Build an interface for business partners to allow them to integrate the quotation system into their software.
- Reuse components in other Skandia systems, such as the main administration system (cost calculations and so on).
- Reuse components in a workbench to evolve new tariffs.

Rohit's responsibilities were as follows:

- Developed the tariff administration modules.
- Implemented the business logic for adding a tariff using Java Classes.
- Developed the Administration Quote module. This module allowed brokers to print their calculations on a customizable print template. The broker could also add further information, such as address, logo, communication channels, and client's name.
- Developed, tested, and integrated the application with the WebSphere environment
- Developed a tool for testing the insurance tariffs by providing the appropriate inputs in the user interface. These components were developed using Java swing libraries.

Education

B.S., Electrical and Electronics Engineering, Berhampur University, Orissa, India, 2000.

Certifications and Expertise

Current Certification	Year Attained
Microsoft Certified Solution Developer (MCSD) (For Microsoft .NET)	2008
Microsoft Certified Application Developer (MCAD) (For Microsoft .NET)	2008
Microsoft Certified Professional – Designing and Implementing Databases with Microsoft SQL Server 2000 Enterprise Edition	2008
Microsoft Certified Professional – Analyzing Requirements and Defining Microsoft .NET Solution Architectures	2008
Microsoft Certified Professional – Developing and Implementing Web Applications with Microsoft Visual C# .NET and Microsoft Visual Studio .NET	2008
Microsoft Certified Professional – Developing and Implementing Windows-based Applications with Microsoft Visual C# .NET and Microsoft Visual Studio .NET	2008
Microsoft Certified Professional – Developing XML Web Services and Server Components with Microsoft Visual C# .NET and the Microsoft .NET Framework	2008

Expertise	Years of Expertise
Relevant Technical Expertise	
• Visual Basic, COM+	11
• VB Script, JavaScript	11
• .NET, C#, Visual Basic .NET	5
• SQL DML/DDL/ETL	11
• ASP/ASP .NET	11
• XML	11
• XSL, XSLT	11
• SQL Server 2000/2005/2008/R2 Administration	11
• Windows Server Administration and Clustering	11
• Microsoft Windows Active Directory Domain Administration	11
• EMC CLARiiON SAN	11
• WCC Elise	5
• Crystal Reports/Business Objects	5
	10
Relevant Project Expertise	
• State of West Virginia MACC	10
Relevant Industry Expertise	
• State and Local Government	11
• Insurance	1

Tim Elms   Technical Lead for Database Administration

Experience Summary

Tim Elms is an IT Consultant at Hewlett-Packard State & Local Enterprise Services with 15 years of experience in Windows and Internet-based systems. He has participated in multiple projects in roles such as senior consultant, consultant, technical consultant, database administrator, systems administrator, development engineer, analyst programmer, and senior analyst programmer.

Tim specializes in client-server, multi-tiered, and web-based applications, based on Microsoft technologies. He has extensive experience in State Government, customer relationship management, and sales force automation in the Financial and Insurance sectors.

Employment History

Hewlett-Packard State & Local Enterprise Services, Inc.   **September 2002 to Present**
State of West Virginia MACC
Database Administrator, Implementation/Data Migration/Development and Maintenance
As the Senior Technical Lead for the project, Tim's primary role within the State of West Virginia and the project is as a database administrator. He is responsible for implementing the MACC software product and customizing it for use by the State of West Virginia.

The software product implements the DOL's WIA and Wagner-Peyser to enable job seekers to gain employment and training. It also enables employers to search and find employees for specific posted jobs. The product enables seamless end-to-end management and job seeker tracking for case managers, employers, and training providers.

The project had four phases: (1) Implementation of the WIA, (2) Implementation of Wagner-Peyser, (3) Implementation of the Trade Investment Act, and (4) Ongoing Enhancements.

With the State of West Virginia now live with the WorkForce WV site, the primary focus is on maintaining constant operation and support for all users, which includes staff, employers, and the general public. Tim provides ongoing maintenance and development support for enhancements to provide additional functionality to the product. He also is deeply involved in the migration of the legacy data from two mainframe applications into the MACC database.

Tim's responsibilities have included the following:

- Provide application maintenance, enhancements, new design, development, and implementation.
- Serve as architect for all database development.
- Develop database standards and best practices. Enforce standards within the team.
- Provide database administration for both the development and the production environments.
- Perform data migration from two legacy mainframes to the web-based system.
- Provide day-to-day management of the State's servers in the development and production environments.
- Administer updates and patch management to keep all servers up to date and secure.
- Monitor capacity to make sure that the 700+ concurrent users have access to the system.
- Run performance enhancements to the system when required.
- Maintain 24x7x365 operation and support of all users, which include staff, employers, training providers, and the general public.
- Analyze and scope new work and new functional areas of the application.
- Design and implement new features of the application.
- Verify compliance with client policies and procedures.
- Verify compliance with DOL policies.
- Implement Federal program requirements as stated in TEGL (Training and Employment Guidance Letters) advisories.

- Produce State of West Virginia departmental and individual ad-hoc reports, as requested.
- Field technical questions from both the State and the internal team.
- Process help desk tickets.
- Assist in resolving and tracking issues and conducting internal reviews of work done by peers.
- Provide on-call support.
- Provide technical consulting to the client on key issues.
- Interface with other State agencies and computer systems, allowing agencies to share data.
- Interface with Unemployment Insurance and Department of Human Resources.
- Give presentations of the product and technical descriptions of the project.
- Roll out development changes, new application areas, or maintenance to the production environment.
- Develop, test, and produce Federally mandated reports for the DOL that report program performance and affect program funding from Federal agencies, including the following:
  - WIA Title 1B Performance reports: WIA Quarterly report, ETA 9090; WIA Annual report, and ETA 9091
  - Wagner-Peyser Job Service Performance reports: ETA ES9002 and ETA VETS200
  - TAA (Trade Adjustment Assistance) Performance report: ETA 563.
- Use DOL/Mathematics DRVS software for federal reporting.
- Execute quarterly and annual federal reports.
- Execute preliminary reports as needed, before quarterly reports.
- Produce breakouts of Federal reports, based on programs, regions, service locations, and service providers.
- Compile, verify, and submit report result to the DOL.
- Field questions and concerns of the reported results.
- Load wage data from UI and WRIS (Wage Record Interchange System) for use in Federal reporting.
- Integrate the WCC ELISE application suite.

Covansys   **May 2002 to August 2002**
Reporting Data Warehouse
Analyst/Developer
Tim was a member of a team responsible for designing and implementing a data warehouse for financial reporting purposes, primarily as part of the report development team. He was responsible for requirement gathering, analysis, design, and implementation of Crystal Reports. He also built reporting tables and views to satisfy the business needs and to develop complex financial reports.

Tim was solely responsible for the management and implementation of Crystal ePortfolio, Crystal's enterprise web-enabled report viewer. He served as the point of contact for troubleshooting the ePortfolio environment. He also trained the client staff on the use and continued development on the Crystal ePortfolio platform.

The technical environment consisted of Oracle 8i, Crystal Reports, and Crystal ePortfolio.

Covansys   **April 2000 to April 2002**
Multiple projects
Senior Developer
Tim was responsible for the conversion of an existing CRM application into a pure, thin-client architecture. The application, predominantly used in the Banking and Insurance sectors, allowed customer service representatives to manage customers and the contacts with those customers in a controlled manner.

Tim served as the Senior Developer on a team of five people who designed and implemented the application from the presentation layer to the middle-tier business object layer. He was involved at all stages of development, from scoping to quality assurance and defect correction. His main area of involvement was in the VisualBasic middle-tier components.

Part of the design and implementation involved performance enhancements for a nationwide roll out for a large client with extremely large data set volumes (more than 60 million contacts). The technical

environment consisted of ASP, VisualBasic, COM/COM+, XML, and XSLT with COM/COM+, and SQL Server back end, based purely on Microsoft technologies. The web-based front end was generated via XSLT style sheets applied to XML. XML was generated from the VisualBasic middle-tier components.

Tim also was involved in research and preliminary implementation of conversion of a product suite to an international version, predominantly for the European market. Responsible for analysis and recommendations to code changes with the full suite.

Tim also provided maintenance and feature enhancements to the Guides product. Guides is a set of structured forms allowing external customers to request information and support, as well as to submit questions to the company. The structured forms interact with an AI engine and the back end database. The technical environment consisted of ASP, COM, and SQL Server.

Firstwave Tech   **August 1996 to March 2000**
Multiple client-facing projects
Professional Services/Technical Consultant/Development Engineer
Firstwave Tech is a Sale Force Automation and Customer Relationship Management application development company. Tim had various roles within the organization during his tenure, providing professional services and development.

The product was a web-based application, allowing sales personnel to manage their customers and contacts remotely. The product allowed synchronization of data between the client and server for offline use.

Tim was involved in development of the core application architecture, upon which the business application software was built. While in the services division, he was involved in customizing the application and implementing the product at client sites.

Education and Expertise

B.S. with Honors, Computing Science, Staffordshire University, Stafford, United Kingdom, 1996.

Expertise	Years of Expertise
Relevant Technical Expertise	
• Visual Basic, COM+	15
• VB Script, JavaScript	10
• .NET, C#	5
• SQL DML/DDL/ETL	15
• ASP/ASP.NET	12
• XML	12
• XSL, XSLT	10
• SQL Server 2000/2005/2008/R2 Administration	12
• Windows Server Administration and Clustering	10
• Microsoft Windows Active Directory Domain Administration	10
• EMC CLARiiON SAN	10
• WCC Elise	5
• Crystal Reports/Business Objects	10
	5
	5
Relevant Project Expertise	
• State of West Virginia MACC	10
Relevant Industry Expertise	
• State and Local Government	10
• Insurance/Banking/CRM/SFA	6

3.3 References

1.4.3   With the bid, the bidder must provide at least two (2) references from similar projects within the past three (3) years. These references must include a description of the work performed and contact information for verification.

HPES' experience as the prime vendor for MACC and WorkForce solutions started nearly 20 years ago. The references presented here exemplify these capabilities for projects that are comparable to the West Virginia MACC system in terms of the technical and implementation approaches. Each reference, highlighted in the following tables, serves to demonstrate HPES' commitment to client success, as well as our depth of experience delivering the specific services necessary to design, develop, implement, and support West Virginia's MACC system with the same commitment to excellence that HPES provides the State today.

Western Maryland Consortium/Maryland Workforce Exchange	
Reference for Prime Bidder	Client Maryland Department of Labor, Licensing, and Regulation
Period of Performance May 2001 to March 2011	Contact Name Daniel M. Johnson, Director PC/Web Development (OIT)
	Address: Maryland Department of Labor, Licensing, and Regulation 1100 N. Eutaw Street, Suite 303 Baltimore, MD 21201 Telephone: 410-767-2824 E-mail: djohnson@dllr.state.md.us

Description

HPES provided staff skilled in the maintenance of the MACC system to accomplish the following:

- Maintain the Maryland MACC system, performing enhancement and defect resolution application programming
- Provide system analysis, programming, testing, documentation, deployment, and performance tuning of the Maryland MACC system
- Perform application testing for quality assurance prior to deployment.

The contract with the Western Maryland Consortium ended in March 2011.

NH Department of Resource and Economic Development – Office of Workforce Opportunity	
Reference for Prime Bidder	Client NH Department of Resource and Economic Development – Office of Workforce Opportunity
Period of Performance June 28, 2001 to Present	Contact Name Jackie Heuser, Director
	Address: NH DRED – OWO 172 Pembroke Road Concord, NH 03302-18567 Telephone: 603-271-7275 E-mail: jackie.heuser@dred.state.nh.us

Description

HPES provides ongoing system maintenance, support, and hosting for the State's WIA system (ETEAMS). HPES responsibilities consist of the following:

- Administer, maintain, and support the ETEAMS application, databases, interfaces, and regulatory reporting requirements
- Maintain and administer protocol for communication between the outsource staff, users, the HPES hosting team, Employer Labor Market Information (ELMI), and any other third-party agency that uses ETEAMS or its data
- Set up and maintain system's administration tables, user logons, and passwords
- Set up and maintain system's FTP site
- Perform system database and application upgrades as part of a release schedule; includes development, system test, user testing coordination, and production roll out
- Update all applicable documents to reflect agreed-upon changes in the releases
- Produce required regulatory and ad-hoc reports from the system, as needed
- Provide help desk support to the end user community
- Monitor and resolve ETEAMS data interface activities and errors
- Assist, when needed, with backups, restore requirements, and support disaster recovery of the application, scripts, and database
- Keep an off-site archive of the latest bimonthly database pull so that it may be used for disaster recovery purposes
- Perform system-level training of new users as needed; provide training to coordinators on new modules and enhancements that have been added as part of a quarterly release.

HPES and the NH Department of Resource and Economic Development – Office of Workforce Opportunity have an excellent partnership to deliver services to the cities of New Hampshire. In June 2011, this contract was renewed for an additional five years.

3.4 Written Statement

1.4.4 The vendor must provide a written statement acknowledging that all documentation, processes, materials. algorithms, source code, graphical design, applications or any other work products developed under this contract are the sole property of the State of West Virginia and may not be used elsewhere for any purpose Without prior written permission.

HPES acknowledges that all documentation, process, materials, algorithms, source code, graphical design, applications, or any other work product developed under the contract are the sole property of the State of West Virginia and may not be used elsewhere for any purpose without prior written permission. For avoidance of doubt, HPES will retain all right, title and interest in and to any pre-existing intellectual property and derivative works thereto that are not created pursuant to the contract.

3.5 Clarification

By accepting the HPES proposal, Workforce West Virginia agrees that HPES will not be liable for any indirect, consequential (including without limitation any lost savings), or punitive damages that may result from HPES's performance of the services contemplated by the contract.

4. Bid Quotation Sheet

3.1 The vendor will include all costs necessary for all services provided pursuant to the terms of this RFQ.

4.1 Initial Contract Term

Qty	Description	Hourly Rate	Monthly Cost (Based on Estimated 160 hours per month	Annual Cost
1	System Architect	$105.32	$17,441.16	$209,293.92
1	Database Administrator	$105.32	$17,441.16	$209,293.92
	Grand Total			$418,587.84

* All hours worked will be billed at the stated hourly rates; estimated monthly costs are based on 160 hours per month. Per WorkForce West Virginia's request, travel will be reimbursed as per West Virginia travel regulations.

4.2 Contract Term Renewal #1

Qty	Description	Hourly Rate	Monthly Cost (Based on Estimated 160 hours per month	Annual Cost
1	System Architect	$109.01	$17,999.28	$215,991.33
1	Database Administrator	$109.01	$17,999.28	$215,991.33
	Grand Total			$431.982.65

* All hours worked will be billed at the stated hourly rates; estimated monthly costs are based on 160 hours per month. Per WorkForce West Virginia's request, travel will be reimbursed as per West Virginia travel regulations.

4.3 Contract Term Renewal #2

Qty	Description	Hourly Rate	Monthly Cost (Based on Estimated 160 hours per month	Annual Cost
1	System Architect	$112.50	$18,557.25	$222,687.06
1	Database Administrator	$112.50	$18,557.25	$222,687.06
	Grand Total			$445,374.11

* All hours worked will be billed at the stated hourly rates; estimated monthly costs are based on 160 hours per month. Per WorkForce West Virginia's request, travel will be reimbursed as per West Virginia travel regulations.

RFQ No. WWV12874-C

STATE OF WEST VIRGINIA
Purchasing Division

PURCHASING AFFIDAVIT

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

DEFINITIONS:

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

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

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

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

WITNESS THE FOLLOWING SIGNATURE

Vendor's Name: HP Enterprise Services, LLC

Authorized Signature: *Frank Cleclric*   Date: March 12, 2012

State of Virginia

County of Fairfax , to-wit:

Taken, subscribed, and sworn to before me this 12 day of March , 20 12

My Commission expires 11/30 , 20 15

AFFIX SEAL HERE   NOTARY PUBLIC

(Notary seal: MEGAN LENT, NOTARY PUBLIC, REG. #7500958, MY COMMISSION EXPIRES 11/30/2015, COMMONWEALTH OF VIRGINIA)

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Purchasing Affidavit (Revised 12/15/09)