

Purchasing Divison 2019 Washington Street East Post Office Box 50130 Charleston, WV 25305-0130

State of West Virginia Request for Quotation 21 — Info Technology

Proc Folder: 87116

Doc Description: Addendum 4: Temporary IT Staffing Contract for WVDHHR/OMIS

Proc Type: Central Master Agreement

Date Issued	Solicitation Closes	Solicitation	n No		Version
2015-05-18	2015-05-20 13:30:00	CRFQ	0511	HHR1500000008	5

BID CLERK

DEPARTMENT OF ADMINISTRATION

PURCHASING DIVISION

2019 WASHINGTON ST E

CHARLESTON

WV

25305

US

VENDOR

Vendor Name, Address and Telephone Number:

e Bridge Consulting 586 Tallwood Pot Huntington WV 25705 304-736-2800



FOR INFORMATION CONTACT THE BUYER

Robert Kilpatrick (304) 558-0067

robert.p.kilpatrick@wv.gov

Signature X

FFIN #

75-2879412

DATE 5-20-15

All offers suffect to all terms and conditions contained in this solicitation

Page: 1

FORM ID: WV-PRC-CRFQ-001

REVOICETO				
BUYER - 304-957-0209				
HEALTH AND HUMAN RESOURCES MANAGEMENT INFORMATION SERVICE			STATE OF WEST VIRGINIA VARIOUS LOCATIONS AS INDICATED BY ORDER	
ONE DAVIS SQUARE, RM	211			
CHARLESTON	WV25301	No City	WV 99999	
US		US		

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
1	FACTS Technical Project Manager	2288.00000	HOUR	NIA	

Comm Code	Manufacturer	Specification	Model #	
80111608				
i				

4.1.1 FACTS Technical Project Manager - All-inclusive Hourly Rate

Quantities provided in this solicitation are estimates only; actual ordered quantities may vary.

INVOKE TO					
BUYER - 304-957-0209					
HEALTH AND HUMAN RESOURCES		STATE OF WEST VIR	RGINIA		
MANAGEMENT INFORMA	MANAGEMENT INFORMATION SERVICE		VARIOUS LOCATIONS AS INDICATED BY ORDER		
ONE DAVIS SQUARE, RM 211					
CHARLESTON	WV25301	No City	WV 99999		
US		US			

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
2	FACTS Senior Web Application Analyst	2288.00000	HOUR	N/A	

Comm Code	Manufacturer	Specification	Model #	
80111608				
1				

Extended Description:

4.1.2 FACTS Senior Web Application Analyst - All-inclusive Hourly Rate

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BUYER - 304-957-0209			
HEALTH AND HUMAN RE		STATE OF WEST VI	
MANAGEMENT INFORMA	ATION SERVICE	VARIOUS LOCATIO	NS AS INDICATED BY ORDER
ONE DAVIS SQUARE, RM	1 211		
CHARLESTON	WV25301	No City	WV 99999
us		US	

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
3	FACTS Web Application Analyst	2288.00000	HOUR	NA	

Comm Code	Manufacturer	Specification	Model #	
80111608				

4.1.3 FACTS Web Application Analyst - All-inclusive Hourly Rate

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BUYER - 304-957-0209			
HEALTH AND HUMAN RES	OURCES	STATE OF WEST VIR	GINIA
MANAGEMENT INFORMAT	ION SERVICE	VARIOUS LOCATION	S AS INDICATED BY ORDER
ONE DAVIS SQUARE, RM	211		3
CHARLESTON	WV25301	No City	WV 99999
US		US	

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
4	FACTS Application Architect	2288.00000	HOUR	NA	

Comm Code	Manufacturer	Specification	Model #	
80111608				
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Extended Description:

4.1.4 FACTS Application Architect - All-inclusive Hourly Rate

INVOICE TO	, , , , , , , , , , , , , , , , , , ,			
BUYER - 304-957-0209				
HEALTH AND HUMAN RESOURCES MANAGEMENT INFORMATION SERVICE			STATE OF WEST VIRGINIA VARIOUS LOCATIONS AS INDICATED BY ORDER	
ONE DAVIS SQUARE, RM	I 211			
CHARLESTON	WV25301	No City	WV 99999	
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Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
5	Web Team Senior Web Application Analyst	2288.00000	HOUR	68.00	156,584

Comm Code	Manufacturer	Specification	Model #	
80111608				

Extended Description:

4.1.5 Web Team Senior Web Application Analyst - All-inclusive Hourly Rate

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BUYER - 304-957-0209				
HEALTH AND HUMAN RESOURCES		STATE OF WEST VII	RGINIA	
MANAGEMENT INFORMATION SERVICE		VARIOUS LOCATION	VARIOUS LOCATIONS AS INDICATED BY ORDER	
ONE DAVIS SQUARE, RM	1 211			
CHARLESTON	WV25301	No City	WV 99999	
US		US		

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
6	OSCAR Senior Application Programmer Analyst	2288.00000	HOUR	NA	

Comm Code	Manufacturer	Specification	Model #	
80111608				

4.1.6 OSCAR Senior Application Programmer Analyst - All-inclusive Hourly Rate

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BUYER - 304-957-0209			
HEALTH AND HUMAN RESOL	JRCES	STATE OF WEST V	IRGINIA
MANAGEMENT INFORMATIO	N SERVICE	VARIOUS LOCATIO	NS AS INDICATED BY ORDER
ONE DAVIS SQUARE, RM 21	I		
CHARLESTON	WV25301	No City	WV 99999
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Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
7	OSCAR Application Programmer	2288.00000	HOUR	/-	
	Analyst			NA	

Comm Code	Manufacturer	Specification	Model #	
80111608				

Extended Description:

4.1.7 OSCAR Application Programmer Analyst - All-inclusive Hourly Rate

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BUYER - 304-957-0209			
HEALTH AND HUMAN RESOURCES MANAGEMENT INFORMATION SERVICE		STATE OF WEST VIRGINIA VARIOUS LOCATIONS AS INDICATED BY ORDER	
ONE DAVIS SQUARE, RM	211		
CHARLESTON	WV25301	No City	WV 99999
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Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
8	OSCAR Application Programmer	2288.00000	HOUR	N/A	
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Comm Code	Manufacturer	Specification	Model #	
80111608				

4.1.8 OSCAR Application Programmer - All-inclusive Hourly Rate

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BUYER - 304-957-0209			
HEALTH AND HUMAN RESOUR		STATE OF WEST VIRGINIA	
MANAGEMENT INFORMATION	SERVICE	VARIOUS LOCATIONS AS IN	IDICATED BY ORDER
ONE DAVIS SQUARE, RM 211			
CHARLESTON	WV25301	No City	WV 99999
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Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
9	Senior Application Oracle Database Administrator	2288.00000	HOUR	118.00	269,98400

Comm Code	Manufacturer	Specification	Model #	
80111609				

Extended Description:

4.1.9 Senior Application Oracle Database Administrator - All-inclusive Hourly Rate

INVOICE TO			
BUYER - 304-957-0209			
HEALTH AND HUMAN RE	SOURCES	STATE OF WEST VIR	RGINIA
MANAGEMENT INFORMA	ATION SERVICE	VARIOUS LOCATION	IS AS INDICATED BY ORDER
ONE DAVIS SQUARE, RM	1 211		
CHARLESTON	WV25301	No City	WV 99999
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Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
10	Application Oracle Database Administrator	2288.00000	HOUR	3 /00 00°	228.800

Comm Code	Manufacturer	Specification	Model #	
80111609				

Extended Description:

4.1.10 Application Oracle Database Administrator - All-inclusive Hourly Rate

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CHARLESTON	WV25301	No City	WV 99999
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Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
11	Senior SQL Server Database Administrator	2288.00000	HOUR	83.00	189,90450

Comm Code	Manufacturer	Specification	Model #	
80111609				

4.1.11 Senior SQL Server Database Administrator - All-inclusive Hourly Rate

INVOICE TO		SHIP TO	
BUYER - 304-957-0209			
HEALTH AND HUMAN RES	SOURCES	STATE OF WEST VIR	GINIA
MANAGEMENT INFORMAT	TION SERVICE	VARIOUS LOCATIONS	S AS INDICATED BY ORDER
ONE DAVIS SQUARE, RM	211		
CHARLESTON	WV25301	No City	WV 99999
US		us	

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
12	SQL Server Database Administrator	2288.00000	HOUR	7300	167,024.00

Comm Code	Manufacturer	Specification	Model #	
80111609				

Extended Description:

4.1.12 SQL Server Database Administrator - All-inclusive Hourly Rate

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BUYER - 304-957-0209			
HEALTH AND HUMAN RE		STATE OF WEST VIR VARIOUS LOCATION	GINIA S AS INDICATED BY ORDER
ONE DAVIS SQUARE, RM	211		
CHARLESTON	WV 25301	No City	WV 99999
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Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
13	Senior COGNOS Analyst/Project Manager	2288.00000	HOUR	NA	

Comm Code	Manufacturer	Specification	Model #	
80111608				

4.1.13 Senior COGNOS Analyst/Project Manager - All-inclusive Hourly Rate

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BUYER - 304-957-0209			
HEALTH AND HUMAN RESO	URCES	STATE OF WEST VIR	IGINIA
MANAGEMENT INFORMATIO	ON SERVICE	VARIOUS LOCATION	S AS INDICATED BY ORDER
ONE DAVIS SQUARE, RM 21	1		
CHARLESTON	WV25301	No City	WV 99999
us		US	

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
14	COGNOS Analyst	2288.00000	HOUR	N/A	

Comm Code	Manufacturer	Specification	Model #	
80111608				
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Extended Description:

4.1.14 COGNOS Analyst - All-inclusive Hourly Rate

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BUYER - 304-957-0209			
HEALTH AND HUMAN RES		STATE OF WEST VIR VARIOUS LOCATION:	GINIA S AS INDICATED BY ORDER
ONE DAVIS SQUARE, RM	211		
CHARLESTON	WV25301	No City	WV 99999
US		us	

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
15	Software Test Analyst	2288.00000	HOUR	6300	144,14400

Comm Code	Manufacturer	Specification	Model#	
80111608				

Extended Description:

4.1.15 Software Test Analyst - All-inclusive Hourly Rate

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E	BUYER - 304-957-0209			
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	ONE DAVIS SQUARE, RM 211	VICE	VARIOUS LOCATIONS AS INDICATI	ED BY ORDER
9	CHARLESTON	WV25301	No City	WV 99999
	US		US	

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
16	Help Desk Analyst	2288.00000	HOUR		

Comm Code	Manufacturer	Specification	Model #	
80111616				

4.1.16 Help Desk Analyst - All-inclusive Hourly Rate

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BUYER - 304-957-0209					
HEALTH AND HUMAN RESOURCES MANAGEMENT INFORMATION SERVICE			STATE OF WEST VIRGINIA VARIOUS LOCATIONS AS INDICATED BY ORDER		
ONE DAVIS SQUARE, RM	211				
CHARLESTON	WV25301	No City	WV 99999		
us		US			

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
17	Business Analyst	2288.00000	HOUR	2500	57,200°°

Comm Code	Manufacturer	Specification	Model #	
80111608				

Extended Description:

4.1.17 Business Analyst - All-inclusive Hourly Rate

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BUYER - 304-957-0209			
HEALTH AND HUMAN RES		STATE OF WEST VIR	GINIA S AS INDICATED BY ORDER
ONE DAVIS SQUARE, RM	211		
CHARLESTON	WV25301	No City	WV 99999
US		US	

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
18	Technical Writer	2288.00000	HOUR	4500	102,9600

Comm Code	Manufacturer	Specification	Model #	
80111608				

4.1.18 Technical Writer- All-inclusive Hourly Rate

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BUYER - 304-957-0209			
HEALTH AND HUMAN RES	-	STATE OF WEST VIP	RGINIA NS AS INDICATED BY ORDER
ONE DAVIS SQUARE, RM	211		
CHARLESTON	WV25301	No City	WV 99999
US		us	

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
19	Senior CRM Application Programmer Analyst	9000.00000	HOUR	114.00	1,026,000

Comm Code	Manufacturer	Specification	Model #	
80111608				

Extended Description:

4.1.19 Senior CRM Application Programmer Analyst - All-inclusive Hourly Rate

INVOICE TO			
BUYER - 304-957-0209			
HEALTH AND HUMAN RES		STATE OF WEST VI	IRGINIA NS AS INDICATED BY ORDER
ONE DAVIS SQUARE, RM	211		
CHARLESTON	WV25301	No City	WV 99999
US		us	

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
20	CRM Application Programmer Analyst	25000.00000	HOUR	104.00	2,600,000000

Comm Code	Manufacturer	Specification	Model #	
80111608				

Extended Description:

4.1.20 CRM Application Programmer Analyst - All-inclusive Hourly Rate

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BUYER - 304-957-0209				
HEALTH AND HUMAN RESOURCES MANAGEMENT INFORMATION SERVICE			STATE OF WEST VIRGINIA VARIOUS LOCATIONS AS INDICATED BY ORDER	
ONE DAVIS SQUARE, RM	1 211			
CHARLESTON	WV25301	No City	WV 99999	
US		US		

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
21	Senior SharePoint Application Programmer Analyst	7000.00000	HOUR	9200	644,000.00

Comm Code	Manufacturer	Specification	Model #	
80111608				

4.1.21 Senior SharePoint Application Programmer Analyst - All-inclusive Hourly Rate

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BUYER - 304-957-0209				
HEALTH AND HUMAN RESOURCES MANAGEMENT INFORMATION SERVICE			STATE OF WEST VIRGINIA VARIOUS LOCATIONS AS INDICATED BY ORDER	
ONE DAVIS SQUARE, RM	1 211			
CHARLESTON	WV25301	No City	WV 99999	
us		US		

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
22	SharePoint Application Programmer Analyst	13000.00000	HOUR	7800	1,014,00000

Comm Code	Manufacturer	Specification	Model #	
80111608				

Extended Description :

4.1.22 SharePoint Application Programmer Analyst - All-inclusive Hourly Rate

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BUYER - 304-957-0209 HEALTH AND HUMAN RESOURCES MANAGEMENT INFORMATION SERVICE		STATE OF WEST VIRGINIA VARIOUS LOCATIONS AS INDICATED BY ORDER	
ONE DAVIS SQUARE, RM	211		
CHARLESTON	WV25301	No City	WV 99999
us		US	

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
23	Senior .NET Application Programmer Analyst	25000.00000	HOUR	74.99	1,850,000

Comm Code	Manufacturer	Specification	Model #	
80111608				

4.1.23 Senior .NET Application Programmer Analyst - All-inclusive Hourly Rate

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BUYER - 304-957-0209			
HEALTH AND HUMAN RE		STATE OF WEST VIRG	GINIA B AS INDICATED BY ORDER
ONE DAVIS SQUARE, RM	211		
CHARLESTON	WV25301	No City	WV 99999
us		us	

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
24	.NET Application Programmer Analyst	50000.00000	HOUR	63°0	3,150,000.

Comm Code	Manufacturer	Specification	Model #
80111608			

Extended Description:

4.1.24 .NET Application Programmer Analyst - All-inclusive Hourly Rate

INVOICE TO				
BUYER - 304-957-0209				
HEALTH AND HUMAN RE	SOURCES	STATE OF WEST VIR	RGINIA	
MANAGEMENT INFORMATION SERVICE		VARIOUS LOCATION	VARIOUS LOCATIONS AS INDICATED BY ORDER	
ONE DAVIS SQUARE, R	A 211			
CHARLESTON	WV 25301	No City	WV 99999	
US		US		

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
25	Senior Mainframe Application Programmer Analyst	13000.00000	HOUR	74.00	962,000.

Comm Code	Manufacturer	Specification	Model #	
80111608	· "			

Extended Description:

4.1.25 Senior Mainframe Application Programmer Analyst - All-inclusive Hourly Rate

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BUYER - 304-957-0209			
HEALTH AND HUMAN RES	SOURCES	STATE OF WEST VIR	GINIA
MANAGEMENT INFORMA	TION SERVICE	VARIOUS LOCATIONS	S AS INDICATED BY ORDER
ONE DAVIS SQUARE, RM	211		
CHARLESTON	WV25301	No City	WV 99999
us		US	

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
26	Mainframe Application Programmer Analyst	13000.00000	HOUR	6400	832,000.00

Comm Code	Manufacturer	Specification	Model #	
80111608				

4.1.26 Mainframe Application Programmer Analyst - All-inclusive Hourly Rate

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BUYER - 304-957-0209			
HEALTH AND HUMAN RE	SOURCES	STATE OF WEST VIR	GINIA
MANAGEMENT INFORMA	ATION SERVICE	VARIOUS LOCATIONS	S AS INDICATED BY ORDER
ONE DAVIS SQUARE, RM	1 211		
CHARLESTON	WV25301	No City	WV 99999
US		us	

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
27	Senior Application DB2 Database Administrator	9000.00000	HOUR	99.22	891,00000

Comm Code	Manufacturer	Specification	Model #	
80111608				

Extended Description:

4.1.27 Senior Application DB2 Database Administrator- All-inclusive Hourly Rate

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BUYER - 304-957-0209			
HEALTH AND HUMAN RES		STATE OF WEST VIRG	GINIA B AS INDICATED BY ORDER
ONE DAVIS SQUARE, RM	211		
CHARLESTON	WV25301	No City	WV 99999
us		us	

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
28	Application DB2 Database Administrator	9000.00000	HOUR	92.00	828,0000

Comm Code	Manufacturer	Specification	Model #	
80111608				
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4.1.28 Application DB2 Database Administrator- All-inclusive Hourly Rate

	Document Phase	Document Description	Page
HHR1500000008	Final	Addendum 4: Temporary IT Staff ing	14 of
		Contract for WVDHHR/OMIS	14

ADDITIONAL TERMS AND CONDITIONS

See attached document(s) for additional Terms and Conditions

CRFQ 0511 HHR1500000008 Information Technology Staffing Services

10.2.3 Any other remedies available in law or equity.

11 MISCELLANEOUS:

11.1 Contract Manager: During its performance of this Contract, Vendor must designate and maintain a primary contract manager responsible for overseeing Vendor's responsibilities under this Contract. The Contract manager must be available during normal business hours to address any customer service or other issues related to this Contract. Vendor should list its Contract manager and his or her contact information below.

Contract Manager: Ryon Rlake
Telephone Number: 304-395-4322
Fax Number: 304-736-2488
Email Address: ryon, blake Obridge IT com

Response to Request for Quotation DHHR1500000008 – IT Staffing Services



eBRIDGE Consulting, LLC 586 Tallwood Rd. Huntington, WV 25705 304-736-2800-Phone 304-736-2488-Fax

> Ryan Blake 304-395-4322 cell May 20, 2015

Signature

5-20-15 Date

Section I – Company History

Company Information

eBridge Consulting LLC (Tax ID: 75-2879412)

586 Tallwood Rd.

Huntington, WV 25705

304-736-2800 - Phone

304-736-2488 - Fax

Principal Contact

Ryan Blake 304-395-4322 – Mobile

Ryan.blake@bridgeit.com

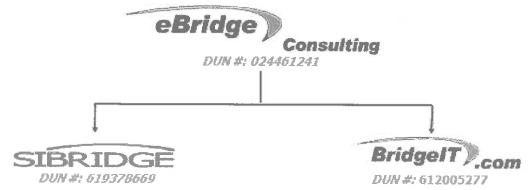
Established in 2000 with over 25 employees

EBRIDGE is an integrated business and technology management consultancy co-located in the Dallas-Fort Worth Metroplex and in Huntington, WV. We are comprised of world-class people, processes, and methods serving clients throughout the United States. Our firm is focused on high-value, targeted-impact engagements that maximize our clients' ability to deliver IT solutions that meet corporate strategic and financial goals.

EBRIDGE was founded in 2000 by a group of experienced and knowledgeable professionals with an average of 19 years of real-world IT experience. We share a common background: an established, successful career in business strategy, operations, IT applications development and architecture, and a desire to apply our learning's across a few key industries.

Our growth has been steady and sustainable. We have built a strong client list since our incept. We are very proud that all of our clients – former and current, each and every one – is fully reference able.

1. Firm's organizational structure:



Bridging Strategy to Implementation

- Business & IT Integration
- TI Multi-year Planning
- Business Process Integration
- Technology Management Practices
- Enterprise Frameworks
- Program / Project Management
- Vendor Assessments
- COTS Evaluation

Grapevine TX (Dallas suburb)

Bridging the Gap between Business and IT

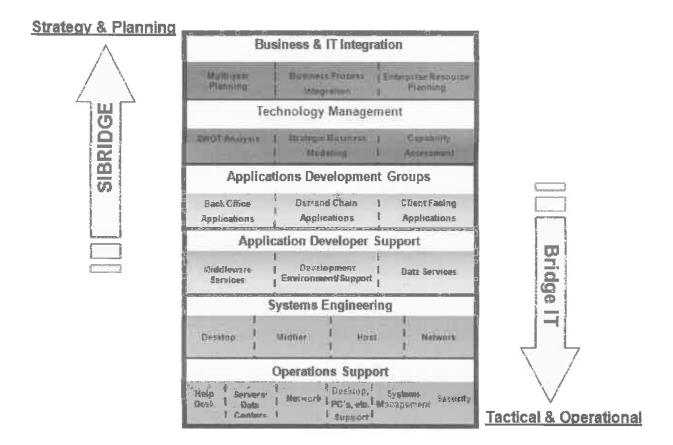
- Customize Application Development
- Decision Support & Business Intelligence
- I.T. Consulting Services
- LAN / WAN Network Design & Support
 - Hardware Maintenance & Support
- Commercial Hardware Sales

Barboursville, WV (Hgtn. Suburb)

Bill Varney (Founder and CEO) bill.varney@sibridge.com

- Stewart Varney (President) stewart.varney@bridgeit.com
- Ryan Blake (Business Development) ryan.blake@bridgeit.com
- Jim Tully (Principal, Technology Adoption and Delivery Practice) jim.tully@sibridge.com
- Paul Park (Principal, Enterprise Architecture Practice) paul.park@sibridge.com
- Van Dorsey (Principal Architect, Enterprise Architecture Realization) van.dorsey@sibridge.com

2. eBridge Capability Model



3. Company's corporate history. Indicate your core businesses, products, services, and markets.

Core business: Technology Consulting

Products: we are technology (product) agnostic by design so as maintain objectivity during vendor selection processes.

Services:

Transformation

Alignment

Integration

COTS Product Selection & Integration

Optimization

Markets

Continental US

4. The firm's client base:

eBridge has a solid list of Fortune 1000 clients and public sector clients who are 100% referenceable. The list includes the following:

- State of West Virginia
- City of Charlotte, NC
- YRC Worldwide
- Cisco Systems
- Dollar Thrifty Automotive Group
- Celanese
- PricewaterhouseCoopers (PwC)
- Sprint Nextel
- Verizon
- TXU
- H&R Block
- HealthMarkets

Business Process Modeling Ability

The majority of eBridge consultants have more than 10 years of experience focusing extensively on Business Process Analysis and Business Process Modeling. Working with a variety of industry standard toolsets (Casewise, Tibco Business Studio, ProVision Workbench, Sparx Enterprise Architect, Visio Professional, etc.), our consultants allow the advantages of immediate return of investments to our clients.

As most of our consultants come from an IT/Systems Development background at Fortune 100 companies, solid analysis skills were learned from formal professional training and seminars, and that knowledge was extended from utilizing those foundational concepts on numerous large and small projects.

Additionally, eBridge has significant experience taking Business Processes and transforming the processes into automated workflow diagrams that can run in a variety of workflow engines. Most Enterprise Resource Planning (ERP) packages today include some sort of internal workflow

mechanism, and modeling current and to-be processes effectively is a huge benefit in later configuring an ERP package to orchestrate business processes as needed.

1.1. Qualifications

Since 2000, eBridge has been providing clients with senior level consultants to assist in both business and IT re-engineering efforts. Our engagements include the following:

- Shifts in our client's technology infrastructure replacing legacy systems, integrating new systems into the existing systems portfolio, inserting middleware layers into the infrastructure, or leading major system redesign/re-write efforts.
- Enabling business processes by transforming to a SOA environment. Our expertise is in helping the client articulate their vision and goals, developing comprehensive requirements, and assessing technology options.
- Developing Enterprise Architecture roadmaps for transitioning from the current state to the future state, plan the program and projects, and lead the transformation effort following the roadmap.

Following are some examples of the types of projects our consultants have been involved with related to enterprise level software evaluation, selection and integration:

- Multiple RFI/RFP/Vendor selection for the Target State ERP system. Managed the evaluation process for Peoplesoft (incumbent) versus SAP and Oracle Financials for the target state environment for ERP for the client. Created, maintained and organized the scoring of the multiple systems including the business case for the final selection.
- Selection and implementation of an enterprise-strength middleware/messaging system.
 Requirements development, product and vendor research and RFP development were followed by in-house proofs of concept by Oracle, IBM and Tibco.
- Design, planning and evaluation of systems impacted for multiple releases of Peoplesoft Financials for GL, AR, and AP modules.
- Evaluation of appropriate Peoplesoft Financials modules to use for a consolidated company formed through a merger.
- Systems analysis and architecting Cash to GL processes for telecommunications provider
- Conversion to an SAP ERP system and integration of legacy billing systems to the SAP financial GL module
- Project management and architecture leadership of the evaluation of SAP versus Peoplesoft through a pointed RFP type scoring methodology

- Requirements development, business case development, and selection of ERP systems. Integrated Kanban processes into the environment.
- Configuration of ERP systems as well as planning and implementing conversion/migration efforts

Business Process Modeling Ability

The majority of eBridge consultants each have more than 10 years of experience focusing extensively on Business Process Analysis and Business Process Modeling. Working with a variety of industry standard toolsets (Casewise, Tibco Business Studio, ProVision Workbench, Sparx Enterprise Architect, Visio Professional, etc.), our consultants allow the advantages of immediate return of investments to our clients.

As most of the consultants came from an IT/Systems Development background at Fortune 100 companies, solid analysis skills were learned from formal professional training and seminars, and that knowledge was extended from utilizing those foundational concepts on numerous large and small projects. Additionally, eBridge has significant experience taking Business Processes and transforming the processes into automated workflow diagrams that can run in a variety of workflow engines. Most Enterprise Resource Planning (ERP) packages today include some sort of internal workflow mechanism, and modeling current and to-be processes effectively is a huge benefit in later configuring an ERP package to orchestrate business processes as needed.

Section II - Qualifications and Experience in Supplemental Staffing

1. Supplemental Staffing Narrative

The Staffing services of eBRIDGE Consulting are geared to provide high quality staffing solutions to all of our clients. By using a simple but effective frame work, eBRIDGE will define the customer's needs, discover the best person to fill that position, and deploy that person into the client's environment while providing ongoing support.

Finding the right candidate for our client is the key to any engagement. The eBRIDGE approach to hiring world-class, deeply experienced consultants is a unique and differentiating process. Interviews are conducted by 3 to 4 tenured senior level consultants, independent of each other, allowing for focus on specific areas of expertise, including but not limited to general experience, technical experience, and cultural alignment. Should the consultant excel in all independent interviews, a roundtable committee is formed to discuss and determine if an offer should be extended.

In sourcing a candidate, we begin with an extensive network of past peer associations and/or professional organizations to identify exemplary candidates through utilization of referrals. Job Boards are also utilized. For developer level positions, we request candidates take Brainbench tests, which allow for an accurate evaluation of their knowledge base. For project management and program management roles, we look for PMP certifications, with a minimum expectation of PMI training. Professional certifications for specific roles beyond those mentioned above are weighted heavily as a factor used to determine highly qualified candidates.

To confirm education and specific work experience, we conduct background checks using a third party. These background checks also identify any criminal record.

We are careful in our hiring and staffing practices since we wish to guard our reputation. Our firm has grown primarily through trusted client relationships and we recognize that that trust must be maintained always.

eBRIDGE Consulting has provided quality personnel to numerous clients both large and small, as you will see in the next section. These have the relevant resources listed for each engagement. This shows that we meet all requirements for the categories we are bidding on.

Category	Staffing
Project Description:	Customer needed the expertise to create a customized application to run all aspects of Tile and Flooring business located in Beckley WV. The application is a touch screen system that includes order entry (via bar code scanning, keyboard or touch screen) inventory control, purchase order, credit and cash sales, lay-a-way, accounts payable, accounts receivable and delivered product balance summary. Very complex functionality but easy to use with no hidden menu options. All functionality is presented to the user on the control panel of the application. This was written in MS Access designed for multi user and multi location using Terminal Services running on a Window 2003 server.
Relevant resources:	1 Business analyst, 2 SQL DBA, 1 Technical Writer, 2 Senior .NET developers, 2 .NET Developers, 3 Software Test Analysts
Customer's Name.	Discount Tile, Hardwood and Stone
Contact's Name:	R.J. Burgess
Telephone Number:	304-253-1254

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Category.	Staffing
Project Description	Customer needed experienced personnel to create a dynamic eCommerce website for clothing line and accessories. This site was developed using Dreamweaver MX and Cartweaver and offers its customers the ability to search by product category with the capability to choose apparel size and color. Customer was extremely satisfied with the finished product. www.mandzl.com
Relevant resources:	1 Business Analyst, 1 Senior .NET Programmer, 2 .NET
	Programmers, 1 Senior SQL DBA
Customer's Name	Mandzl, LLC
Contact's Name:	Ben Chapman
Telephone Number:	1-800-371-7157

Category:	Staffing	

Project Description:	The scale of H&R Block's retail expansion strategy rivals the largest retail expansions in US history. But H&R Block did not have the relevant resources or knowledge to implement their strategy. They needed processes, expertise, systems and program management to effectively manage this huge endeavor.
	eBridge provided a seasoned consultants with specific expertise in finance, technology, marketing, project management, retail operations, construction, process engineering, and data modeling. We built a customized Real Estate Expansion scheduling and vendor communication tool. We also provided leadership in the planning, coordination and execution of the buildout and launch of over 600 company owned locations. The company is on track to open over 3,000 locations in a 3 year period.
Relevant resources:	2 Web Team Senior Web Application Analysts, 1 Senior Oracle DBA's, 2 Oracle DBA's, 2 Software Test Analysts, 2 Business Analysts, 1 Technical Writer, 1 Senior .NET
Customer's Name	H&R Block
Contact's Name:	Doug Worley, VP Real Estate Expansion
Telephone Number:	816-714-2606

Category	Staffing
Project Description.	A repeat client, this fast-growing, niche, enhanced communications provider shifted their telephony services from a site based model to a model supporting billing processes in a more manageable, cost effective centralized data model. This client realized that the impacts of system downtime and system support changed dramatically when it went from 3300 independent premise-based databases supporting a single to one consolidated and centralized database supporting 3300 customers
	This shift created the need to create a data model, and all its supporting data management tasks, that supported multiple premises. Our understanding of the difficulties in this shift in design from single customer to multi-customer set the course of this project towards an operations friendly system. Deploying both a database design experts and a skilled database

	management professionals, we engaged in the following activities:
	Requirements collection and analysis Conceptual database design Choice of a DBMS Data model mapping (also called logical database design) Physical database design Database system implementation
	In addition, eBRIDGE negotiated product, support and third party use licensing with the database vendor on favorable terms. eBRIDGE continues to function in an appraisal role on performance, high availability and fault tolerance.
	Securus Technologies now persists, processes, and correlates over 430 million XML and chargeable record messages per year. Now Securus has the capability to remove their premise based deployments with the added confidence of lowered financial, support and service level risks.
Relevant resources	2 Senior ODBA, 2 ODBA, 1 Business Analyst, 1 Technical Writer
Customer's Name:	Securus Technologies
Contact's Name	Greg Haertling, Director of Application Development
Telephone Number:	972-277-0300

Category	Staffing
Project Description:	Louisa Community Bank LCB)was faced with a problem. As they grew, the availability of technology became increasingly important. eBRIDGE Consulting stepped up and provided the staffing to give this client the desktop support they needed. eBRIDGE has since been providing desktop support for all of the LCB's needs. eBRIDGE Consulting provides staffing to support all users including software and hardware needs. As technology related problems arise, LCB requires the staffing to adequately respond to, identify, and correct the problems. We provide the people to make this happen.
Relevant resources	3 Help Desk Analysts

Customer's Name	Louisa Community Bank	
Contact's Name:	Ed Purdom – President	
Telephone Number:	606-638-8476	_

Category:	Staffing
Project Description	PwC lost much of its IT capability when it divested its IT consulting unit. The decentralized management structure of the new IT department made it difficult to prioritize projects for several major initiatives. Managing the implementations also seemed daunting.
	eBridge helped PwC move to a disciplined approach to project portfolio management and investment rationalization. We applied frameworks, structure, processes, tools, and culture change throughout their department for decision and control purposes. We brought in and customized an SDLC and integrated it with investment rationalization, release management, and enterprise architecture processes. We integrated and enhanced existing tools sets rather than promulgating expensive tool suites. SEI CMM measurement concepts were introduced to inspire continual improvement.
	This solution enabled PwC to self-govern and mature their new IT delivery and management processes and establish the IT department as a predictable, improvable cost center.
Relevant resources	2 Web Team Senior Analysts, 2 Senior ODBA, 2 Senior Sharepoint Analysts, 1 Technical Writer, 1 Senior Mainframe Pgmr, 1 mainframe pgmr., 1 Senior DB2 admin, 2 DB2 admins.
Customer's Name.	PricewaterhouseCoopers
Contact's Name	Donna Hansen
Telephone Number:	813-348-8818

Category	Staffing
Project Description:	Graphics and presentations are the cornerstone of a successful
	web site. While we have provided relevant resources to develop

	many web sites with great graphics and presentation the one that has received many compliments from its patrons is www.nannyinapinchwv.com . We provided staffing to create all graphics for this business
Relevant resources	1 Technical writer, 1 Web Team Senior app analyst, 1 Senior .NET analyst
Customer's Name:	Nanny In A Pinch and Healthcare Services
Contact's Name:	Cathy Adkins
Telephone Number:	304-304-736-3267

Category	Staffing			
Project Description:	This client faced challenges in the integration of disparate systems and processes responsible for the collection of chargeable records generated out in the field. They did not have relevant resources, experience and skill to manage the shifts in thinking, scale and technology.			
	The reason for this issue was growth and system proliferation through numerous merger and acquisition activities.			
	Securus Technologies realized that in order to maintain reasonable service levels, it needed to unify records collection processes and increase visibility into the metrics of their customer affecting billing processes.			
	Budget and time constraints required this integration model to integrate all the existing legacy systems irrespective of the platforms and operating systems that their numerous systems were based upon, and be flexible enough for the following specifications:			
	 New and advancing platforms, databases, and development technologies for the source and target Messaging exchange patterns (MEP) supporting industry standards and internal processes Numerous external input and output data formats for the source and target (EBCDIC, ASCII, Binary, etc.) Disparate frequency of data transfer and outage periods On-net and Off-net system connectivity details Uncommon, legacy, and standardizing file structures that were being processed, if applicable 			

Finally, the demands of growth through acquisition demanded a solution demonstrating enough scalability to enable new systems to be easily plugged into this solution in the future with minimal changes. eBRIDGE provided the relevant resources and experience to deliver an end-to-end integration solution to meet Securus' needs. After engaging in a short needs analysis, eBRIDGE not only implemented an integration solution unifying this customer's processes, but eBRIDGE relevant resources executed on a number of related operational business cases including: A solution to monitor system availability and a process to correlate system utilization metrics Integration source control via a source management tool and associated processes Deployment activity checklists More rigorous change control procedures A more detailed interface specification template for deployment into the documentation repository Specific recommendations on mechanisms to support reliable delivery of transactions Securus Technologies now collects, processes, and measures over 1,200,000 chargeable records per day on a unifying integration platform. With the use of a common data format (CDF), Securus can now continue to support their numerous field systems, extending their lifetime and use. "I want to commend the eBRIDGE team for their leadership and delivery at Securus. The eBRIDGE team has been instrumental in setting new technical direction with regards to application integration and data movement through EAI technologies. As you know, the DNA application was promoted to production last week and would not have been accomplished with their (eBRIDGE) leadership. I very much appreciate their efforts." Relevant resources 1 ODBA's, 2 senior CRM programmers, 3 CRM Programmers, 2 senior SharePoint pgmrs, 3 SharePoint prgmrs.4 Senior SQL DBA's, 3 SQL DBA's, 1 Senior Mainframe programmer, 2 Mainframe programmers Securus Technologies Customer's Name Greg Haertling, Acting CIO Contact's Name 75 6 67 8 660

Telephone Number:	972-953-4280	
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Category	Staffing
Project Description:	H&R Block was expanding their points of presence in an effort to stop the erosion of their competitive position. They were especially vulnerable in Puerto Rico where they had severe client wait times. They wanted to add business capacity by placing kiosks in Wal-Marts and Sam's stores in Puerto Rico.
	SIBRIDGE managed this expansion project. The solution included telecom, kiosks, and IT equipment in 8 stores. This project resulted in H&R Block's Puerto Rico region as having the top 3 offices in preparing Tax Returns by mid tax season.
	"Our Puerto Rico expansion was a great success!"
Relevant resources	3 senior Mainframe programmers, 2 mainframe programmers, 1 Technical Writer, 1 Senior DB2 DBA, 2 DB2 DBA
Customer's Name	H&R Block
Contact's Name:	Bruce Johansson, MD-VP
Telephone Number:	603-433-8874

Category	Staffing
Project Description:	Product Quality was trending poorly for ERI (Telecom Equipment Manufacture) who had experienced rapid growth but had continued to maintain a start-up mentality. The company also was not able to predict product availability and cost. With the upcoming introduction of the next generation optical switch, they quickly discovered that complexity and multiple product lines would not scale through "osmosis".
	eBridge provided an integrated (hardware and software) Systems Development Lifecycle process that enabled clear work product accountabilities within the Engineering Department and we provided PMO, Project Management, and Product Management

	processes with control gates to govern the projects effectively. ERI has standardized on these new processes and they re-baselined their optical switch project to use the SDLC going forward. This pivotal project is back on-track for market introduction.	
	"I would like to thank you for your work, kindness, and thoughtfulness. I think your approach and attitude toward consulting and change management are correct. I know that it is extremely difficult to come into an organization like ours, negotiate the relationship, overcome the fear and suspicion, gain the trust of the people and be productive. You managed all these issues gracefully and effectively and you did a great job in the limited time that was given to you." — Moshe Suberri — Head of Software Engineering	
Relevant resources	2 Senior CRM programmers, 2 CRM programmers, 1 senior SharePoint Analyst, 2 SharePoint analysts	
Customer's Name	Eastern Research, Inc.	
Contact's Name:	Mike Doyle, CEO	
Telephone Number:	856-983-7111	

Category	Staffing
Project Description:	eBridge was originally brought in by HealthMarkets to pinpoint the root cause(s) of a major operational problem and recommend a permanent solution. After reviewing the processes and developing metrics based on past data, eBridge recommended three key changes and then lead the IT team in implementing those changes over a twelve month period. Throughput tripled for claims processing after the changes were placed into production, and the company was able to avoid buying additional hardware and software that had been planned to "band-aid" the problem.
	eBridge was then selected to assist HealthMarkets in establishing an Enterprise Architecture team and assisting in the selection and implementation of an enterprise class middleware and messaging COTS product. After selection and purchase of the product,

	eBridge helped define SOA standards for the organization, design the highest level services for claims processing, and develop the initial set of SOA components.
	The third engagement allowed eBridge to develop a comprehensive roadmap for migrating the company from out of date legacy applications to a future state of SOA-based systems.
	eBridge was brought in for the most recent engagement (Insphere) to (a) develop the authentication and security architecture and framework for the new subsidiary, and (b) develop architectural artifacts for the business processes, applications, interfaces, system interactions and data stores of the 20 applications supporting the business.
Relevant resources	2 Senior DB2 DBA's, 2 DB2 DBA's, 2 Software Test Analysts, 1 .NET Developer
Length of Project	HealthMarkets & Insphere (HealthMarkets subsidiary)
Customer's Name.	HealthMarkets
Contact's Name:	Scott Terrell, Vice President of Application Development
Telephone Number:	1-817-255-3866
eMail Address:	

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Category	Staffing
Project Description:	Conjel was using an outdated version of Microsoft Dynamics. Ebridge was hired to evaluate recommend and implement a new ERP system tailored to Conjel's growing needs. Ebridge also provided on going helpdesk personal to keep Conjel up and running
Relevant resources	2 Senior .NET Developers, 1 Senior CRM Developer, 2 Help Desk Analysts
Customer's Name	Conjel Sales
Contact's Name:	Rennie Talbert
Telephone Number:	304-523-3521

Category	Staffing
Project Description	HealthMarkets utilizes Global360 for imaging health insurance claims and providing the formal workflow engine that delivers claims to the staff processing them. As the volumes of claims began rising, the system began slowing down to the point of HealthMarkets not being able to process a day's worth of claims in 24 hours.
	eBridge was brought in to help assess the way the system was being utilized, pinpoint the trouble areas causing bottlenecks, and recommend short and long-term solutions. eBridge consultants analyzed the system's route engine, indexing fields, methods of assigning workloads to staff, and the overall process flows for managing insurance claims.
	The client was provided a list of specific corrective action recommendations and documented metrics and graphs to show the facts on why slowdowns were occurring in certain areas of the workflow. eBridge then lead the design and development team which implemented the improvements over a period of six months. The changes resulted in reducing claims processing throughput by 70%, and it prevented HealthMarkets from having to purchase additional hardware and software.
Relevant resources	2 Senior DB2 DBA's , 2 DB2 DBA's
Customer's Name:	Health Markets
Contact's Name.	Greg Haertling (CIO)
Telephone Number:	972-277-0321

CERTIFICATIONAND SIGNATURE PAGE

By signing below, or submitting documentation through wvOASIS, I certify that I have reviewed this Solicitation in its entirety; understand the requirements, terms and conditions, and other information contained herein; that I am submitting this bid, offer or proposal for review and consideration; that I am authorized by the vendor to execute and submit this bid, offer, or proposal, or any documents related thereto on vendor's behalf; that I am authorized to bind the vendor in a contractual relationship; and that to the best of my knowledge, the vendor has properly registered with any State agency that may require registration.

(Company)

Ryan Blake Business Development

[Authorized Signature) (Representative Name, Title)

304-736-2800 304-736-2488 5-20-15

(Phone Number) (Fax Number) (Date)

ADDENDUM ACKNOWLEDGEMENT FORM SOLICITATION NO.: HHR1500000008

Instructions: Please acknowledge receipt of all addenda issued with this solicitation by completing this addendum acknowledgment form. Check the box next to each addendum received and sign below. Failure to acknowledge addenda may result in bid disqualification.

Acknowledgment: I hereby acknowledge receipt of the following addenda and have made the necessary revisions to my proposal, plans and/or specification, etc.

Addendum Numbers Received:

(Check the box next to each addendum received)

$[\checkmark]$	Addendum No. 1	Ĺ]	Addendum No. 6
	Addendum No. 2	[]	Addendum No. 7
[/]	Addendum No. 3	[]	Addendum No. 8
	Addendum No. 4	[Addendum No. 9
[/]	Addendum No. 5	[]	Addendum No. 10

I understand that failure to confirm the receipt of addenda may be cause for rejection of this bid. I further 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.

Company

Authorized Signature

5-20-15

Date

NOTE: This addendum acknowledgement should be submitted with the bid to expedite document processing.

Revised 6/8/2012

STATE OF WEST VIRGINIA Purchasing Division

PURCHASING AFFIDAVIT

MANDATE: Under W. Va. Code §5A-3-10a, no contract or renewal of any contract may be awarded by the state or any at 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: (1) the debt owed is an amount greater than one thousand dollars in the appropriate or (2) the debtor is in employer default.

CRPTION: The prohibition listed above does not apply where a vendor has contested any tax administered pursuant to chapter eleven of the W. Va. 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.

DEFINITIONS:

Dobt" 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.

function of the uninsured employers' fund or being in policy default, as defined in W. Va. Code § 23-2c-2, failure to maintain mandatory workers' compensation coverage, or failure to fully meet its obligations as a workers' compensation self-insured employer. An employer is not in employer default if it has entered into a repayment agreement with the insurance Commissioner and remains in compliance with the obligations under the repayment agreement.

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.

AFFIRMATION: By signing this form, the vendor's authorized signer affirms and acknowledges under penalty of faw for false swearing (W. Va. Code §61-5-3) that neither vendor nor any related party owe a debt as defined above and that neither vendor nor any related party are in employer default as defined above, unless the debt or employer default is permitted under the exception above.

WITNESS THE FOLLOW			
Vendors Name: eB	inde Consulting		
Authorized Signature	THE S	Date:	7-15
DA			
State of			
County of Williams	to-wit	ΛΛ	
Taken, subscribed, and sv	vorn to before me this 2 day of	May	. 20.15
My Commission expires _	COMMONWEALTH OF PENNSYLVAND	20	
AFFIX SEAL HERE	Notarial Seal Charlotte A. Meussner, Notary Public South Strabane Twp., Washington McChile My Commission Expires Oct. 31, 2017		
	HEMBER, PENNSYLVANIA ASSOCIATION OF NOTARD	5 Purchas	ing Affidavit (Revised 07/01/2012)