



# West Virginia Purchasing Division

2019 Washington Street, East  
Charleston, WV 25305  
Telephone: 304-558-2306  
General Fax: 304-558-6026  
Bid Fax: 304-558-3970

The following documentation is an electronically-submitted vendor response to an advertised solicitation from the *West Virginia Purchasing Bulletin* within the Vendor Self-Service portal at ***wvOASIS.gov***. As part of the State of West Virginia's procurement process, and to maintain the transparency of the bid-opening process, this documentation submitted online is publicly posted by the West Virginia Purchasing Division at ***WVPurchasing.gov*** with any other vendor responses to this solicitation submitted to the Purchasing Division in hard copy format.

## Header

### General Information | Contact | Default Values | Discount | Document Information

<b>Procurement Folder:</b> 87116	<b>SO Doc Code:</b> CRFQ
<b>Procurement Type:</b> Central Master Agreement	<b>SO Dept:</b> 0511
<b>Vendor ID:</b> VS0000005409 <input type="button" value="Go"/>	<b>SO Doc ID:</b> HHR1500000008
<b>Legal Name:</b> Beacon Systems, Inc.	<b>Published Date:</b> 5/19/15
<b>Alias/DBA:</b> Beacon Systems, Inc.	<b>Close Date:</b> 5/20/15
<b>Total Bid:</b> \$10,353,814.80	<b>Close Time:</b> 13:30
<b>Response Date:</b> 05/20/2015 <input type="button" value="Calendar"/>	<b>Status:</b> Closed
<b>Response Time:</b> 12:11	<b>Solicitation Description:</b> Addendum 5: Temporary IT Staffing Contract for WVDHHR/OMIS <input type="button" value="v"/>
<b>Total of Header Attachments:</b> 0	
<b>Total of All Attachments:</b> 0	



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

**State of West Virginia  
 Solicitation Response**

**Proc Folder :** 87116

**Solicitation Description :** Addendum 5: Temporary IT Staffing Contract for WVDHHR/OMIS

**Proc Type :** Central Master Agreement

Date issued	Solicitation Closes	Solicitation No	Version
	2015-05-20 13:30:00	SR 0511 ESR05201500000003917	1

**VENDOR**

VS0000005409  
 Beacon Systems, Inc.  
 Beacon Systems, Inc.

**FOR INFORMATION CONTACT THE BUYER**

Robert Kilpatrick  
 (304) 558-0067  
 robert.p.kilpatrick@wv.gov

Signature X FEIN # DATE

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

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
1	FACTS Technical Project Manager	2288.00000	HOUR	\$58.46	\$133,756.48

Comm Code	Manufacturer	Specification	Model #
80111608			

**Extended Description :** 4.1.1 FACTS Technical Project Manager - All-inclusive Hourly Rate  
Quantities provided in this solicitation are estimates only; actual ordered quantities may vary.

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
2	FACTS Senior Web Application Analyst	2288.00000	HOUR	\$46.15	\$105,591.20

Comm Code	Manufacturer	Specification	Model #
80111608			

**Extended Description :** 4.1.2 FACTS Senior Web Application Analyst - All-inclusive Hourly Rate

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
3	FACTS Web Application Analyst	2288.00000	HOUR	\$38.46	\$87,996.48

Comm Code	Manufacturer	Specification	Model #
80111608			

**Extended Description :** 4.1.3 FACTS Web Application Analyst - All-inclusive Hourly Rate

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
4	FACTS Application Architect	2288.00000	HOUR	\$56.15	\$128,471.20

Comm Code	Manufacturer	Specification	Model #
80111608			

**Extended Description :** 4.1.4 FACTS Application Architect - All-inclusive Hourly Rate

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
5	Web Team Senior Web Application Analyst	2288.00000	HOUR	\$47.69	\$109,114.72

Comm Code	Manufacturer	Specification	Model #
80111608			

Extended Description : 4.1.5 Web Team Senior Web Application Analyst - All-inclusive Hourly Rate

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
6	OSCAR Senior Application Programmer Analyst	2288.00000	HOUR	\$50.77	\$116,161.76

Comm Code	Manufacturer	Specification	Model #
80111608			

Extended Description : 4.1.6 OSCAR Senior Application Programmer Analyst - All-inclusive Hourly Rate

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
7	OSCAR Application Programmer Analyst	2288.00000	HOUR	\$47.69	\$109,114.72

Comm Code	Manufacturer	Specification	Model #
80111608			

Extended Description : 4.1.7 OSCAR Application Programmer Analyst - All-inclusive Hourly Rate

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
8	OSCAR Application Programmer	2288.00000	HOUR	\$47.69	\$109,114.72

Comm Code	Manufacturer	Specification	Model #
80111608			

Extended Description : 4.1.8 OSCAR Application Programmer - All-inclusive Hourly Rate

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
9	Senior Application Oracle Database Administrator	2288.00000	HOUR	\$56.92	\$130,232.96

Comm Code	Manufacturer	Specification	Model #
80111609			

**Extended Description :** 4.1.9 Senior Application Oracle Database Administrator - All-inclusive Hourly Rate

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
10	Application Oracle Database Administrator	2288.00000	HOUR	\$50.77	\$116,161.76

Comm Code	Manufacturer	Specification	Model #
80111609			

**Extended Description :** 4.1.10 Application Oracle Database Administrator - All-inclusive Hourly Rate

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
11	Senior SQL Server Database Administrator	2288.00000	HOUR	\$53.85	\$123,208.80

Comm Code	Manufacturer	Specification	Model #
80111609			

**Extended Description :** 4.1.11 Senior SQL Server Database Administrator - All-inclusive Hourly Rate

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
12	SQL Server Database Administrator	2288.00000	HOUR	\$49.23	\$112,638.24

Comm Code	Manufacturer	Specification	Model #
80111609			

**Extended Description :** 4.1.12 SQL Server Database Administrator - All-inclusive Hourly Rate

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
13	Senior COGNOS Analyst/Project Manager	2288.00000	HOUR	\$43.08	\$98,567.04

Comm Code	Manufacturer	Specification	Model #
80111608			

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

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
14	COGNOS Analyst	2288.00000	HOUR	\$40.00	\$91,520.00

Comm Code	Manufacturer	Specification	Model #
80111608			

Extended Description : 4.1.14 COGNOS Analyst - All-inclusive Hourly Rate

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
15	Software Test Analyst	2288.00000	HOUR	\$38.46	\$87,996.48

Comm Code	Manufacturer	Specification	Model #
80111608			

Extended Description : 4.1.15 Software Test Analyst - All-inclusive Hourly Rate

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
16	Help Desk Analyst	2288.00000	HOUR	\$26.15	\$59,831.20

Comm Code	Manufacturer	Specification	Model #
80111616			

Extended Description : 4.1.16 Help Desk Analyst - All-inclusive Hourly Rate

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
17	Business Analyst	2288.00000	HOUR	\$41.54	\$95,043.52

Comm Code	Manufacturer	Specification	Model #
80111608			

Extended Description : 4.1.17 Business Analyst - All-inclusive Hourly Rate

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
18	Technical Writer	2288.00000	HOUR	\$41.54	\$95,043.52

Comm Code	Manufacturer	Specification	Model #
80111608			

Extended Description : 4.1.18 Technical Writer- All-inclusive Hourly Rate

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
19	Senior CRM Application Programmer Analyst	9000.00000	HOUR	\$62.31	\$560,790.00

Comm Code	Manufacturer	Specification	Model #
80111608			

Extended Description : 4.1.19 Senior CRM Application Programmer Analyst - All-inclusive Hourly Rate

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
20	CRM Application Programmer Analyst	25000.00000	HOUR	\$58.46	\$1,461,500.00

Comm Code	Manufacturer	Specification	Model #
80111608			

Extended Description : 4.1.20 CRM Application Programmer Analyst - All-inclusive Hourly Rate



Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
21	Senior SharePoint Application Programmer Analyst	7000.00000	HOUR	\$50.77	\$355,390.00

Comm Code	Manufacturer	Specification	Model #
80111608			

**Extended Description :** 4.1.21 Senior SharePoint Application Programmer Analyst - All-inclusive Hourly Rate

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
22	SharePoint Application Programmer Analyst	13000.00000	HOUR	\$46.15	\$599,950.00

Comm Code	Manufacturer	Specification	Model #
80111608			

**Extended Description :** 4.1.22 SharePoint Application Programmer Analyst - All-inclusive Hourly Rate

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
23	Senior .NET Application Programmer Analyst	25000.00000	HOUR	\$47.69	\$1,192,250.00

Comm Code	Manufacturer	Specification	Model #
80111608			

**Extended Description :** 4.1.23 Senior .NET Application Programmer Analyst - All-inclusive Hourly Rate

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
24	.NET Application Programmer Analyst	50000.00000	HOUR	\$46.15	\$2,307,500.00

Comm Code	Manufacturer	Specification	Model #
80111608			

**Extended Description :** 4.1.24 .NET Application Programmer Analyst - All-inclusive Hourly Rate

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
25	Senior Mainframe Application Programmer Analyst	13000.00000	HOUR	\$49.23	\$639,990.00

Comm Code	Manufacturer	Specification	Model #
80111608			

**Extended Description :** 4.1.25 Senior Mainframe Application Programmer Analyst - All-inclusive Hourly Rate

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
26	Mainframe Application Programmer Analyst	13000.00000	HOUR	\$46.15	\$599,950.00

Comm Code	Manufacturer	Specification	Model #
80111608			

**Extended Description :** 4.1.26 Mainframe Application Programmer Analyst - All-inclusive Hourly Rate

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
27	Senior Application DB2 Database Administrator	9000.00000	HOUR	\$42.31	\$380,790.00

Comm Code	Manufacturer	Specification	Model #
80111608			

**Extended Description :** 4.1.27 Senior Application DB2 Database Administrator- All-inclusive Hourly Rate

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
28	Application DB2 Database Administrator	9000.00000	HOUR	\$38.46	\$346,140.00

Comm Code	Manufacturer	Specification	Model #
80111608			

**Extended Description :** 4.1.28 Application DB2 Database Administrator- All-inclusive Hourly Rate

# Temporary IT Staffing Contract for WVDHHR/OMIS

Proposal

*Solicitation Number: HHR1500000008*

**ISO 9001: 2008 CERTIFIED/ DCAA AUDITED**



STAFFING SERVICES



Submitted to:

**Attn: Robert P Kilpatrick, Senior Buyer  
WV Department of Administration  
Purchasing Division  
2019 Washington Street East  
PO Box 50130  
Charleston, WV 25305-0130**

May 20, 2015

POC: Vinod Reddi, COO  
9900 W. Sample Road, Suite 400A  
Coral Springs, FL 33065  
vreddi@beacongov.com  
(954) 426-1171  
(954) 426-1181 Fax

**Submitted by  
BEACON SYSTEMS, INC.**

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## 1. COVER LETTER

May 20, 2015

**Robert P Kilpatrick, Senior Buyer**  
WV Department of Administration  
Purchasing Division  
2019 Washington Street East  
PO Box 50130  
Charleston, WV 25305-0130



**Subject: Response to Solicitation Number: HHR1500000008**

Dear Mr. Kilpatrick:

Beacon Systems (BeaconGov) Inc. is pleased to submit this proposal to State of West Virginia to provide Technical Staffing Services.

BeaconGov has a demonstrated history of quality performance in the Federal, State and Local sectors. We have provided on-site professional and support staff services for the Civilian, military and major DOD contractors. BeaconGov is committed to a single point of accountability relative to performance. We recognize that our growth is contingent upon customer satisfaction and we spare no amount of effort in that regard.

BeaconGov is an established 8(a)/woman owned company, committed to the provision of outstanding services to every segment of government. BeaconGov proposal in response to this solicitation is attached for your review and consideration.

We agree and will adhere to the applicable polices and requirements as specified in the Statement of Work (SOW) or otherwise indicated in this solicitation and all amendments without exception.

BeaconGov appreciates the opportunity to submit our response to State of West Virginia for consideration. Should you have any questions in this regard, please do not hesitate to contact me at (954) 426-1171.

Principal(s) who will be assigned to these services:

- Vinod J. Reddi, Chief Operating Officer
- Dr. Peter R. Ramsaroop, Account Manager
- Ritu Singh, Human Resource Manager

Item	Details
Legal Name	<b>BEACON SYSTEMS, INC.</b>
Business Size and Type	<b>Small Business, 8(a) Certified</b>
CCR Registration:	<b>Active</b>
Primary Contact Name	<b>Vinod Reddi, Chief Operating Officer</b>
Corporate Address	<b>9900 W Sample Road, Suite 400a, Coral Springs, FL 33065 (954) 426-1171 (954) 426-1181 Fax <a href="mailto:vreddi@BeaconGov.com">vreddi@BeaconGov.com</a> <a href="http://www.BeaconGov.com">www.BeaconGov.com</a></b>
SBA Certification:	<ul style="list-style-type: none"><li>• <b>8(a) Participant</b></li><li>• <b>SDB Certified</b></li></ul>
Other Qualifications	<ul style="list-style-type: none"><li>• <b>Rated by Dun and Bradstreet as Top 20% in Past Performance</b></li><li>• <b>Women Owned</b></li><li>• <b>ORCA Certified</b></li></ul>
Year the Firm was Established	<ul style="list-style-type: none"><li>• <b>2005</b></li></ul>
Number of years in business;	<ul style="list-style-type: none"><li>• <b>Nine (9)</b></li></ul>

### **MISSION**

- ❖ To deliver qualified professional and **cost-effective** temporary staffing that offer productivity, efficiency and value to State of West Virginia.

### **OUR GOAL**

- ❖ Our goal is to Enable State of West Virginia mission by providing qualified candidates, on time, fully screened and with a comprehensive on-boarding process

BeaconGov acknowledges the receipt of Addendums.

Sincerely,



**Vinod Reddi**  
**Chief Operating Officer**

## 2. EXPERIENCE

Beacon Systems (BeaconGov) 8a certified minority woman owned disadvantaged business submits this proposal in response to State of West Virginia's Solicitation for Temporary IT Staffing services. BeaconGov provides quality information technology and management consulting services and solutions to government agencies. BeaconGov has the right technical approach as well as the Best Practices and Lessons Learned as part of the preparation for this response. BeaconGov currently provides similar services to other government agencies.

BeaconGov is pleased to present strong qualification in support of the State of West Virginia to provide qualified contract resources. Our experience in Staff augmentation along with our vast knowledge in areas applicable to this requirement will set apart BeaconGov from our competitors. We bring depth of knowledge and experience of the industry, the technical and staff support needed in order to meet State of West Virginia requirements.

**BeaconGov : Solid Experience and a Reputation Built on Staffing** — Beacon Systems, Inc., (BeaconGov ) is a committed provider of staffing, strategic technology, and business solutions to federal, state and local government entities. Beacon Systems Inc. is a rapidly growing 8(a) technical firm in its eight successful year of operation. In BeaconGov short time, we have successfully executed several Federal contracts as the Prime and subcontractor. Focusing on quality performance and responsiveness to our clients, BeaconGov has been awarded Master Contracts in eight States to provide technical staffing similar to the State of West Virginia requirement.

BeaconGov is consistently ranked in the top 20% on Dunn & Bradstreet's open Past Performance Evaluations.

BeaconGov brings an expert approach derived from direct experience other agencies such as NASA, Department of Defense (DoD) and State Agencies from numerous successful projects.

- We have provided similar support and staffing of over 100 personnel to the U.S. Army, State Courts of Florida, State of Oregon, Voice of America and USDA during these engagements.
- Provided over 35 technical experts to NASA Goddard Mission projects including the Lunar and InFocus Balloon Launches.
- Outstanding/Exceptional CPARS from NASA two years in row
- BeaconGov has provided over 100 technical support personnel in 8 states

**WE CURRENTLY HAVE STAFF IN ALL THE BELOW MENTIONED LABOR CATEGORIES AND ACCESS TO OVER 100,000 INHOUSE RESUME DATABASES AND ACCESS TO ALL MAJOR JOB PORTALS.**

<b>Sr.No.</b>	<b>Position Classifications</b>
1	Technical Project Manager
2	Senior Web Application Analyst
3	Web Application Analyst
4	Application Architect
5	Web Team Senior Web Application Analyst
6	Senior Application Programmer Analyst
7	Application Programmer Analyst
8	Application Programmer
9	Senior Application Oracle Database Administrator
10	Application Oracle Database Administrator
11	Senior SQL Server Database Administrator
12	SQL Server Database Administrator
13	Senior COGNOS Analyst/Project Manager
14	COGNOS Analyst
15	Software Test Analyst
16	Help Desk Analyst
17	Business Analyst
18	Technical Writer
19	Senior CRM Application Programmer Analyst
20	CRM Application Programmer Analyst
21	Senior SharePoint Application Programmer Analyst
22	SharePoint Application Programmer Analyst
23	Senior .NET Application Programmer Analyst
24	.NET Application Programmer Analyst
25	Senior Mainframe Application Programmer Analyst
26	Mainframe Application Programmer Analyst
27	Senior Application DB2 Database Administrator
28	Application DB2 Database Administrator



**Our experience in providing the similar services**

**2.1 Past Contract # 01**

**GODDARD Space Flight Center /NASA**

<b>Contracting Office: GODDARD Space Flight Center /NASA</b>	
<b>Contract Number:</b> NNG11PX00C	<b>Prime Contractor:</b> Beacon Systems, Inc.
<b>Contract Information:</b>	<b>Customer Points of Contact:</b>
<b>Contract Type:</b> Time & Materials	<b>Contracting Officer</b>
<b>Period of Performance:</b> 12/28/2011 – 12/27/2016	<b>Name:</b> Mr. Israel A. Moya <b>p:</b> (301) 286-3513 <b>e:</b> israel.a.moya@nasa.gov

**Scope of Work Performed**

**IT and Engineering Support**

We provide on-site support as needed, provide general IT, science and general engineering support including programming, Systems Design, Feasibility Studies, sub-system and component design, to support the various stages of instrumentation development at NASA. This support will encompass the fields of Electronics and Electrical Engineering, Mechanical Engineering, and Software Engineering, etc.

**Results**

- ✓ Outstanding Contractor Performance Assessment Report (CPAR)
- ✓ We have received 11 task orders within 7 months of contract initiation.
- ✓ Several future task orders are under discussion.

**We have provided staffing in the below mentioned classifications**

<b>Classification No.</b>	<b>Positions</b>	<b>Number of Individual Provided</b>
1	Technical Project Manager	2
15	Software Test Analyst	1
17	Business Analyst	2

## 2.2 Past Contract # 02

### Regional Transportation Commission of Southern Nevada

Contracting Office: Regional Transportation Commission of Southern Nevada	
<b>Contract Number:</b> PO628945	<b>Prime Contractor:</b> Beacon Systems, Inc.
<b>Contract Information:</b>	<b>Customer Points of Contact:</b>
<b>Contract Type:</b> Time & Materials	<b>Contracting Officer</b> <b>Name:</b> Murali Pasumarthi
<b>Period of Performance:</b> October 2009 through November 2011	<b>p:</b> (754) 264-3298 <b>e:</b> murali.pasumarthi@sdcounty.ca.gov

### Scope of Work Performed

#### Infrastructure Management System

The Infrastructure Management System has an inventory management section, which provides users with options to enter and manage the device and component details.

#### Results

- ✓ Quality of Service was on time and on budget.
- ✓ Project was closed satisfactorily.

The system consists of an integrated solution that includes a GIS MAP and GIS layers enabled section. The GIS map view is seamlessly linked to the inventory management section. Administration module controls access based on end user roles which can be set by the administrator. Technologies used are MS SharePoint, .NET, ESRI

We have provided staffing and consulting services for San Diego County traffic department.

#### We have provided staffing in the below mentioned classifications

Classification No.	Positions	Number of Individual Provided
10	Application Oracle Database Administrator	2
15	Software Test Analyst	3
21	Senior SharePoint Application Programmer Analyst	3

## 2.3 Past Contract # 03

### Supreme court of Florida/17<sup>th</sup> Judicial

Contracting Office: 17th Judicial Circuit of Florida	
<b>Contract Number:</b> A7A75E	<b>Prime Contractor:</b> Beacon Systems, Inc.
Contract Information:	Customer Points of Contact:
<b>Contract Type:</b> Firm Fixed/Time Materials	<b>Contracting Officer</b> <b>Name:</b> Orlando Garcia
<b>Period of Performance:</b> May 2013 through Current	<b>p:</b> 954-831-5644 <b>e:</b> ogarcia@17th.flcourts.org

### Scope of Work Performed

We have provided technical specialized staffing services to develop enterprise court and case management systems. The staffing was dynamic and adjusted for the need to meet the schedule and budget.

### Results

- ✓ Provided Outstanding Web Design and Visual Output
- ✓ Able to deliver same productivity with significant savings over their previous outsourcing model

### We have provided staffing in the below mentioned classifications

Classification No.	Positions	Number of Individual Provided
3	Web Application Analyst	3
4	Application Architect	1
12	SQL Server Database Administrator	2

## 2.4 BeaconGov Client List

### DOD:

- Armed Forces Institute of Pathology
- US Marine Corps
- Tripler Army Medical Center
- Watervliet Arsenal, US Army
- US Air force (Sub)

### FedCiv:

- Goddard Space Flight Center
- Kennedy Space Center
- Department of Veteran Affairs
- US Department of Agriculture
- National Oceanic and Atmospheric Administration
- Voice of America / BBG
- Bureau of Engraving and Printing
- CDC (Sub)
- US Postal Service (Sub)
- National Institute of Standards and Technology (Sub)

### State and Local:

- State of Florida
- State of Oregon
- State of Virginia
- State of Texas
- State of Rhode Island
- Supreme Court of Florida
- Broward County, Florida
- San Diego County, California
- Palm Beach County, Florida (Sub)
- South Florida Water Management District
- Broward Sheriff
- City of Richmond, Virginia (Sub)

### Large Primes/Partners:

- ManTech International
- Northrop Grumman
- CACI
- CSC
- Raytheon



## Staffing Reference - ARMY

### 20. Assessing Official Narrative:

(i.e., PMS, PMA, or Equivalent Individual) Responsible for Program, Project, or Task/Job Order Execution

QUALITY OF PRODUCT OR SERVICE: Contract was in place only one year -- quality of service met all expectations and communications were outstanding between contractor and govt.

ADDITIONAL COMMENTS: [REDACTED] provided all parties with the information needed to execute that I

RECOMMENDATION: *Quality of Service met all expectations and communications were OUTSTANDING between contractor and the govt.*

worth [REDACTED] what [REDACTED] had a [REDACTED]

### 21. Name and Title of Assessing Official

Name: MARK VOJTECKY

Title: ADMINISTRATOR Organization and Code: ARMED FORCES INSTITUTE OF PATHOLOGY

Phone Number: 301-319-0021 Fax Number:

Email Address: mark.vojtecky@us.army.mil Date: 02/16/2010





## Staffing Reference - NASA

**20. Assessing Official Narrative:**

QUALITY OF PRODUCT OR SERVICE: The personnel at Beacon Systems is very competent and capable; it provided quality professional service, with a detailed understanding of our scientific needs.

SCHEDULE: All deliverables and milestones have been fulfilled without any delays

COST CONTROL: This is a FFP

BUSINESS

*The personnel at Beacon are very competent and capable... with detailed understanding of our scientific need.*

would

RECOMME

award to the

21. Name at

Name: EBO

Title: CONTRACT SPECIALIST

Office: NASA/GSFC

Phone Number: 301-286-8509

Fax Number: 301-286-1773

Email Address: Eboni.Luck@nasa.gov

Date: 01/24/2013

22. Contractor Comments:



### 3. ENCLOSURES (ATTACHMENTS)

#### 3.1 Addendums Acknowledgement Form

**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)

- |  |  |
|--|--|
| <input checked="" type="checkbox"/> Addendum No. 1 | <input type="checkbox"/> Addendum No. 6  |
| <input checked="" type="checkbox"/> Addendum No. 2 | <input type="checkbox"/> Addendum No. 7  |
| <input checked="" type="checkbox"/> Addendum No. 3 | <input type="checkbox"/> Addendum No. 8  |
| <input checked="" type="checkbox"/> Addendum No. 4 | <input type="checkbox"/> Addendum No. 9  |
| <input checked="" type="checkbox"/> Addendum No. 5 | <input type="checkbox"/> 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.

Beacon Systems, Inc.

\_\_\_\_\_  
Company

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

05/20/2015  
\_\_\_\_\_  
Date

NOTE: This addendum acknowledgment should be submitted with the bid to expedite document processing.  
Revised 6/8/2012

### 3.2 Signed Vendor Preference Certificate

Rev. 04/14

#### State of West Virginia

## VENDOR PREFERENCE CERTIFICATE

Certification and application\* is hereby made for Preference in accordance with *West Virginia Code*, §5A-3-37. (Does not apply to construction contracts). *West Virginia Code*, §5A-3-37, provides an opportunity for qualifying vendors to request (at the time of bid) preference for their residency status. Such preference is an evaluation method only and will be applied only to the cost bid in accordance with the *West Virginia Code*. This certificate for application is to be used to request such preference. The Purchasing Division will make the determination of the Vendor Preference, if applicable.

1. **Application is made for 2.5% vendor preference for the reason checked:**  
 Bidder is an individual resident vendor and has resided continuously in West Virginia for four (4) years immediately preceding the date of this certification; or,  
 Bidder is a partnership, association or corporation resident vendor and has maintained its headquarters or principal place of business continuously in West Virginia for four (4) years immediately preceding the date of this certification; or 80% of the ownership interest of Bidder is held by another individual, partnership, association or corporation resident vendor who has maintained its headquarters or principal place of business continuously in West Virginia for four (4) years immediately preceding the date of this certification; or,  
 Bidder is a nonresident vendor which has an affiliate or subsidiary which employs a minimum of one hundred state residents and which has maintained its headquarters or principal place of business within West Virginia continuously for the four (4) years immediately preceding the date of this certification; or,
2. **Application is made for 2.5% vendor preference for the reason checked:**  
 Bidder is a resident vendor who certifies that, during the life of the contract, on average at least 75% of the employees working on the project being bid are residents of West Virginia who have resided in the state continuously for the two years immediately preceding submission of this bid; or,
3. **Application is made for 2.5% vendor preference for the reason checked:**  
 Bidder is a nonresident vendor employing a minimum of one hundred state residents or is a nonresident vendor with an affiliate or subsidiary which maintains its headquarters or principal place of business within West Virginia employing a minimum of one hundred state residents who certifies that, during the life of the contract, on average at least 75% of the employees or Bidder's affiliate's or subsidiary's employees are residents of West Virginia who have resided in the state continuously for the two years immediately preceding submission of this bid; or,
4. **Application is made for 5% vendor preference for the reason checked:**  
 Bidder meets either the requirement of both subdivisions (1) and (2) or subdivision (1) and (3) as stated above; or,
5. **Application is made for 3.5% vendor preference who is a veteran for the reason checked:**  
 Bidder is an individual resident vendor who is a veteran of the United States armed forces, the reserves or the National Guard and has resided in West Virginia continuously for the four years immediately preceding the date on which the bid is submitted; or,
6. **Application is made for 3.5% vendor preference who is a veteran for the reason checked:**  
 Bidder is a resident vendor who is a veteran of the United States armed forces, the reserves or the National Guard, if, for purposes of producing or distributing the commodities or completing the project which is the subject of the vendor's bid and continuously over the entire term of the project, on average at least seventy-five percent of the vendor's employees are residents of West Virginia who have resided in the state continuously for the two immediately preceding years.
7. **Application is made for preference as a non-resident small, women- and minority-owned business, in accordance with *West Virginia Code* §5A-3-59 and *West Virginia Code of State Rules*.**  
 Bidder has been or expects to be approved prior to contract award by the Purchasing Division as a certified small, women- and minority-owned business.

Bidder understands if the Secretary of Revenue determines that a Bidder receiving preference has failed to continue to meet the requirements for such preference, the Secretary may order the Director of Purchasing to: (a) reject the bid; or (b) assess a penalty against such Bidder in an amount not to exceed 5% of the bid amount and that such penalty will be paid to the contracting agency or deducted from any unpaid balance on the contract or purchase order.

By submission of this certificate, Bidder agrees to disclose any reasonably requested information to the Purchasing Division and authorizes the Department of Revenue to disclose to the Director of Purchasing appropriate information verifying that Bidder has paid the required business taxes, provided that such information does not contain the amounts of taxes paid nor any other information deemed by the Tax Commissioner to be confidential.

Under penalty of law for false swearing (*West Virginia Code*, §61-5-3), Bidder hereby certifies that this certificate is true and accurate in all respects; and that if a contract is issued to Bidder and if anything contained within this certificate changes during the term of the contract, Bidder will notify the Purchasing Division in writing immediately.

Bidder: BEACON SYSTEMS, INC

Signed: [Signature]

Date: 5-19-15

Title: COO



### 3.3 Signed and Notarized Purchasing Affidavit

RFQ No. HHR150000008

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 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: (1) the debt owed is an amount greater than one thousand dollars in the aggregate; or (2) the debtor is in employer default.

**EXCEPTION:** 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:**

**"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.

**"Employer default"** means having an outstanding balance or liability to the old fund or to 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 exceeds five percent of the total contract amount.

**AFFIRMATION:** By signing this form, the vendor's authorized signer affirms and acknowledges under penalty of law 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 FOLLOWING SIGNATURE:**

Vendor's Name: Beacon Systems, Inc.

Authorized Signature:  Date: 05/18/2015

State of FLORIDA

County of BROWARD, to-wit:

Taken, subscribed, and sworn to before me this 18 day of May, 2015.

My Commission expires 08/26/2015.

**AFFIX SEAL HERE**

**NOTARY PUBLIC** 



*Purchasing Affidavit (Revised 07/01/2012)*

### 3.4 Certification and Signature Page

#### CERTIFICATION AND 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.

Beacon Systems Inc.

\_\_\_\_\_  
(Company)



Vinod Reddi, COO

\_\_\_\_\_  
(Authorized Signature) (Representative Name, Title)

954-426-1171 (P) 954-426-1171 (F)/05/20/2015

\_\_\_\_\_  
(Phone Number) (Fax Number) (Date)

**ADDENDUM ACKNOWLEDGEMENT FORM**  
**SOLICITATION NO.: HHR150000008**

**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)

- |  |  |
|--|--|
| <input checked="" type="checkbox"/> ] Addendum No. 1 | <input type="checkbox"/> ] Addendum No. 6  |
| <input checked="" type="checkbox"/> ] Addendum No. 2 | <input type="checkbox"/> ] Addendum No. 7  |
| <input checked="" type="checkbox"/> ] Addendum No. 3 | <input type="checkbox"/> ] Addendum No. 8  |
| <input checked="" type="checkbox"/> ] Addendum No. 4 | <input type="checkbox"/> ] Addendum No. 9  |
| <input checked="" type="checkbox"/> ] Addendum No. 5 | <input type="checkbox"/> ] 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.

Beacon Systems, Inc.

\_\_\_\_\_  
Company

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

05/20/2015

\_\_\_\_\_  
Date

NOTE: This addendum acknowledgment should be submitted with the bid to expedite document processing.  
Revised 6/8/2012

STATE OF WEST VIRGINIA  
Purchasing Division

**PURCHASING AFFIDAVIT**

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Authorized Signature:  Date: 05/18/2015

State of FLORIDA

County of BROWARD, to-wit:

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 Bidder is a nonresident vendor which has an affiliate or subsidiary which employs a minimum of one hundred state residents and which has maintained its headquarters or principal place of business within West Virginia continuously for the four (4) years immediately preceding the date of this certification; **or**,
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Bidder: BEACON SYSTEMS, Inc

Signed: 

Date: 5-19-15

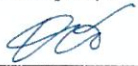
Title: COO

**CERTIFICATION AND 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.

Beacon Systems Inc.

\_\_\_\_\_  
(Company)



Vinod Reddi, COO

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