



West Virginia Purchasing Division

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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 List View

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

Procurement Folder: 180423	SO Doc Code: CRFQ
Procurement Type: Central Contract - Fixed Amt	SO Dept: 0606
Vendor ID: VC0000012954	SO Doc ID: HSE1600000005
Legal Name: IDSI International Inc	Published Date: 2/22/16
Alias/DBA:	Close Date: 3/1/16
Total Bid: \$474,100.00	Close Time: 13:30
Response Date: 02/26/2016	Status: Closed
Response Time: 10:56	Solicitation Description: Addendum 4 Tier II Web Based Data Program

Total of Header Attachments: 0
Total of All Attachments: 0



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

**State of West Virginia
 Solicitation Response**

Proc Folder : 180423
Solicitation Description : Addendum 4 Tier II Web Based Data Program
Proc Type : Central Contract - Fixed Amt

Date issued	Solicitation Closes	Solicitation No	Version
	2016-03-01 13:30:00	SR 0606 ESR02261600000003943	1

VENDOR
VC0000012954 IDSI International Inc

FOR INFORMATION CONTACT THE BUYER
 Crystal Rink
 (304) 558-2402
 crystal.g.rink@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	Tier II Web Based Program				\$474,100.00

Comm Code	Manufacturer	Specification	Model #
43232900			

Extended Description :	Tier II Web Based Program
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**RESPONSE to Request for Quote
Solicitation #: CRFQ 0606 HSE1600000005**

For

Tier II Web Based Data Program

Statement of Qualifications

RFI Opening Date: March 1, 2016

Submitted by
IDSi International, Inc.

2125 Center Ave
Fort Lee, NJ 07024
February 23, 2016

Vendor should provide information regarding their qualifications and experiences for previous similar programs in the past 5 to 10 year range. Including networking, data entry programs along with but not limit to revenue and receiving software. This information must be provided prior to contract award.

ABOUT IDSi INTERNATIONAL

IDSi International plans, develops, deploys, and supports enterprise information system for Regulatory Compliance, Emergency Management, and Public Safety. Under the brand Hazconnect (www.hazconnect.com), we provide our customers with a platform of services, support, and training to help them meet regulatory mandates and exceed their performance targets. We partners with technology leaders such as Microsoft and ESRI and domain players like Velocity EHS (formerly MSDSONline) to bring to market robust solutions that meet end-to-end needs of regulatory programs.

IDSi International has been serving customers for the past 21 years. The organization is comprised of principals, product managers, product architects, programmers, project managers, and customer support teams. IDSi has developed and deployed hundreds of projects. The vast majority of these projects are implementations of IDSi products that have been customized to meet State and Local Government laws.

ABOUT HAZCONNECT

IDSi is the developer of the Hazconnect platform which helps safety professionals collaborate easily, prepare quickly, and respond safely with a suite of products for Regulatory Compliance and Emergency Planning. The web-based software platform provides a host of features to effectively manage regulatory permitting, reporting, fee collection, compliance, inspections, and emergency planning and is backed by a team of regulatory experts and support professionals to help you meet you goals.

Hazconnect's TIER II MANAGER™ product is a one-stop solution for Agencies looking for a modern, well-supported system to meet SARA Title III, Emergency Planning and Community Right-to-Know Act (EPCRA) of 1986 requirements. Configured with the full set of features to meet the EPCRA federal statute out-of-the-box, the system enables Agencies to deliver a robust customer experience quickly and cost-effectively, rather than waiting years and spending up to 4x as much to develop and maintain a similar solution. This solution can be combined with a broad set of Hazconnect services such as Permitting, Compliance, and Inspections to provide the complete solution you want.



One-Stop Web-based Platform providing reporting and analysis tools to meet to Right-to-Know Laws and Chemical Permitting Requirements

A centralized Enterprise online system used by

- Regulated Businesses
- First Responders
- Emergency Planners
- Inspectors
- Program Administrators
- Public

To track, understand, and manage

- Users
- Facility Location / Status (Active, Inactive)
- Chemical Reporting according to EPCRA Section 311/312, 302 Notification (EHS over TPQ) and Local Laws
- Permitting
- Compliance
- Emergency Risk Planning
- Emergency Plan Development
- Onsite Audits/Inspections
- Right-to-Know / FOIA Requests
- Fee Management
- Historical Records

At the heart of the TIER II MANAGER™ is the hundreds of validation rules used to validate the facility and chemical data, types, and quantities to ensure that they not only meet the federal, state, and local statutes and billing requirements, but also as specified by customers, can exceed them to provide users with an even more robust understanding. The rules engine is built based on EPA standards and exports to the EPA/NOAA CAMEO® (Chemical-Aided Management of Emergency Operations) program used by Fire Departments across the country. Each year, we deliver updates of the latest version of the EPA program so that First Responder users are well supported in their efforts.

Proven Solution with a Growing User Base

As of today, the TIER II MANAGER™ system is used in 14 states and by 10 State Agencies managing the State’s Hazardous Material Agencies and more than 3000 local government agencies working with hazardous materials. It has been used by a variety of Agencies in a variety of different technical environments. The TIER II MANAGER™ has received various awards including the URISA Exemplary Enterprise System in Government Award and ESRI User Awards.

The system has grown dramatically over 14 years with the active participation of its customers. Almost all of EPA Region III uses the TIER II MANAGER™, Hazconnect platform, to meet their Right to Know requirements, including MD, PA, DE, and DC. The platform continues to grow with the support of its loyal customer base.

<p><i>Decades of Implementation Experience</i></p> <p>Timeline of implementation experience from 2002 to 2014.</p>	<p><i>Across a Variety of Agencies</i></p> <p><u>State Agencies</u></p> <ul style="list-style-type: none"> EM Homeland Security and Emergency Management Fire Marshal's Office Department of Environment/ Natural Resources Department of Labor and Workforce Development <p><u>Local Government Agencies</u></p> <ul style="list-style-type: none"> Fire Departments Sheriff's Offices LEPC Local Emergency Planning Committee 	<p><i>Across a Variety of Client Environments</i></p> <ul style="list-style-type: none"> Military grade Load balanced Clustered Virtualized Multiple
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The TIER II MANAGER™ delivers a high quality hazardous materials data asset, which is used by a variety of stakeholders to meet a variety of roles.



One Stop Portal for Hazmat Reporters

The system is a web-based system that enables thousands of business users to submit identification and inventory information which is used to develop Emergency Response Plans in case of a chemical accident. Various features enable streamlined fee collection, financial accounting, compliance management, advanced reporting, mapping, hazards analysis, inspections, and more. The goal is that by centralizing hazards information, States will have a single, high quality chemical information asset that can be used for various purposes.

The reporting requirements of the product are built to specifications established by the EPA and can be configured and customized to meet State and Local Government mandates. The system was built with customers representing SARA Title III Administrators, Business Reporters, Emergency Planners, Fire Departments, Hazmat Teams, and various other stakeholders playing roles to meet requirements of SARA Title III, Emergency Planning and Community Right-to-Know in their own state. Therefore the system represents 14 years of experience of use in a multitude of environments, from hosted to installed smaller environments to large scale military grade server farms.

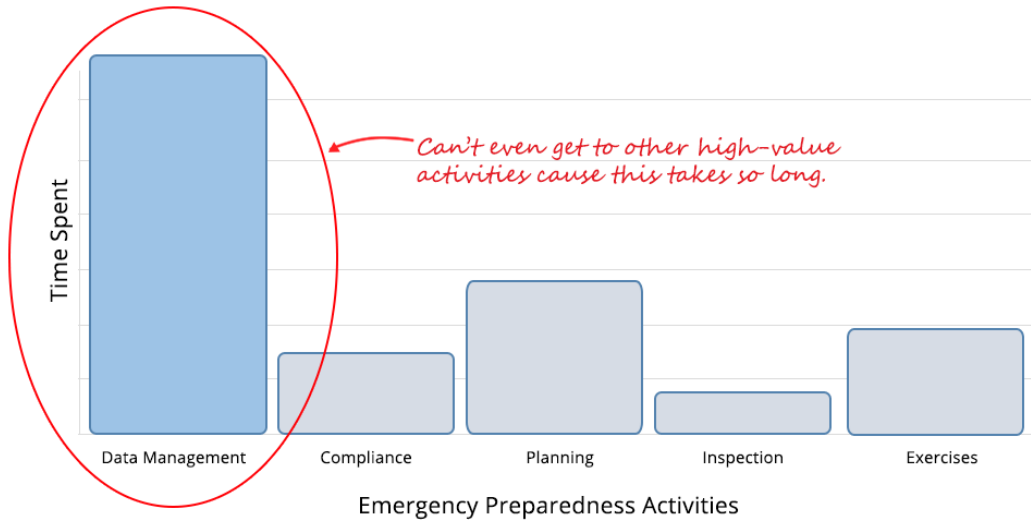
The TIER II MANAGER™ is delivering significant savings to Agencies while delivering an improved customer experience for reporting businesses, compliance admins, emergency planning users, and First Responders. The quality of information is more accurate and available as needed 24x7x365 by users. Redundancies of filing, copying, and transferring data to different stakeholders is eliminated, saving significant sums while

making available current information to those that need it most for emergency planning, inspections, drills/exercises and ultimately for a response scenario. The broad set of features available out-of-the-box and the flexibility of the system to be configured quickly to meet various customer needs delivers excellent value to customers who would otherwise have to spend a significant amount of time and funding to get what is already available on the market.

The TIER II MANAGER™ portal enables business reporters to submit reports/permit applications, supporting attachments like Site Plans, SDS, and other risk information, payments, and changes in status in one place. When they complete their reports, other stakeholders like LEPC and Fire Departments are immediately notified about the submission eliminating errors and time costs raised by needing to send mail/email to different parties. The TIER II MANAGER™ reduces significant costs to business reporters since they only have to update *changes* since the report data is brought forward for every year's submission. Corrections can be easily made and the same record is viewable by all parties. Updates to share Company and Facility addresses and contacts can be done through the system. Companies can also view their Financial Accounts to understand any outstanding balances and pay them. These features reduce the overall time spent meeting regulatory requirements while enabling accurate and timely submission of reports and payments. If all conditions are met, business entities receive their permits.

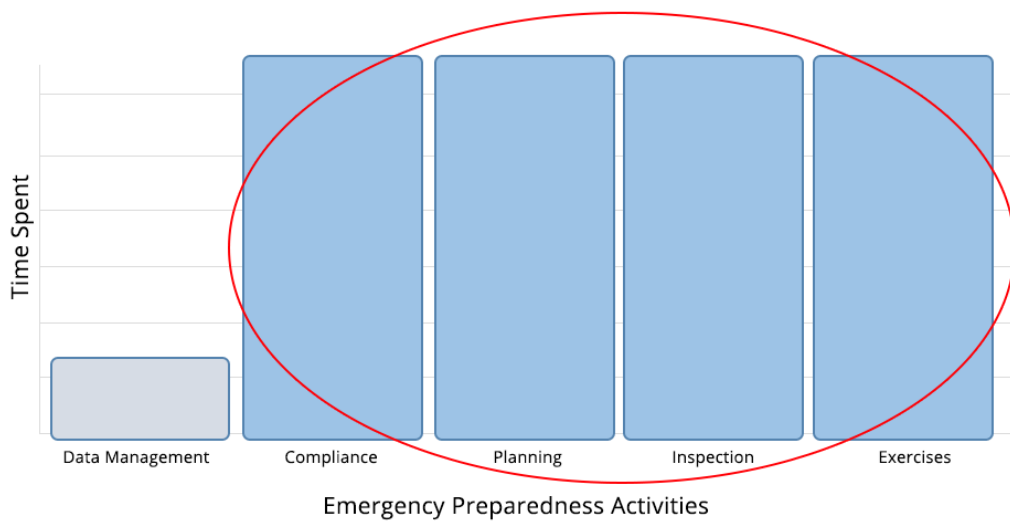
One Stop Portal for Emergency Planners and Responders

Authorized Emergency Planners and Responders can view appropriate sets of information to utilize for their Emergency Planning efforts. Previous to use of a system like the TIER II MANAGER™ hundreds of Agency hours were spent just copying and sharing information with appropriate County Emergency Managers, Fire Departments, and LEPCs.



Now with online reporting, web-based planning tools, and robust reporting features, all stakeholders spent more time on value added activities.

Safer outcomes, safer first responders, safer communities



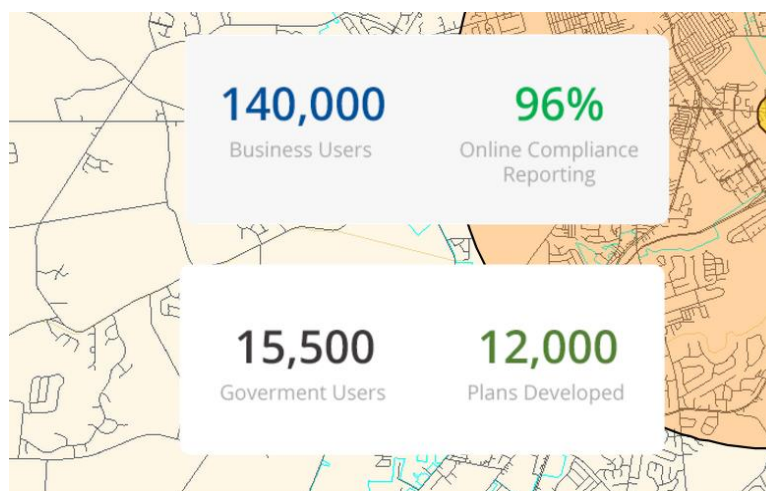
Hazard Reports provide users with the ability to understand the ranking of Counties and Facilities with the most Extremely Hazardous Substances, enabling a proper allocation of resources for inspections and planning efforts. Previously a uniform risk may have been applied to all risk institutions like hospitals, schools, day care centers, and other site. Now, a more accurate vulnerability zone can be drawn based on the hazards. Anytime, information can be searched based on various criteria. Other planning features enable retrieving the latest risk information for each chemical such as the Safety Datasheet, NIOSH, and CAMEO® Datasheet for the specific chemical which is dynamically linked. Mapping features enable users to quickly understand risks such as proximity of chemical storage to water sources and other high population areas. Emergency Response Plan features help all involved in Emergency Planning to develop and review plans with report data that is populated dynamically to the plan templates and updated with map information. Workflows enable approval from the facility, county, region, and state. These feature reduce plan update time from months to days.

One Stop Portal for Compliance Administrators and Inspectors

Authorized Compliance Administrators can manage a broad set of functionalities including Users, Facilities, Invoices, Payments, Notifications, and Advanced Reporting. Reports can be exported for use in other research. Inspection capabilities allow Admins to schedule inspections as well as record the result of them.

High Online Participation Results

The TIER II MANAGER™ has a 96% first year online participation rate from State Agencies based on a 2014 survey. By the second year, these figures increase to 99%. The systems are used to develop Emergency Plans. Approximately 12,000 plans have been generated using the TIER II MANAGER™ system.



The system delivers numerous benefits for a cross section of users.

Key benefits include:



Save Resources



Boosts Compliance



Supports Responders



Contributes to Homeland Security

Results	Benefits
Significantly improved Data Quality from first use (bad data cleaned - removing double counting and wrong info)	
High business user adoption of the system from first year (67%-95%)	
100-1000s of hours saved in processing and sharing data (\$\$)	
Centralized Extremely Hazardous Chemical reports help narrow most harmful chemical plants.	
Better equipped to respond to Right-to-Know and Freedom of Information act (FOIA) requests from citizens.	
Easier hazmat site tracking and compliance enforcement	
Enables better emergency planning for each site and response support	
Automated Invoicing can integrate with Online Billing	
Streamlined Data Sharing between State and Counties	
Rapid Notifications/ Flexible Reports	

Other Key benefits include:

- Robust rules engine for handling Hazardous Chemical regulatory programs.
- Self User Registration process, Username and Password retrieval.
- Tracking of Users and Activities.
- Bulk Notification capabilities to reduce postage costs and enabled more streamlined communications.
- Reports which can be exported to various formats for use in other systems.
- Record of all reports over various years to meet Data Retention Requirements.
- Can be customized to meet Local Laws and Agency specifications.

- Trouble ticket reporting portal to submit and view status of trouble tickets.
- Available as an installed product or hosted solution.

SUPPORT and PROFESSIONAL SERVICES

We partner closely with our customer to help them plan, implement, roll out, and grow their services to their customers. We support our customers with a set of professional services around their product implementation. These services include:

- Project Management and Analysis
- Programming Services (architecture planning, data migration, application development, integrations, and GIS development)
- Help Desk and Training Services
- Hosting
- Consulting

Through its own research and development and partnership with its clients and industry specialists, the Hazconect Team has gained experience and expertise in regulatory workflows (specifically those related to EPCRA), hazardous materials planning, and collaboration domains. IDSi partners include regional EPA representatives, EH&S industry professionals, and technology industry leaders like Microsoft and ESRI in the development of its solutions.

The Hazconect Team is made up of an experienced team of professional staff which include Principals, Project Mangers, Technical Managers, System Engineers, Quality Assurance Specialists, and Digital Graphics Engineers, who have deep experience and skills, which have been recognized with several awards and merits. All this effort and experience culminates in the drive to support our customers in their growth and development. Each customer is equipped with an Account Lead and Support Lead who work together to make sure that your needs from a business and support perspective are proactively addressed.

The vendor must provide certifications that it has successful experience in customizing, deploying and maintaining at least (1) other statewide implementation of a size equal to or better than is required by the State of WV. Attach this at the time the bid is issued for the agency to make an accurate vendor.

Please see attached.

Shall provide references from vendors that are currently using programs of a similar nature along with copies of any staff certifications and or degrees applicable to this solicitation at the time of bid submission.

Listed below are project briefs and references for 3 projects that are close to the scope of work requested through the RFQ. Additional references can be provided upon request.

Indiana Department of Homeland Security, STATEWIDE IMPLEMENTATION

In November, 2015, IDSi implemented an enterprise version of the TIER II MANAGER™ for the Indiana Department of Homeland Security, working on behalf of the Indiana Emergency Response Commission (IERC). The system enables the state's more than eight thousand five hundred regulated facilities to submit EPCRA reports online and provides complete review, and administration by state compliance officers.

IDSi customized the billing rules to enable users to automatically generate invoices based on chemical amounts. The invoices can be paid online using an integration with the Department of Finance's selected online payment vendor. Administrators can select from about 3 dozen reports and export them to Excel, PDF, CSV, and other formats. Each County was given access to the State's system to utilize for Emergency Plan development and emergency response. The system is also used to record Incidents like Spills Reports. Spiller businesses can then log into the system to submit their Follow-Up Action reports. IDSi provided analysis, installation, and support services.

The reference for the work is Pam Chadsey, Systems Analyst, Email: pchadsey@dhs.in.gov,

Wisconsin Department of Emergency Management, STATEWIDE IMPLEMENTATION

In 2009, IDSi implemented an enterprise edition of the TIER II MANAGER™. Previous to use of the system, reports were collected in hardcopy and hand entered into a system. Migration to the web-based TIER II MANAGER™ provided an opportunity to dramatically redesign the flow of information, cutting reporting and review cycles by months, improving receivables, providing critical risk insights, and significantly enhancing access to updated information for State and County Emergency Managers, Regional Hazmat Teams, and a broad cross section of other users. Wisconsin collects different types of reports based on business activity. The system was customized to include other hazmat report types in addition to Tier II Reports and Emergency Notification reports. Approximately 20,000 facilities are managed in the system. IDSi integrated with the State's online payment provider for credit card and check payment. Accounting modules were customized to handle features like external file inputs received from the bank. Various financial reports were defined for use.

Counties were provided access the system to immediately receive reports submitted. They would then be able to access the information and utilize for County specific planning and response needs.

An extensive set of Emergency Plan features were put in place to manage the lifecycle between Planning Grant allocation, Plans of Work submission, and Emergency Plan creation and approval along a spectrum from the Local, Regional to State levels.

A variety of different reports were available for Administrators at the State and County level.

The reference for the work is Rebecca Slater, Catastrophic and THIRA Planner, Email: Rebecca.Slater@wisconsin.gov.

Maryland Department of the Environment, STATE and REGIONAL IMPLEMENTATION

IDSi won a contract to provide Maryland Department of Environment (MDE), which collects reports for the Maryland State Emergency Response Commission, for a state-level, web-based system to meet Maryland Right-To-Know program requirements. IDSi implemented a customized version the TIER II MANAGER™. in December, 2003. The application enables the state's thousands of regulated facilities to submit Tier II Reports online, generates invoices, and provides complete review and administration capabilities by state compliance officers. Program administrators have contracted with IDSi to customize various functions and develop extensions to integrate the system with other programs at the State and County levels.

The system has helped the state to come up to date with report reviews, significantly improved the quality of information to more accurately capture the location of Extremely Hazardous Substances (EHS), saved thousands in printing and mailing fees, enabled the state to bill more accurately, track and collect receivables more effectively, and allowed the state to meet Freedom of Information Act (FOIA) and Right-To-Know (RTK) enquiries rapidly.

Starting in 2007, a Distributed Enterprise implementation was done with eight counties in the Baltimore region to automatically pass data hazardous material information submitted by business to County Emergency Management Agencies. The network enables Counties to utilize the information within a locally implemented version of the TIER II MANAGER™ to conduct hazards analysis for each facility, develop emergency response plans, and utilize mapping to map the site, vulnerability zones, and effected areas. The distributed system relieves the County LEPC from data management and instead allows County Planners and Responders to focus on planning activities. In 2008, this method of datasharing was changed to a centralized approach with all counties utilizing the State system. Since then, several other Counties have joined the platform.

State and Counties can view a map of all facilities and surrounding infrastructure. The TIER II MANAGER™ allows specified roles to define vulnerability zones and view all at risk information. Various reports enable for data sharing with counties and other programs.

The reference for the work is Fred Schenerman, Program Technical Administrator, Database Management Division, Technical and Regulatory Services Administration, Maryland Department of the Environment, Email: fschenerman@mde.state.md.us

Shall provide staffing plans; descriptions of past projects completed entailing the location of projects, project manager name and contact information, type of project and what the project goals and objectives where and how they were met all shall be presented at time of bid.

Our team's goal is to be proactive in knowing customer needs. Hazconnect Project Managers are deeply knowledgeable about the regulatory requirements and have a deep well of implementation experience. Hazconnect Engineers have technical knowledge, product expertise, and implementation experience to quickly grasp requirements and suggest approaches and alternatives to customers. Their deep online payment integration experience enables them to work quickly to meet requirements and define value added features. Project Managers utilize a defined project management methodology to ensure the quality of outputs delivered on-time and budget. Customers benefit from IDSi's dedicated support staff who have over 40 years of combined experience supporting customers in their TIER II MANAGER™ projects. As regulations are changed, IDSi provides changes to its customers to ensure continuity of services. The customer support team provides tools on the Hazconnect website to enable easy reporting of issues and communication to ensure easy tracking and resolution of issues.

Key Roles and Responsibilities

Project Manager

- Serve as the point of contact to the client Project Manager and other client stakeholders
- Gather high level system requirements and work with Business System Analysts to deliver a complete Business System Analysis Report
- Prepare the High-level Project Plan
- Coordinate with the Technical Manager to deliver the Detailed Project Plan
- Prepare and vet with client stakeholders the Project Management Plan, which includes the Project Schedule, Roles and Responsibilities, Quality Assurance Plan, Communication Plan, and Document Management Plan
- Review and vet deliverables with the client stakeholders
- Deliver regular status reports to the client
- Coordinate calls, set expectations, prepare agenda, and lead conference calls/meetings
- Manage the Change Management process

Technical Manager

- Prepare the Detailed Project Plan with detailed unit-level design, development, and testing tasks
- Track the status of the tasks against the Detailed Project Plan on a daily basis. Identify any risks and issues arising from the technical implementation. Resolve the issue or escalate them to the Project Manager to be communicated to client stakeholders.
- Leads the Design and Development team.
- Track the status of work against the Detailed Project Plan on a daily basis
- Conduct Kick-off meeting with entire Development and Quality Assurance Teams
- Conduct weekly status meetings with Design and Development Teams to track progress
- Provide implementation guidance arising from teams during design and development. Resolve code level issues
- Provide weekly status report to the Project Manager
- Follow the project methodology to ensure completion of all phases of the design and development phases and that phase exit criteria are met (ie. Unit testing, integration testing, code review results, etc.)
- Track the status of the project from an implementation perspective on a daily basis. Identify any risks and issues arising from the technical implementation. Resolve the issue or escalate them to the Project Manager.

Quality Assurance Lead

- Review that Testing Plans developed are followed to ensure high quality output both from a functional perspective and a technical implementation perspective.
- Provide implementation guidance arising from teams during testing.
- Lead code review sessions.
- Track entries on the online Problem Tracking Reporting system. Ensure that all items have some status and actions being taken.
- Resolve questions regarding whether reported errors are really errors and within the scope for the project.
- Provide weekly status report to the Project Manager
- Follow the project methodology to ensure completion of all phases of the testing phases and that phase exit criteria are met
- Track the status of the project from a testing perspective on a daily basis. Identify any risks and issues arising from testing. Resolve the issue or escalate them to the Project Manager.
- Track quality assurance metrics and measure project results according to the metrics.

Project Methodology

IDSi uses an extensive tool kit for project management, reporting, testing, and delivery. Online management systems and templates make reporting and status measurement easier to maintain, therefore enabling staff to spend working hours more productively for project delivery. IDSi teams utilize MS Visio and other case tools for design. Various development and testing tools are in place to shorten and enhance the development and testing lifecycles while guaranteeing better results.

IDSi also ensures that communication channels are kept open. The advance of communication systems makes communication and interactions with all stakeholders easy. We utilize web-conferencing, online collaboration, and online portals. IDSi is able to offer access to systems for online testing and training. These web-based systems provide transparency and access to information by authorized project stakeholders at any hour.

Past Projects

Below is a sample of 5 projects completed

Agency	Indiana Department of Homeland Security
Location	Indianapolis, Indiana
Contact	Pam Chadsey, Email: pchadsey@dhs.in.gov
Goals	Replace existing system with a web-based system that provides rules to meet SARA Title III. System should have online billing capabilities. System should manage fee calculation, integration with state payment vendor, and manage accounts. System should have full set of administrative capabilities.
Project Implemented	<ul style="list-style-type: none"> • IDSi implemented the TIER II MANAGER™, a part of the Hazconnect platform. The system provides a full suite of out-of-the-box functionality for meeting regulatory requirements of EPA EPCRA regulations. • Used for EPCRA 302 EHS Notification, 304 Spills Reporting, 311 SDS, 312 Tier II • IDSi provided analysis services to configure the product based on customer requirements and provided professional services to integrate the system with state's online payment vendor. • System is an enterprise system used by the Right-to-Know Program, Spills Reporting section, Environmental Quality, Health Department, SERC, 88 LEPC, Regional Hazmat Teams, and more than 850 Fire Departments.

Agency	Maryland Department of the Environment
Location	Baltimore, Maryland
Contact	Fred Schenerman, Email: fschenerman@mde.state.md.us
Goals	Replace existing in-house system with a web-based system that provides rules to meet SARA Title III. System should manage fee calculation and manage accounts. System should have administrative capabilities to manage companies. System should be able to share information with Counties, Fire Departments, and other users.
Project Implemented	<ul style="list-style-type: none"> • IDSi won the contract to implement the TIER II MANAGER™, a part of the Hazconnect platform. • The system provides a full suite of out-of-the-box functionality for meeting regulatory requirements of EPA EPCRA regulations. • IDSi provided analysis services to configure the product based on customer requirements and provided professional services to customize state specific requirements including billing rules. • A full mapping module utilizing state data sets as well as various chemical hazard reports provides emergency planners with the latest information for Plan development. • System is an enterprise system used by the Right-to-Know Program, Emergency Management, Environment, Health Department, and SERC. • Majority of Counties are part of the platform, receiving notification of the reports and utilizing the planning features to develop their own response procedures.

Agency	Illinois Emergency Management Agency
Location	Springfield, Illinois
Contact	Lori Canterbury, Lori.Canterbury@illinois.gov
Goals	Previously used Tier2Submit to receive chemical reports. Seeking a web-based system to automate reporting and sharing information with LEPC and fire departments. Needs to collect MSDS and other risk information that would be useful for First Responders.
Project Implemented	<ul style="list-style-type: none"> Implemented the TIER II MANAGER™ for state agencies and 105 LEPCs and other agencies that utilize the information for hazardous materials preparedness. The system is now used to collect various reports to meet EPCRA 302, 311, and Tier II reporting. LEPC and Fire Departments are automatically notified about submissions. A mapping module enables GIS capabilities as well as hazard reports on at-risk sites.

Agency	Delaware Emergency Response Commission
Location	Dover, Delaware
Contact	Robert Pritchett, Robert.Pritchett@state.de.us
Goals	This agency used Tier2Submit, email, and excel sheets to meet EPCRA requirements. Seeking a web-based system to automate reporting and sharing information with LEPC and fire departments. Must address billing requirements and collection of fees either online or by check. Should provide LEPCs with useful information that can be updated for plans and other preparedness activities.
Project Implemented	<ul style="list-style-type: none"> Implemented the TIER II MANAGER™ for state agencies and LEPCs and other agencies that utilize the information for hazardous materials preparedness. IDSi provided analysis services to configure the product based on customer requirements, customized the system to meet state specific requirements, and provided professional services to integrate the system with state's online payment vendor. Used by State Agencies, LEPC, 911 Centers, and Hazmat Teams. The system is now used to collect various reports to meet EPCRA 302, 311, and Tier II reporting. LEPC and Fire Departments are automatically notified about submissions. A mapping module enables GIS capabilities as well as hazard reports on at-risk sites.

Agency	Wisconsin Emergency Management
Location	Madison, Wisconsin
Contact	Becki Slater, Rebecca.Slater@wisconsin.gov
Goals	Replace current program with a web-based, real-time system that incorporates SARA Title III and other State Specific categories. Enable a method for online payment and check receipt with uploads from bank system. Provide notification to Counties and Fire Departments upon report submission. Provide advanced

	planning features for plan development, grant allocation notifications, and Plan of Work.
Project Implemented	<ul style="list-style-type: none"> • Implemented TIER II MANAGER™ for state agencies and LEPCs and other agencies that utilize the information for hazardous materials preparedness. • The system is now used to collect various reports to meet EPCRA 302, 311, Tier II reporting, and State Specific reports. • 72 LEPCs and Fire Departments are automatically notified about submissions. • Online payment is integrated so users can pay by check or online. • An advanced planning feature set was provided to enable development of template based plans and approval workflow across various levels of government.

Other project briefs can be provided upon request.



Maryland
Department of
the Environment

Larry Hogan
Governor

Boyd Rutherford
Lieutenant Governor

Ben Grumbles
Secretary

February 16, 2016

Purchasing Division
Post Office Box 50130
Charleston, WV 25305-0130

To Whom It May Concern,

This letter is to certify that Maryland Department of the Environment contracted with IDSi International to provide a centralized, web-based hazardous material reporting system to replace the existing system.

I served as the Project Manager for the project and continue to be the technical lead for the project since its implementation in 2004. The scope of work included implementation of the TIER II MANAGER™ software, customization to meet Maryland specific rules, integration of billing features, access for County Emergency Managers, and reporting to be provide details in Excel, PDF, and other formats. The system is used State-wide by all Maryland business reporters subject to the Right-to-Know legislation as well as County Emergency Management, and Regional users. A Planning and Response module is equipped with a GIS enabled map that is used by Safety and Emergency Management authorities at the State and Local Government levels, which is used for emergency planning.

Since the original implementation, the product has grown with many new capabilities that help users report easily and can be used for emergency planning effectively. Currently, the existing system supports the state and thirteen (13) counties and Baltimore City.

The company successfully worked with MDE to define the requirements and process flows, managed the project and delivered on time. There was some customization required to meet MDE specifications, specifically in the billing, but the package provided a full set of features to meet the requirements right from the start. The company supported requirement definition, our testing of the system, including rollout and support. They continue to support the system. We worked with the company for several additional scopes of work over time. The company was always responsive and professional in its approach. Should you have any questions, please contact me.

Sincerely,

A handwritten signature in blue ink, appearing to read "Fred N. Schenerman".

Fred N. Schenerman
Section Chief, Environmental Data Management
Science Services Administration

Exhibit A

CRFQ HSE1600000005

Tier II Web Based Data Program

Vendor: IDSi International

Installation	\$ -
Training	\$ 7,500.00
Maintenance Year 1	\$ 75,000.00
Maintenance Year 2	\$ 75,000.00
Maintenance Year 3	\$ 75,000.00
Total Bid Amount	\$ 232,500.00

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 exceed 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: IPSi INTERNATIONAL

Authorized Signature: [Signature] Date: 2-18-2016

State of New Jersey

County of Bergen, to-wit:

Taken, subscribed, and sworn to before me this 18th day of February, 2016.

My Commission expires October 21st, 2016.

AFFIX SEAL HERE

NOTARY PUBLIC

[Signature]
Purchasing Affidavit (Revised 07/01/2012)

KENNY WONG CHANG
Notary Public
State of New Jersey
My Commission Expires Oct. 21, 2016
I.D.# 2413788

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: LDSi INTERNATIONAL Signed: [Signature] Title: CEO Date: 2-18-2016

CERTIFICATION AND SIGNATURE PAGE

By signing below, or submitting documentation through wvOASIS, I certify that I have reviewed this Solicitation in its entirety; that I understand the requirements, terms and conditions, and other information contained herein; that this bid, offer or proposal constitutes an offer to the State that cannot be unilaterally withdrawn; that the product or service proposed meets the mandatory requirements contained in the Solicitation for that product or service, unless otherwise stated herein; that the Vendor accepts the terms and conditions contained in the Solicitation, unless otherwise stated 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.

IOSI INTERNATIONAL
(Company)

 DANIEL MOWAD, CEO
(Authorized Signature) (Representative Name, Title)

201-302-9494 . 2-18-2016
(Phone Number) (Fax Number) (Date)

ADDENDUM ACKNOWLEDGEMENT FORM
SOLICITATION NO.: CRFQ HSE160000005

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 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.

IOSI INTERNATIONAL
Company


Authorized Signature

2-26-2016
Date

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