



# 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 @ 1

List View

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

Procurement Folder: 244612

SO Doc Code: CRFQ

Procurement Type: Central Master Agreement

SO Dept: 0210

Vendor ID: VS000005398

SO Doc ID: ISC170000010

Legal Name: Powersolv Inc

Published Date: 11/28/16

Alias/DBA:

Close Date: 12/8/16

Total Bid: \$1,762,200.00

Close Time: 13:30

Response Date: 12/08/2016

Status: Closed

Response Time: 5:48

Solicitation Description: Addendum #2 Technical Staffing Services (OT1717)

Total of Header Attachments: 1

Total of All Attachments: 1



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

**State of West Virginia  
 Solicitation Response**

**Proc Folder :** 244612  
**Solicitation Description :** Addendum #2 Technical Staffing Services (OT1717)  
**Proc Type :** Central Master Agreement

Date issued	Solicitation Closes	Solicitation Response	Version
	2016-12-08 13:30:00	SR 0210 ESR12081600000002624	1

<b>VENDOR</b>
VS0000005398 Powersolv Inc

**Solicitation Number:** CRFQ 0210 ISC1700000010

**Total Bid :** \$1,762,200.00      **Response Date:** 2016-12-08      **Response Time:** 05:48:37

**Comments:** Powersolv has included all the attachments in the technical response titled 'Response to CRFQ ISC1700000010\_Technical Staffing Services\_Powersolv Inc.'

**FOR INFORMATION CONTACT THE BUYER**  
 Stephanie L Gale  
 (304) 558-8801  
 stephanie.l.gale@wv.gov

<b>Signature on File</b>	<b>FEIN #</b>	<b>DATE</b>
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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	IT Project Coordinator/Business Analyst	2000.00000	HOUR	\$73.760000	\$147,520.00

Comm Code	Manufacturer	Specification	Model #
80101604			

Extended Description : IT Project Coordinator/Business Analyst

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
2	IT Project Manager	2000.00000	HOUR	\$91.470000	\$182,940.00

Comm Code	Manufacturer	Specification	Model #
80101600			

Extended Description : IT Project Manager

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
3	Senior IT Project Manager	2000.00000	HOUR	\$108.880000	\$217,760.00

Comm Code	Manufacturer	Specification	Model #
80101600			

Extended Description : Senior IT Project Manager

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
4	Microsoft Office Specialist Trainer	2000.00000	HOUR	\$85.890000	\$171,780.00

Comm Code	Manufacturer	Specification	Model #
80101507			

Extended Description : Microsoft Office Specialist Trainer

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
5	Cyber Security Auditor	2000.00000	HOUR	\$119.890000	\$239,780.00

Comm Code	Manufacturer	Specification	Model #
80101507			

Extended Description : Cyber Security Auditor

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
6	Firewall Administrator	2000.00000	HOUR	\$85.060000	\$170,120.00

Comm Code	Manufacturer	Specification	Model #
80111609			

Extended Description : Firewall Administrator

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
7	Network Engineer	2000.00000	HOUR	\$80.680000	\$161,360.00

Comm Code	Manufacturer	Specification	Model #
80111610			

Extended Description : Network Engineer

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
8	VoIP Engineer	2000.00000	HOUR	\$76.300000	\$152,600.00

Comm Code	Manufacturer	Specification	Model #
80101507			

Extended Description : VoIP Engineer

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
9	Windows Server System Administrator	2000.00000	HOUR	\$78.700000	\$157,400.00

Comm Code	Manufacturer	Specification	Model #
80111609			

Extended Description : Windows Server System Administrator

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
10	RedHat Linux Server System Administrator	2000.00000	HOUR	\$80.470000	\$160,940.00

Comm Code	Manufacturer	Specification	Model #
80111609			

Extended Description : RedHat Linux Server System Administrator



Response To

Technical Staffing Services

CRFQ# ISC17000000010

Powersolv Qualifications

Prepared for:



Department of Administration, Purchasing Division  
2019 Washington Street East  
Charleston, WV 25305-0130

**Attention:** Ms. Stephanie L. Gale

E-mail : [stephanie.l.gale@wv.gov](mailto:stephanie.l.gale@wv.gov)

Tel: 304.558.8801

**Submitted By**

Powersolv, Inc.

1801 Robert Fulton Drive, Suite 550

Reston, VA 20191

Phone: 703.230.5500 | Fax: 703.230.5501

[www.powersolv.com](http://www.powersolv.com)

**Due: December 08, 2016 @ 1:30 PM EST**

This response to the Centralized Request for Quotation includes data that shall not be disclosed outside the business address listed above and shall not be duplicated, used, or disclosed—in whole or in part—for any purpose other than to evaluate this proposal. If, however, a contract is awarded to this Offeror as a result of—or in conjunction with—the submission of this data, the Government shall have the right to duplicate, use, or disclose the data to the extent provided in the resulting contract. This restriction does not limit the Government's right to use the information contained in this data if it is obtained from another source without restriction.

## Letter of Transmittal

December 08, 2016

Ms. Stephanie L. Gale  
Department of Administration, Purchasing Division  
2019 Washington Street East  
Charleston, WV 25305-0130

**Reference:** Centralized Request for Quotation (CRFQ) for the State of West Virginia (CRFQ# ISC17000000010)

Dear Ms. Gale,

Powersolv Inc. is pleased to respond to the State of West Virginia (hereinafter referred to as 'State') Purchasing Division's Centralized Request for Quotation CRFQ# ISC17000000010 titled 'Technical Staffing Services' that plans to establish multiple open-end Statewide Contracts for technical staffing services and cover various position classifications for all entities within the West Virginia Office of Technology (WVOT).

Powersolv ([www.powersolv.com](http://www.powersolv.com)) incorporated in 1995 is an MDOT certified Minority Owned Business Enterprise, a certified Small Business in the State of Maryland, Minority-owned Business (SWaM) certified by the Virginia Department of Minority Business Enterprise (DMBE), Minority Business Enterprise (MBE) with the City of Philadelphia, PA and a Small Disadvantaged Business. We are a CMMI Level 3, ISO 27001:2013 and ISO 9001:2008 certified Information Technology Services *and IT Staff Augmentation Service provider located in the Washington D.C. Metro region.* We possess extensive experience in providing consulting & technical services to various County, State, Federal Government(s) and Local Government / Quasi-Government agencies.

Powersolv is a Prime Vendor to various State Governments in providing IT staff augmentation services on their Contract Vehicles listed below:

State Governments	IT Contract Vehicles
State of Maryland	Consulting and Technical Services + (CATS +)
Central Collection Unit (CCU), State of Maryland	Central Collection Unit (CCU) Project Human Resources
City of Philadelphia, State of Pennsylvania	Information Technology Staff Augmentation
Amtrak - National Railroad Passenger Corporation, State of Pennsylvania	IT Staff Augmentation Services
State of Rhode Island	Computer Technical Support Services (MPA-230)
State of North Carolina	Short Term IT Staffing/Open Enrollment
State of Delaware	Information Technology Project Staffing

Powersolv is engaged in fulfilling their IT staffing requirements and has an ever-growing team of consultants ranging from Project Managers, Business Analysts, Software Developers, Network Engineers, Server & Desktop Support Specialists to Helpdesk Technicians.

With over twenty-one (21) years of capability and experience in servicing various Government Agencies, Powersolv is strongly poised to play the role of an effective and efficient partner with the State. Our highly talented and qualified pool of resources and CMMI Level 3, ISO 27001:2013 and ISO 9001:2008 certified processes, make us uniquely capable of achieving quality driven project goals in time and within budget. We bring a proven low-risk technical approach, specific technical expertise, strong past and current performance credentials, relevant experience in various Government agencies, a proven management methodology to include an industry certified quality management system, and effective use of industry best practices. These discriminators, combined with competitive costs, demonstrate that Powersolv is qualified to provide the State with a best value services to meet all the requirements described in this RFP.

**Acknowledgment of Solicitation Addenda**

Our acknowledgement of the receipt of RFP Addenda is as follows:

Addendum for CRFQ# ISC17000000010	Acknowledgement of Addendum
I	✓
II	✓

Powersolv would be able to partner with the State and provide effective IT Staffing Services by virtue of the right mix of highly qualified personnel and our extensive County, State, Federal Government(s) and Local Government / Quasi-Government agencies experience. We will ensure that the State is able to accomplish its IT Staffing Augmentation goals in a timely and cost effective manner based on a no compromise policy for project quality.

Thank you,

Sincerely,



Rahul Dhawan  
President & CEO  
Powersolv, Inc.

## Title Page

**Summary:** Powersolv Inc. is pleased to respond to the State of West Virginia Purchasing Division's Centralized Request for Quotation CRFQ# ISC17000000010 titled 'Technical Staffing Services' that plans to establish multiple open-end Statewide Contracts for technical staffing services and cover various position classifications for all entities within the West Virginia Office of Technology (WVOT).

**Company:** Powersolv, Inc.

**Address:** 1801 Robert Fulton Drive, Suite 550, Reston, VA 20191  
Main Tel: 703.230.5500, Fax: 703.230.5501  
Toll Free: 1-800-PWRSOLV  
[www.powersolv.com](http://www.powersolv.com)

**Year Founded:** 1995

**Legal Status:** Small, Women-owned, and Minority-owned Business (SWaM)  
Virginia Disadvantaged Business Enterprise (DBE)  
MDOT certified Minority owned Business Enterprise (MBE)  
Minority Business Enterprise (MBE) with the City of Philadelphia, PA  
Small Disadvantaged Business (SDB)  
Small Business Reserve (SBR)

SWAM Certification: 5535  
VA DBE: DBE 5535  
MDOT MBE: 04-292  
PA MBE: 111019  
Federal Tax ID: 54-1756944  
SBR: SB12-25146  
DUNS #: 944795988

**Organization Representatives:** Management and Account Representative:  
Rahul Dhawan, President & CEO  
703.230.5500 Ext. 17  
[wv@powersolv.com](mailto:wv@powersolv.com)

Task Order (TO) Manager:  
Simmy Goswami, Director - Business Development:  
703.230.5500 Ext. 19  
[wv@powersolv.com](mailto:wv@powersolv.com)

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# 1. Powersolv Corporate Profile and Core Capabilities

Powersolv Inc. is pleased to respond to the State of West Virginia Purchasing Division’s Centralized Request for Quotation CRFQ# ISC1700000010 titled ‘Technical Staffing Services’ that plans to establish multiple open-end Statewide Contracts for technical staffing services and cover various position classifications for all entities within the West Virginia Office of Technology (WVOT). The term of the Contract is to be effective upon award and extends for a period of one (1) year. This contract may be extended for an additional three (3) years, one (1) year at a time or multi renewal periods of less than one (1) year, by mutual agreement.

Powersolv provides services on strategic initiatives and optimal Technology Solutions to various State, County, Federal, Local and Quasi Government clients through our CMMI Level 3, ISO 27001:2013 and ISO 9001:2008 certified processes, in the following verticals:

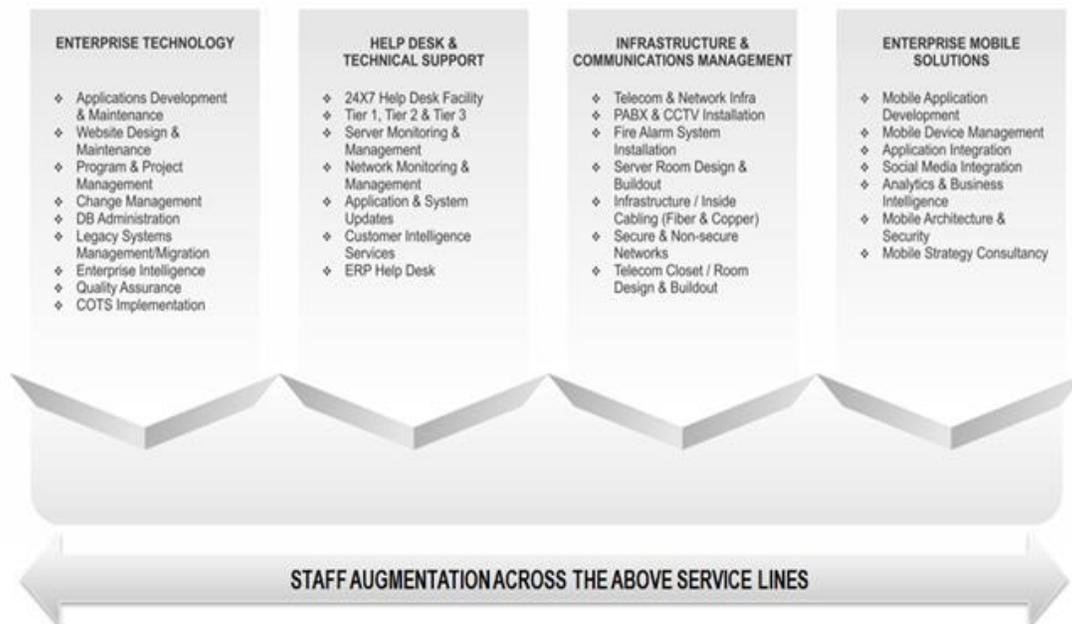


Figure 1: Powersolv’s Core Competencies and Expertise

Powersolv has extensive experience in providing IT staff augmentation services on diverse technological platforms to our clients. We will leverage our management and technical expertise to provide the State with the right support, in the right place, at the right time. We intend to utilize an approach based on several successful efforts of similar size and scope - incorporating best practices from both the Government and Industry environments and delivering quality through our CMMI and ISO 9001:2008 compliant quality processes.

Our work code ensures highest standards are maintained while servicing clients’ needs. We offer multiple choices from our base of highly experienced consultants and our array of customized recruitment services enables us to bring immediate and instant value to our clients. We help in developing resourcing solutions that are flexible, built-to-last and cater to changing market forces. We work in partnership with our clients to design, implement and manage best recruitment strategies. Our strategies are aimed at optimizing costs by utilizing direct and indirect recruitment channels while maximizing brand image.

Powersolv brings in over two (2) decades of capability in delivering and managing projects in a timely manner (often ahead of schedule). We have since our inception, successfully acquired, managed and delivered a variety of Information Technology Projects (the majority of these being very similar to the State's requirements) and provided thousands of staff years of resources in technical support services on diverse platforms. We have productively handled and completed projects and benefited our clients by providing services with the skill sets as per their requirements. In the process, Powersolv has come to be considered a trusted Technology Partner by many diverse organizations. We intend to utilize an approach based on our several successful projects of similar size and scope - incorporating best practices from both the Government and Industry environments and delivering quality through our CMMI and ISO compliant quality processes.

## 1.1 Proposed Position Classifications

Powersolv proposes to bid on all ten (10) position classifications as described in the CRFQ.

S. No.	Position Classifications
1.	IT Project Coordinator/Business Analyst
2.	IT Project Manager
3.	Senior IT Project Manager
4.	Microsoft Office Specialist Trainer
5.	Cyber Security Auditor
6.	Next Generation Firewall Administrator
7.	Network Engineer
8.	VoIP Engineer
9.	Windows Server System Administrator
10.	RedHat Linux Server System Administrator

*Table 1: Proposed Position Classifications*

## 1.2 Powersolv IT Staff Augmentation Capabilities

### 1.2.1 Relevant IT Project Management & Infrastructure Services

The table below enlists our IT Project Management and Infrastructure services with the State, County, Federal and Local/Quasi Governments relevant to the services required by the State in the CRFQ.

Clients	Information Technology Areas Served	Labor Categories
Amtrak - National Railroad Passenger Corporation, State of Pennsylvania	<ul style="list-style-type: none"> <li>▪ Office 365 Support Services</li> <li>▪ Business Analyst Support Services</li> </ul>	<ul style="list-style-type: none"> <li>• Office 365 Administrator</li> <li>• Lead Business Analyst</li> </ul>
Division of Motor Vehicles (DMV), State of Rhode Island	<ul style="list-style-type: none"> <li>▪ Business Analysis Support</li> </ul>	<ul style="list-style-type: none"> <li>• Business Analyst</li> </ul>
Maryland State Police (MSP), State of Maryland	<ul style="list-style-type: none"> <li>▪ Project Management Services</li> <li>▪ Business Analysis Support</li> </ul>	<ul style="list-style-type: none"> <li>• Project Manager</li> <li>• Project Scheduler/Junior Project Manager</li> </ul>
Metropolitan Washington Airport Authority (MWAA)	<ul style="list-style-type: none"> <li>▪ Server &amp; Desktop Administration Support</li> </ul>	<ul style="list-style-type: none"> <li>• Server Engineer</li> <li>• Linux Administrator</li> <li>• System Administrator</li> <li>• IT Security Engineer</li> <li>• Infrastructure Support Engineer</li> </ul>
Washington Metropolitan Area Transit Authority (WMATA)	<ul style="list-style-type: none"> <li>▪ Business Analysis &amp; Process Consulting Support Services</li> <li>▪ Networking Support Services on Active Directory integration for the design, development and implementation</li> </ul>	<ul style="list-style-type: none"> <li>• Senior Business Analyst</li> <li>• Active Directory Engineer</li> </ul>
Washington Suburban Sanitary Commission (WSSC)	<ul style="list-style-type: none"> <li>▪ Project Management Services</li> <li>▪ Windows System Administration Services</li> </ul>	<ul style="list-style-type: none"> <li>• IT Project Manager</li> <li>• Senior Storage Engineer</li> <li>• Linux Administrator</li> </ul>
Montgomery County, MD	<ul style="list-style-type: none"> <li>▪ Project Management Services</li> <li>▪ Network Operations, IT Operations, and Computer Resources Support Services</li> </ul>	<ul style="list-style-type: none"> <li>• IT Project Manager</li> <li>• Senior Enterprise Systems Administrator</li> <li>• Network Security Engineer</li> <li>• Network Administrator</li> <li>• Senior Systems Engineer</li> <li>• Server Engineer</li> </ul>
Arlington County, VA	<ul style="list-style-type: none"> <li>▪ Project Management Support</li> <li>▪ Business Analysis Support</li> <li>▪ Network Support Services</li> </ul>	<ul style="list-style-type: none"> <li>• IT Project Manager</li> <li>• Server Administrator</li> <li>• Network Analyst</li> </ul>

Clients	Information Technology Areas Served	Labor Categories
Prince George's County, MD	<ul style="list-style-type: none"> <li>▪ Project Management Services</li> </ul>	<ul style="list-style-type: none"> <li>• Project Manager</li> </ul>
Department of Transportation (DOT)	<ul style="list-style-type: none"> <li>▪ Project Management Support</li> <li>▪ Server Management &amp; Hosting Support</li> </ul>	<ul style="list-style-type: none"> <li>• Project Manager</li> <li>• Infrastructure Architect</li> <li>• Systems Administrator</li> </ul>
Environmental Protection Agency (EPA)	<ul style="list-style-type: none"> <li>▪ Project Management Services</li> <li>▪ Network Management Services to include LAN support and maintenance services</li> </ul>	<ul style="list-style-type: none"> <li>• Business Analyst</li> <li>• Network Engineer</li> </ul>

Table 2: Powersolv's Relevant IT Project Management & Infrastructure Services

### 1.2.2 Related Information Technology Services

The table below lists our related Information Technology services in other functional areas ranging from Web Application Development & Testing to Business Intelligence, Database Administration and Helpdesk provided to our clients at County, State, Federal/Quasi Federal and Local Agencies level.

Clients	Information Technology Areas Served	Labor Categories
Maryland State Police (MSP), State of Maryland	<ul style="list-style-type: none"> <li>▪ System Architecture Services</li> <li>▪ Quality Assurance Support Services</li> </ul>	<ul style="list-style-type: none"> <li>• Quality Assurance Tester</li> </ul>
Central Collection Unit (CCU), State of Maryland	<ul style="list-style-type: none"> <li>▪ Application Development and Modernization Services</li> <li>▪ Quality Assurance Services</li> </ul>	<ul style="list-style-type: none"> <li>• Application Developer, Advanced Technology</li> <li>• Quality Assurance Analyst</li> </ul>
Department of Labor, Licensing, & Regulation (DLLR), State of Maryland	<ul style="list-style-type: none"> <li>▪ Subject Matter Expertise in analyzing Customer Off the Shelf (COTS) and other existing Software Applications</li> </ul>	<ul style="list-style-type: none"> <li>• BPR Subject Matter Expert</li> </ul>
Amtrak - National Railroad Passenger Corporation, State of Pennsylvania	<ul style="list-style-type: none"> <li>▪ ETL Development Services</li> <li>▪ Business Intelligence Services</li> <li>▪ Amazon Web Services (AWS)</li> <li>▪ Asset Management Services</li> <li>▪ Infrastructure Services</li> <li>▪ SLA, Dashboard Analytical Support Services</li> </ul>	<ul style="list-style-type: none"> <li>• Senior ETL Developer</li> <li>• Technical Support Lead</li> <li>• Principal Technologist - AWS Development</li> <li>• Principal Technologist - Asset Management</li> <li>• Principal Technologist - Dashboards &amp; Measurement</li> </ul>
Metropolitan Washington Airport Authority (MWAA)	<ul style="list-style-type: none"> <li>▪ Internet &amp; Intranet Development / Data Warehouse/Business Intelligence (BI) Services</li> <li>▪ Oracle EBS Application Development Support</li> </ul>	<ul style="list-style-type: none"> <li>• SharePoint Architect</li> <li>• SharePoint Developer</li> <li>• Content Manager</li> <li>• QA Analyst</li> </ul>

Clients	Information Technology Areas Served	Labor Categories
	<ul style="list-style-type: none"> <li>▪ Application Development / Programming / Analytical Services</li> <li>▪ Web Administration</li> <li>▪ Database Administration</li> <li>▪ ERP Help Desk Service Level Support</li> </ul>	<ul style="list-style-type: none"> <li>• Business Intelligence Architect</li> <li>• Intranet Applications Specialist</li> <li>• Applications Developer</li> <li>• Web Administrator</li> <li>• Database Administrator</li> <li>• Helpdesk Support Engineer</li> </ul>
Washington Metropolitan Area Transit Authority (WMATA)	<ul style="list-style-type: none"> <li>▪ ROCS and RPM Client/Server Consultant services on Dulles Extension Project</li> <li>▪ Applications Development &amp; Technical Writing</li> <li>▪ Help Desk Technicians support services provided for all WMATA Tier 1 Client related issues.</li> </ul>	<ul style="list-style-type: none"> <li>• ROCS Group Client/Server Consultant</li> <li>• Web / Mobile Application Developer</li> <li>• Senior Helpdesk Technician</li> <li>• Technical Writer</li> </ul>
Washington Suburban Sanitary Commission (WSSC)	<ul style="list-style-type: none"> <li>▪ Oracle Mobile Workforce Management (MWM) Software System Support</li> <li>▪ Master Data Management (MDM) Data Governance</li> <li>▪ Java Software Development Services</li> <li>▪ Enterprise Business Intelligence and Reporting</li> <li>▪ Decommissioning of Legacy Systems and Deployment of Robust Enterprise Solutions</li> <li>▪ Customer Care &amp; Billing (CC&amp;B) Services</li> <li>▪ Oracle e-Business Suite Database Administration</li> <li>▪ IT Helpdesk Support Services</li> </ul>	<ul style="list-style-type: none"> <li>• Mobile Workforce Management (MWM) Consultant</li> <li>• Subject Matter Expert</li> <li>• Data Architect</li> <li>• Oracle Utilities / E-Business Suite Developer</li> <li>• Senior Software Developer</li> <li>• Oracle CC&amp;B Expert</li> <li>• Oracle EBS Database Administrator</li> <li>• Senior Helpdesk Technician</li> </ul>
Universal Service Administrative Company (USAC)	<ul style="list-style-type: none"> <li>▪ SharePoint Support Services</li> <li>▪ IT Application Development and Maintenance Support Services</li> <li>▪ Quality Assurance Services</li> </ul>	<ul style="list-style-type: none"> <li>• SharePoint Developer</li> <li>• Applications Developer</li> <li>• Quality Assurance Analyst/Tester</li> </ul>
Prince George's County, MD	<ul style="list-style-type: none"> <li>▪ Enterprise Architecture Assistance</li> <li>▪ Change and Risk Management</li> <li>▪ Web and Mobile Application Development</li> <li>▪ Mainframe Applications Maintenance</li> <li>▪ Quality Assurance/Testing Support</li> <li>▪ Documentation Management</li> <li>▪ Database Maintenance &amp; Administration Support</li> <li>▪ Help Desk and Asset Management Support</li> <li>▪ Training Services</li> </ul>	<ul style="list-style-type: none"> <li>• Software Architect</li> <li>• Applications Developer</li> <li>• Web Developer</li> <li>• Quality Assurance Tester</li> <li>• Database Administrator</li> <li>• Help Desk Technician</li> <li>• Trainer</li> </ul>

Clients	Information Technology Areas Serviced	Labor Categories
Montgomery County, MD	<ul style="list-style-type: none"> <li>▪ Enterprise Resource Planning (Oracle E-Business Suite) Development Support</li> <li>▪ Implementation of a NextGen Electronic Health Record Solution</li> <li>▪ Web and Mobile Application Development Services</li> <li>▪ Programming &amp; Analytical Support for Data Warehousing &amp; Business Intelligence</li> <li>▪ Enterprise Resource Planning (Oracle E-Business Suite) Training Support</li> <li>▪ Training Support for the Implementation of the Kronos Workforce Timekeeper</li> </ul>	<ul style="list-style-type: none"> <li>• Enterprise Architect</li> <li>• Solutions Architect</li> <li>• ERP Specialist</li> <li>• Applications Developer</li> <li>• SOA SharePoint Developer</li> <li>• Senior Trainer</li> </ul>
Arlington County, VA	<ul style="list-style-type: none"> <li>▪ Web Application Development Services</li> <li>▪ SharePoint Support Services</li> <li>▪ O365 Migration - Cloud Computing Environment</li> <li>▪ Testing Support</li> </ul>	<ul style="list-style-type: none"> <li>• Web Developer</li> <li>• BPR Analyst</li> <li>• SharePoint/O365 Specialist</li> <li>• Technical Writer</li> </ul>
Fairfax County, VA	<ul style="list-style-type: none"> <li>▪ Web Application &amp; System Development Services</li> <li>▪ SharePoint implementation Support</li> <li>▪ Database Administration Support</li> </ul>	<ul style="list-style-type: none"> <li>• Applications Developer</li> <li>• SharePoint Developer</li> <li>• Database Administrator</li> </ul>
Department of Transportation (DOT)	<ul style="list-style-type: none"> <li>▪ Information Security Management</li> <li>▪ Application Maintenance, Data Cleansing &amp; Data Management</li> <li>▪ Documentation Services</li> <li>▪ Training Support</li> <li>▪ Helpdesk Support Services</li> </ul>	<ul style="list-style-type: none"> <li>• Web Developer</li> <li>• Database Administrator</li> <li>• Trainer</li> <li>• Helpdesk Specialist</li> </ul>
Environmental Protection Agency (EPA)	<ul style="list-style-type: none"> <li>▪ Designing, Developing, and Maintaining Software Application</li> <li>▪ Database Administration Services and maintenance services</li> <li>▪ Documentation Services</li> <li>▪ Training Support</li> </ul>	<ul style="list-style-type: none"> <li>• Web Applications Developer</li> <li>• Quality Assurance Analyst</li> <li>• Database Administrator</li> </ul>

*Table 3: Powersolv's Related Services on Other Functional Areas*

### IT Staff Augmentation Contract Vehicles

Powersolv holds and primes a number of IT contract vehicles at various State, County, Federal, Local and Quasi Government Agencies, thus placing us in the list of preferred vendors to provide IT consulting & staff augmentation services. We offer an extensive portfolio of IT contract vehicles, including Government-wide Acquisition (GWAC) contracts, and Indefinite Delivery/Indefinite Quantity (IDIQ) contracts. The tables below provide a list of all contract vehicles held and primed by us.

State, County, Local & Quasi Government	IT Contract Vehicles
State of Maryland	Consulting and Technical Services + (CATS +)
Central Collection Unit (CCU), State of Maryland	Central Collection Unit (CCU) Project Human Resources
City of Philadelphia, State of Pennsylvania	Information Technology Staff Augmentation
Amtrak - National Railroad Passenger Corporation, State of Pennsylvania	IT Staff Augmentation Services
State of Rhode Island	Computer Technical Support Services (MPA-230)
State of Delaware	Information Technology Project Staffing
State of North Carolina	Short Term IT Staffing/Open Enrollment
Universal Service Administrative Company (USAC)	IT Staff Augmentation
Washington Suburban Sanitary Commission (WSSC)	Contract Number: 1067 - Information Technology (IT) Basic Ordering Agreement (BOA) Technical Staff and Services Contract Number: 1124 - Information Technology (IT) Basic Ordering Agreement (BOA) Management Support and Services
Washington Metropolitan Area Transit Authority (WMATA)	IT Staff Augmentation
Metropolitan Washington Airports Authority (MWA)	Enterprise Business Innovation Technical Services (eBITS)
Arlington County, VA	Provision of Information Technology Personnel
City of Alexandria, VA	Information Technology Professional Services
Fairfax County, VA	IT Services and Expert Assistance
Prince William County, VA	Applications Staff Augmentation
Montgomery County, MD	Consulting and Technical Services 2 (CATS 2)
Prince George's County, MD	Consulting & Technical Services (CATS)
Harford County, MD	Open End Information Technology Services

*Table 4: Powersolv's State, County, Local & Quasi Contract Vehicles*

**Federal Agency Contract Vehicles:**

Federal Agency	IT Contract Vehicles
General Services Administration (GSA)	GSA Streamlined Technology Acquisition for Resources Services II (STARS II) (GS-06F-0785Z)
General Services Administration (GSA)	GSA Schedule – 70 (GS-35F-0938N)
General Services Administration (GSA)	GSA Alliant SB (GS-06F-0611Z)
Department of Homeland Security (DHS)	Enterprise Acquisition Gateway for Leading-Edge Solutions II (EAGLE II)
Federal Aviation Administration (FAA)	Electronic FAA Accelerated & Simplified Tasks (eFAST)

*Table 5: Powersolv's Federal Contract Vehicles*

**Our Clients:**

Powersolv has maintained a highly satisfied & strong public sector clientele:

Government Clients	Commercial Clients
Department of Labor, Licensing, & Regulation (DLLR), State of Maryland	SRA
Central Collection Unit, State of Maryland	Phelan Hallinan & Schmiegel, LLP
Amtrak, State of Pennsylvania	Pearson Education
State of Rhode Island	PEPCO
Montgomery County, MD	McGraw Hill Publications
Prince George's County, MD	Protocare Sciences
Arlington County, VA	Fannie Mae
Washington Suburban Sanitary Commission (WSSC)	MCI WorldCom
Washington Metropolitan Area Transit Authority (WMATA)	Unisys
Metropolitan Washington Airports Authority (MWAA)	Verizon
Universal Service Administrative Company (USAC)	World Bank
Environmental Protection Agency (EPA)	Coventry Health Care
Department of Transportation (DOT)	General Electric

*Table 6: Powersolv's Government and Commercial Clients*

## Our Alliances:

Powersolv has developed key partnerships to deliver the best of breed solution to our clients. We have alliances with a number of leading technology companies like:

- Microsoft,
- Oracle,
- Actuate, and
- Business Objects.

## Powersolv Certifications:

Powersolv constantly endeavors to provide quality solutions/services to our clients by imbibing best of breed technologies, using our technology partners and integrating quality standards & processes. Our Partner Management team includes a representative from Executive Management, Technology, and Sales. We have alliances with a number of leading technology companies which include the following Certifications:

- Microsoft Gold Partner for Collaboration and Content,
- Microsoft Silver Partner for Application Development,
- Oracle Silver Level Partner,
- CMMI Level 3,
- ISO 27001:2013, and
- ISO 9001:2008.

A recent **D&B Open Ratings** survey of Powersolv clients resulted in an overall rating of **95** which documents and validates Powersolv's commitment to meeting and responding to the needs of our clients.

## 2. Powersolv Relevant Experience

The table below provides Powersolv’s detailed IT staff augmentation experience within the last five (5) years with our clients at the State, County, Local, Quasi and Federal level. We have placed qualified consultants for short and long term positions both on site and off site with the below mentioned clients/entities similar to the position classifications described in the CRFQ.

Clients	Description of Services Provided
<p><b>Amtrak, State of Pennsylvania</b></p>	<p><b>Office 365 Administration Services:</b></p> <p>Powersolv provides Office 365 Administration support to Amtrak. Our services include:</p> <ul style="list-style-type: none"> <li>✓ Administration of Office 365</li> <li>✓ Perform PowerShell Scripting</li> <li>✓ Perform migration of mailboxes from an on-premises environment to the cloud</li> <li>✓ Assist and train the call center team; and in case of any migration and system issues be able to document.</li> <li>✓ Support Tier 2 and 3 for all the collaborations</li> <li>✓ Messaging, emails, links, one drive, SharePoint Office 365</li> </ul> <p><b>Business Analysis Support:</b></p> <ul style="list-style-type: none"> <li>✓ Responsible for leading the collection, analysis, documentation and coordination of a client’s business requirements on multiple projects and programs.</li> <li>✓ Work with multiple business partners within one or more business unit to align technology solutions with business strategies.</li> <li>✓ Assess client needs utilizing a structured requirements process (gathering, analyzing, documenting, and managing changes) to prioritize immediate business needs and recommend options, risks and cost vs. benefits.</li> <li>✓ Conduct feasibility studies and draft proposals for evaluation by appropriate users and managers.</li> <li>✓ Develop and present business cases &amp; Service Level Agreements.</li> <li>✓ Develop, write, and communicate business requirements for the design and implementation of business solutions.</li> <li>✓ Procure technical assistance to help in problem resolution.</li> <li>✓ Review quality of deliverables from other business analysts</li> <li>✓ Review test plans and monitor the testing process to ensure that business results are adequately tested with minimal risk.</li> <li>✓ Assist in the selection of vendors for clients in accordance with IT standards and specifications.</li> <li>✓ Investigate, resolve and escalate problems.</li> <li>✓ Monitor and analyze metrics to ensure customer satisfaction.</li> <li>✓ Promote an understanding of IT roles, processes and activities to the business units.</li> <li>✓ Support and participate in the formal reporting of project status.</li> </ul>

Clients	Description of Services Provided
<p>Washington Metropolitan Area Transit Authority (WMATA)</p>	<p><b>Business Analysis &amp; Process Consulting:</b>  Powersolv provided technical leadership to a WMATA project which involved upgrading and modernizing the hardware and server software platform of a real-time software system that is critical to WMATA's rail operations. Responsibilities included:</p> <ul style="list-style-type: none"> <li>✓ Interfacing with other offices to ensure commitment to support or use the Authority's integrated systems. Consulting with and informing user departments of system requirements, operating difficulties and problem resolutions, and future enhancements and modifications.</li> <li>✓ Participating in problem resolution related to system design and implementation reviews and recommending approval of functional and technical design documents, implementation of systems, and program enhancements and modifications to assigned applications</li> <li>✓ Supervising, planning, implementing, and directing the activities of the IT projects in four key areas of IT systems development: Project Management, Quality Assurance and Quality Control, Risk Management, and Scheduling.</li> <li>✓ Providing detailed System Requirements Specification (SRS) for the Safety Observations application, process flow diagrams for the application, data flow diagram, indicating flow of information &amp; points of integration with the Safety Measurement System, project schedule, project cost estimate &amp; project charter.</li> </ul> <p><b>Networking / Active Directory Support Services:</b>  Powersolv provides Networking Services and Support to WMATA by providing expertise on Active Directory integration. Our services include:</p> <ul style="list-style-type: none"> <li>✓ Ensuring compliance with established Service Level Agreements (SLAs), change management policies and security policy.</li> <li>✓ Assistance with the support and operation of DNS, LDAP, Meta, and Virtual directories.</li> <li>✓ Managing and Monitoring Windows OS servers and Microsoft systems.</li> <li>✓ Designing, configuring and implementing a virtual server environment for enterprise messaging.</li> <li>✓ Managing and troubleshooting Group Policy at all levels (local, OU, site, etc.).</li> <li>✓ Participating in the development, testing &amp; implementation of disaster recovery procedures for critical systems.</li> <li>✓ Assisting with the development and implementation of solutions to aid the continuity of operations.</li> <li>✓ Participating in the identification of vulnerabilities and their mitigation</li> <li>✓ Research, evaluation and recommendation of new technologies.</li> </ul>
<p>Washington Suburban Sanitary Commission (WSSC)</p>	<p><b>Project Management Support Services:</b></p> <ul style="list-style-type: none"> <li>✓ Working with a leading enterprise computing infrastructure projects including many of the following: mainframe, networking, telecommunications, data center, servers, storage, MS Windows, Linux, security, and disaster recovery/high-availability.</li> </ul>

Clients	Description of Services Provided
	<ul style="list-style-type: none"> <li>✓ Assessing project issues and identify solutions to meet productivity, quality, and customer goals.</li> <li>✓ Managing multiple projects from inception through completion ensuring alignment across each project.</li> <li>✓ Guiding projects, project staff, resources, and stakeholders toward achievement of project deliverables.</li> <li>✓ Maintaining strategic view of project dependencies, relationships, and overlap.</li> <li>✓ Leading development of project related documentation (deliverables, work breakdown structure, charter, timelines, critical path, resource plan, etc.), risk evaluation, and budgetary control.</li> </ul> <p><b>Windows Administration:</b></p> <ul style="list-style-type: none"> <li>✓ Experience making SAN and NAS storage and storage connectivity highly-available for hosts.</li> <li>✓ Experience protecting and replicating SAN data, including multi-site replication.</li> <li>✓ Strong documentation skills for developing, creating, and/or recording environment architectures, support strategies, implementation plans, SLA compliance, SOP's, troubleshooting execution, and incident response.</li> <li>✓ Knowledge of the following technologies:</li> <li>✓ Fiber channel and FCoE SAN storage and networking</li> <li>✓ Network Attached Storage (NAS) and CIFS</li> <li>✓ Rack and blade server SAN connectivity</li> <li>✓ Red Hat Enterprise Linux and Windows Server host connectivity</li> <li>✓ VMware vSphere 5.x and other VMware product suite solutions.</li> </ul> <p><b>Linux System Administration Support Services:</b></p> <ul style="list-style-type: none"> <li>✓ Assist with hands-on execution of implementation, migration, maintenance, monitoring, break/fix, and other day-to-day operational tasks.</li> <li>✓ Assist application teams to coordinate and ensure alignment with infrastructure best practices, lifecycle upgrades/replacements, and high-availability.</li> <li>✓ Assist in implementing, administering, and maintaining RedHat Enterprise Linux 5.x and 6.x systems.</li> <li>✓ Patching RHEL systems and provide backup/restore operations for RHEL systems, maintain VMware virtual server environment.</li> <li>✓ Assist in creating, and/or recording environment architectures, support strategies, implementation plans, SLA compliance, SOP's, troubleshooting execution, and incident response.</li> <li>✓ Physical server implementation, maintenance, and administration</li> <li>✓ Citrix XenApp administration, VMware vSphere 5.x administration, SAN and/or NAS administration, Windows Server administration, Microsoft Exchange Server administration</li> </ul>

Clients	Description of Services Provided
Prince George's County, MD	<p><b>Project Management and Administration:</b></p> <ul style="list-style-type: none"> <li>✓ Powersolv worked with senior county executive staff to define and prioritize applications pipeline, selection of COTS products and solutions, budget and strategic plan</li> <li>✓ We provided timely and detailed status reports, timesheets and bills related to this contract</li> <li>✓ We organized and conducted meetings with technology vendors to help the County select the optimum set of operational tools</li> </ul>
Montgomery County, MD	<p><b>Project Management Services:</b></p> <p>Powersolv is providing project management support for the Countywide transition from the Criminal Justice Information System (CJIS) DB2 mainframe to the new Integration Justice Information System (IJIS) mainframe. This is a complex effort across various Departments and our services include:</p> <ul style="list-style-type: none"> <li>✓ Managing the decommissioning of the Criminal Justice Information System (CJIS) DB2 mainframe</li> <li>✓ Overseeing the transition of various department to the Integration Justice Information System (IJIS) mainframe</li> <li>✓ Creation of Functional Requirements Document</li> <li>✓ Communication of technical information to non-technical communities</li> </ul> <p><b>Network Operations Support Services:</b></p> <ul style="list-style-type: none"> <li>✓ Performing a variety of network administration and management functions related to the operation, performance, or availability of network servers including backup/restore operations, startup/shutdown, etc.</li> <li>✓ Establishing new user accounts on the network granting access to required network files and programs</li> <li>✓ Use of MS Windows XP/7, Office and Internet Explorer (IE), Standard Windows desktop applications &amp; directories, sharing, permissions, etc., PC computer hardware/applications and local/network printers, MS Active Directory, Mobile devices (laptop, iPhone/BlackBerry, iPad, Wi Fi, mobile hotspot) and IT help desk support</li> <li>✓ CISCO routing and switching platforms, Enterprise networking, Service Provider networking, Network Management, Network problem resolution, IP based networking</li> <li>✓ Deliverables: Bills of material, project plans, written documentation and network diagrams.</li> </ul> <p><b>Server Management:</b></p> <p>Powersolv is providing expert or senior-level technical staff to install, configure, modify, maintain, support and enhance DPS servers for production, test/development and disaster recovery servers. Responsibilities of the position include, but are not limited to the following:</p> <ul style="list-style-type: none"> <li>✓ Build, install, configure, support, and troubleshoot windows 2003/2008/2012 server systems in a mixed workgroup and active directory environment and assemble hardware.</li> <li>✓ Monitor windows servers' performance and DPS' network infrastructure</li> </ul>

Clients	Description of Services Provided
	<ul style="list-style-type: none"> <li>✓ Perform routine maintenance (e.g., windows OS patches, server hardware replacement, and daily system backup)</li> <li>✓ Create, add, or remove storage to/from Storage Array Network, Network Attached Storage or Direct Attached Storage</li> <li>✓ Enable remote administration, group policies, Windows Remote Management, Windows Firewall, Server Manager Groups, etc.</li> <li>✓ Develop scripts via PowerShell and build security policies and document server security</li> <li>✓ Audit the server, diagnosing security issues, creating audit trails</li> <li>✓ Build, optimize, relocate/migrate Virtual Machines including live migrations; and ensure application availability (e.g., eliminating single points of failure; failover clusters)</li> <li>✓ Use of Dell PowerEdge, Power Vault, ML6010; APC UPS; PDUs; Win2003/8/+, Linux, AIX; Hyper-V; Cluster/hot failover/remote backup; SAN/DAS/iSCSI Array/SSD; Network switches; LTO tape library; and AD/OU.</li> </ul> <p><b>Incident Response Engineer (Security Engineer):</b></p> <ul style="list-style-type: none"> <li>✓ Report directly to the County’s Enterprise Information Security Officer, and receive direction from the Enterprise Information Security Architect.</li> <li>✓ Work with County staff and lead the review of existing information security Incident Response policies, to identify: a) policy(s) to be updated and b) areas where additional policies are warranted.</li> <li>✓ Track, report, and respond to incidents including but not limited to the following categories: <ul style="list-style-type: none"> <li>○ Malware infections, including reinfections</li> <li>○ Lost or stolen devices</li> <li>○ eDiscovery, FOIA, and forensic requests and deliverables</li> <li>○ Ransomware response</li> </ul> </li> <li>✓ Prepare “Weekly Incident Report” compiling findings and recommendations that will include: <ul style="list-style-type: none"> <li>○ Lost Devices</li> <li>○ Malware infections and reinfections</li> <li>○ eDiscovery, FOIA, and forensics status</li> <li>○ Status of any organizations that ban the County for SPAM e-mail or prohibited usage</li> </ul> </li> </ul> <p><b>Linux/Windows Administration:</b></p> <p>Montgomery County DHHS requires contractor assistance with hands-on expertise building; designing and supporting complex IT Infrastructure environments utilizing RedHat Linux, Windows servers, NAS, SAN, and Oracle Databases, all virtualized using VMware ESX/VSphere with built-in fault-tolerance. Services include:</p> <ul style="list-style-type: none"> <li>✓ Administer production RedHat Linux, Windows 2003/2008 servers including Oracle application and SharePoint 2007/2013 servers including Cloud-based systems</li> </ul>

Clients	Description of Services Provided
	<ul style="list-style-type: none"> <li>✓ Build, maintain, and support of all systems; kernel tuning, systems IO adjustments</li> <li>✓ Task automation by writing BASH/Shell scripts &amp; GPOs for OS administration</li> <li>✓ Design new SAN environment and optimize existing NAS clusters</li> </ul> <p><b>Operating System:</b></p> <ul style="list-style-type: none"> <li>✓ Advanced Linux/Unix administration, (BASH/shell scripting/programming, building, add/removing/troubleshooting new/old, updating).</li> <li>✓ Windows 2003, Windows 2008 R2, &amp; Windows 2012 advanced administration (automation, VBS and BASH scripting, building, troubleshooting, print server, updating, WSUS, etc.)</li> <li>✓ Solid understanding of Windows server clustering (NAS servers)</li> </ul> <p><b>Virtualization:</b></p> <ul style="list-style-type: none"> <li>✓ ESX 3.5 and VSphere 4.1 (total systems administration, storage, failover, backup/recovery, networking, data stores, Virtual Center, upgrading from 3.5 to 4.1, performance monitoring, troubleshooting, etc.)</li> <li>✓ Vcenter, M partitions, ports, iSCSI discovery methods, various commands</li> </ul> <p><b>Networking:</b></p> <ul style="list-style-type: none"> <li>✓ CISCO switching &amp; routing; commands and operation</li> <li>✓ TCP/IP stack</li> <li>✓ Subnetting</li> <li>✓ Troubleshooting networking issues, systems &amp; site outages, DNS &amp; DDNS issues, etc.</li> <li>✓ Wireless setup with domain authentication</li> </ul> <p><b>Active Directory:</b></p> <ul style="list-style-type: none"> <li>✓ Advanced Group Policy design and administration</li> <li>✓ OU Design/administration</li> <li>✓ AD Object automation (automating moving AD objects from one OU to another, etc.)</li> <li>✓ Delegation/permissions/access control</li> <li>✓ Exchange integration/permission, etc.</li> </ul> <p><b>Desktop / Mobile:</b></p> <ul style="list-style-type: none"> <li>✓ Troubleshooting and resolving Tier 3 desktop issues; Windows 7/XP/mobile devices</li> <li>✓ Apple IOS and various Android mobile issues troubleshooting</li> <li>✓ Multiple remote connectivity methods including built-in Windows tools and COTS</li> </ul>

Clients	Description of Services Provided
	<p><b>Enterprise Resource Planning Oracle Application R 12 Training Support:</b>  In addition to Techno - Functional support for Oracle Application, Powersolv through its team of highly qualified and experienced Trainers is assisting the County in:</p> <p><u>Oracle EBS HCM</u></p> <ul style="list-style-type: none"> <li>✓ Delivering Oracle EBS HCM training courses, in particular iRecruitment, Performance Management/OAB, Compensation WorkBench, Manager Self Service, and General HR, Payroll, Labor Distribution and PeopleSoft Pension Administration</li> <li>✓ Delivering custom, on-site courses to different levels of County employees at different County sites. Collaborating with functional subject matter experts, and UPK developers in the design and review course materials and recommend updates in preparation for training delivery.</li> <li>✓ Populating the Oracle Training Instance in preparation for class.</li> <li>✓ Building class exercises based on training data and course material.</li> <li>✓ Setting up training facilities in preparation for class.</li> </ul> <p><u>Oracle EBS Financials</u></p> <ul style="list-style-type: none"> <li>✓ Delivered Oracle EBS Financials training courses, in particular: General Ledger including Web ADI and FSG, Accounts Payable, Accounts Receivable, Projects and Grants, purchasing including iProcurement. Delivered custom, on-site courses to different levels of County employees.</li> <li>✓ Reviewed course materials and recommending updates in preparation for training delivery.</li> <li>✓ Populated the Oracle Training Instance in preparation for classes.</li> <li>✓ Prepared class exercises based on training data and course material.</li> </ul> <p><b>Training Support for the Implementation of the Kronos Workforce Timekeeper:</b>  Powersolv has supported Montgomery County in implementing and rollout process of Kronos Workforce Timekeeper. The Adult Classroom Trainer has worked closely with the project team and department subject matter experts under the direction of the functional project manager. The personnel has provided training and functional helpdesk support services to Mctime end users. Powersolv KRA include:</p> <ul style="list-style-type: none"> <li>✓ Under the direction of the Functional Project Manager designed/developed training manuals including, but not limited to Instructor Led Training Manuals, Job Aids, Online Frequently Asked Questions, and presentations. Facilitated classroom training, departmental briefings, online training, and refresher training. Assisted with the implementation of department specific timekeeping related processes and procedures used in conjunction with the Mctime application.</li> <li>✓ Participated in the process of reporting inadequacies and problems (“bugs”) (both functional and technical) within the Mctime (Kronos</li> </ul>

Clients	Description of Services Provided
	Workforce Timekeeper V5.2) application to the functional and technical project managers for submission to the software vendor (Kronos).
Arlington County, VA	<p><b>Project Management Support:</b></p> <ul style="list-style-type: none"> <li>✓ Planning, organizing, directing and managing team efforts to deliver projects on schedule &amp; within budget</li> <li>✓ Acting as primary point of contact for DTS to ensure that required information is collected, synthesized and provided to project teams in a timely fashion</li> <li>✓ Requirement gathering, documenting and validating system requirements, application dependencies, and associated risks</li> <li>✓ Running complex software implementation projects from design and development to implementation</li> <li>✓ Developing RFPs and Requests for Information (RFIs) for external services as necessary</li> <li>✓ Developing work-breakdown-structure &amp; formal implementation plans</li> </ul>
Department of Transportation (DOT)	<p><b>Project Management Services:</b></p> <ul style="list-style-type: none"> <li>✓ Project Management of individual tasks &amp; internal Quality Management</li> <li>✓ Cost controls; financial tracking; schedule and status of planned activities</li> <li>✓ Managing the recommended frequency of indefinite tasks identified to optimize FMCSA's annual accomplishment of objectives.</li> <li>✓ Providing Transition plan covering system architecture explanations, programming languages and protocols, data exchange and communication protocols, an inventory of hardware and software (including physical locations).</li> </ul> <p><b>ACRS Operation &amp; Maintenance:</b></p> <ul style="list-style-type: none"> <li>✓ Maintained and operated the system according to the current Automated Compliance Review System Specifications</li> <li>✓ Gap Analysis, research on available alternatives and suggestions for modifications, to improve system functionality, performance, security and availability.</li> <li>✓ Data Cleansing &amp; Data Management</li> <li>✓ System Administration, applying security patches &amp; security management</li> </ul>
Environmental Protection Agency (EPA)	<p><b>LAN Support &amp; Maintenance:</b></p> <p>We are supporting and maintaining the databases and applications in a self contained and isolated CBI LAN. The LAN is running Windows XP desktop and MS Active Directory. We are currently providing the following support:</p> <ul style="list-style-type: none"> <li>✓ Installation and configuration of hardware and software packages.</li> <li>✓ Monitoring and correcting issues on the LAN environment and its components to ensure business continuity, including all network components (printers, routers, hubs, servers and RAID storage devices).</li> <li>✓ End user support with applications and general CBI LAN issues.</li> </ul>

Clients	Description of Services Provided
	<p><b>Business/ System Analysis Support:</b>  Upon assuming responsibility for the EPA-OAR/CISD/FUELS project, the Powersolv team recognized the need to analyze and understand the evolving and rigorous FUELS Information Technology requirements. These evolving and rigorous requirements included the change in the underlying FUELS systems framework from ORACLE Forms to APEX and the need for the development and implementation of structured testing. Our consultants were responsible for:</p> <ul style="list-style-type: none"> <li>✓ Performed requirements gathering and requirement analysis</li> <li>✓ Analyzed and validated product requirements based on input gathered</li> <li>✓ Assessed business drivers and IT capability gap analysis</li> <li>✓ Analyzed the implementation issues for the Apex based application with Oracle database</li> <li>✓ Understanding of current system and prepared program work flows and application work flows related documents</li> </ul>

*Table 7: Powersolv’s Relevant IT Staff Augmentation Experience*

### 3. Powersolv References

Please find below Powersolv’s references in the last three (3) years for our clients/entities where we have been providing IT Staff Augmentation services. The tables include complete Contract Details, Point of Contact (POC) information and relevant Position Classifications.

#### 3.1 Montgomery County, MD

Montgomery County, MD	
<b>Contract Number:</b>	7341000118-DJ
<b>Type:</b>	Time & Materials (T&M)
<b>Nature of Contract:</b>	Project Management Services, Network Operations, IT Operations, and Computer Resources Support Services and Training Support for the Implementation of the Kronos Workforce Timekeeper
<b>Name of Contracting Agency:</b>	Department of Technology Services, Montgomery County, MD
<b>Period of Performance:</b>	Jun. 2009 - Present
<b>Point of Contact (POC):</b>	<u>Name:</u> Mr. Thomas E. Laycock <u>Designation:</u> Deputy Chief of Customer Service Support <u>Email Id:</u> <a href="mailto:thomas.laycock@montgomerycountymd.gov">thomas.laycock@montgomerycountymd.gov</a> <u>Phone:</u> 240-777-6365
<b>Point of Contact (POC):</b>	<u>Name:</u> Mr. John Castner <u>Designation:</u> Project Manager, Network Services Manager <u>Email Id:</u> <a href="mailto:John.Castner@montgomerycountymd.gov">John.Castner@montgomerycountymd.gov</a> <u>Phone:</u> 240-777-2964
<b>Position Classifications Provided:</b>	<ul style="list-style-type: none"> <li>• IT Project Manager</li> <li>• Senior Enterprise Systems Administrator</li> <li>• Network Security Engineer</li> <li>• Network Administrator</li> <li>• Senior Systems Engineer</li> <li>• Server Engineer</li> <li>• Senior Trainer</li> </ul>

### 3.2 Arlington County, VA

Arlington County, VA	
<b>Contract Number:</b>	407-10
<b>Type:</b>	Time & Materials (T&M)
<b>Nature of Contract:</b>	Project Management Support, Business Analysis Support and Network Support Services.
<b>Name of Contracting Agency:</b>	Department of Technology Services, Arlington County, VA
<b>Period of Performance:</b>	Sep. 2010 - Present
<b>Point of Contact (POC):</b>	<u>Name:</u> Mr. Kevin Dolan <u>Designation:</u> Director - Enterprise Computing & Infrastructure Services <u>Email Id:</u> <a href="mailto:kdolan@arlingtonva.us">kdolan@arlingtonva.us</a> <u>Phone:</u> 703-228-0799
<b>Point of Contact (POC):</b>	<u>Name:</u> Mr. Rick Johnson <u>Designation:</u> Desktop Operations Manager <u>Email Id:</u> <a href="mailto:RCjohnson@arlingtonva.us">RCjohnson@arlingtonva.us</a> <u>Phone:</u> 703-228-3583
<b>Position Classifications Provided:</b>	<ul style="list-style-type: none"> <li>• IT Project Manager</li> <li>• Server Administrator</li> <li>• Network Analyst</li> </ul>

### 3.3 Washington Suburban Sanitary Commission (WSSC)

Washington Suburban Sanitary Commission (WSSC)	
<b>Contract Number:</b>	Temporary Information Technology Support – # 1052 Temporary Information Technology (IT) Technical Support and Services – # 1067
<b>Type:</b>	Time & Materials (T&M)
<b>Nature of Contract:</b>	Project Management Services and Windows System Administration Services
<b>Name of Contracting Agency:</b>	Washington Suburban Sanitary Commission (WSSC)
<b>Period of Performance:</b>	Feb. 2013 – Present
<b>Point of Contact (POC):</b>	<u>Name:</u> Mr. Ali Arshed <u>Designation:</u> Datacenter Manager <u>Email Id:</u> <a href="mailto:ali.arshed@wsscwater.com">ali.arshed@wsscwater.com</a> <u>Phone:</u> 301-206-8338
<b>Position Classifications Provided:</b>	<ul style="list-style-type: none"> <li>• IT Project Manager</li> <li>• Senior Storage Engineer</li> <li>• Linux Administrator</li> </ul>

### 3.4 Washington Metropolitan Area Transit Authority (WMATA)

Washington Metropolitan Area Transit Authority (WMATA)	
Contract Number:	IDIQ-CQ-10015-HT
Type:	Time & Materials (T&M)
Nature of Contract:	Business Analysis, Network and Active Directory Support Services
Name of Contracting Agency:	Washington Metropolitan Area Transit Authority (WMATA)
Period of Performance:	Jan. 2012 – Present
Point of Contact (POC):	<p><u>Name:</u> Mr. Albert F. Fehrens  <u>Designation:</u> Deputy Chief of Operations &amp; Maintenance  <u>Email Id:</u> <a href="mailto:afehrens@wmata.com">afehrens@wmata.com</a>  <u>Phone:</u> 202-962-5559</p>
Point of Contact (POC):	<p><u>Name:</u> Mr. Zafar Chaudhary  <u>Designation:</u> Deputy Chief, Data Center and Infrastructure  <u>Email Id:</u> <a href="mailto:ZChaudhry@wmata.com">ZChaudhry@wmata.com</a>  <u>Phone:</u> 202-962-2484</p>
Position Classifications Provided:	<ul style="list-style-type: none"> <li>• Senior Business Analyst</li> <li>• Active Directory Engineer</li> </ul>

### 3.5 Amtrak

Amtrak	
Contract Number:	RFP No.: Doc649021
Type:	Time & Materials (T&M)
Nature of Contract:	Office 365 and Business Analyst Support Services
Name of Contracting Agency:	Amtrak - National Railroad Passenger Corporation
Period of Performance:	Dec. 2015 – Present
Point of Contact (POC):	<p><b>Business Analysis:</b>  <u>Name:</u> Mr. Richard Babiarz  <u>Designation:</u> Director – Performance Measurements Operations  <u>Email Id:</u> <a href="mailto:babiar@amtrak.com">babiar@amtrak.com</a>  <u>Phone:</u> 202-906-2441</p>
Point of Contact (POC):	<p><b>Office 365 Administration:</b>  <u>Name:</u> Mr. Bill Malone  <u>Designation:</u> Senior Manager - Messaging  <u>Email Id:</u> <a href="mailto:maloneb@amtrak.com">maloneb@amtrak.com</a>  <u>Phone:</u> 215-349-4762</p>
Position Classifications Provided:	<ul style="list-style-type: none"> <li>• Office 365 Administrator</li> <li>• Lead Business Analyst</li> </ul>

### 3.6 Environmental Protection Agency (EPA)

Environmental Protection Agency (EPA)	
Contract Number:	PR-HQ-09-10388 / EP-W-09-022
Type:	Time & Materials (T&M)
Nature of Contract:	Business Analysis, Reporting, and Database - Development, Support & Maintenance
Name of Contracting Agency:	Environmental Protection Agency (EPA)
Period of Performance:	Jul. 2009 – Jan. 2012 (Prime) Feb. 2012 – Present [Subcontract through CSRA (CSC Government Solutions LLC + SRA International)]
Point of Contact (POC):	<p><u>Name:</u> Mr. Pascal Dedjinou  <u>Designation:</u> Information Technology Manager  <u>Email Id:</u> <a href="mailto:Dedjinou.Pascal@epamail.epa.gov">Dedjinou.Pascal@epamail.epa.gov</a>  <u>Phone:</u> 202-343-9322</p>
Position Classifications Provided:	<ul style="list-style-type: none"> <li>• Business Analyst</li> <li>• Network Engineer</li> </ul>

### 3.7 Federal Motor Carrier Safety Administration (FMCSA), DOT

Federal Motor Carrier Safety Administration (FMCSA), DOT	
Contract Number:	DTMC75-12-F-00023 (GSA Schedule 70 Contract #GS06F0785Z)
Type:	Firm Fixed Price (FFP)
Nature of Contract:	Program Management, Database Operations & Maintenance, Algorithm Development Support Services
Name of Contracting Agency:	Federal Motor Carrier Safety Administration (FMCSA), DOT
Period of Performance:	Sep. 2012 - Present
Point of Contact (POC):	<p><u>Name:</u> Mr. Michael W. Gordon  <u>Designation:</u> Team Leader  <u>Email Id:</u> <a href="mailto:michael.gordon2@dot.gov">michael.gordon2@dot.gov</a>  <u>Phone:</u> 304-549-2651</p>
Position Classifications Provided:	<ul style="list-style-type: none"> <li>• Project Manager</li> <li>• Infrastructure Architect</li> <li>• Systems Administrator</li> </ul>

## 4. Required Attachments

### 4.1 Addendum

**ADDENDUM ACKNOWLEDGEMENT FORM**  
**SOLICITATION NO.: ISC1700000010**

**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:**

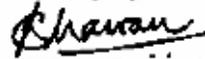
(Check the box next to each addendum received)

- |  |  |
|--|--|
| <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 type="checkbox"/> Addendum No. 3            | <input type="checkbox"/> Addendum No. 8  |
| <input 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.

\_\_\_\_\_  
Powersolv Inc.

Company



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

\_\_\_\_\_  
December 08, 2016

Date

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

## 4.2 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.

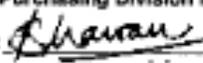
1. **Application is made for 2.5% vendor preference for the reason checked:**  
 Bidder is an individual resident vendor and has resided continuously in West Virginia for four (4) years immediately preceding the date of this certification; or,  
 Bidder is a partnership, association or corporation resident 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: Powersolv Inc.

Signed: 

Date: December 08, 2016

Title: President & CEO

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.

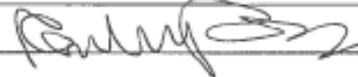
"Employer default" means having an outstanding balance or liability to the old fund or to the uninsured employers' fund or being in policy default, as defined in W. Va. Code § 23-2c-2, failure to maintain mandatory workers' compensation coverage, or failure to fully meet its obligations as a workers' 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: Powersolv Inc.

Authorized Signature:  Date: December 08, 2016

State of Virginia

County of Fairfax, to-wit:

Taken, subscribed, and sworn to before me this 01 day of December, 2016.

My Commission expires July 31, 2020.

**AFFIX SEAL HERE**

**NOTARY PUBLIC** 

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

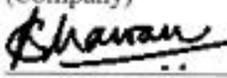
Sandra P Garcia  
NOTARY PUBLIC  
Commonwealth of Virginia  
My Commission Expires 7/31/2020

#### 4.4 Contract Administrator Information

**DESIGNATED CONTACT:** Vendor appoints the individual identified in this Section as the Contract Administrator and the initial point of contact for matters relating to this Contract.

Rahul Dhawan, President & CEO  
(Name, Title)  
Rahul Dhawan, President & CEO  
(Printed Name and Title)  
1801 Robert Fulton Drive, Suite 550, Reston, VA 20191  
(Address)  
703-230-5500 Ext. 17 / 703-230-5501  
(Phone Number) / (Fax Number)  
rahul@powersolv.com  
(email address)

**CERTIFICATION AND SIGNATURE:** 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.

Powersolv Inc.  
(Company)  
 Rahul Dhawan, President & CEO  
(Authorized Signature) (Representative Name, Title)

Rahul Dhawan, President & CEO  
(Printed Name and Title of Authorized Representative)

December 08, 2016  
(Date)

703-230-5500 / 703-230-5501  
(Phone Number) (Fax Number)

**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:** Simmy Goswami  
**Telephone Number:** 703-230-5500 Ext. 19  
**Fax Number:** 703-230-5501  
**Email Address:** simmy@powersolv.com

#### 4.6 Exhibit A – Pricing Page

The table below provides the Unit Price/Hourly Rates for all ten (10) position classifications.

Technical Staffing Service Title	Quantity/Estimated Hours	Unit of Measure	Unit Price/Hourly Rate
IT Project Coordinator/Business Analyst	2000	Hour	\$73.76
IT Project Manager	2000	Hour	\$91.47
Senior IT Project Manager	2000	Hour	\$108.88
Microsoft Office Specialist Trainer	2000	Hour	\$85.89
Cyber Security Auditor	2000	Hour	\$119.89
Next Generation Firewall Administrator	2000	Hour	\$85.06
Network Engineer	2000	Hour	80.68
VoIP Engineer	2000	Hour	\$76.30
Windows Server System Administrator	2000	Hour	\$78.70
RedHat Linux Server System Administrator	2000	Hour	\$80.47

\*\*\* All quantities/estimated hours are estimates and do not obligate the State of West Virginia or WVOT to this amount. Per 5.2 of the Specifications, vendors should clearly note "no bid" or "N/A" on their bid for any items for which they will not be bidding.