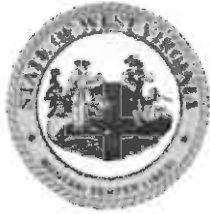


Response To
CRFQ No: DEP1700000001
Due Date: Aug 30, 2016
@ 1:30 PM (EST)



State of West Virginia

Senior SAP BW Consultant – Cost Proposal



08/30/16 09:32:14
WV Purchasing Division

Prepared by



2948 Artesian Road, Suite 108, Naperville, IL 60564
Phone: (630) 428 – 9700 | Fax: (630) 428 – 3650
Website: www.itresonance.com | Email: info@itresonance.com

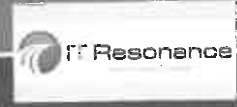


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1. EXHIBIT A – PRICING PAGE

We are pleased to provide two of our candidates for this opportunity. While Ajay Reddy has 8+ years of experience, Rakesh has 11 years' experience working on SAP BW platform.

EXHIBIT "A" - PRICING PAGE

Item	Specification	Description	Unit of Measure	Unit Cost	Qty.	Extended Cost
1	4.1	Senior SAP Business Warehouse Consultant (Ajay Reddy) 8 Years' experience	Hour	\$75.00	2080	\$1,56,000.00
TOTAL BID AMOUNT						\$1,56,000.00

(Or)

Item	Specification	Description	Unit of Measure	Unit Cost	Qty.	Extended Cost
2	4.1	Senior SAP Business Warehouse Consultant (Rakesh Konduru) 11 Year's experience	Hour	\$90.00	2080	\$1,87,200.00
TOTAL BID AMOUNT						\$1,87,200.00

***Contract is based on an hourly rate for a period of twelve months.

Please feel free to reach us for any additional information or support. Looking forward to working with you.

For IT Resonance Inc

[Signature]
Authorized Signatory
8/27/2016

Response To
CRFQ No: DEP1700000001
Due Date: Aug 30, 2016
@ 1:30 PM (EST)



State of West Virginia

Senior SAP BW Consultant – Technical Proposal



Prepared by



2948 Artesian Road, Suite 108, Naperville, IL 60564
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Website: www.itresonance.com | Email: info@itresonance.com



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1. COVER LETTER



2948 Artesian Rd., Suite 108, Naperville, IL 60564
Phone: (630) 428 – 9700 | Fax: (630) 428 – 3650
Website: www.itresonance.com

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

Kind Attention: Jessica S. Chambers, Senior Buyer

Subject:

1. Response to Centralized Request for Quotation (CRFQ) No. DEP1700000001 for Senior SAP Business Warehouse Consultant
2. Addendum 1 released on 08/15/2016

Dear Madam,

IT Resonance Inc clearly understood through this CRFQ that State of West Virginia is seeking responses to this solicitation (proposals/offers/bids) from qualified individuals or firms (Respondents) to provide the consultant for the services of a Senior SAP (Systems Applications Products) Business Warehouse.

IT Resonance Inc has received the documentation as it pertains to CRFQ# DEP1700000001 for Senior SAP BW Consultant and fully complies with the details disclosed in the Request for Quotation addenda set forth by State of West Virginia.

IT Resonance Inc agrees to all and any statements forthcoming (with due cause and within the boundaries set forth in this agreement), rules and regulations as determined by State of West Virginia.

With this said on the date of this notice IT Resonance claims as a **Minority Owned Business registered with The City of Chicago.**

The Corporate official who is authorized to negotiate the contracts on behalf of IT Resonance Inc with State of West Virginia is Mr. Prasanna Chandran and should be contacted for clarification on any part of this quotation.

- Name : Mr. Prasanna Chandran – Director, SAP Support Services
- Address : 2948 Artesian Road, Suite 108, Naperville, IL 60564
- Phone No : (630) 219 - 0484
- Fax No : (630) 428 - 3650
- E-mail id : prasanna@itresonance.com

We look forward to work with you in this program.

Sincerely,

Rupashree Mohamed
President





2. EXECUTIVE SUMMARY

IT Resonance Inc. is a **100% US owned small business (Certified MBE with the City of Chicago)** based in **Naperville, Illinois**. IT Resonance is trusted by many reputed organizations nationwide to provide SAP Implementation, Upgrades, Migration and consulting services. **IT Resonance (henceforth referred as ITR) was formed in 2004** with a clear focus on SAP implementation and SAP Consulting. Our aim at that time and till date is to build a business known for quality implementation advice and guidance at an affordable price.



With our excellent SAP Consultants and a winning culture, IT Resonance Inc. today is firmly established as one of leading SAP consulting firms. With a total headcount of around 63+ and easy access to a global resource pool, IT Resonance Inc. offers an extensive range of SAP services to US businesses.

IT Resonance’s SAP offerings are:

- SAP Implementation Services
- SAP Upgrade / Migration Services
- SAP Post Production Support Services
- SAP Managed Services
- SAP Development Services / Offshore BASIS

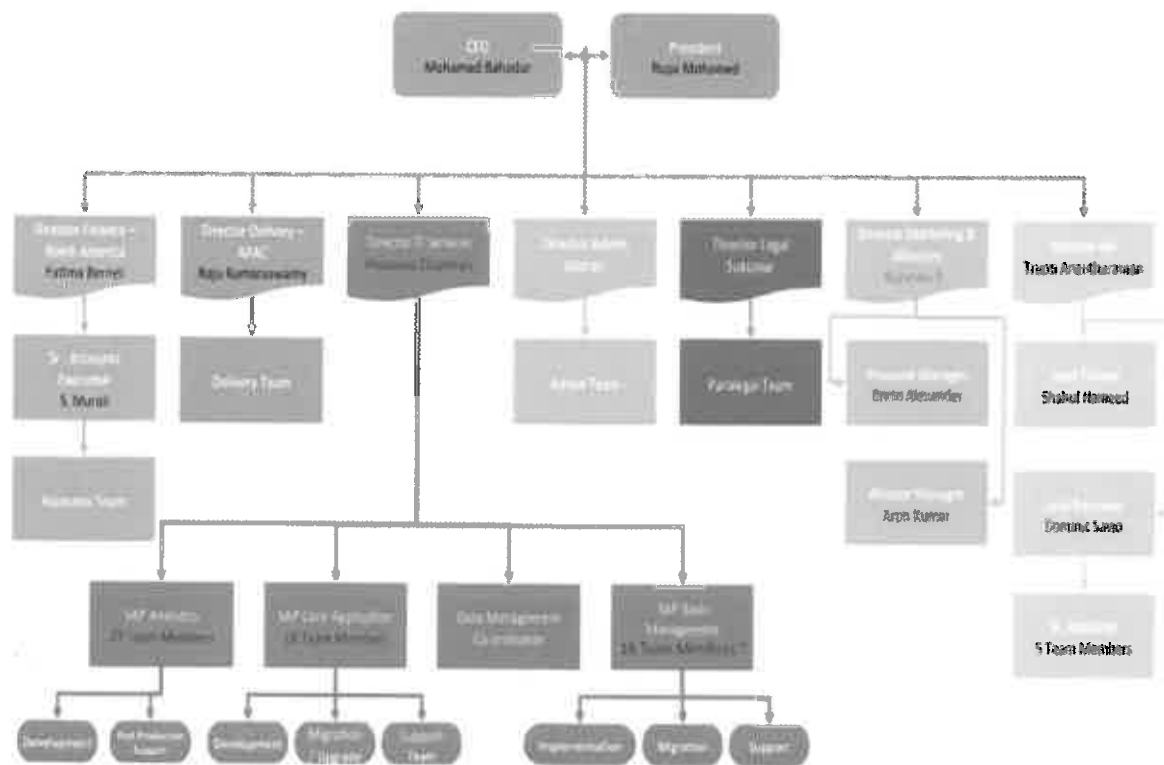
IT Resonance is Authorized Partners to





<p>IT Resonance Inc has deep experience in SAP Consulting practice and has worked with 85+ clients globally</p>	<p>Strong domain expertise in the last 10 years</p>	<p>Total lifecycle experience for SAP clients</p>
<p>Our SAP Consultants expertise, Agility, Flexibility to work with clients</p>	<p>Holistic Process driven approach in Consultant hiring</p>	<p>Unique engineering workforce: highly skilled, experienced and well educated</p>
<p>Low attrition rate which allows effective expertise build-up, accumulation and retention</p>	<p>Existing process frameworks of Utilities to jump start customers</p>	<p>Managing Centers of Excellence (CoE's) for SAP customers</p>

Organizational Chart





3. COMPANY OVERVIEW

IT Resonance Inc. is a leading SAP Solutions & Managed Services provider in Midwest region (USA) with expertise in SAP. With our SAP solutions our clients achieve best in class business performance and realize greater return from their IT investments.

Our goal is to provide timely, accurate, efficient technological solutions that enhance our client's value. We have an experienced team of senior SAP consultants and other IT associates to offer excellent SAP support and services that range from business process consulting, HR Staffing, software development to design, develop, implement and post production support.

3.1. Our SAP Consulting Capabilities

ITR was established in 2004, with the sole objective of providing high quality services in recruitment and human resource management. Since then, ITR has grown organically into a specialist provider of permanent, contract, temporary and outsourced recruitment solutions. With over a decade of experience, we operate across the small and large firms. Our aim is to give employer's quality staffing and individual candidate's greater opportunities to succeed in their careers through a broad range of contacts and value-added expertise.

Our Recruitment Services include, Executive Search, Permanent and Temporary Staffing, Master – Vendor Services, Recruiter on Demand etc., We have succeeded in transforming a conventional business concept into one that embraces technology, without sacrificing that all-important personal touch. ITR is specialised as an exclusive provider of ERP consulting services. We focus in the area of SAP technologies for enterprise systems design, implementation, documentation, training and maintenance. The key to our success is our commitment to developing long-term relationships with our clients and employees. At ITR we pride ourselves on our ability to provide the brightest IT talent available in the industry.

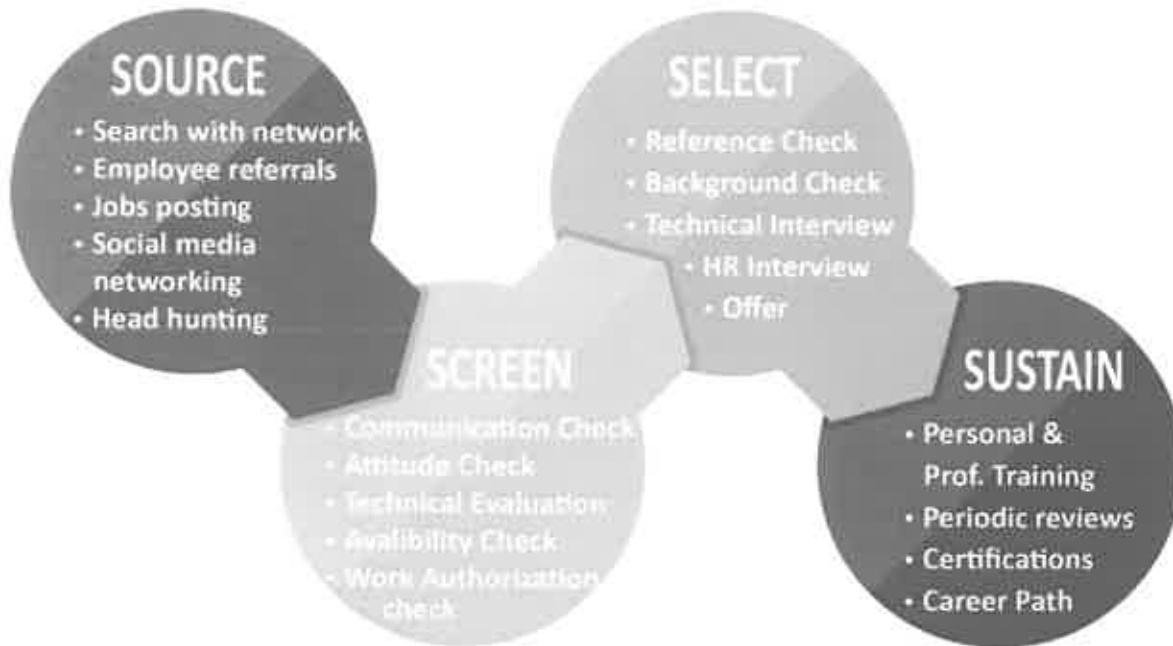
Our Employees: At ITR we maintain a staff of full time employees, part time employees, and contract workers in regions throughout North America. We look and hire professionals dedicated to expert customer service and high-quality work. All candidates are evaluated on their technical, verbal and written communication skills before they can be considered for our team. We also conduct a thorough background check on all our future employees.

3.2. Recruitment Process

Our Hiring Process: When a specific position needs to be filled internally or for our clients, we will broadcast within our network and look for candidates with whom we have worked in the past and have relationship. If we have not found anyone in that basket then we look for candidate from open market or vendors. The process is explained here:

Candidate applies by visiting our Careers Website or job posting in portals for suitable positions.

Initial Screening: Once candidate applies for a position online, his / her information will be reviewed by the IT Resonance recruiting team member and we will compare his/ her skills and experience with the requirements of the position. If there is a match, HR team shall contact the candidate for further consideration.



Interview Process: The interview process may vary based on the position they apply to. The HR team will discuss the interview timeline with candidate in greater detail to provide the candidate with a realistic expectation for filling the open position. Generally, the interview process will begin via a phone screen with a member of our HR Team. Subsequent interviews will be in person and may consist of a series of interviews with different members of the HR Team. The majority of the time will be spent discussing candidate's background, skills, and significant accomplishments.

Pre-Employment Assessments: Our assessments may vary based on the position the candidate applies for. The assessments will be conducted mostly online. The assessments will assist us to know his technical acumen and also his written communication skills. As a practice, we will not use them to discriminate based on race, color, sex, national origin, religion, disability, or age.

Offer of Employment: Based on the results of the interviews, an offer of employment may be extended. At this point we will discuss the specific details of the offer.

Background Check: After an offer has been accepted, ITR (IT Resonance Inc) will complete a background check. This will consist of criminal history, education reference, and employment references. Candidate's offer of employment will be contingent upon a favorable background check.

Drug Test: Before candidate's scheduled start date, ITR will ask the candidate to submit to a pre-employment drug screen. Candidate's offer of employment will be contingent upon a negative drug screen.

First Day of Work: If the candidate is hired for internal position, his reporting project manager or a member of Human Resources will be in contact with candidate to discuss his/ her first day of work with ITR.



Training Methodology: AT ITR, we adopt both “Train the Trainer approach” as well as “Focused Training Approach”. We strike perfect balance between theoretical and practical sessions. We also provide candidates with SAP course material developed by ITR’s technical team. Our training team consists of a pool of SAP Consultants and SAP Trainers having an average experience of 15+ years in their respective core competency areas. We focus on the below areas for SAP Trainings:

- Define needs and schedules as per Client.
- Implement training plans
- Quick customized training modules
- Maximize training budgets, ensure the highest quality

Our Retention Process: At ITR our passion for people extends to our staff as well. We treat each permanent employee as a partner, because it reminds us that we are all part of a team, wanting to achieve common objectives. Most of our management team has been working with us for many years now.

- Ms. Rupashree has 18+ years of experience and is the President of the company.
- Mr. Mohamed has 23+ years of experience and is CEO of the company.
- Ms. Trupti has 15+ years of experience and has been with ITR since 2008
- Mr. Raju has 16+ years of experience and has been with ITR group since 2010 as Director India ops.
- Ms. Fatima Bernet has 16 years of experience and has been with ITR since 2009

Our consultants are associated with us for many years now and continue to stay with us, as our retention policies are good. We adopt these practices:

- Promote a workplace where our consultants feel respected and valued, where their ideas and efforts are noticed and considered important
- Promote and celebrate talent, get employees involved
- Provide enhanced opportunities for career growth, vacations and working from home
- Recognize the value that the individual brings to the shared success
- Have regular team lunches and make them feel as a family.
- Organize team-building activities involving other team members as well.

Employee Benefits: we allow employees to make choices about the types of employee benefits and by providing lots of information. All employees receive 2 weeks of paid leave / vacation during their tenure of service. We list annual holidays and optional holidays at the start of the year so that employees can plan their leave well ahead of time. We cover comprehensive medical, also offer dental and vision care for all our employees. We aim to add value to the lives of each individual and seek to find an opportunity to improve our clients’ and candidates’ capacity, be it at work, at home or at leisure.

We hire the right people and increase first time hiring success rate. We retain key employees to reduce rehiring and training cost. We increase productivity with proper workflow, improved operating procedures, and systematic training. We improve net profit by reducing the running cost in hiring, training and manpower inefficiency. We create a high performance work place to continue improving business efficiency and effectiveness.



MISCELLANEOUS:

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: Telephone Number: Fax Number: Email Address:

Contract Manager:	Mr. Prasanna Chandran – Director, SAP Support Services
Telephone Number:	(630) 219 - 0484
Fax Number:	(630) 428 - 3650
Email Address:	prasanna@itresonance.com



4. MBE CERTIFICATE

IT Resonance currently holds the Minority Business Enterprise certificate of the City of Chicago. Please see the below attached certificate.

4/19/2016

City of Chicago - Certification and Compliance System

Vendor Information

CLOSE WINDOW X

HELP

Vendor Information

Business Name IT Resonance Inc
Owner Rupashree Mohamed
Address 2948 Artesian Rd, Ste 108
 Naperville, IL 60564
 > [Map This Address](#)
Phone 630-428-9700 Ext. 3
Fax 630-428-3650
Email bernat@itresonance.com

Certification Information

Certifying Agency City of Chicago
Certification Type MBE - Minority Business Enterprise
Certification Date 6/11/2015
Renewal/Anniversary Date 6/11/2016
Expiration Date 6/11/2020
Certified Business Description NAICS 541511 Applications software programming services, custom computer
 NAICS 541511 Computer program or software development, custom
 NAICS 541511 Computer programming services, custom
 NAICS 541511 Computer software analysis and design services, custom
 NAICS 541511 Computer software programming services, custom
 NAICS 541511 Computer software support services, custom
 NAICS 541511 Programming services, custom computer
 NAICS 541511 Software analysis and design services, custom computer
 NAICS 541511 Software programming services, custom computer
 NAICS 541512 Computer software consulting services or consultants
 NAICS 541512 Computer systems integration analysis and design services
 NAICS 541512 Computer systems integration design consulting services
 NAICS 541512 Computer systems integrator services

Commodity Codes

Code	Description
NAICS 541511	Applications software programming services, custom computer
NAICS 541511	Computer program or software development, custom
NAICS 541511	Computer programming services, custom
NAICS 541511	Computer software analysis and design services, custom
NAICS 541511	Computer software programming services, custom
NAICS 541511	Computer software support services, custom
NAICS 541511	Programming services, custom computer
NAICS 541511	Software analysis and design services, custom computer
NAICS 541511	Software programming services, custom computer
NAICS 541512	Computer software consulting services or consultants

<https://chicago.mwdbe.com/FrontEnd/VendorSearch/PublicDetails.aspx?ID=689&TN=chicago&CID=E755D92EEEA37F90C7AC27E00C367C630E5D38DD...> 1/2



4/19/2016

City of Chicago - Certification and Compliance System

- NAICS 541512 Computer systems integration analysis and design services
- NAICS 541512 Computer systems integration design consulting services
- NAICS 541512 Computer systems integrator services

Customer Support

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[View All Pages](#)



5. CLIENT REFERENCES

REFERENCE 1: UNILIFE INC.

Reference's Name and Title	Eric Shapiro - Sr. Director - SAP
Email Address	Eric.Shapiro@unilife.com
Telephone Number	(717) 384 - 3400
Effective Dates	July 2015 - Ongoing
Annual Contract Amount	500,000+ USD (ongoing active support)
Address	150 South Warner Road, Suite 150, King of Prussia, PA 19406 USA

Brief Description of the Work Performed:

- We are currently managing their complete SAP landscape.
- We provide onsite and offshore services to Unilife.
- We currently manage their entire SAP Application Managed Support services including SD, FI, CO, MM, PP, QM, WM, HCM, ABAP and BASIS

REFERENCE 2: SHURE ELECTRONICS

Reference's Name and Title	Joni Coble – SAP BASIS Manager
Email Address	coble_joni@shure.com
Telephone Number	(847) 600 - 2000
Effective Dates	May 2015 – June 2015 for BASIS Multi - year
Annual Contract Amount	650000+ USD
Address	5800 West Touhy Avenue Niles, IL 60714-4648 United States

Brief Description of the Work Performed:

- Provide RHEL kernel configuration parameters and file system layouts specific to the SAP implementation (i.e., OS Specification Build Sheet)
- Provide technical test plans
- Prepare Execution Plan for each of the systems to be migrated
- Oracle Database Upgrade
- Migration of SAP systems from HP-UX to Linux
- Post Migration Support for the systems migrated
- Support Testing (Regression and User Acceptance Testing) activities from SAP SCM front.



REFERENCE 3: TREEHOUSE FOODS

Reference's Name and Title	Mark S. Lisinski – CIO
Email Address	Mark_Lisinski@TreeHouseFoods.com , Mark_Lisinski@BayValleyFoods.com
Telephone Number	(708) 483-1300 / (708) 409-5350 Office
Effective Dates	Multi-year
Annual Contract Amount	750,000+ USD
Address	2021 Spring Rd #600, Oak Brook, IL DuPage

Brief Description of the Work Performed:

- **SAP Functional and Technical support –** ABAP, BASIS, SCM (APO), SD, FICO and other standard SAP Modules.

REFERENCE 4: TIVO INC.

Reference's Name and Title	George Peter - Manager – SAP
Email Address	gpeter@tivo.com
Telephone Number	(408) 250 - 5115
Effective Dates	Multi-year
Annual Contract Amount	1,000,000+ USD
Address	2160 Gold Street, San Jose, CA 95002

Brief Description of the Work Performed:

- **SAP Technical support – ABAP in multiple modules and BASIS.**
- ITR consultants worked to troubleshoot/analyze and resolve technical problems, installing support packs, performing backups/recovery, system refreshes, administering databases and Portal/Java systems, monitoring and ensuring performance of SAP systems, installation and administration of SAP R/3, BW, and Solution Manager, installation of SAP notes and upgrade packages. Work on activities involved in Plan areas (Sizing, Scoping, Client/Landscape Strategy, High - Availability/Disaster Recovery Strategy, etc.)



5.1. Client Reference Letter

GROM

1000 East 12th Street
Naperville, IL 60563
www.itresonance.com
Paul Gover
VP Business Development

IT Resonance Inc.
294B Artesian Rd. Suite 108,
Naperville, IL 60564

7/23/14

Mohamed Bahadur,

GROM Associates is one of the oldest and largest SAP Partner/Consulting firms in North America. GROM provides SAP consulting services to fortune 500 clients globally.

We have a strong partnership with IT Resonance (ITR) since 2004 for SAP consulting services. ITR is a valued and trusted partner to GROM.

ITR has provided excellent SAP resources since 2004 for GROM Associates onsite and offshore on the following skills set: SAP BASIS, ABAP, Portal and Functional resources worldwide for our ongoing projects.

We are proud to have the partnership with ITR and would recommend them for any SAP Consulting Services. We appreciate their transparency and quality of consultants provided over the past ten (10) years.

We would recommend IT Resonance Inc. without any reservations on their capability and expertise in SAP.

Please feel free to reach out to me for any questions in this regard.

Respectfully,

Paul Gover, VP Business Development
GROM Associates, Inc.





6. RESOURCE MATRIX

S. No.	Consultant Name	Skills	Experience
1	Ajay Reddy	Senior SAP BW Consultant	8 Years
2	Rakesh Konduru	Senior SAP BW Consultant	11 Years

6.1. Resume

6.1.1. Ajay Reddy – Senior SAP BW Consultant

SUMMARY

Around 8 years of implementation, upgrade and support experience in SAP business analytics. Over 2 years of extensive practice on SAP HANA - data modelling, data provisioning, reporting and upgrade.

PROFILE HIGHLIGHTS

- Participated in all phases of project life cycle (SDLC) including requirement gathering, analysis, design, development, testing, go-live, production support, documentation and user training.
- Providing strategic leadership to client's analytical requirements.
- Excellent knowledge of ASAP and AGILE methodologies, data modelling and reporting techniques.
- Proficient in all areas of SAP BW/BI frontend, backend modelling (LSA/LSA++), configuration, reporting, extraction and performance tuning.
- Extensive Knowledge in front end BW components like BEx Analyzer, Query Designer, Web Application Designer and BEx Information Broadcaster.
- Experience in BW performance tuning, security-authorizations & profiles.
- Excellent experience in ABAP (data extraction programs and structure enhancements, Routines for Transformations, User Exits).
- Perfect mix of functional and technical expertise in SD, MM and FI modules.
- Experienced with IP (Integrated Planning-manual and automated) in BW modelling perspective.
- Good knowledge on BW Accelerator, ADK and Near Line Storage solutions.
- Solid understanding of HANA functional architecture/infrastructure.
- Sound knowledge in SAP HANA native modelling and mix modelling with SAP BW.
- Good exposure on HANA Studio-Schemas, Packages, Attribute View, Analytical View, and Calculation view, Analytic Privileges, Stored Procedures.
- Sufficient experience in SAP BW on HANA and having sound knowledge on optimized BW models on HANA.
- SQL Scripting for Procedures in HANA database.
- Good knowledge on ETL tool like BODS, SLT and DXC.
- Experience in BO 4.X including Dashboard Designer, Information Design Tool, BI Launch Pad, Web Intelligence Rich Client, BO Explorer, Analysis Edition for OLAP, Lumira and Design Studio.
- Experience in building Universes, Dashboards and WebI Reports by extracting data from HANA Information Views, BEx Queries and SAP BW targets
- Created standard, ad-hoc and complex reports for business requirements using SAP with Web Intelligence, Dashboards, OLAP Analysis, Design Studio and Lumira.
- Created test scripts and user training materials.



- Guided client to make a choice of their preferred reporting tool in accordance with the client’s requirements and expectations.
- Delivered numerous cost effective SAP analytical solutions by utilizing internal and offshore resources more efficiently in order to reduce total project cost and increase customer satisfaction.
- Strong analytical, problem solving and communication skills with particular emphasis on Business Requirements and Functional Specifications.

TECHNICAL EXPERTISE:

- Data Warehousing:** SAP NetWeaver BW 7.4, BW 7.3, BI 7.0
- ERP:** SAP R/3 ECC 6.0/5.0, SAP R/3 4.7
- Functional Modules:** SD, MM, PP, FI
- Data Replication, ETL:** SAP BODS, SLT, DXC
- Reporting Tools:** WebI, Dashboards, BEx Query Designer, BEx Analyzer, WAD, MS Excel, BO Explorer, Lumira, Design Studio
- Business Modeling:** HANA Design Studio, Data Services Workbench, Data Warehousing Workbench (RSA1), Information Design Tool (IDT)
- Programming:** ABAP for BI, SQL
- Databases:** SAP HANA 1.0, Oracle 10g/9i/8i, MS SQL server 2008, MS Access, MySQL 5.x
- Operating Systems:** Windows NT/2000/XP/7, Windows Server 2008, Unix, Linux
- Testing:** HP Quality Center
- Project Methodologies:** ASAP, AGILE
- Others:** Analysis Process Designer (APD), BWA Accelerator, MS Office 2010, Remedy, SAP SOLMAN

PROFESSIONAL EXPERIENCE

GraceKennedy Group, Jamaica **Feb, 2015 - Present**
Sr. Consultant – SAP Analytics

BW Development

Responsibilities:

- Established the best modeling and recommended strategies for BW data modelling.
- Created technical specifications and standard modeling documents for BW.
- Worked on BADIs in BW to enhance SAP standard Extractors, customer generator Extractors and created User Exits.
- Implemented new BW targets to support LO and FI requirements.
- Involved in deployment and production cutover activities.
- Developed entire Dataflow, BEx reports and WAD reports according to the client requirement.
- Extensively involved in setting up of procedures for data extraction from SAP ECC source system by using standard and customized BW Extractors.
- Created Function Module based generic Extractors.
- Optimized performance of existing Queries
- Created several RSCUR variables to convert currencies while report execution.
- Extensively created User Exit Variables.
- Optimized and fixed bugs in existing data models in BW.



- Defined OLAP connections to extract data from SAP BW sources and developed critical reports like IC Sales Revenue using Webl.
- Strong experience in carrying functional, integration, latency, performance, reliability testing for various enterprise analytical products.
- Supported business and end users in various phases of testing.
- Performed user training sessions on BW data models and reports.
- Performed regression testing and target impact analysis for smooth deployment of object into production.
- Handling tickets regarding extractions, performance issues and also load failures as part of tickets raised by operations team during hyper care period.

Environment: BW 7.3, BO 4.0, Oracle, ECC 6.0

Merck

Sep, 2013 – Jan, 2015

Sr. Consultant – SAP Analytics & HANA Consultant

COMET BW Development

Responsibilities:

- Implemented new BW objects-InfoCubes, DSO's, MultiProviders and InfoObjects to support SD, MM, and FI reporting requirements.
- Created generic Extractors using database views, custom function modules and file.
- Enhanced standard Data Sources to pull custom fields.
- Implemented new GL line items Extractor OFI_GL_14 for a complex reporting requirement.
- Written Start, End and Field Routines in Transformations.
- Extensively worked on SPO's (Semantic Partitioning Objects) and remodeling of existing targets.
- Implemented new flow to pull/send data form APO for Demand Planning requirements.
- Developed BEx queries and Open Hubs.
- Extensively worked on BEx variables and created User Exit varies
- Created technical specifications document based on function specification.
- Prepared cutover activities plan document.
- Done impact analysis for new requirements.
- Developed Dashboard & Webl reports with SAP BW as source end in the area of sales and finance.
- Analyzed business requirements and performed gap analysis.
- Generated Export Data Sources to transform data from one BW system to other BW system.
- Extensively worked on Open Hub destinations to transfer out data from BW.
- Configured Process Chains for master data and transaction data. Monitored daily, weekly, monthly scheduled.
- Continuous monitoring on system to improve the database performances & data quality factors.
- Created jump reports using RRI (Report to Report Interface) technique.
- Performed performance tuning for Info Cubes/Queries through Indexing, Aggregates, and Compression etc.
- Created custom queries and defined Calculated KeyFigures, Restricted KeyFigures, Text Variables, etc.
- Created reports using Webl and Dashboards.
- Involved in NLS (Near Line Storage) and Data Archiving techniques
- Sound knowledge on RDA (Real Time Data Acquisition) techniques
- Created design and user training documents
- Collaborated with Integrated Planning specialists.



- Ability to quickly learn & explore new functional/technical areas and quickly adapt to a fast paced environment.

Environment: BW 7.3, ECC 6.0, BO 4.0, BODS 4.0 & Oracle 10g

Merck, NJ

Sep, 2013 – Jan, 2014

Sr. Consultant SAP BW & BO

BW 7.3 Upgrade

Responsibilities:

- Upgrade activities-impact analysis, pre and post upgrade checks, upgrade issues resolution, BW objects testing, front end tools testing and data load testing.
- Upgrade go live & hyper care support.
- Documentation of all the activities and issues resolved during the upgrade.
- Knowledge transfer of BW 7.3 features to business.
- Daily data load monitoring and issues resolution during hyper care.
- Coordination with the client and off shore team.

Environment: BW 7.3, ECC 6.0, BO 4.0, BODS 4.0 & Oracle 10g

Merck, NJ

Aug, 2012 – Sep, 2013

Sr. Consultant SAP BW & BO

SCPM Implementation

Responsibilities:

- Developed Real-Time cubes, Aggregation Levels and Input Ready Queries for IP requirements.
- Developed reports using BEx Query Designer to support SCPM front end tool and Integrated Planning.
- Involved in SCPM dashboards, reports development using SCPM tool.
- Administration of BW InfoProviders, InfoObjects, InfoSources through BW Administrator Workbench.
- Prepared templates for reports and gathered requirements from the business and stake holders.
- Given an overview of BW reports status to onsite team, ascertained what data to be loaded and how to finish critical jobs in live environment.
- Meetings on status, issues and overall progress on a regular basis.
- Customizations - Extract structure enhancements, Generic Extractors, User Exits and worked on customized delta built up for the Data Sources.
- Generated standard and customized reports using BEx Query Designer.
- Involved in end user training and documentation.
- Extensively worked in Unit Testing, UAT.

Environment: BW 7.0, ECC 6.0, BO 4.0, BODS 4.0

TAFE, India

June, 2010 – Aug, 2012

SAP BI Consultant

Responsibilities:

- Worked on incidents P1, P2 and P3.
- Daily production support from offshore.
- Created the Aggregates for a query performance optimization.
- Worked on WAD and created many templates for the customer requirements.
- Written ABAP code for FI Extractor enhancement for populating the data from ECC.
- Created Process Chains.
- Worked on Solution Manager for tracking the incidents.



- Worked on Semantic Keys and DTPs.
- Worked on adaptive changes and problem managements.
- Handling & dealing the incidents/interactions/calls raised by business on all priorities.
- Provided support on SAP FI, LO BW reports.
- Interacting with business, providing the solutions & feedback to the client on the work related activities.
- Continuous monitoring on system to improve the database performances & data quality factors.
- Guidance to the junior resources on work and process related activities & mentoring the resources.

Environment: BW 7.0, ECC 6.0, BO 4.0 & REMEDY

DOL, South Africa

April, 2009 – June, 2010

SAP BI Consultant

Responsibilities:

- Monitored the data load failures through RSMO.
- Handled Process Chains-daily, weekly and monthly.
- Checked the availability of data targets for reporting.
- Monitor and take corrective action depending upon the load failures.
- Monitored SM12 for any locks and SM37 for job failures.
- Changed the Process Chain schedules as and when required.
- Monitored the data transfers from source systems into BW with full update and delta update mechanisms.
- Extracted data from SAP R/3 as per requirements.
- Managed Aggregates and Compressing of InfoCubes to improve query performance.
- Deleted Change Log table data & PSA data.
- Handled tickets regarding extractions, performance issues and also load failures as part of tickets raised by L1 team.

Environment: SAP R/3 release ECC 6, SAP BI 7.0

PROFESSIONAL TRAINING & CERTIFICATIONS

- C_HANAIMP151 – SAP Certified Application Associate – SAP HANA (Edition 2015)
- Open SAP – ‘SAP Business Warehouse powered by SAP HANA’

EDUCATION

- Bachelor of Technology in Electronics & Communication Engineering from Jawaharlal Nehru Technological University, Hyderabad.



6.1.2. Rakesh Konduru – Senior SAP BW Consultant

JOB RELATED SKILLS

- Having **11 years** of experience as **SAP BW HANA Consultant** with strong expertise in **SAP HANA, Native HANA, BW 7.4/7.3/3.5, Business Objects, Integrated Planning, and SAP ABAP.**
- Extensively involved in **Business Blueprint/Requirements gathering, Gap analysis, Project Scoping, Sizing, Preparing Functional and Technical Specifications, Functional Design and Modeling, Functional Unit Testing, Performance Testing, Integration testing, Regression testing cycles and End User Training and Documentation.**
- Strong experience in Reporting and Analytical tools and extensively involved in report building practice with users on Webi, Tableau and Analysis Office.
- Strong experience in building solution using Modelling tools SAP HANA, SLT , Native HANA and BW creating HANA models using Graphical views and implementing different time structures required for reporting and creating interfaces to integrate with upstream applications.
- Strong experience in creating Calculation views using Star Joins, Filters, Input parameters, Calculated Columns for complex KPI's and deriving Time Buckets joining Dimension Views.
- Strong experience in Data Warehouse design techniques and Data Modeling (SAP BW 3.5/7.3/7.4) configuration & customization of SAP BW models, data flows, enhancement of transactional/master data extractors, infoproviders construction, consistency & performance tests, process chains design, troubleshooting, transporting, functional & technical documentation.
- Strong experience in creation and execution of Test Scripts for all the cycles of testing. Extensive exposure to testing tools like HPQC and RQM and Defect tools like Clear Quest and ALMQC.
- Strong experience of SAP BI report design techniques, implementation and supporting complex reports (**Query Designer, Bex Analyzer, WAD, Web Intelligence**) and knowledge of Analytical tools like Explorer, OLAP, Dashboards and SAP Lumira
- Extensive Technical experience with BW on HANA, latest features of **BW7.4/7.3** implementing performance and maintenance optimized data models utilizing standard **LSA** and **LSA++** architecture specifications.
- Strong consulting approach to work with IT team members and internal business users and Business analysts.
- Familiar with all stages of SDLC from design through post-implementation & proficient in ASAP Methodology and SAP BI Best Practices and design principles.
- Broad knowledge of standard SAP BI Business Content (SAP BW 3.x & SAP BI 7.x) and new specific features and capabilities of SAP BW 7.3 and 7.4.
- Experience with Data Archiving process using ADK and NLS methodology.
- Extensive experience with multiple Industry models Consumer Goods & Services Industry clients and Resources Clients implementing End to End projects and Application Maintenance projects.
- Extensive experience in handling data extraction and integration to **BW with SD, SCM, APO, FI (AP, AR, G/L), SRM, CRM & HCM** modules and non-SAP source systems.
- Experience in implementing the data models for Operational reporting for Shipment Delivery Analysis, Perfect Order Analysis, OCSL, Procurement, Cross Functional planning, Production Planning areas.
- Experience in implementing Analytical reporting models for Standard Profit Loss, Customer Profit Loss, COPA analyzer and Sales Analyzer tools.
- Strong experience in data staging from Cross-applications and Non-SAP systems into BI.
- Data flow modeling in BW on HANA using Composite Providers, Advanced DSO, InfoObjects, InfoCubes, APD, SPO's, VirtualCubes, Multi-providers, Open Hub Destination, Info sets, Aggregates,



ODS/DSO objects, Data Marts, Transfer Structure, Transfer & Update Rules/Transformation rules and Data Sources.

- Extensively involved in data extraction of **LO Cockpit, Generic, COPA, CRM, SRM, SNP** and non-SAP data using DBCONNECT into SAP BW.
- Process Chain Design: Break loads (PSA, DSO, Cube) out into Local chains for better maintainability
- Performance Tuning with Aggregates, compression, Rollup, Partition, Reconstruction, OLAP Cache, Query Mode, Indices, Multi-Provider, Line Item Dimension, Query Monitor (RSRT), Indexes and Archiving. Experience in using BWA (BW Accelerator) Filling of BIA Indices, Roll up etc.
- Enterprise reporting with **Business Objects Webi, BEx Query Designer, Analyzer, WAD** and Dashboard Designer. Developed Complex BEx Queries using CKF, RKF, Variables, Structures, Filters, Free Characteristics, Conditions, Exceptions, and RRI.
- Exposure to IP and BPC modules and BODS.
- Extensive experience in Business Objects creating Webi reports for Reconciling reports and Customer analytics reports
- Over 5 years of experience in **BW-ABAP** for consolidating multiple Business process data and for data conversions in BW.
- Expertise in analyzing, architecting, designing and modeling data for various industries like **AFS, Products, Alcoholic Beverages, Resources**.
- Experience with Business Objects tools like WEBI, OLAP. Hands on knowledge with SAP Lumira and Tableau.
- Experience in interacting with Business users in analyzing the Business process requirements and transforming them into documenting, designing, and rolling out the deliverables.

TECHNICAL SKILLS:

Data Warehouse:	SAP HANA, SAP BW 7.4/7.3/7.0/3.5
Reporting Tools:	BEx, BOBJ, WEBI, OLAP, SAP Lumira, Portal, Tableau
Databases:	HANA, Oracle, DB2.
Languages:	SAP ABAP, SQL.
Operating Systems:	Windows NT/2000/XP
ERP Systems:	SAP R/3, SAP ECC 6.0

DETAILED PROFESSIONAL EXPERIENCE

Client: Levi Strauss & Co., San Francisco, CA

May' 16 – Present

SAP BW HANA Consultant

Project: Global Reporting - BI.

Roles and Responsibilities:

- Analysis, Design and Implementation of the BW Data Models on HANA involving End-to-End data modeling and reporting for the Global BI reporting program to the client.
- Created multiple data modeling and reporting objects involve Composite providers, DSO, HANA Calculation Views, BEx reports with complex time structures.
- Created multiple KPI's for reporting to show Actual data and Plan data from Point of Sale, Inventory and OTC functional areas which also involves to show the reporting in different time buckets.
- Created reports based on the snapshot data aggregating Actuals and Plan for different planning seasons.
- Involved in Execution of test cases and fixing the defects raised during the SIT and performance testing for different Organizational region data.



- Involved in Report building practice sessions on Webi and Tableau with Business users.
- Activation of BW Content (v.7.4), customizing BW solutions on HANA, creation of HANA Views, data flow, enhancing transactional and master data standard extractors, construction of different types of Infoproviders, universes, Query development in SAP BEx and SAP BO WEBI, performance tests, data-load process chains, incidences attendance and elaboration of functional and technical documentation, etc.
- Worked on creating Attribute Views, Analytical views and Calculation Views. Developed HANA Views and Composite providers within BW reporting and BOBJ reporting
- Worked on creating Data models optimized for LSA++ Architecture and HANA enabled Data models.
- Creation and Execution of test scripts using ALMQC tool for Functional Unit Testing, Performance Integration testing, Regression testing cycles in all the release of Project life Cycle.
- Worked on raising defects using ALMQC and driving the functional team testers for closure of defects provided the solution.
- Involved in End to End development of Product Master from MDM, Customer Master from MDM, Date master data dimensional views.
- Extracted data related Point of Sale, Inventory and OTC functional areas from different source systems, cleansed, converted and loaded the data into BW system.

Client: Levi Strauss & Co., San Francisco, CA

Dec' 15 – April' 16

SAP BW HANA Consultant

Project: E2E Planning Program for SAS.

Roles and Responsibilities:

- Analysis, design and implementation of the HANA Models which are Interfaces to provide the actuals data from multiple functional areas to SAS for E2E Planning.
- Involved in SAP HANA Sidecar implementation on BW Landscape to integrate with SAS Planning System to provide the Historical data for different functional modules for OTC, POS, and Inventory for Planning.
- Created multiple Graphical HANA Views involving star joins, Input Parameters, Calculated Columns, and Joins to derive time buckets.
- Created HANA Models to extract data for Point of Sale, Inventory, Shipments, Adjusted Demand from SAP ECC, and Legacy applications.
- Created Calculation Views with Star joins, calculated columns with currency conversion, Filters and Time variables/parameters.
- Created Graphical HANA interfaces to provide Actuals for Shipments, Open Orders, and Size Optimization data to upstream Enterprise applications through BODS for SAS Planning.
- Involved in Execution of test cases and fixing the defects raised during the SIT and performance testing for different Organizational regions.

Client: 3M, Saint Paul, MN

Feb' 15 – Nov' 15

SAP BW HANA Consultant

Project: Polaris - SAP BW-HANA model (Implementation of BW model and reports in SAP BW 7.4(BW on HANA) and SAP BOBJ (v.4.0) for **Sales and Distribution, CRM, Procurement and SCM** process areas.

Roles and Responsibilities:

- Analysis, design and implementation of the BW models and Operation reporting based on **OTC, MTD, STP, FTS** and CRM Service process integration.



- Activation of BW Content (v.7.4), customizing BW solutions on HANA, creation of HANA Views, data flow, enhancing transactional and master data standard extractors, construction of different types of Infoproviders, universes, Query development in SAP BEx and SAP BO WEBI, performance tests, data-load process chains, incidences attendance and elaboration of functional and technical documentation, etc.
- Creation and Execution of test scripts using ALMQC tool for Functional Unit Testing, Performance Integration testing, Regression testing cycles in all the release of Project life Cycle.
- Worked on raising defects using ALMQC and driving the functional team testers for closure of defects provided the solution.
- Worked on creating Attribute Views, Analytical views and Calculation Views. Developed HANA Views and Composite providers within BW reporting and BOBJ reporting
- Worked on creating Data models optimized for LSA++ Architecture and HANA enabled Data models.
- Delivered Operational reports and Analytical reporting for Sales Cycle Pipeline, Sales Overview, Returns and Credits, Credit Note, Manual Pricing, Shipped Not Billed, Cross Functional SD report in OTCPProcess area.
- Worked on CRM integration with BW for Service and Complaint operational reporting.
- Worked on reports that will allow the STP team to identify by product category, Supplier and Branches, the amount invoiced on non-catalogues items.
- Worked with Security team to define Roles/Authorizations for BW Reporting users
- Implemented BW APD for deriving On-time In full Indicators and Volumes in Sales and Distribution Process Area.
- Introduced Best Practice methods for Data modeling, LIS re-inits from ECC, usage of TVARVC variables etc.
- Created reports which compose Views of high-level summary by product category, then a detailed view by Branch/Supplier, a detailed view by Branch and a detailed view by Supplier.
- Involved in End to End development of Customer Master, Vendor Master, Material Master, Purchase Orders Source List, Sales Order and Vendor Contracts objects development.
- Extracted from different sources, cleansed, converted and loaded the data into BW system.

Client: Anheuser-Busch, St. Louis, MO

Jun' 12 – Jan' 15

Senior SAP BW Consultant for SCM

Project: BSP Wave1 Global Template in BW7.3 system with LSA Architectural features (Implementation of BW model and reports, based on SAP SD, MM, QM, and PP)

Roles and Responsibilities:

- Analysis, design and implementation of the BW model, based on SAP SD, MM, QM, PP.
- Creating all customizing BW solutions, configuration of SAP BW model, data flow, enhancing transactional and master data standard extractors, construction of different types of Infoproviders, Multiproviders, query development, reports (Bex, WEBI) performance tests, data-load process chains, incidences attendance and elaboration of functional and technical documentation, etc.
- Solution Responsible for SCM Area which covers Production Planning, Quality Management, Material Management, Cross Functional Planning (Demand Planning/SNP).
- Creation and Execution of test scripts using RQM tool for Functional Unit Testing, Performance Integration testing, Regression testing cycles in all the release of Project life Cycle.
- Creation and Execution of test scripts using ALMQC tool for Functional Unit Testing, Performance Integration testing, Regression testing cycles in all the release of Project life Cycle.



- Worked on raising defects using Clear Quest and driving the functional team testers for closure of defects provided the solution.
- Worked on LSA Architecture using SPO's in all the data models for integrations of SCM Business processes.
- Implemented data models for Operational reporting for Shipment Delivery Analysis, Perfect Order Analysis, MTC/STC, P2P, Cross Functional planning, Production Planning areas.
- Preparing the Functional Specifications and Technical design documents defining BW structures.
- Designing, creating and modifying BW data Models and BI Reporting Models as per the technical design documents and Client naming standards.
- Understanding the Business functionality of Procurement, Planning & Scheduling (SCM), SD, and Finance to validate the business specific end user reports. Fixing Gaps and doing enhancements to BW Data models.
- Working on Application Maintenance Incidents. Performing Weekly data loads and Monthly Adhoc Loads to multiple Businesses.
- Working with Service Now supporting tool to prepare the Trending of Incidents in Support Environment.
- Worked on Integrated planning in designing and development of planning reports - Number of SKU's hitting Forecast Accuracy Targets, and Commercial Planning for Customer/Brand Profit & loss containing Volume planning from APO.
- Worked on creating Planning IP cubes, Planning IP Filters, IP functions and Aggregation levels to achieve the reporting requirements.
- Worked on Integration of Inventory Management, Production Planning, QM, APO processes into BW.
- Implemented Inventory Management flow for Operational reporting on Days Sales Inventory, Inventory Volumes Analysis on Weekly and Monthly basis.

Project: BSP Wave2 Global Template in BW7.3 system with LSA Architectural features (Implementation of BW model and reports, based on SAP SD, MM, QM, and PP for Europe)

Roles and Responsibilities:

- Analysis, design and implementation of the BW Norway and UK Data models, configuration of SAP BW model
- Involved in GAP analysis based on local requirements, enhancing transactional and master data standard extractors, construction of different types of Multiproviders, query development, performance tests, data-load process chains, incidences attendance and elaboration of functional and technical documentation, etc.
- Solution Responsible for SCM Area which covers Production Planning, Quality Management, Material Management, Cross Functional Planning (Demand Planning/SNP).
- Implemented data models for Operational reporting for Shipment Delivery Analysis, Perfect Order Analysis, OCSL, Cross Functional planning, Production Planning areas.
- Preparing the Functional Specifications and Technical design documents defining BW structures.
- Designing, creating and modifying BW data Models and BI Reporting Models as per the technical design documents and Client naming standards.
- Creation and Execution of test scripts using RQM tool for Functional Unit Testing, Performance Integration testing, Regression testing cycles in all the release of Project life Cycle.
- Creation and Execution of test scripts using ALMQC tool for Functional Unit Testing, Performance Integration testing, Regression testing cycles in all the release of Project life Cycle.



- Understanding the Business functionality of Procurement, Planning & Scheduling (SCM), SD, and Finance to validate the business specific end user reports. Fixing GAPS and doing enhancements to BW Data models.
- Working on Application Maintenance Incidents. Performing Weekly data loads and Monthly Adhoc Loads to multiple Businesses.
- Working with Service Now supporting tool to prepare the Trending of Incidents in Support Environment.
- Worked on Integrated planning in designing and development of planning reports - Number of SKU's hitting Forecast Accuracy Targets, and Commercial Planning for Customer/Brand Profit & loss containing Volume planning from APO.
- Worked on creating Planning IP cubes, Planning IP Filters, IP functions and Aggregation levels to achieve the reporting requirements.
- Worked on Integration of Inventory Management, Production Planning, QM, APO processes into BW.
- Implemented Inventory Management flow for Operational reporting on Days Sales Inventory, Inventory Volumes Analysis on Weekly and Monthly basis.

Client: Kellogg's, Battle Creek, MI

Jun' 11 – May' 12

Senior SAP BI/BW Consultant

Project: Symphony BI Implementation (Implementation of BW model and reports, based on SAP SD, MM, Procurement and Finance, Transportation)

Roles and Responsibilities:

- Analysis, design and implementation of the BW model, based on SD, Procurement, CRM, Transportation, Planning & Scheduling consulting with business units to understand their needs, enhancing BW solutions
- Worked on Functional designs by interacting with the Client and collecting the requirements and report functionalities.
- Preparing the technical design documents from understanding the Business process and the Functional Design.
- Worked on activation of Standard BI Content data flows and custom data models for Master and Transactional data extraction.
- Creating the objects as per the technical design documents and client naming standards.
- Involving in the peer review process for Development, Technical documents and the Unite testing
- Understanding the Business functionality of OTC, CRM, Procurement, Planning & Scheduling (SCM), Finance to validate the business specific end user reports
- Resolving the defects that were raised during the Performance Integration testing. Preparing the unit test documents.

Client: DuPont, Hyderabad, India

Aug' 08 – May' 11

SAP BW Developer

Project: Project Connect (Implementation of BW model and reports, based on Sales to Cash, Requisition to Pay, Manufacturing, Quality Management, Finance and Business Planning.)

Roles & Responsibilities:

- Analysis and implementation of the BW model, based on Sales to Cash, Requisition to Pay, Manufacturing, Quality Management, Finance and Business Planning consulting with business units to understand their needs, enhancing BW solutions.



- Worked on Functional designs by interacting with the Client and collecting the requirements and report functionalities.
- Preparing the technical design documents from understanding the Business process and the Functional Design.
- Attending the daily calls with onsite team and discussion on the open items.
- Preparing the document for the objects which may get impacted.
- Development of the objects as per the client standards defined in the detailed design documents.
- Performing testing of the development.
- Maintaining the daily issue logs and working on the different open items.
- Preparing the detail plan for the data load during BIT and USAT phase.
- Preparing the scenario test scripts and conducting the workshops to the testers during BIT phase.
- Resolving the issues encountered during BIT phase and implementing the GAPS found during BIT and USAT.
- Worked on Application data integration in Sales, Purchasing, Inventory, Manufacturing and Planning data

Project: Business Planning Data Mart (Implementation of BW model and reports, based on Demand Planning and Supply Network Planning and PP)

Roles & Responsibilities:

- Analysis and implementation of the BW model, based on Demand Planning and Supply Network Planning and PP consulting with business units to understand their needs, enhancing BW solutions.
- Worked on Functional designs by interacting with the Client and collecting the requirements and report functionalities.
- Preparing the technical design documents from understanding the Business process and the Functional Design.
- Attending the daily calls with onsite team and discussion on the open items.
- Preparing the document for the objects which may get impacted.
- Development of the objects as per the client standards defined in the detailed design documents.
- Performing testing of the development.
- Maintaining the daily issue logs and working on the different open items.
- Preparing the detail plan for the data load during BIT and USAT phase.
- Preparing the scenario test scripts and conducting the workshops to the testers during BIT phase.
- Resolving the issues encountered during BIT phase and implementing the GAPS found during BIT and USAT.

Client: Pennar Industries, Hyderabad, India

May' 06 – Aug' 08

SAP ABAP Developer

- Worked on Reports both Classical and Interactive and on ALV Repots also.
- Worked on Data conversion programs.
- Modified the layout set and developed print program for smartforms as per the client requirements.
- Development of high performance objects which are optimized for handling high volumes of data.
- Interacting with onsite coordinator/client to discuss the Technical/Status Review of project work and for any work related issues clarifications.
- Done the Code review and Unit Testing of the objects.
- Good Conceptual Knowledge and hands on experience on ALE/IDoc's, BAPI and BADI's and LSMW.



7. ATTACHMENTS


7.1. Designated Contact, Certification and Signature

21

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.

Mr. Prasanna Chandran - Director SAP Support Service
 (Name, Title)
Mr. Prasanna Chandran - Director SAP Support Service
 (Printed Name and Title)
2948 Artesian Road, Suite #108, Naperville, Illinois 60564
 (Address)
Ph. No: (630) 219 - 0484 / Fax No: (630) 428 - 3650
 (Phone Number) / (Fax Number)
prasanna@itresonance.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.

IT Resonance, Inc.
 (Company)

Mohamed Bahadur - CEO
 (Authorized Signature) (Representative Name, Title)
Mohamed Bahadur - CEO
 (Printed Name and Title of Authorized Representative)
08/23/2016
 (Date)
Ph. No: (630) 428 - 9700 / Fax No: (630) 428 - 3650
 (Phone Number) (Fax Number)

Revised 05/04/2016



7.2. Purchasing Affidavit

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: IT Resonance, Inc.
Authorized Signature: [Signature] Date: 8/23/2016

State of Illinois

County of Will, to-wit:

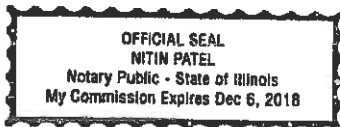
Taken, subscribed, and sworn to before me this 23rd day of AUGUST, 2016

My Commission expires 12/06/2018, 20

AFFIX SEAL HERE

NOTARY PUBLIC

[Signature]
Purchasing Affidavit (Revised 08/01/2016)



STATE OF WEST VIRGINIA
Purchasing Division

PURCHASING AFFIDAVIT

MANDATE: Under W. Va. Code §5A-3-10a, no contract or renewal of any contract of its political subdivisions to any vendor or prospective vendor when the vendor to the vendor or prospective vendor is a debtor and: (1) the debt owed is an amount the aggregate; or (2) the debtor is in employer default.

EXCEPTION: The prohibition listed above does not apply where a vendor has contracted chapter eleven of the W. Va. Code, workers' compensation premium, permit fee (the matter has not become final or where the vendor has entered into a payment plan) in default of any of the provisions of such plan or agreement.

original copy

DEFINITIONS:

"Debt" means any assessment, premium, penalty, fine, tax or other amount (political subdivisions because of a judgment, fine, permit violation, license compensation premium, penalty or other assessment presently delinquent or (or any of its political subdivisions, including any interest or additional penalties

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

Authorized Signature: [Signature] Date: 8/23/2016

State of Illinois

County of Will, to-wit:

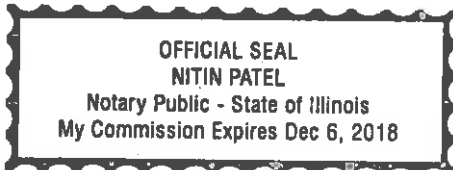
Taken, subscribed, and sworn to before me this 23rd day of AUGUST, 2016

My Commission expires 12/06/2018, 20 .

AFFIX SEAL HERE

NOTARY PUBLIC [Signature]

Purchasing Affidavit (Revised 08/01/2015)





7.3. Vendor Preference Certificate

WV-10
Approved / Revised
12/18/15

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;
 Bidder is a resident vendor partnership, association, or corporation with at least eighty percent of ownership interest of bidder held by another entity that meets the applicable four year residency requirement; 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 that employs a minimum of one hundred state residents, or a nonresident vendor which has an affiliate or subsidiary which maintains its headquarters or principal place of business within West Virginia and employs a minimum of one hundred state residents, and for purposes of producing or distributing the commodities or completing the project which is the subject of the bidder's bid and continuously over the entire term of the project, on average at least seventy-five percent of the bidder's employees or the bidder's affiliate's or subsidiary's employees are residents of West Virginia who have resided in the state continuously for the two immediately preceding years and the vendor's 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-3-5b* 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) rescind the contract or purchase order; 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.

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: IT Resonance, Inc. Signed: [Signature]
Date: 08/23/2016 Title: CEO

*Check any combination of preference consideration(s) indicated above, which you are entitled to receive.



7.4. Addendum Acknowledgement Form

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ADDENDUM ACKNOWLEDGEMENT FORM SOLICITATION NO.: CRFQ # DEP1700000001

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 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.

IT Resonance, Inc.

Company

Authorized Signature

08/23/2016

Date

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