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## Header 1

[List View](#)

## General Information

Contact

Default Values

Discount

Document Information

Procurement Folder: 683437

Procurement Type: Central Master Agreement

Vendor ID: VS0000019309

Legal Name: Skypunch Technology Inc.

Alias/DBA:

Total Bid: \$1,331,200.00

Response Date: 02/10/2020

Response Time: 9:46

SO Doc Code: CRFQ

SO Dept: 0210

SO Doc ID: ISC2000000013

Published Date: 2/13/20

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Close Time: 13:30

Status: Closed

Solicitation Description: Addendum No. 02-Professional Database Administrator (DBA)

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 :** 683437

**Solicitation Description :** Addendum No. 02-Professional Database Administrator (DBA)

**Proc Type :** Central Master Agreement

| Date issued | Solicitation Closes    | Solicitation Response        | Version |
|-------------|------------------------|------------------------------|---------|
|             | 2020-02-25<br>13:30:00 | SR 0210 ESR02102000000004630 | 1       |

| <b>VENDOR</b>                            |
|--|
| VS0000019309<br>Skypunch Technology Inc. |

**Solicitation Number:** CRFQ 0210 ISC2000000013

**Total Bid :** \$1,331,200.00      **Response Date:** 2020-02-10      **Response Time:** 09:46:02

**Comments:**

**FOR INFORMATION CONTACT THE BUYER**  
 Jessica S Chambers  
 (304) 558-0246  
 jessica.s.chambers@wv.gov

|                          |               |             |
|--------------------------|---------------|-------------|
| <b>Signature on File</b> | <b>FEIN #</b> | <b>DATE</b> |
|--------------------------|---------------|-------------|

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    | Contract Services #1 - Professional Database Administrator | 2080.00000 | HOUR       | \$160.000000 | \$332,800.00                |

| Comm Code | Manufacturer | Specification | Model # |
|-----------|--------------|---------------|---------|
| 80111609  |              |               |         |

**Extended Description :** 5.1.1 Contract Services #1 - Professional Database Administrator: The Vendor must provide a (DBA) contractor to provide support of SQL Database, Server Administration, ColdFusion, Biztalk, Dynamics GP, MS Dynamics CRM, Hyland OnBase and PSIGEN.  
For further details on the Contractor's responsibilities please review attached specification document.

| Line | Comm Ln Desc  | Qty        | Unit Issue | Unit Price   | Ln Total Or Contract Amount |
|------|---|------------|------------|--------------|-----------------------------|
| 2    | Opt Renewal Y2: Contract Services #1 - Professional DBA | 2080.00000 | HOUR       | \$160.000000 | \$332,800.00                |

| Comm Code | Manufacturer | Specification | Model # |
|-----------|--------------|---------------|---------|
| 80111609  |              |               |         |

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| Line | Comm Ln Desc  | Qty        | Unit Issue | Unit Price   | Ln Total Or Contract Amount |
|------|---|------------|------------|--------------|-----------------------------|
| 3    | Opt Renewal Y3: Contract Services #1 - Professional DBA | 2080.00000 | HOUR       | \$160.000000 | \$332,800.00                |

| Comm Code | Manufacturer | Specification | Model # |
|-----------|--------------|---------------|---------|
| 80111609  |              |               |         |

**Extended Description :** 5.1.1 Contract Services #1 - Professional Database Administrator: The Vendor must provide a (DBA) contractor to provide support of SQL Database, Server Administration, ColdFusion, Biztalk, Dynamics GP, MS Dynamics CRM, Hyland OnBase and PSIGEN.  
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| Line | Comm Ln Desc  | Qty        | Unit Issue | Unit Price   | Ln Total Or Contract Amount |
|------|---|------------|------------|--------------|-----------------------------|
| 4    | Opt Renewal Y4: Contract Services #1 - Professional DBA | 2080.00000 | HOUR       | \$160.000000 | \$332,800.00                |

| Comm Code | Manufacturer | Specification | Model # |
|-----------|--------------|---------------|---------|
| 80111609  |              |               |         |

**Extended Description :** 5.1.1 Contract Services #1 - Professional Database Administrator: The Vendor must provide a (DBA) contractor to provide support of SQL Database, Server Administration, ColdFusion, Biztalk, Dynamics GP, MS Dynamics CRM, Hyland OnBase and PSIGEN.  
For further details on the Contractor's responsibilities please review attached specification document.



# WV PEIA

2.4.2020

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## Introduction to Skypunch Technology

Based in Charleston, WV and Washington, DC, Skypunch Technology was founded in 2019 by two veteran Information Technology professionals with years of experience in the association, government and commercial sectors. They have assembled a group of highly-talented professionals to deliver:

- **Amazon Web Services consulting.** With AWS-certified Solution Architects and developers on board, Skypunch can help organizations build well-architected solutions on the world's most innovative cloud platform—AWS.
- **System deployment.** Skypunch personnel have been involved with deployments large and small involving systems including, but not limited to:
  - Enterprise Resource Planning
  - Customer Relationship Management
  - Content Management System
  - Learning Management System
  - Association Management System
  - Document Management System
  - Expense reporting and more
- **Development.** Small startups, non-profits and large federal government agencies have had the talented Skypunch developers design and build their websites and Intranets.
- **Training.** ColdFusion, HTML, CSS and an entire array of other technologies too long to list have all been taught by Skypunch personnel. In the case of ColdFusion, one developer even founded the company that literally wrote the instruction manuals for it.
- **Process engineering.** Let Skypunch review existing business practices and systems to discover possible areas for improved efficiency and cost optimization through the application of technology, or sometimes just a more streamlined and well documented process.



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## Deliverables

It is understood that WV PEIA seeks a database administrator. In reviewing the job description however, it becomes apparent that database administration is but one of multiple skills requested and satisfying those skills adequately requires multiple personnel. Skypunch can certainly provide a database administrator but we also have unsurpassed expertise with ColdFusion given that one of the founders has been a full-stack ColdFusion developer for 20 years, and as stated in the intro, another developer founded the company that literally wrote the manuals for ColdFusion in its early days. Finally, Skypunch has technical writing experience given that key personnel have years of experience as trainers and writing the documentation that goes along with that as well as user manuals for products and processes.

While Skypunch can certainly provide a DBA, we believe that providing an appropriately-skilled specialist for the differing requirements in the description means the highest level of expertise will be used for each of those requirements while also keeping the total number of consultant hours within the 2080 limit.

## Costs

As discussed in the Deliverables section above, providing proper support for the different requirements means having more than one consultant with differing skills. Different skills come at different market rates which could result in a total bill for services provided differing based on which skills PEIA requests during the terms of the engagement. The following table displays the hourly rates at which the various skills would bill.

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|                                    |               |
|------------------------------------|---------------|
| Database and server administration | \$160 an hour |
| Development (ColdFusion or other)  | \$160 an hour |
| Technical writing                  | \$90 an hour  |