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.
Procurement Folder: 683437
Procurement Type: Central Master Agreement
Vendor ID: VS0000013009
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: IS200000013
Published Date: 2/13/20
Close Date: 2/25/20
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
Proc Folder: 683437  
Solicitation Description: Addendum No. 02-Professional Database Administrator (DBA)  
Proc Type: Central Master Agreement

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**VENDOR**

VS0000019309
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

Signature on File | FEIN # | DATE

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

Page: 1  
FORM ID: WV-PRC-SR-001
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**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.

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**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.
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.
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.
<table>
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<td>Database and server administation</td>
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<tr>
<td>Development (ColdFusion or other)</td>
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<td>Technical writing</td>
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