



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 3

[List View](#)**General Information** | [Contact](#) | [Default Values](#) | [Discount](#) | [Document Information](#) | [Clarification Request](#)

Procurement Folder: 854389

Procurement Type: Central Master Agreement

Vendor ID: VS0000005409

Legal Name: Beacon Systems Inc

Alias/DBA:

Total Bid: \$0.00

Response Date: 04/08/2021

Response Time: 1:58

Responded By User ID: Beacongov

First Name: Ritu

Last Name: Singh

Email: ritu@beacongov.com

Phone: 9544261171

SO Doc Code: CRFQ

SO Dept: 0803

SO Doc ID: DOT2100000114

Published Date: 4/14/21

Close Date: 4/22/21

Close Time: 13:30

Status: Closed

Solicitation Description: ADDENDUM NO_2
PROGRAMMER ANALYST

Total of Header Attachments: 3

Total of All Attachments: 3

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
1	APPLICATION PROGRAMMER ANALYST	0.00000	EA	62.000000	0.00

Comm Code	Manufacturer	Specification	Model #
81111600			

Commodity Line Comments: BeaconGov proposed candidate hourly rate

Extended Description:

APPLICATION PROGRAMMER ANALYST

Programmer Analyst

Solicitation No: CRFQ 0803 DOT2100000114

Contractor Proposal

ISO 9001/27000 CERTIFIED
NIST 800-171 COMPLIANT



Submitted to:
Attn: John Estep, Buyer
Department of Administration Purchasing Division
2019 Washington Street East
Charleston WV 25305-0130

Offer due Date / Local Time:
April 08, 2021 /01:30 P.M.

POC: Lucy A Garcia, BD Manager

3928 Coral Ridge Drive
Coral Springs, FL 33065
contracts@BeaconGov.com
(954) 426-1171
(954) 426-1181 Fax
www.BeaconGov.com

Submitted by:
BEACON SYSTEMS, INC.

The information shall not be disclosed outside of the DOT and shall not be duplicated, used, or disclosed - in whole or in part - for any purpose other than to evaluate this proposal.

Table of Contents

Cover Letter 2

1 Forms 4

 1.1 Disclosure of Interested Parties to Contract 4

 1.2 Purchasing Affidavit 5

 1.3 BeaconGov Designated Contract Administrator 6

 1.4 Miscellaneous 7

 1.5 Acknowledgement of Version 1 of RFQ..... 8

2 BeaconGov Proposed Candidate Resume 9

3 Pricing – Exhibit A 14

 3.1 Additional Information RFQ..... 15

4 About BeaconGov 16

 4.1 BeaconGov Core Offerings..... 17

 4.2 Contract Vehicles 17

 4.3 BeaconGov Partial Client List 19

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Cover Letter

April 8, 2021



John Estep, Buyer

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

Subject: Response to Solicitation No: CRFQ 0803 DOT2100000114 to provide "Programmer Analyst".

Dear Mr. Estep,

Beacon Systems Inc., (BeaconGov) is pleased to submit this proposal to the **West Virginia Department of Transportation (DOT)** through the **Department of Administration Purchasing Division, State Of West Virginia (Purchasing Division)** to provide a **Programmer Analyst**.

BeaconGov is a proven **ISO 9001/27000 certified, Women-Owned Company (WOSB) and Disadvantaged Business Enterprise (DBE)** graduated from the 8(a) Small Business Administration program. BeaconGov has a demonstrated history of quality performance in the Federal, State, and Local Sectors. We have provided similar on-site professional and support staff services for the State of Florida Master Prime Contract, 17th Judicial Circuit of Florida, and Supreme Court of Florida, Civilian, Virginia Department of Health, State of Rhode Island, State of Oregon, State of Virginia military and major DOD contractors. We diligently conduct background investigations on all of our employees to ensure client confidence and to safeguard the integrity of our company.

Founded in 2005, BeaconGov has proven to its clients that it provides the best value, timely, and most professional services. BeaconGov has a Temporary IT Staffing Contract i.e., **CMA 0511 MIS776701A** with the State of West Virginia.

List of BeaconGov State Master Contracts

- **State of West Virginia** - Temporary IT Staffing Services
- **State of Florida** – Prime STC Contractor for Staff Augmentation Services
- **State of Oregon** - Master Prime Contractor for Staffing Services
- **State of West Virginia**- Master Prime Contractor for Staffing Services
- **State of Texas**- Master Prime Contractor for ITSC - Staff Augmentation.
- **State of Delaware** - Information Technology Project Staffing
- **State of South Carolina** - Temp Staff Augmentation Services
- **State of North Dakota** - Professional Services Contract Pool.
- **State of Rhode Island**- Professional Services Contract Pool.
- **State of Mississippi** - Information Technology Professional Services Contract Pool.

Programmer Analyst

Solicitation No: CRFQ 0803 DOT2100000114

BeaconGov proposed candidate **Robert Saunders has 25 years of experience** with the analysis, design, development, testing, installation, configuration, maintenance and management of applications in Mainframe environments/technologies such as **COBOL, CICS, VSAM, JCL, and DB2**. Has **13 years of experience** with designing and maintaining enterprise-level complex **CICS/DB2** applications. Has **23 years of experience** with programming with **JCL in an enterprise mainframe environment**.

We acknowledge and agree to all the Terms, and Conditions described in the RFQ.

General Information

Item	Details
Legal Name	Beacon Systems, Inc.
CCR Registration:	Active
Federal employer identification number:	20-3600514
DUNS Number:	60-759-7064
Cage Code No:	484V6
Primary Contact Name	Lucy A Garcia, BD Manager contracts@BeaconGov.com
Secondary Contact Name	Marada Reddi, President mreddi@BeaconGov.com
Address	3928 Coral Ridge Drive Coral Springs, FL 33065 Telephone # (954) 426-1171 Fax # (954) 426-1181 www.BeaconGov.com
Other Qualifications	SB, WOSB, DBE
Geographic Coverage	CONUS & OCONUS (Offices in Florida, NCR, and California)

MISSION: To deliver qualified personnel and cost-effective Service that offers Productivity, efficiency, and value to the **DOT**.

GOAL: Our goal is to enable **DOT's** Mission by providing qualified candidates, on time, fully screened, and with a Comprehensive On-boarding process

BeaconGov appreciates the opportunity to submit our response to the **DOT** for consideration. Should you have any questions in this regard, please do not hesitate to contact me at **(954) 426-1171**.

Sincerely,

 Marada M Reddi
 President

Programmer Analyst
Solicitation No: CRFQ 0803 DOT2100000114

1 Forms

1.1 Disclosure of Interested Parties to Contract

West Virginia Ethics Commission
Disclosure of Interested Parties to Contracts
(Required by W. Va. Code § 6D-1-2)

Name of Contracting Business Entity: Beacon Systems, Inc Address: 3928 Coral Ridge Drive
Coral Springs, Fl 33065

Name of Authorized Agent: _____ Address: _____

Contract Number: _____ Contract Description: _____

Governmental agency awarding contract: _____

Check here if this is a Supplemental Disclosure

List the Names of Interested Parties to the contract which are known or reasonably anticipated by the contracting business entity for each category below (attach additional pages if necessary):

1. Subcontractors or other entities performing work or service under the Contract

Check here if none, otherwise list entity/individual names below.

2. Any person or entity who owns 25% or more of contracting entity (not applicable to publicly traded entities)

Check here if none, otherwise list entity/individual names below.

3. Any person or entity that facilitated, or negotiated the terms of, the applicable contract (excluding legal services related to the negotiation or drafting of the applicable contract)

Check here if none, otherwise list entity/individual names below.

Signature: Madhve Reddi Date Signed: 4/2/2021

Notary Verification

State of FLORIDA, County of BROWARD:

I, RAMINDER MAKHJA, the authorized agent of the contracting business entity listed above, being duly sworn, acknowledge that the Disclosure herein is being made under oath and under the penalty of perjury.

Taken, sworn to and subscribed before me this 2 day of APRIL, 2021.

Raminder Makhja

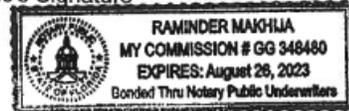
Notary Public's Signature

To be completed by State Agency:

Date Received by State Agency: _____

Date submitted to Ethics Commission: _____

Governmental agency submitting Disclosure: _____



Revised June 8, 2018

1.2 Purchasing Affidavit

STATE OF WEST VIRGINIA
Purchasing Division

PURCHASING AFFIDAVIT

CONSTRUCTION CONTRACTS: Under W. Va. Code § 5-22-1(i), the contracting public entity shall not award a construction contract to any bidder that is known to be in default on any monetary obligation owed to the state or a political subdivision of the state, including, but not limited to, obligations related to payroll taxes, property taxes, sales and use taxes, fire service fees, or other fines or fees.

ALL CONTRACTS: 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: (1) for construction contracts, the vendor is not in default on any monetary obligation owed to the state or a political subdivision of the state, and (2) for all other contracts, 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: Beacon Systems, Inc.

Authorized Signature: Madhu Reddi Date: 4/2/2021

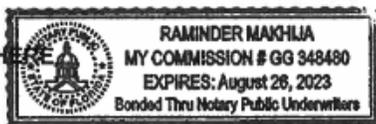
State of FLORIDA

County of BROWARD, to-wit:

Taken, subscribed, and sworn to before me this 02 day of APRIL, 2021

My Commission expires 08/26/23, 2023.

AFFIX SEAL HERE



NOTARY PUBLIC

Raminder Makhlia

Purchasing Affidavit (Revised 01/19/2018)

Programmer Analyst

Solicitation No: CRFQ 0803 DOT2100000114

1.3 BeaconGov Designated Contract Administrator

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.

Ms. Ritu Singh, Contracts Administrator

(Name, Title)

Ms. Ritu Singh, Contracts Administrator

(Printed Name and Title)

3928 Coral Ridge Drive, Coral Springs, FL 33065

(Address)

(954) 426-1171 / (954) 426-1181

(Phone Number) / (Fax Number)

ritu@beacongov.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.

Beacon Systems, Inc.

(Company)

Madhu Reddi Marada M Reddi / President

(Authorized Signature) (Representative Name, Title)

Marada M Reddi / President

(Printed Name and Title of Authorized Representative)

04/07/2021

(Date)

(954) 426-1171 / (954) 426-1181

(Phone Number) (Fax Number)

Revised 03/15/2021

1.4 Miscellaneous

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: Ritu Singh

Telephone Number: (954) 426-1171

Fax Number: (954) 426-1181

Email Address: ritu@BeaconGov.com

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Programmer Analyst

Solicitation No: CRFQ 0803 DOT2100000114

2 BeaconGov Proposed Candidate Resume

Robert Saunders

Professional Summary:

Has 25 years of experience with the analysis, design, development, testing, installation, configuration, maintenance, and management of applications in Mainframe environments/technologies such as COBOL, CICS, VSAM, JCL, and DB2.

Technical Skills:

ETL - Data Warehouse	<ul style="list-style-type: none"> • Informatica PowerCenter - versions - 8.6, 9.1 • DataStage - version 8.1 • WebFocus • Autosys • Unix Shell Scripts
Business Intelligence	<ul style="list-style-type: none"> • Oracle Hyperion Interactive Reporting versions 8.5, 9.3, EPM 11.1, and SQR Reporting • Oracle Essbase, Hyperion Financial Data Quality Management (FDM) • Oracle Hyperion Profitability and Cost Management (HPCM) • Smartview • JavaScript/SQL - Dashboard creation for all Hyperion Reporting • SSIS/SSRS - SQL Server Reporting Services (2008) • DATABASES - DB2, ORACLE, SQL SERVER,
Mainframe	<ul style="list-style-type: none"> • Insurance, Banking, Financial, and Retail applications • Cobol, DB2, SQL, CICS, VSAM, IMS DB/DC, ADABAS/NATURAL, OS/JCL, SAS, FILE AID, Endeavor, Panvalet, Changeman, Documerge, TCP/IP, FTP, CA-7, • Stored Procedures, RACF • Control-M, REXX Scripting, CLIST, Xpediter, Intertest, CEDF • JAVA Front-End Applications interacting with mainframe

Education

- **Westfield State University** - 2010 to 2011. Java, MySQL, PHP
- **New Hampshire Technical College** - Concord, NH – 1994, C++ Programming
- **Computer Processing Institute**-East Hartford, CT 1980 to 1981
- **University Of Delaware** - Newark, DE 1976 to 1980 BSAG
- **Colorado State University**-Fort Collins, CO 1978

Professional Experience

Rehired by Following Six Companies for Subsequent Projects on Mainframe

- Fidelity Investments
- The New England Life Insurance Company (now MetLife)

Programmer Analyst**Solicitation No: CRFQ 0803 DOT2100000114**

- Commercial Union Insurance Company (now One Beacon)
- Chubb Life Insurance Company
- National Grange Mutual Insurance Company
- The Hartford Insurance Group

IT Consultant**July 2015 – Present****Responsibilities:**

- Analyze existing systems and provide recommendations.
- Analyze client data and create in-state documents.
- Provide future state recommendations.
- Web Design - HTML, CSS, PYTHON, PHP

DXC Technology - Norwich, CT**July 2015 – 2019****Sr. Analyst - Mainframe****Responsibilities:**

- Created and ran complex SQL queries using DB2 Query, SPUFI, and QMF for testing, Adhoc reporting, and production issues.
- Analyzed source and target data and worked on data models and data mapping documents.
- Analyzed data from source systems using SQL queries
- Created new reports using SAS and using information from Orders and Parts IMS database segments and DB2 tables.
- Electronic Desktop - JAVA front-end application interacting with mainframe, maintenance, new development
- Provided production support for nightly batch jobs. Used CA-7 to set up and monitor jobs on the scheduler.
- Supported various technologies like Cobol, SQL, IMS DB/DC, DB2, MQSeries, JAVA, SAS

Hartford Financial Services - Hartford, CT**July 2014 to November 2014****Sr. Informatica /Systems Analyst****Responsibilities:**

- Created Business specifications for new Informatica Power Center jobs and workflows for HR (Human Resources), EFR (Enterprise Financial Reporting), and PeopleSoft applications.
- Created new reports and made changes to existing reports using Web focus Developer Studio and Data Stage.
- Modified existing SQL and wrote complex SQL queries using TOAD to resolve production issues and generate new code for Informatica workflows.
- Monitored all production jobs on a daily basis using Autosys/Unix.
- Generated FOCUS and Cobol/DB2, extract files on mainframe and XML files that were imported to Informatica Source Analyzer.
- Tracked and assigned incidents to other team members including the offshore team using Remedy and PPM (Project and Portfolio Management Center).

Programmer Analyst
Solicitation No: CRFQ 0803 DOT2100000114

CIGNA Corporation - Bloomfield, CT
Sr. Application Developer - BI, ETL

October, 2011 - March, 2014

Responsibilities:

- Hyperion, Informatica Developer assigned to work on various Healthcare applications.
- JavaScript object-based scripting language used for Dashboard creation
- Converted all Hyperion BQY documents from version 9.3 to EPM 11.1 for five different applications. Coordinated all testing and production release with users.
- Created complex SQL queries, JavaScript for Hyperion BQY documents interacting with DB2, SQL SERVER, and Oracle databases.
- Created Informatica extracts including XML to load to Hyperion Financial Data Quality Management (FDM) and Essbase multi-dimensional cubes. Compared Informatica extracts to source files and modified Informatica code where necessary. Verified data on Essbase using SmartView and compared results to initial source files and Informatica extracts.
- Verified data on Essbase using SmartView. Created Informatica extracts including XML to load to Oracle Hyperion Financial Data Quality Management (FDM) and Oracle Essbase cubes.
- Unix Shell Scripting - Set up new scripts for Informatica transformation scheduling

Bank of America - Windsor, CT
Sr. Systems Analyst - Mainframe

March 2011 to August 2011

Responsibilities:

- Assigned to work on CAPS (Comprehensive Analysis and Profitability System) Northwest Transformation Project
- Worked on COBOL, DB2, CICS, VSAM, OS/JCL related data and technologies

United States Department of Agriculture - St. Louis, MO
Business Intelligence Analyst

June 2008 to August 2010

Responsibilities:

- Part of Data Warehouse/Oracle Business Intelligence Team,
- Converted all Hyperion BQY documents from version 8.6 to 9.3 for three different applications. Coordinated all testing and production release with users.
- Analyzed critical business needs and created business requirements, specifications, and new data model for new reports for Rural Development applications including Single-Family Housing Direct (Hyperion Interactive Reporting) and Rural Utilities Loan Servicing Systems.
- Supported applications and set up Informatica Power Center, created DB2 extracts as part of the conversion
- Databases accessed for Hyperion and Web focus reporting, Oracle, DB2, Teradata, SQL Server.

Fidelity Investments - Boston, MA

August 2005 to May 2008

Programmer Analyst
Solicitation No: CRFQ 0803 DOT2100000114

Senior Technical Lead - Mainframe

Responsibilities:

- Project Lead/Developer for 2+ year Multi-Company project. Developed a new CICS region for online Brokerage in order for outside companies could use the Fidelity platform. Worked closely with the off-shore team conducting daily meetings assigning defects to all developers on a project using ClearQuest
- Retirement Systems - Development project for Required Minimum Distribution Mailings.
- Formatted letter sent to account holders who were 70 years of age stating IRS requirements for Required Minimum Distribution amounts for the current year.
- Ran DB2 SQL Load/Unload Utilities for testing prior to production release.

Citizens Bank - Cranston, RI

November 2004 to August 2005

Senior Programmer Analyst - Mainframe

Responsibilities:

- Completed analysis, coding, and testing for tasks related to Citizen's Bank's acquisition of Charter One Bank.
- Completed analysis and testing for all performance issues related to large data conversion files.
- Provided on-call support for numerous batch cycles in various test regions prior to production release, and provided on-call production support as each phase of the project was implemented.

Fidelity Investments - Boston, MA

September 1999 to November 2004

Senior Programmer Analyst - Mainframe

Responsibilities:

- As a member of the Conversions team, converted data for multiple correspondents onto the Fidelity platform, both batch and online.
- Conversion of DB2 (with complex SQL and stored procedures)
- Created New User Setup Files and Reports using Microsoft Access.
- Created file extract and Electronic Data Interchange (EDI) transmission jobs for many different correspondents, including File Transfer Protocol (FTP)
- Provided on-call production support for hundreds of different file extract and EDI transmission jobs.

Commercial Union - Fox borough, MA

September 1997 to September 1999

Documerge Business Analyst/Consultant

Responsibilities:

- Programming Consultant assigned to work on Group Disability and Workmen's Compensation enhancement and development projects.

Programmer Analyst

Solicitation No: CRFQ 0803 DOT2100000114

- Completed major enhancements for Year 2000 compatibility.

1997 and Prior, approximately 15 years worked at the below companies primarily on IBM Mainframe:

- **The New England Life Insurance Company** - Boston, MA
IMS DB/DC, DB2, VSAM, CLIST, DOCUMERGE - 2 yrs.
- **Commerce Insurance Company** –Webster, MA – 1 yr.
COBOL, DB2, SQL
- **Allmerica Financial** - Worcester, MA – 1 yr.
COBOL, DB2, SQL, SYNCSORT Reporting
- **Commercial Union** - Fox borough, MA – 7 yrs.
ADABAS/NATURAL, DOCUMERGE, COBOL, MICROFOCUS COBOL
- **Hartford Insurance Group** - Hartford, CT -1 yr.
COBOL, IMS DB/DC, DB2, FOCUS, RPG, OS/JCL
- **National Grange Mutual Insurance CO** - Keene, NH – 4 yrs.
COBOL, CICS, VSAM, OS/JCL

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3 Pricing – Exhibit A

Exhibit A – Pricing is attached as a separate Annexure with the proposal and uploaded on WVOASIS Portal.

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Programmer Analyst
 Solicitation No: CRFQ 0803 DOT2100000114

3.1 Additional Information RFQ

ADDITIONAL INFORMATION
REQUEST FOR QUOTATION: The West Virginia Purchasing Division is soliciting bids on behalf of WV Department of Transportation to establish a contract for technical mainframe application programmer technical staffing services. This will be an Open-End services contract that will provide the services of a Mainframe Application Programmer Analyst on an hourly rate basis. Per the Bid Requirements, Specifications, Terms and Conditions attached to this Solicitation.

INVOICE TO	SHIP TO
DIVISION OF HIGHWAYS INFORMATION SERVICE DIVISION 1900 KANAWHA BLVD E, BLDG 5 RM 920 CHARLESTON WV 25305-0430 US	DIVISION OF HIGHWAYS INFORMATION SERVICE DIVISION 1900 KANAWHA BLVD E, BLDG 5 RM 920 CHARLESTON WV 25305-0430 US

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
1	APPLICATION PROGRAMMER ANALYST	0.00000	EA	\$62.00	\$62.00

Comm Code	Manufacturer	Specification	Model #
81111600			

Extended Description:
 APPLICATION PROGRAMMER ANALYST

SCHEDULE OF EVENTS		
Line	Event	Event Date
1	Tech Questions due by 10:00am	2021-04-02

4 About BeaconGov

BeaconGov is a proven **ISO 9001/27000 certified, Women-Owned Company (WOSB) and Disadvantaged Business Enterprise (DBE)** graduated from the 8(a) Small Business Administration program. BeaconGov's technical knowledge and breadth of expertise in providing IT Staffing and consulting services have earned appreciation from many of our customers and paved the way for long-term engagements. Our core competencies are Project Management, Business Analysis, Systems Analysis, Technical Solutions and Architecture, Mainframe Services, Network Infrastructure, Information Security, Integration of Systems, Application Development, and Maintenance.

We take pride in producing advanced technology solutions for our clients by utilizing the collective industry and technical management expertise of our **qualified professionals** to integrate proven methods, Innovation, and Industry Best Practices. BeaconGov has delivered Science and Technology solutions along with staffing to **NASA** including instrument design, fabrication, engineering, and launch applications for some of the most complex launches including **MAVEN, MOMA, InFOCuS Balloon, and LADEE** missions.

BeaconGov is proud of our accomplishments. Our team has partnered with some of the leading universities around the world to deliver quality solutions to NASA and in support of the European Space Agency (ESA). In addition, our team has developed a model enterprise Court Management System (eBench) for the **17th Judicial Circuit of Florida** that integrates technology, mobile applications, and real-time data visualization to over 35,000 Lawyers and Judges.

Our Stats

- **16-years-old** proven firm
- **ISO 9001:2015, 27001:2013** Certified
- NIST 800-171 Complaint
- **DCAA** Audited Accounting System
- BeaconGov has a **Mentor-Protege Program** relationship with **JPL**. As per this MOU, BeaconGov will absorb JPL's technical and business expertise to assist in developing its technical and business capabilities
- Successfully served several Federal Agencies such as DOD, NASA, VA, CDC, IRS, FDA, and USDA
- **Schedule 70 GSA** and **Seaport-e Prime** Contract Holder
- SBA 8 (m) Certified Women-Owned and Minority Business
- Disadvantaged Business Enterprise (**DBE**)
- Outstanding **CPARS** and **Top 20%** in PPE by **Dun & Bradstreet**

Our Technology Partners



4.1 BeaconGov Core Offerings

The Best Value Solution: A Cut Above the Rest

<p>IT & ITES</p> <ul style="list-style-type: none"> • Provide on-site and off-site personnel to support Technology, Engineering • IT Security Consulting Services • Software Development and Systems Integration support • Mission Support • Test Facility Support • Web Services <p>Science and Technology Engineering</p> <ul style="list-style-type: none"> • Missions and Operations Support • Engineering Services • Instrument Design and Fabrication Support • Adaptive Manufacturing and 3D Printing • Transportation Technology Solutions 	<p>Advanced Technology</p> <ul style="list-style-type: none"> • Enterprise Application Development • System Design, Integration, and Maintenance • Mobile App Development • Data Visualization Services • Emerging Technologies Support
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4.2 Contract Vehicles

<ul style="list-style-type: none"> • GSFC/NASA - Engineering Support Services • IT Schedule 70 – GSA • Health SIN – IT Schedule 70 – GSA • Professional Services Schedule (PSS) 00CORP - GSA • Access to Several GWAC Vehicles • 8a STARS II - GSA • SeaPort e (8a) – Department of Navy • WOSB – Women-Owned Business 	<ul style="list-style-type: none"> • JPL - Mentor Protégé MOU • Master contracts with the State of California, Florida, Georgia, North Dakota, Oregon, Rhode Island, Texas, and Virginia. • Support contracts with Broward County, Broward Sheriff, and Miami Dade County
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Programmer Analyst

Solicitation No: CRFQ 0803 DOT2100000114

Our competencies include:

Systems Administration	System Engineer, Database Administrator, Linux Administrator, Software Administrator, UNIX Administrator, Web Administrator, Windows Administrator
Analysis and Design	Business Analyst, Technical Architect
Applications Development and Integration	.NET Developer, Business Intelligence, C# Developer, Database Developer, Data Mining, Data Warehouse, E-Commerce, EAI Developer, ETL, Java Developer, J2EE Developer, Mainframe Developer, Middleware Developer, QA Analyst/QA Tester, Technical Writer, Web Designer, Web Developer.
ERP	JD Edwards, Oracle Applications, PeopleSoft, SAP
Management	Development Manager, Project Manager, Quality Assurance Manager, Team Leader
Administrative, Accounting & Clerical	Administrative Assistant, Clerk, Data Entry Operator, Receptionist, Financial Analyst, Accountant, Communication Specialists, Customer service Representative, Graphic Designer, Human Resource Specialists, Marketing Assistant, Technical Writer, Program Administrator, Accounts Payable Clerk, Operation Support Clerk, Purchasing assistant, Front/Back Office Assistant.

Technical Competence & Expertise in Staffing Services

Operating Technologies	Windows 3x, Windows 9x, Windows NT 3.51, 4.0, Windows 3E, Windows2000, Windows XP, Linux, OS/400, IBM OS/2, HP-UX, AIX, Sun Solaris, IBM Mainframe, AS400
Microsoft Web Programming Systems & Tools	MS VisualStudio.NET, MS Visual C++4.x, 5.x, 6.0, Boroland C++ Builder, IBM VisualAge C++, MVisualJ++1.0, 6.0, MS Visual InterDev1.0, 6.0, MS Visual Basic, MS Visual Basic for Applications - UNIX, Red Hat
Tools Used in Web Programming Application Development	HTML 3.2/4.0, MS .NET Framework SDK, Assembler, Cold Fusion, Delphi, C / C++, ABAP, Visual Basic, Java/Java Script, DHTML, PERL, ASP, ASP.NET, PHP, XML, CGI, Flash, Dreamweaver, Photoshop, Share point
Web and E-commerce	ASP.NET, C#, HTML, DHTML, XML, ADO, Java, JavaScript, JavaBeans, EJB, WebLogic, Websphere, VBScript, ActiveX, IIS, MTS, SOAP, Web Services.
Java Web Programming Systems & Tools	Eclipse, Visual Age for Java, BroadVision, Visual Café, Web Sphere Application Development Studio, Sun JDK, Java, J2EE, EJB, JSP, Rational Developer, Swing, Struts.
Application Database Design & Development	Oracle, Sybase, IBM DB2, Informix, MS SQL Server, MS Access, MySQL

Programmer Analyst

Solicitation No: CRFQ 0803 DOT2100000114

Oracle Tools	Oracle 10G, 9i, Oracle DBA, PL/SQL, PERL, Pro*C, ETL, Oracle Discoverer, PSP, JavaScript, Java, JDeveloper, Oracle Applications Server, Oracle Developer Suite
ERP/CRM Technologies	SAP, Siebel, PeopleSoft, Oracle Applications, Clarify
Business Intelligence/DW	Ab Initio, Informatica, Business Objects, Datastage
Mainframe	Micro Focus COBOL, DB2, VSAM, CICS, COBOL, JCL, IMS DB/DC, IDMS, ADSO, Assembler
Servers	IIS 4.0/5.0/6.0, Commerce Server, Tomcat, BizTalk Server, Application Server, SQL Server, Apache, Linux, Cold Fusion
Technology Staff Augmentation	Desktop Deployment Services, Help Desk/Desktop Remote Support Staff Augmentation, Computer Operations Staff Augmentation, Telecommunications Specialist Staff Augmentation, Computer Associates Clarity Project Management System, Project Management Staff Augmentation.

4.3 BeaconGov Partial Client List

Below is the demonstration of our contracts with various clients across the US.

State & Local			
State of Florida	State of Delaware	State of Georgia	State of West Virginia
State of North Carolina	State of South Carolina	State of Arkansas	State of Texas
State of Virginia	State of West Virginia	State of Michigan	State of Rhode Island
State of North Dakota	State of Iowa	State of Georgia	State of Maine
State of Arizona	State of Oregon	State of Minnesota	State of Mississippi
Universal Service Administrative Co. (USAC) - DC	District of Columbia	City of Phoenix, Arizona	San Antonio Water System (SAWS)
State of South Dakota	Houston Galveston Area Council of Government (HGAC)	City of Richmond, Virginia	City of Coral Gables, Florida
Cleveland Metro parks – OH			
Federal			

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Solicitation No: CRFQ 0803 DOT2100000114

US Department of Army	US Department of Navy	US Air force	US Marine Corps
Department of Army, Watervliet Arsenal	Department of Veteran Affairs	US Army Contracting Command	Navy Medicine Operational Training Center
National Aeronautics and Space Administration (NASA)	Goddard Space Flight Center	Kennedy Space Center	Jet Propulsion Laboratory (JPL)
Department of Commerce	US Army Corps of Engrs. Finance Center	Internal Revenue Service	Department of State · Global Financial Center · Foreign Service Institute Office of Acquisitions
General Service Administration (GSA)	US Postal Service	US Department of Agriculture	US Department of Energy
US Department of Transportation	Food and Drug Administration (FDA)	Bureau of Engraving and Printing	Defense Logistics Agency (DLA)
Defense Language Institute (DLI)	Department of Justice	Library of Congress (LOC)	Federal Aviation Administration (FAA)
National Oceanic and Atmospheric Administration	US Fish and Wildlife	U.S. Agency for Global Media (formerly BBG)	Voice of America
DHHS-National Institute of Health	Centers for Disease Control and Prevention (CDC)	Bureau of Medicine & Surgery	US Army/Walter Reed Army Medical Center
Armed Forces Institute of Pathology	Tripler Army Medical Center	Dwight D. Eisenhower Army Medical Center	National Aeronautics and Space Administration, Goddard Space Flight Center (GSFC) - MD
County			
County of Fresno, CA	Miami Dade County	San Diego County, California	Broward County

Programmer Analyst

Solicitation No: CRFQ 0803 DOT2100000114

Palm Beach County, Florida (Sub)	Arlington County		
University and Schools			
University of Oklahoma	California Institute of Technology - JPL	Fort Bend Independent School District (FBISD)	Seattle School District No. 1
Arizona State University	Jefferson County Public Schools	The School Board of Broward County	University of Maryland
University of Massachusetts	University of Osaka	Shelby County Schools	Pennsylvania's State System of Higher Education
School District of Greenville County (SDGC) - SC			

End of Document

EXHIBIT A - PRICING PAGE

TOTAL INSTALLATION & DELIVERY COST						
LOCATION - BUILDING 5, ROOM A-715 CHARLESTON, WV 25305						
Item Number	Quantity	Description	Unit Price	YEAR 1 TOTAL	OPTIONAL YEAR 2 TOTAL	OPITONAL YEAR 3 TOTAL
1	2184	Application Programmer Analyst Contract Cost for 1 year based on hourly rate	\$ 62.00	\$ 135,408.00	\$ 140,147.28	\$ 145,052.43
Total				\$ 135,408.00	\$ 140,147.28	\$ 145,052.43

This amount is for evaluation purposes only