



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

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Procurement Folder: 967422

Procurement Type: Central Master Agreement

Vendor ID: VS0000016787

Legal Name: IMPACT Paradigm Associates, LLC

Alias/DBA:

Total Bid: \$292,000.00

Response Date: 12/20/2021

Response Time: 11:47

Responded By User ID: tkn1keripa

First Name: Ted

Last Name: Kniker

Email: ted.kniker@ipa-llc.org

Phone: 7034017515

SO Doc Code: CRFQ

SO Dept: 0210

SO Doc ID: ISC2200000009

Published Date: 12/14/21

Close Date: 12/21/21

Close Time: 13:30

Status: Closed

Solicitation Description: Addendum #2 Program Management Services (OT22055)

Total of Header Attachments: 3

Total of All Attachments: 3



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

**State of West Virginia
 Solicitation Response**

Proc Folder: 967422
Solicitation Description: Addendum #2 Program Management Services (OT22055)
Proc Type: Central Master Agreement

Solicitation Closes	Solicitation Response	Version
2021-12-21 13:30	SR 0210 ESR12202100000003773	1

VENDOR
 VS0000016787
 IMPACT Paradigm Associates, LLC

Solicitation Number: CRFQ 0210 ISC2200000009
Total Bid: 292000 **Response Date:** 2021-12-20 **Response Time:** 11:47:07
Comments: The rates proposed include a 25 percent discount from current commercial rates.

FOR INFORMATION CONTACT THE BUYER
 Jessica L Hovanec
 304-558-2314
 jessica.l.hovanec@wv.gov

Vendor Signature X	FEIN#	DATE
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All offers subject to all terms and conditions contained in this solicitation

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
1	4.1.1.1 Program Manager	500.00000	HOUR	174.000000	87000.00

Comm Code	Manufacturer	Specification	Model #
80101600			

Commodity Line Comments: IPA stands ready to match our associates with OT's requirements. We are glad to provide resumes and additional references.

Extended Description:

4.1.1.1 Program Manager

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
2	4.1.1.2 Engagement Manager	500.00000	HOUR	195.000000	97500.00

Comm Code	Manufacturer	Specification	Model #
80101600			

Commodity Line Comments: IPA stands ready with multiple associates to meet OT's requirements. We are glad to provide resumes and additional references. We are glad to provide resumes and additional references.

Extended Description:

4.1.1.2 Engagement Manager

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
3	4.1.1.3 Project Manager	500.00000	HOUR	140.000000	70000.00

Comm Code	Manufacturer	Specification	Model #
80101600			

Commodity Line Comments: IPA stands ready to meet OT's requirements and provide multiple associates to achieve the best project match. We are glad to provide resumes and additional references.

Extended Description:

4.1.1.3 Project Manager

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
4	4.1.1.4 Support Staff	500.00000	HOUR	75.000000	37500.00

Comm Code	Manufacturer	Specification	Model #
80101600			

Commodity Line Comments: IPA stands ready to support OT and the PMO with multiple associates. We are glad to provide resumes and additional references.

Extended Description:

4.1.1.4 Support Staff

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.

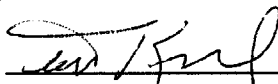
- 1. **Application is made for 2.5% vendor preference for the reason checked:**
 Bidder is an individual resident vendor and has resided continuously in West Virginia, or bidder is a partnership, association or corporation resident vendor and has maintained its headquarters or principal place of business continuously in West Virginia, for four (4) years immediately preceding the date of this certification; or,
 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-3-59 and West Virginia Code of State Rules.**
 Bidder has been or expects to be approved prior to contract award by the Purchasing Division as a certified small, women- and minority-owned business.
- 8. **Application is made for reciprocal preference.**
 Bidder is a West Virginia resident and is requesting reciprocal preference to the extent that it applies.

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: IMPACT Paradigm Associates, LLC

Signed: 

Date: 12/13/2021

Title: Executive Vice President

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

ADDENDUM ACKNOWLEDGEMENT FORM
SOLICITATION NO.: CRFO ISC2200000009

Instructions: Please acknowledge receipt of all addenda issued with this solicitation by completing this addendum acknowledgment form. Check the box next to each addendum received and sign below. Failure to acknowledge addenda may result in bid disqualification.

Acknowledgment: I hereby acknowledge receipt of the following addenda and have made the necessary revisions to my proposal, plans and/or specification, etc.

Addendum Numbers Received:

(Check the box next to each addendum received)

- | | |
|--|--|
| <input checked="" type="checkbox"/> Addendum No. 1 | <input type="checkbox"/> Addendum No. 6 |
| <input checked="" type="checkbox"/> Addendum No. 2 | <input type="checkbox"/> Addendum No. 7 |
| <input type="checkbox"/> Addendum No. 3 | <input type="checkbox"/> Addendum No. 8 |
| <input type="checkbox"/> Addendum No. 4 | <input type="checkbox"/> Addendum No. 9 |
| <input type="checkbox"/> Addendum No. 5 | <input type="checkbox"/> Addendum No. 10 |

I understand that failure to confirm the receipt of addenda may be cause for rejection of this bid. I further understand that 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.

IMPACT Paradigm Associates LLC

Company



Authorized Signature

12/20/2021

Date

NOTE: This addendum acknowledgement should be submitted with the bid to expedite document processing.



Program Management Service References

Reference #1

Project Client	Virginia State Corporation Commission
Project Dates	October 1, 2019 - Current
IPA Associate	Ted Kniker, Executive Vice President, IPA
Point of Contact	Name: Andy Farmer Address: 1300 E Main St, Richmond, VA 23219 Phone: (804) 371-9928 Email: andy.farmer@scc.va.gov
Project Description	Legislatively mandated independent monitor services. Responsible to facilitate an energy efficiency stakeholder process that covers over \$1 Billion in investments on behalf of the state government's role in regulating two utility companies, one of which is the third largest corporation in Virginia. The stakeholder process for energy efficiency involves over 300 stakeholders representing state and local government, energy service providers, energy and environmental interest groups, advocacy groups for low-income, elderly, and disabled customers, single family and multi-family housing units, and technology vendors. Process results in annual petition filing of custom-based programs and services to increase energy efficiency and conservation. As facilitator, IPA also provides an annual report to the Governor and General Assembly on the process and progress toward meeting state energy efficiency goals.

Reference #2

Project Client	Virginia State Corporation Commission
Project Dates	08/29/2019 - 4/30/2020
IPA Associate	Ted Kniker, Executive Vice President, IPA
Point of Contact	Name: David Eichenlaub Phone: (804) 371-9050 Email: david.eichenlaub@scc.va.gov
Project Description	During the 2019 Virginia General Assembly session, the General Assembly approved HB 2332, which was signed by the Governor and required the State Corporation Commission (SCC) to convene a stakeholder process to obtain recommendations for nine (9) identified areas related to electricity data access and privacy and provide a report to the State Corporation Commission by April 1, 2020. Project covered multiple issues for IT related projects. IPA facilitated a stakeholder group of 73 individuals representing 46 different organizations, including Virginia electric utilities and electric cooperatives, energy efficiency organizations, housing organizations, gas and water utilities, and public policy organizations to obtain input, feedback, and build consensus on specific questions raised by the general assembly. IPA provided a final report to the requesting committee, members, and the SCC summarizing the process and the recommendations of the stakeholder group. facilitator, IPA also provides an



Project Client	Virginia State Corporation Commission
	annual report to the Governor and General Assembly on the process and progress toward meeting state energy efficiency goals.

Reference #3

Project Client	State of Indiana - Family and Social Services Administration
Project Dates	7/2019 - Current
IPA Associate	Phil Canada, netlogx
Point of Contact	Name: Jared Linder Title: Chief Information Officer, Family and Social Services Administration Email: jared.linder@fssa.in.gov Phone: (317) 503-7400
Project Description	Following a proven track record of successfully providing PMO services (2013-2018) to manage three (3) Design, Development, and Implementation (DDI) solution vendors, along with supplying strategic and organizational planning, procurement, business process improvement, and Centers for Medicare and Medicaid Services' (CMS) certification of three (3) large enterprise-level Medicaid modular systems - Medicaid Management Information System (MMIS), Enterprise Data Warehouse (EDW), and a Pharmacy Benefit Management (PBM) System, IPA team partner netlogx continues to provide similar project portfolio development services to manage a variety of wide-ranging state agency projects. Currently, netlogx is providing project management services to support the implementation and CMS certification of the Care Management for Social Services (CaMMS) program, the Electronic Visit Verification (EVV), and the Asset Verification System (AVS) initiatives.

Reference #4

Project Client	State of Indiana – Family and Social Services Administration - Division of Mental Health and Addiction and Community Health Network, Indianapolis, IN
Project Dates	03/2017 - 03/2019
IPA Associate	Scott Van Dyke, netlogx
Point of Contact	Name: Patti Clift Title: Assistant Superintendent/COO, Indiana Division of Mental Health and Addiction Email: patricia.clift@fssa.in.gov Phone: (317) 941-4080
Project Description	Provided program and project management services to help ensure the successful construction and opening of the state's \$120 million state-of-the-art Neuro-Diagnostic Institute (NDI). The institute was part of an initiative to modernize and reengineer Indiana's network of state-operated mental health facilities. netlogx also provided training to staff on NDI's new EMR system.