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Procurement Folder: 1381091

Procurement Type: Central Master Agreement

Vendor ID: VS0000010082 

Legal Name: MSys Inc

Alias/DBA:

Total Bid: \$10,600,000.00

Response Date: 03/16/2024 

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Solicitation Description: Mainframe Application Programmer Technical Staffing Services

Total of Header Attachments: 2

Total of All Attachments: 2



Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
1	Mainframe Application Programmer Technical Staffing Services	0.00000			10600000.00

Comm Code	Manufacturer	Specification	Model #
81111600			

**Commodity Line Comments:**

**Extended Description:**

See Exhibit "A"

Mainframe Application Programmer Technical Staffing Services. This will be an open-end services contract that will provide the services of mainframe application programmer analysts on an hourly rate basis to provide technical expertise to meet agency needs. These services will be utilized to develop modifications and enhancements to the mainframe computer systems currently utilized by the DMV.

Our company prides itself on its extensive capabilities and rich experience in Mainframe Application Programming, a cornerstone of enterprise-level computing solutions. With decades of collective expertise and a dedicated team of seasoned professionals, we have solidified our reputation as a leader in this field, consistently delivering robust, efficient, and scalable solutions to meet the diverse needs of our clients across various industries.

At the heart of our Mainframe Application Programming services lies a deep understanding of the intricate architecture and nuances of mainframe systems. Leveraging this expertise, we offer a comprehensive suite of services tailored to optimize and modernize mainframe applications, ensuring they remain agile, resilient, and aligned with evolving business objectives.

One of our core competencies lies in legacy application modernization, where we transform outdated, monolithic mainframe applications into modern, agile systems that leverage contemporary technologies and architectures. Through meticulous analysis, strategic planning, and precise execution, we untangle complex legacy codebases, streamline workflows, and enhance user experiences, unlocking new levels of efficiency and agility for our clients.

Furthermore, our company excels in custom application development for mainframe environments, leveraging a diverse array of programming languages, tools, and frameworks to deliver tailored solutions that address our clients' unique business challenges. Whether developing mission-critical transaction processing systems, robust batch processing workflows, or sophisticated data management applications, we combine technical expertise with a deep understanding of our clients' industries to deliver solutions that drive tangible business value.

In addition to development, we offer comprehensive maintenance and support services to ensure the ongoing reliability, performance, and security of mainframe applications. Our dedicated support teams, staffed by knowledgeable professionals, provide timely assistance, proactive monitoring, and rapid issue resolution, minimizing downtime and maximizing productivity for our clients.

Security is paramount in all our mainframe application programming endeavors. We adhere to industry best practices and standards, implementing robust security measures to safeguard sensitive data and protect against evolving threats. From access controls and encryption to regular security audits and compliance assessments, we ensure that our clients' mainframe applications remain secure and compliant with regulatory requirements.

Our commitment to excellence extends beyond technical proficiency to encompass a client-centric approach grounded in collaboration, transparency, and responsiveness. We work closely with our clients throughout the project lifecycle, fostering open communication, understanding their unique needs and objectives, and delivering solutions that exceed expectations.

Our company stands as a trusted partner for Mainframe Application Programming, offering a comprehensive range of services, deep expertise, and unwavering commitment to client success. Whether modernizing legacy applications, developing custom solutions, or providing ongoing support and maintenance, we empower our clients to harness the full potential of mainframe technology, driving innovation, efficiency, and growth in today's dynamic business landscape.

### **Experience**

Our company has a rich and diverse portfolio of experience in delivering Mainframe Application Development projects, spanning across various industries and addressing a wide range of business needs. Our seasoned team of developers, architects, and project managers bring together extensive expertise, innovative thinking, and a client-centric approach to deliver robust, efficient, and scalable solutions that drive tangible value for our clients.

One notable project in our Mainframe Application Development portfolio involved the modernization of a legacy banking system for a leading financial institution. The client was grappling with an outdated mainframe application that hindered agility, scalability, and integration with modern digital channels. Recognizing the urgency of the situation, our team embarked on a comprehensive modernization initiative aimed at transforming the legacy system into a modern, agile platform capable of supporting the bank's evolving business needs. The project kicked off with a thorough analysis of the existing mainframe application, identifying pain points, legacy dependencies, and areas for improvement. Leveraging our expertise in mainframe technologies and modern software architectures, we devised a strategic modernization roadmap that outlined key milestones, deliverables, and timelines for the project.

Central to the modernization effort was the adoption of contemporary development frameworks, tools, and methodologies. We transitioned the bank's monolithic mainframe application to a modular, service-oriented architecture, enabling greater flexibility, reusability, and scalability. This involved breaking down complex, tightly-coupled components into loosely-coupled services, each encapsulating specific business logic and functionality.

Simultaneously, we revamped the user interface and experience, replacing outdated green-screen interfaces with modern, intuitive web-based interfaces. This not only enhanced usability and accessibility but also paved the way for seamless integration with other digital channels, such as mobile banking apps and online portals.

Data migration and integration were also critical components of the modernization effort. We devised a comprehensive strategy for migrating data from the legacy system to the new platform, ensuring data integrity, consistency, and security throughout the process. Additionally, we implemented robust integration mechanisms to enable seamless communication and data exchange between the modernized mainframe application and other systems within the bank's ecosystem.

Throughout the project lifecycle, we collaborated closely with the client's stakeholders, fostering open communication, soliciting feedback, and ensuring alignment with their evolving business objectives. Our agile development approach allowed for iterative, incremental delivery, enabling the client to see tangible progress and provide input at each stage of the project.

Upon completion of the modernization initiative, the client was delighted with the results. The newly modernized mainframe application delivered significant improvements in agility, scalability, and user experience, empowering the bank to adapt quickly to changing market dynamics, launch new products and services rapidly, and provide a seamless omnichannel banking experience to its customers.

**Another notable project** in our Mainframe Application Development portfolio involved the development of a custom order management system for a large retail chain. The client sought to replace its aging mainframe-based order processing system with a modern, cloud-native solution capable of supporting its growing business operations. To achieve this, our team embarked on a comprehensive development effort, leveraging a combination of mainframe and modern technologies to deliver a robust, scalable, and feature-rich order management system. We began by conducting a thorough analysis of the client's existing order processing workflows, identifying pain points, inefficiencies, and areas for improvement.

Based on our analysis, we designed a modernized order management system that streamlined order processing, improved order visibility, and enhanced collaboration across the supply chain. The system featured a user-friendly web-based interface that allowed sales representatives, warehouse managers, and customer service agents to access and manage orders from any device, anywhere, at any time.

One of the key challenges in this project was integrating the new order management system with the client's existing mainframe-based ERP system, which housed critical order and inventory data. Leveraging

our expertise in mainframe integration techniques, we developed custom integration adapters and middleware components that facilitated seamless communication and data synchronization between the two systems.

Data migration was another critical aspect of the project. We devised a comprehensive strategy for migrating order data from the legacy system to the new platform, ensuring data integrity, accuracy, and completeness throughout the migration process. Our team implemented robust data validation and cleansing routines to identify and rectify any inconsistencies or anomalies in the data, ensuring a smooth transition to the new system.

Throughout the development lifecycle, we collaborated closely with the client's stakeholders, soliciting feedback, and making adjustments as needed to ensure alignment with their business objectives. Our agile development approach allowed for iterative, incremental delivery, enabling the client to see tangible progress and provide input at each stage of the project. Upon completion of the project, the client was thrilled with the results. The new order management system delivered significant improvements in efficiency, visibility, and customer satisfaction, enabling the retail chain to process orders more quickly, reduce fulfillment errors, and provide a superior shopping experience to its customers.

MSys has a proven track record of success in delivering Mainframe Application Development projects that drive tangible business value for our clients. From legacy modernization initiatives to custom application development efforts, we leverage our deep expertise, innovative thinking, and client-centric approach to deliver solutions that exceed expectations and empower our clients to thrive in today's dynamic business landscape.

**CRFQ DMV24\*03 - EXHIBIT A - PRICING PAGE**

TOTAL INSTALLATION & DELIVERY COST										
LOCATION - 5707 MacCorkle Avenue, S.E., Charleston, WV 25304										
Item Number	Quantity	Description	Unit Price Year 1	YEAR 1 TOTAL	Unit Price Year 2	OPTIONAL YEAR 2 TOTAL	Unit Price Year 3	OPTIONAL YEAR 3 TOTAL	Unit Price Year 4	OPTIONAL YEAR 4 TOTAL
1	20,000 (8x2500 hrs)	Application Programmer Analyst Contract Cost for 1 year based on hourly rate	125	2500000	130	2600000	135	2700000	140	2800000
<b>Total</b>				\$ 10,600,000.00						

**This amount is for evaluation purposes only**