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Header 2

List View

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

Procurement Folder: 1381091

Procurement Type: Central Master Agreement

Vendor ID: VS0000040332 

Legal Name: Info Way Solutions LLC

Alias/DBA:

Total Bid: \$1,300,000.00

Response Date: 03/26/2024 

Response Time: 16:43

Responded By User ID: InfoWaySolutions 

First Name: Kismat

Last Name: Kathrani

Email: procurement@infowaygro

Phone: 9254359672

SO Doc Code: CRFQ

SO Dept: 0802

SO Doc ID: DMV2400000003

Published Date: 3/26/24

Close Date: 4/2/24

Close Time: 13:30

Status: Closed

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			1300000.00

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.

A Proposal to Serve



**Mainframe Application Programmer
Technical Staffing Services**

April 02, 2024 @ 1:30 PM - EST

Technical Proposal

Prepared by



46520 Fremont Blvd, Suite #614, Fremont, CA 94538
Phone: (925) 435 – 9672 | Fax: (925) 558 – 4784
Website: www.infowaygroup.com | Email: info@infowaygroup.com



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1. Transmittal Letter



State of West Virginia

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

March 12, 2024

Kind Attention: Ms. David H Pauline - Senior Buyer

Subject: Response to **CRFQ-0802-DMV240000003 - Mainframe Application Programmer Technical Staffing Services** due on March 19, 2024.

Dear David,

We appreciate the opportunity to propose our Company Info Way Solutions LLC, as a potential resourcing company to meet the requirements of the above-mentioned CRFQ for State of West Virginia (State). Our proposal is built upon a proven history of success and we are sure that we can create a worthwhile business partnership with the State.

Info Way Solutions LLC provides Information Technology related services to both government entities and private corporations. With experience covering more than 9 years, our management and staff understand the unique challenges faced by County, City and States. We are expert in providing insight across multiple facets of IT and business collaboration. Info Way Solutions is a **Minority Business Enterprises (MBE)** certified with NMSDC and **Small Business Enterprise (SBE)** certified with DGS in State of California. Info Way Solutions agrees to all and any statements forthcoming (with due cause and within the boundaries set forth in this agreement), rules and regulations as determined by "State".

We are happy to inform you that,

1. IWS has won a five-year contract to provide **Temporary IT Professional Services** to "The School District of Greenville County, South Carolina".
2. IWS has won a multi-year contract for providing **Software/Application/Database Development, Business Requirements Analysis, and Integration Services** to "City of Sunnyvale".
3. IWS has won a two-year contract to provide **Temporary Pharmacy Staffing** to "County of San Diego, California".
4. IWS has won a two-year contract for providing **IT Staff Augmentation** to "City of Santa Maria, California".
5. IWS has won a multi-year contract for providing **Temporary Staffing Services** to "City of Las Vegas, Nevada".



The Corporate official who is authorized to negotiate the contracts on behalf of Info Way Solutions LLC with State is Mr. Kismat Kathrani and should be contacted for clarification on any part of this proposal.

- Company Name : Info Way Solutions LLC
- Address : 46520 Fremont Blvd, Suite 614, Fremont, CA 94538
- Principal Contact Person : Mr. Kismat Kathrani – CEO
- Phone No : (925) 435 - 9672
- E-mail id : kismat.k@infowaygroup.com

We look forward to work with you in this program.

Sincerely,



Kismat Kathrani
CEO



2. Company Introduction

We are very pleased to present our skills, capabilities and experience as a technology Services Vendor/Integrator in response to the State of West Virginia (State) need for Mainframe Application Programmer Technical Staffing Services. Info Way Solutions has a proven track record of providing high quality services to our clients.



Keeping up with technological advancements can be overwhelming and State personnel cannot have expertise in everything. You certainly need a reliable and trustworthy IT Partner who can support you with IT planning and management services.

Info Way Solutions LLC is a **100% US owned small business (Certified MBE, SBE and CPUC) based in Fremont, California**. Info Way Solutions is trusted by many reputed organizations nationwide to provide IT consulting services. Info Way Solutions was formed in 2014 with a clear focus on IT Staffing and Technical Support Services.

With our excellent Consultants and a winning culture, Info Way Solutions today is firmly established as one of leading IT consulting firms. With a total headcount of around 500+ and easy access to a global resource pool, Info Way Solutions offers an extensive range of IT services to US businesses.

Info Way Solutions was established in 2014, with the sole objective of providing high quality services in recruitment and human resource management. Since then, Info Way Solutions has grown organically into a specialist provider of permanent, contract, temporary and outsourced recruitment solutions. With over 9+ years of experience, we operate across the small and large firms. Our aim is to give employer's quality staffing and individual candidate's greater opportunities to succeed in their careers through a broad range of contacts and value-added expertise.

- Info Way Solutions has recruited over 1000 employees ranging from executives to technician across industries.
- Info Way Solutions has experience hiring large volumes of staff within limited periods of time to meet contract deliverables.
- Info Way Solutions has experience maintaining a low turnover rate for contract staff and internal corporate staff.



2.1. Qualification of Firm

Info Way Solutions is a strategic IT Staffing and Consulting Services company. Info Way Solutions has provided Information Technology Support Services for 9+ years. We specialize in the capability of having knowledge and insight of providing the various business support needed to support many professional roles/functions in the Information Technology Field. Our consultation services involve expertise to properly execute desired Temporary Staffing programs. We can implement our services individually based on a single role or designed as a total solution.

Our superior client-consultant relationships and in-depth insight of services have resulted in significant repeated business with clients. In addition, we are partners with best-in-class technology vendors that enable us to best determine the most appropriate hardware, software and services to cater to any of our client’s business needs. We collaborated with client to optimally use of today’s technology while also planning.

All our resources are multifaceted and come with years of commended performance. Project completion rate of our consultants is 97%, 3% is attributed to unforeseen situations like project shutdown, health issues, relocation, etc. We appreciate the experience that our candidates bring from various industries and we like to leverage it for the mutual benefit of both the State of West Virginia and Candidates. We specialize in information technology staff augmentation services, and start-up hiring.



Overview:

- | | |
|---|--|
| 1. Name of company | : Info Way Solutions LLC |
| 2. Address of corporate headquarters | : 46520 Fremont Blvd, Suite 614, Fremont, CA 94538 |
| 3. Telephone and Fax number | : (925) 435 – 9672 / (925) 558 – 4784 |
| 4. Type of company | : LLC doing business as S Corp |
| 5. Company formed on | : 17 th July, 2014 |
| 6. Company Principals | : Mr. Kismat Kathrani - CEO |
| 7. Total no. of company’s employees | : 500+ |
| 8. No. of years in providing similar services | : 9+ |
| 9. FEIN | : 46-2594823 |
| 10. Authorized Partners to | : HP, PayPal, Apple, Walmart, Cisco |
| 11. Certifications | : MBE, SBE, CPUC, SAM |



Since our inception in 2014 our sole focus is on IT Staffing & Consulting and we continue to deliver successful programs. Through the course of 9+ years as a specialized Information Technology Service Provider, Info Way Solutions today has specialized offering in various IT Services which includes the following:

Info Way Solution’s Services

- Staffing Service
- Cyber Security Solutions
- Big Data
- Digital Transformation
- Web Application Development
- Web UI/UX Development
- Mobile Application Development
- Custom Application Development
- Application Transformation
- Training and Placement

Our Consulting Practice Includes

- An initial assessment of client needs
- Identification of project scope
- Clear definitions of deliverables
- Technology and strategy recommendations
- Development of a quality solution
- Ongoing guidance and feedback
- Timely, within budget the completion of project

Industry Practices

- Banking, Financial Services and Insurance
- Telecom
- Manufacturing
- Retail and Consumer Goods
- Transportation
- Life Sciences and Healthcare
- S-Governance
- Energy and Utilities
- Media and Entertainment

Service Practices

- eBusiness
- Application Development and Maintenance
- Architecture and Technology Consulting
- Engineering Services
- eSecurity
- Large Projects
- Infrastructure Development and Management
- Process Consulting
- Human Resourcing

Info Way Solutions offers onsite + offsite + remote delivery models. Our team of 500+ consultants will develop a tailored solution that delivers an economical solution to meet your business and budgetary needs. – offering depth and breadth of expertise. Info Way Solutions delivers only the best resources to control your project implementation and support costs, whatever the scope of your demand.



Info Way Solutions has deep experience in IT Staffing & Consulting practice and has worked with 100+clients globally.	Our IT consultants expertise, agility, flexibility to work with clients.	Low attrition rate which allows effective expertise build-up, accumulation and retention.
Strong domain expertise in the last 9+ years.	Holistic process driven approach in consultant hiring.	Existing process frameworks of utilities to jump start customers
Total lifecycle experience for SLED clients.	Unique engineering workforce: highly skilled, experienced and well educated.	Managing Centers of Excellence (CoE's) for all the customers.

Our IT Support Methodology includes the following key activities by phases:

- **Assess** — establish transformation objectives, create transformation baseline, develop initial Target Operating Model and business case, initiate transformation program, develop program governance structure, agree on procedures, standards, methods and tools, agree on risk management approach, change management approach and benefit realization approach, complete initial planning and preparation.
- **Design** — develop implementation strategies, define baseline scope, collect and document business requirements, develop business blueprint, develop technical architecture design, develop technical standards and procedures, complete baseline configuration, review gaps and issues, sign-off business blueprint, develop change management activities, develop training strategy, develop test strategy and plan.
- **Construct** — configure, test and confirm business requirements, develop identified enhancements, reports, conversions and other development objects, implement enterprise security plans, plan and execute integration testing, plan and execute performance and system tests, develop initial cutover plan, implement plans for an enterprise Centre of Excellence, assess pre-transition readiness, develop training.
- **Implement** —finalize migration plan, finalize organizational change management activities, evaluate changed organization, evaluate system effectiveness, conduct training sessions, execute user acceptance tests, complete final simulated data load and data load to production, perform cutover and go live.
- **Operate and Review** — complete transition to business and production support, track and monitor operational performance, realize the planned business benefits, establish continuous improvement programs.



With our excellent IT Consultants and a winning culture, Info Way Solutions today is firmly established as one of leading IT consulting and temporary staffing firms. With a total headcount of around 500+ and easy access to a global resource pool, Info Way Solutions LLC offers an extensive range of IT services to US businesses.

Our expert consultants have decades of experience handling various projects in fresh IT Implementations, IT Upgrades and IT Postproduction Support as well. We know precisely how to handle your business requirement, what tool to be chosen and how to deliver things in phases.

Info Way Solutions will support State's IT Department to manage the technical aspects of your IT implementation, with our certified and trained IT consultants. We will improve the overall performance and reliability of your existing systems by performing proactive maintenance. Info Way Solutions can



comfortably blend in your IT Department and serve as an extension of your team without adding headcount; accelerate the pace of existing or planned implementations.

Info Way Solutions can support State's in all aspects of planning your IT landscape and architecture to delivery of IT operations such as upgrades and configuration changes, our certified consultants support you remotely in all tasks of system management to ensure the continuous availability of your business-critical applications and networks.

We understand not only the art of matching people, but also the science of technology. We use in-house developed applications that store large volumes of candidate's data which helps our staffing professionals connect just the right person to just the right job. And our network of industry connections and strategic partners remains unmatched.

- Our objectives are to deliver fast and flexible staffing solutions at competitive rates.
- To do everything we do in a personal, hands-on way so nobody ever gets lost in the system.
- Each candidate is placed in the right job, and every job opening is filled with the right candidate.
- To guarantee satisfaction or you pay nothing. To treat you as we would want to be treated. To handle your personal information with the utmost respect.



Our goal is to provide timely, accurate, efficient technological solutions that enhance our client’s value. We have an experienced team of senior IT consultants and other IT associates to offer excellent IT support and services that range from business process consulting, HR Staffing, software development to design, develop, implement and postproduction support.

We are confident to be able to support State’s IT System with our expert consultants.

2.2. Info Way Solutions Partial Client List

We are pleased to inform you that, Info Way Solutions has won a five-year contract to provide “Temporary IT Professional Services” to “The School District of Greenville County, South Carolina” and a two-year contract to provide “Temporary Pharmacy Staffing” to “County of San Diego, California”.



<https://www.greenville.k12.sc.us/>



<https://sunnyvale.ca.gov/>



<https://www.cityofsantamaria.org/>



<https://www.sandiegocounty.gov/>



<https://www.lasvegasnevada.gov/>



<https://flynashville.com/nashville-airport-authority>



<https://www.dms.myflorida.com/>



<https://www.sacsewer.com/>



<https://www.browardschools.com/>



<https://www.valleywater.org/>



<https://main.sbcounty.gov/>



<https://beaches.lacounty.gov/>



<https://www.kcpublicschools.org/>



City of Phoenix

<https://www.phoenix.gov/>



CEDAR PARK

<https://www.cedarparktexas.gov/>



CITY COLLEGES
of CHICAGO

<https://www.ccc.edu/>



<https://portals.gesd40.org/>



THE UNIVERSITY OF UTAH

<https://www.utah.edu/>



CalOptima
Better. Together.

<https://www.caloptima.org/>



KERN HEALTH SYSTEMS

<http://www.kernfamilyhealthcare.com/>



<https://www.orangecountyfl.net/>



<https://www.wellsfargo.com/>



<https://kaiserpermanente.org/>



<https://www.google.com/>



<https://www.walmart.com/>



<https://www.allegisgroup.com/>



https://www.rti.com/en_us



<https://www.ebay.com/>



<https://www.visa.co.in/>



<https://stanfordhealthcare.org/>



<https://www.pontoonsolutions.com/en/>



<https://www.altimetrik.com/>



<https://www.infostretch.com/>



<https://www.bankofthewest.com/>



<https://www.paypal.com/in/home>



<https://www.apple.com/>



TESLA

<https://www.tesla.com/>



<https://www.salesforce.com/in/>



<https://www.mdcprecision.com/>



<https://na.panasonic.com/us/>



<https://www.persistent.com/>



<https://www.medtronic.com/in-en/index.html>



<http://www.carefusion.com/>



<https://www.randstad.in/>



<https://www.philips.co.in/healthcare>



<https://www.gilead.com/>



<https://www.kellyservices.com/>



<https://www.planetfitness.com/>



3. Staffing Capability

Info Way Solutions HR Services has a dedicated Resource Management Team working to address our clients and partners staffing requirements. From the pool of experienced recruiters, resume databases and partner networks we can provide the right candidate in very short duration.

We can quickly ramp up client teams with mix of experienced consultants who are able to deliver the project on time at a reduced cost. Our offshore premises are our own hence we can ramp up the team pretty fast to accommodate more teams. Info Way Solutions HR Services team helps you address your staffing needs with contract; contract-to-hire and direct hire recruiting services.

Our recruitment process is rigorous and thus pre-screens the candidate before submitting to clients. Hence, we are able to ensure that only the right candidates get shortlisted. We get repeat business from our clients because we clearly understand your business, your culture, and your needs precisely.

Benefits our client's derive

- Provide a direct access to expert IT Consultants
- We pre-screen candidates for their Technical and Communication skills and present them to our clients without compromising on quality.
- We have master contract agreements on HR consulting with many corporations.
- We have strict guidelines to qualify a candidate hence our recruiters follow internal quality checks.
- We handle end to end life-cycle of the recruiting to placement process.

Today, we have a pool of experienced IT Consultants with industry domain experts, management bandwidth and necessary infrastructure to deliver project implementation, upgrades / migration and IT consulting services.

We understand our client's needs well; hence we always maintain a slim bench of experienced IT consultants who are able to take up any work and support clients. Our near-shore and offshore Delivery Centre's resource pool ensures scalability and ease of working.

Info Way Solutions Differentiator's

Sourcing Strategies for Hard-to-Fill Positions

There are known specialties that have shortages of skilled professionals in the marketplace. These shortages create limitations for effective recruiting. Our team supports a practice of continuous recruitment of qualified candidates throughout the term of the contract and beyond for future work. We maintain a ready pool of qualified candidates of various expertise from which to draw.



Localization – Recruitment Methodology

Our methods for recruitment of local personnel to staff effectively and to keep staff for the entire contract based upon current economic conditions, qualifications, and retention at geographic locations are:

Location in relation to:

- Nearest large metropolitan city
- Nearest large and technologically advanced center
- Population index
- Cost of Living index
- Commuting distance and associated costs for personnel

From our geographic research, we have used the above factors that could present facilities as a Recruitment Challenge.

- Distance Challenge - Over 45 miles from the nearest large city (50,000 population) to site: less likely for individuals to drive long distances given compensation.
- Location Challenge-is not near a major talent center: lower opportunity for personnel having qualifications to support of the requirements.
- Population Challenge-is in an area population: 50,000 residents or less and age of workforce (e.g. retirement areas)
- \$ High Cost of Living Index—approximately 10% or greater to the national average; expected higher pay scale.

Contract Management/Recruiting Capabilities

Info Way Solutions uses government approved accounting practices, procedures and software. We have an on-staff Controller, Compliance Officer and Payroll Manager dedicated to compliant financial management. Our Executive Team oversees corporate organizational development, strategy, and provides direction. Key senior leaders oversee and specialize in various business areas that work collaboratively to support proposal and contract management efforts. Our contract specific Program Managers are the liaisons between our field associates, the program and Info Way Solutions. Our internal Human Resources (HR) department and in-house recruiters use specialized tools, assessments and specific hiring criteria which allow us to carefully select the best, most qualified and aligned internal and external talent for higher performance and better results. We are an experienced recruiting firm which uses advanced analytics to identify exceptional candidates who match your company's culture, bring value to your organization with skills and talent, that help drive forward to achieve results.

Internal Provider Database and Postings

We use a multitude of resources to assist in our talent search. A combination of on-line recruiting tools such as LinkedIn Recruiter, Zip Recruiter, Indeed, The Ladders, Monster, CareerBuilder, Dice and industry specific sources, and our extensive internal database and word-of-mouth referrals help our highly experienced recruiters find the right people for our positions nationwide.



Our HR Department places announcements of openings on the company Web site, which spiders out to multiple hiring sites and professional organizations and is accessible directly or indirectly from these sites. Info Way Solutions maintains an extensive database of potential hires for all professional positions.

We use the Applicant Tracking System (ATS) and HR recruiting application through Payroll Network that enables our recruiters to manage our entire talent life-cycle from sourcing to recruitment marketing to applicant tracking and onboarding. Info Way Solutions recruiters maintain communication with candidates they have kept up with previously recruited or are currently supporting one of our contracts. Our first step during the start-up phase of each new contract and whenever vacancies occur for attrition is to scan our internal database for candidates and talk to our employees for referrals.

Info Way Solutions provides project management, application management, software development, integration, consulting, and staffing solutions to help State get the maximum return-on-investment on your IT Landscape. When you need guaranteed success, Info Way Solutions provides the advice and guidance of experienced professionals who understand both the functional business needs and technical design you demand. Whether it is implementing a new IT environment or enhancing your existing IT system, Info Way Solutions supports your investment by using our hands-on approach. Reduce delivery costs/time, create value and lower total cost of ownership.

- Lower your overall cost by reducing your overhead cost
- Flexible workforce / Ad-hoc consultants for specific project or timeline
- Reduce workforce liability
- Experienced staff increases project management efficiency
- Experienced consultants who can work Onsite, Offsite & Offshore

Our Recruitment Services include, Executive Search, Permanent and Temporary Staffing, Master – Vendor Services, Recruiter on Demand etc., We have succeeded in transforming a conventional business concept into one that embraces technology, without sacrificing that all-important personal touch. Info Way Solutions is specialised as an exclusive provider of IT consulting services. The key to our success is our commitment to developing long-term relationships with our clients and employees. At Info Way Solutions we pride ourselves on our ability to provide the brightest IT talent available in the industry.

We hire the right people and increase first time hiring success rate. We retain key employees to reduce rehiring and training cost. We increase productivity with proper workflow, improved operating procedures, and systematic training. We improve net profit by reducing the running cost in hiring, training and manpower inefficiency. We create a high performance work place to continue improving business efficiency and effectiveness.

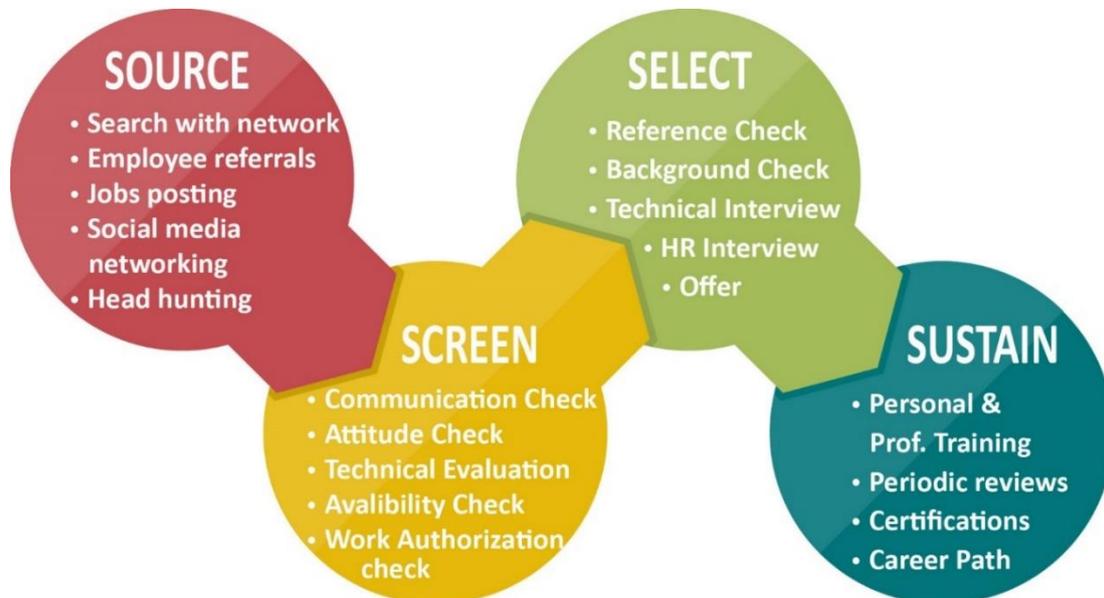


4. Our Recruitment Process

Our Hiring Process: When a specific position needs to be filled internally or for our clients, we will broadcast within our network and look for candidates with whom we have worked in the past and have relationship. If we have not found anyone in that basket, then we look for candidate from open market or vendors. The process is explained here:

Candidate applies by visiting our Careers Website or job posting in portals for suitable positions.

Initial Screening: Once candidate applies for a position online, his / her information will be reviewed by the Info Way Solutions recruiting team member and we will compare his/ her skills and experience with the requirements of the position. If there is a match, HR team shall contact the candidate for further consideration.



Interview Process: The interview process may vary based on the position they apply to. The HR team will discuss the interview timeline with candidate in greater detail to provide the candidate with a realistic expectation for filling the open position. Generally, the interview process will begin via a phone screen with a member of our HR Team. Subsequent interviews will be in person and may consist of a series of interviews with different members of the HR Team. The majority of the time will be spent discussing candidate's background, skills, and significant accomplishments.

Pre-Employment Assessments: Our assessments may vary based on the position the candidate applies for. The assessments will be conducted mostly online. The assessments will assist us to know his technical acumen and also his written communication skills. As a practice, we will not use them to discriminate based on race, color, sex, national origin, religion, disability, or age.



Offer of Employment: Based on the results of the interviews, an offer of employment may be extended. At this point we will discuss the specific details of the offer.

Background Check: After an offer has been accepted, Info Way Solutions will complete a background check. This will consist of criminal history, education reference, and employment references. Candidate's offer of employment will be contingent upon a favourable background check.

Drug Test: Before candidate's scheduled start date, Info Way Solutions will ask the candidate to submit to a pre-employment drug screen. Candidate's offer of employment will be contingent upon a negative drug screen.

First Day of Work: If the candidate is hired for internal position, his reporting project manager or a member of Human Resources will be in contact with candidate to discuss his/ her first day of work with Info Way Solutions.



5. References

Reference 1: Walmart	
Reference's Name	Mr. Yi Ping Lee
Email Address	yiping.lee@walmart.com
Telephone Number	(510) 766 - 0091
Effective Dates	May 18, 2022 to present
Address	600 W California Ave, Sunnyvale, CA 94086
Brief Description of the Work Performed:	
<p>In this contract, we provided temporary IT staffing services on below job positions.</p> <ul style="list-style-type: none"> • Application Developer • Back-end Java Developer • Unit & Functional Testing • Web Development • System Analyst • Security Analyst/Engineer • Computer Operator • Automation and Manual Tester • Business Analyst 	

Reference 2: Apple Inc.	
Reference's Name	Mr. Chiragkumar Shihora
Email Address	chirag_s@apple.com
Telephone Number	(510) 458 - 9814
Effective Dates	2017 to Present
Address	1 Apple Park Way, Cupertino, CA 95014
Brief Description of the Work Performed:	
<p>In this contract, we provided temporary IT staffing services on below job positions.</p> <ul style="list-style-type: none"> • Project Manager • UI/UX Developer • System Administrator • Application Developer (Java/.NET/php/AI) • Tester • Business Analyst • System Analyst • Architect 	



Reference 3: Optum	
Reference's Name and Title	Mr. Bhramanand Reddy
Email Address	brahmanand.bhavanam@optum.com
Telephone Number	(216) 534 - 0848
Effective Dates	2014 – Present
Address	11000 Optum Cir, Eden Prairie, MN 55344
<u>Brief Description of the Work Performed:</u> In this contract, we provided temporary IT staffing services on below job positions. <ul style="list-style-type: none">• Application Administration• Data Architect• ERP Business Analyst• Back-end Java Developer• Unit & Functional Testing• Tester• Web Designer• Database Administration• Project Manager• System Administrator• Application Developer (Java/.NET/php/Al)• System Analyst	



6. Resume of Edward J. Roche, Jr

SUMMARY

- Experienced in information technology including experience in a leadership, supervision, management and systems analyst capacities.
- Over 15 years' experience in Endeavor Administration at Dollar Bank, Highmark Blue Cross, PNC, NY State DMV and IBM.
- Technical lead experience at PNC Financial, Highmark Blue Cross, Dollar Bank and Bank of New York Mellon.
- Experience with Tier 2 support for Production Cycles at PNC Financial, Highmark Blue Cross, Dollar Bank and Bank of New York Mellon.
- Familiar with CA Plex capabilities and functionality.
- Familiar with Web Programming, Rest Services/APIs, SOA Design Principles, Object Oriented fundamentals (Java/J2EE, Server-Side Programming), GIT, Maven, Jenkins, Tomcat, Spring Frameworks, and Angular S.
- Knowledge of HTML, XML, JavaScript and Webservices at PNC Financial, Highmark Blue Cross.
- Coordinated PNC Financials' Mainframe Telecom LU6.2, SNA, VPN, NDM, SMTP(Internet), X400 protocols, DMZ firewalls and virus walls with PNC's Telecom Department, third party software vendors, PNC's Data Security Department housed at PNC's Data Center in Robinson Township.
- 8 years' experience at Highmark Blue Cross / Blue Shield in the Information technology area implementing Web based interconnectivity to existing mainframe systems and relational databases via MQ series utilizing MVS/ISPF, TSO, JCL, CICS, CLIST, REXX execs, PL/1, COBOL and JAVA application development using RDz,.
- Extensive experience in human factors design and quality assurance testing of software systems.
- Developed systems using MVS/ISPF, JCL, IMS, DB2, Endeavor, VSAM, PL/1 and COBOL programming language using multiple hardware systems such as PC-microfocus, midrange systems such as AS/400 and mainframe systems.
- Maintained Highmark Blue Cross / Blue Shield IBM mainframe based idcard system which utilized PL/1, Natural, COBOL, Assembler, JCL, TSO/ISPF, MVS, SQL, Oracle, DB2, IMS/DLI, SPUFI, Endeavor, file aid, INSYNC, SYNCSORT. PowerBuilder, CICS, MQ and TX series to connect the front-end power build user interface to a DB2 database containing card layout information as well as CICS online screens and programs.
- Maintained Highmark's Blue Cross / Blue Shield Claims systems interface to membership systems EDI interfaces.
- Utilized COBOL, Natural, MVS/ISPF, JCL, DB2, Endeavor, and VSAM to migrate existing legacy VSAM vehicle license and registration system to an IBM DB2 relational database meeting WHTI (Western Hemisphere Travel Initiative) standards for creating the NY State EDL (Enhanced Driver's License) system.
- 20 years' experience with JCL, TSO/ISPF, MVS, SQL, Oracle, DB2, IMS/DLI, SPUFI, Endeavor, Panvale, fileaid, INSYNC(Macro4), Data Mover (NDM), RACF, Omegamon, Natural, COBOL, Easytrieve, Easytrieve Plus, PL/1, REXX, Xpeditor, Intertest, SMS, SYNCSORT, CICS and VSAM.



- Experience developing systems at IBM using PL/1, REXX, and CLIST using both VM and MVS operating systems.
- Over 18 years' experience in production scheduling using Zeke/Zebb and then ESP- (Cybernation Enterprise Job Scheduling) software, production control procedures applying ZAPS, PTF's, using Endeavor production control SCL and maintaining processing service deliverables, on multiple platforms and in multiple environments.
- Utilized IBM MQ/TX series to define queues to stack and dequeue CICS transactions for client server applications.
- Familiar with ACH systems and processing at Mellon Bank's Global Cash Management area.
- Led large projects, which involved coordination of both internal resources at local, national and international level, as well as, vendor resources in order to successfully, complete large complex projects.

PROFESSIONAL EXPERIENCE

PNC Financial Pittsburgh, PA

2017 - Present

Mainframe Developer

- Lead multiple production systems projects in order to complete client projects for client PNC's ATM, PCS, COR Systems area.
- Created and maintained Production DAS DB2SQL Queries for PBAL process including SQL calculation to determine the DAS account EPOCH Date (number of seconds since Epoch date January 1 1970).
- Developed Positive Balance (PBAL) interface /feed from COR systems to Base24 (ACI) Oracle Database via Informatica. Jobs, programs were added into Production DAS system to daily update new DAS Unix system with 20million plus PNC checking and Saving account information including account numbers, account types and current balance information.
- Modified PCS online CICS systems to feed new DAS (Base24) system via batch and online transactions.
- Maintained QA and Production Pilot DAS systems interfaces which includes QA PBAL 20 plus million account updates,
- Created and maintained PCS and DAS online logs in both Production and QA test systems. Job responsibilities includes maintaining QA system, manually bringing down QA CICS online log files, backing up multiple logs and deleting and redefining new CICS online files and opening them in the various QA CICS regions.
- Maintained PNC's IBM mainframe based ATM systems which utilized COBOL, VSAM, JCL, TSO/ISPF, MVS, SQL, Oracle, DB2, SPUFI, Endeavor, file aid, SYNC SORT, CICS, MQ, as well as CICS online screens and programs.
- Experience with Tier 2 support for Production Cycles,
- Experience with HTML, XML, RSS and Webservices.
- Coordinated both production and test development efforts, as well as, Unit, CIT, SIT and QA test verification activities and corresponding Endeavor environments for scheduled client releases.
- Participated in daily Scrum Calls with all project resources to coordinate daily activities, as well as, creation of initial sprints, epics, stories, task and impediment creation.
- Partnered with internal project liaisons to acquire resources, assigns tasks, directs activities, and controls project execution. Coached and mentored project team members.



- Partnered with internal project liaisons to acquire resources, assigns tasks, directs activities, and controls project execution. Coached and mentored project team members.
- Tracked and reported progress using Clarity and Endeavor to support environment governance and reporting for projects. Communicated project expectations to team members, stakeholders and management in a clear and timely matter.
- Lead, managed and motivated project team to successfully plan, execute and monitor multiple projects to successful completion (on time, on budget, and with full scope).
- Developed, managed and maintained productive working relationships with business partners, project stakeholders, systems community and outside vendors.
- Experience implementing large system testing projects involving testing, defect tracking, problem resolution production implementation and fix distributions in a timely manner.

Highmark Blue Cross / Blue Shield, Pittsburgh, PA

2016 - 2017

Mainframe Developer

- Lead production systems changes to complete client projects for such clients as Highmark Blue Cross Independence Blue Cross, Minnesota Blue Cross and Concordia Dental within General Ledger Systems. Acted a liaison between Management, Business, Technical resources and clients.
- Utilizes MS Project to create, manage and analyze project schedules, resource utilization, project risk and issues, as well as, project budget.
- Experience with Tier 2 support for Production Cycles,
- Experience with HTML, XML, JavaScript and Webservices.
- Created and modified both production and test programs, JCL and Oracle DB DMS PeopleSoft Scripts across multiply test environments TENV2, TENV3, TENV6 and TENV7 and corresponding Endeavor environments for scheduled client releases.
- Coordinated secured transmission of client test results via secure FTP transmission of client information to verify and email correspondence for client sign-off during the entire development process.
- Participated in daily Scrum Calls with all project resources to coordinate daily activities, as well as, creation of initial sprints, epics, stories, task and impediment creation.
- Partnered with internal project liaisons to acquire resources, assigns tasks, directs activities, and controls project execution. Coached and mentored project team members.
- Partnered with internal project liaisons to acquire resources, assigns tasks, directs activities, and controls project execution. Coached and mentored project team members.
- Tracked and reported progress using RTC-Team Concert, ClearQuest, ClearCase, Clarity, Harvest, and Endeavor to support environment governance and reporting for projects. Communicated project expectations to team members, stakeholders and management in a clear and timely matter.
- Lead, managed and motivated project team to successfully plan, execute and monitor multiple projects to successful completion (on time, on budget, and with full scope).
- Developed, managed and maintained productive working relationships with business partners, project stakeholders, systems community and outside vendors.
- Experience implementing large system testing projects involving testing, defect tracking, problem resolution production implementation and fix distributions in a timely manner.



Highmark Blue Cross / Blue Shield Atlanta, GE

2015 - 2016

Mainframe COBOL Developer

Managed both on-shore and off-shore resources to complete client projects for such as Minnesota Blue Cross and NEPA within Membership System. Acted a liaison between Management, Business and Technical resources located on and offshore. Lead daily Scrum Calls with all project resources to coordinate daily activities. Partnered with internal project liaisons to acquire resources, assigns tasks, directs activities, and controls project execution. Coached and mentored project team members. Tracked and reported progress using RTC-Team Concert, ClearQuest, ClearCase, Clarity, Harvest, and Endeavor to support environment governance and reporting for projects. Communicated project expectations to team members, stakeholders and management in a clear and timely matter.

- Production scheduling using CA7 - Enterprise Job Scheduling) software, production control procedures applying ZAPS, PTF's, using Endeavor production control SCL and maintaining processing service deliverables, on multiple platforms and in multiple environments.
- Implemented production FTP and NDM File Transmissions to multiple clients.
- Utilized SQL and Informatica (ETL) to updated EDW-Enterprise Data Warehouse via scheduled production Jobs.
- Used Unix Scripting to monitor network resource availability and resource activity.
- Monitored and debugged processes using Xepiditor and other debugging tools.

PNC Bank, Pittsburgh, PA

Senior Project Manager - Mainframe Applications

Managed Greenfield Bridge Data Center relocation regarding IT infrastructure and software, specifically Enterprise Services AES-(Adjustment Express) and RCM-(Returns Check Management). Applications involved interface with Hogan DDA-(Demand Deposit Applications) as well as TDA-(Time Deposit Applications). Partnered with internal project liaisons to acquire resources, assigns tasks, directs activities, and controls project execution. Led Mainframe Application modification utilizing COBOL, DB2, JCL and off-shore resources. Coached and mentored project team members. Tracked and reported progress, analyzed the results based on facts, defined the products of the project, and forecasted future trends in the project. Utilized PNC, project management, configuration and release management software tool set including Clarity, Harvest, Endeavor and Clear Case to support environment governance and reporting for Green Field Bridge project.

System One, Cranberry, PA

2014 - 2015

Senior Project Manager

Westinghouse Nuclear

Manage large complex projects out of the Westinghouse EPMO Office. Provides leadership and strategic guidance during the solution development and project execution processes ensuring that Westinghouse IT, management and multiple IT Vendors provide solutions on-time and cost effectively. Translates customer requirements into operational strategies associated with each solution and offering to ensure client needs are met in a cost-effective and timely manner.



Dollar Bank, Pittsburgh, PA

2012 - 2013

Mainframe Development – IT Quality Assurance

Managed IT Quality Assurance of all banking systems which includes Mainframe applications, MVS/ISPF, TSO, JCL, Endeavor, Cobol, PL/1, DB2, IMS, CICS, WebSphere/InfoSphere DataStage, ATMs, internal banking systems in Pennsylvania and Ohio interfaces included Hogan, DDA-(Demand Deposit Applications) , TDA-(Time Deposit Applications)., as well as, interconnected systems to outside governmental agencies including the Federal Reserve Bank and FDIC. Experience working for a Lender / Loan Servicer and dealing with 3rd party integration partner, with specific experience with LoanServ. Experience with Tier 2 support for Production Cycles. Experience with HTML, XML, JavaScript and Webservices. Endeavor administration and monitoring for mainframe projects. Also, managed projects involving Cobol, PL/1, IMS, DB2, Oracle, EFT/EDI. modifications of Dollar Bank systems.

Yellow Pages Group, Philadelphia, PA

2010 - 2011

IT Project Consultant – Mainframe Development

Perform system conversion on legacy to legacy software systems utilizing MVS/ISPF, SPUFI, TSO, CICS, DB2 database, SQL, Stored Procedures, JCL, Cobol, Natural, PL1, SYNCSORT and Systems Analysis to convert systems to produce directories for Western Canada and the state of New Jersey.

Bombardier Aerospace, Bridgeport, WV

2009 - 2010

Mainframe Systems Development Analyst

Performed systems analysis, development, systems installation and customization of Bombardier Aerospace computer systems. Utilized Infor Syteline 7.0 ERP software to customize systems using Crystal Reports, Microsoft TSQL stored procedures, MS SQL Server 2005, MS Excel and VB.net. Also, developed FAA compliant Aerospace Tool Tracking system for Bombardier's Lear Jet Business Division using VB.net 2008, SQL Server 2005 and TSQL stored procedures. Involved with corporate projects involving mainframe systems.

Department of Motor Vehicle for the State of New York, Diamond Bar, CA

2007 - 2008

Mainframe IT Project Consultant

Consulted on major governmental project to replace existing vehicle license and registration system to meet WHTI- (Western Hemisphere Travel Initiative) standards for creation of a NY State EDL-(Enhanced Drivers License). Consultation included programming using MVS, TSO, CICS, Endeavor, PL/1, Natural, Cobol, JCL, DB2 database design for implementation of new relational database system containing approximately 56 million client and address information records, as well as, integrating third party software to cleanse and verify address information using Pitney Bowe's Group 1 Finalist software.

PNC Treasury Management Systems, Wexford, PA

2006 - 2007

Project Manager – Mainframe Systems

Provided short-term services with regards to system integration for acquired banks for treasury management systems involving mainframe, linux, unix, and client server based pc systems. Involved with data gathering sessions, file transmission scheduling, data structure translation into PNC internal formats and testing activities, as well as, project setup of PNC



resources within internal systems such as PNC's Mercury Testing. Charged with monitoring of task completion of PNC personnel and maintenance of project deadlines.

Highmark -- Blue Cross / Blue Shield, Pittsburgh, PA 1998 - 2006

Mainframe Senior Programmer / Systems Analyst

Completed implementation of BlueDevel Telephony project. Completed Highmark's ECS implementation of Health Insurance Portability and Accountability Act of 1996 (HIPAA) changes, which have been mandated by the Federal government. The ECS HIPAA project involved working with translation of the EDI 834 (Benefit Enrollment and Maintenance) transaction set implementation and the changes to the ECS Inbound and outbound file processing as well as modification to the ECS DB2 and Oracle databases which involved adding new columns to the database. Maintained Highmark's Blue Cross / Blue Shield Claims systems interface to membership systems EDI interfaces.

Allegheny Power, Information Services, Pittsburgh, PA 1997 - 1998

Mainframe Systems Consultant

Provide system solutions with regards to short-term projects, which include customer pilot program, which allows utility customers in the state of Pennsylvania to choose their electric utility provider. Worked on Year 2000 systems compliance.

PNC BANK, Pittsburgh, PA 1995 - 1997

Mainframe Senior Systems Analysts

Spearheaded PNC Bank's long-term migration efforts from a mainframe based E-Mail system running under IBM MVS/CICS to a client server based solution (Lotus Notes running under Microsoft/NT).

Northeastern Executive Group Incorporated, Pittsburgh, PA 1994 - 1995

Mainframe Systems Analyst/Programmer Mellon Bank, Retail Conversions

Provide customized customer information regarding specific segments of data based on information that was obtained from newly acquired banks. Data was then manipulated to create information regarding a particular customer subset. Data was manipulated using FOCUS, FileAid-(MVS), Syncsort as well as custom written PL/1, Natural and COBOL applications.

EDUCATION

- **MCSA Security+** - Microsoft Certified Systems Administrator certification, New Horizons Computer Learning Center, Pittsburgh, PA
- **PMP** - Project management training at the University of Pittsburgh, Joseph M. Katz Graduate School of Business and PMCenters USA.
- **M.S. Information Science**, University of Pittsburgh, Pittsburgh, PA
- **B.A. Marketing Research and Planning**, Slippery Rock State University, Slippery Rock, PA
- **B.A. Industrial Psychology**, Slippery Rock State University, Slippery Rock, PA
- Honors: National Psychology Honorary (Psi Chi)
- **North Catholic High School** – Diploma



SPECIAL SKILLS

- **PC Software**

- MS Access, Lotus Notes (Domino), WordPerfect, MS Word, MS Windows, MS Project, OS/2, DOS,
- REXX/OS2, MS Access, Cognos Impromptu, Micro Focus Cobol-(CICS), File-Aid PC, SPF/PC, Exceed-Xwindows, WebSphere/Info

- **Computer Languages**

- PowerBuilder, Visual Basic, JAVA2, REXX, Natural, COBOL, FORTRAN, BASIC, PL/1, SQL, JCL, HTML/XML.

- **Mainframe Utilities**

- MVS (TSO, ISPF, Librarian), ESP scheduling, Syncsort, VM (CP, CMS, XEDIT, PROFS), Easytrev, Xeditor, Intertest, CICS command level, ROSCOE, IMS/DLI, DB2, SPUFI, TOTAL, Translator MVS, EDItran, Comparex, Endeavor, Librarian, FileAid, Macro4, INSYNC, Zeke/Zebb.

- **UNIX / Middleware**

- TXSeries, MQSeries, DG/UX, LMS / EMX - Lotus Messaging Switch, RS/6000—AIX, Hummingbird/Exceed, Telnet.

- **Databases**

- Oracle, IMS, IBM DB2, MS Access, SQLServer.



7. Attachments

7.1. Signature Page

	Department of Administration Purchasing Division 2019 Washington Street East Post Office Box 50130 Charleston, WV 25305-0130	State of West Virginia Centralized Request for Quote
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Proc Folder: 1381091 Doc Description: Mainframe Application Programmer Technical Staffing Services Proc Type: Central Master Agreement		Reason for Modification:	
Date Issued	Solicitation Closes	Solicitation No	Version
2024-03-05	2024-03-19 13:30	CRFQ 0802 DMV2400000003	1

BID RECEIVING LOCATION
BID CLERK DEPARTMENT OF ADMINISTRATION PURCHASING DIVISION 2019 WASHINGTON ST E CHARLESTON WV 25305 US

VENDOR
Vendor Customer Code: VS0000040332 Vendor Name : Info Way Solutions LLC Address : 46520 Fremont Blvd Street : Suite 614 City : Fremont State : California Country : USA Zip : 94538 Principal Contact : Kismat Kathrani Vendor Contact Phone: (925) 435 - 9672 Extension:

FOR INFORMATION CONTACT THE BUYER David H Pauline 304-558-0067 david.h.pauline@wv.gov

Vendor Signature X <i>Kismat Kathrani</i>	FEIN# 46-2594823	DATE 03/12/2024
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7.2. Designated Contact, Certification and Signature

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.

(Printed Name and Title) Kismat Kathrani - CEO

(Address) 46520 Fremont Blvd, Suite 614, Fremont, CA 94538

(Phone Number) / (Fax Number) (925) 435 - 9672 / (925) 558 - 4784

(email address) kismat.k@infowaygroup.com

CERTIFICATION AND SIGNATURE: By signing below, or submitting documentation through wvOASIS, I certify that: I have reviewed this Solicitation/Contract 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/Contract 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 this bid or offer was made without prior understanding, agreement, or connection with any entity submitting a bid or offer for the same material, supplies, equipment or services; that this bid or offer is in all respects fair and without collusion or fraud; that this Contract is accepted or entered into without any prior understanding, agreement, or connection to any other entity that could be considered a violation of law; 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.

By signing below, I further certify that I understand this Contract is subject to the provisions of West Virginia Code § 5A-3-62, which automatically voids certain contract clauses that violate State law; and that pursuant to W. Va. Code 5A-3-63, the entity entering into this contract is prohibited from engaging in a boycott against Israel.

Info Way Solutions LLC

(Company) Kismat Kathrani

(Signature of Authorized Representative)
Kismat Kathrani - CEO

(Printed Name and Title of Authorized Representative) (Date)
(925) 435 - 9672 / (925) 558 - 4784

(Phone Number) (Fax Number)
kismat.k@infowaygroup.com

(Email Address)



7.4. Addendum Acknowledgement

ADDENDUM ACKNOWLEDGEMENT FORM SOLICITATION NO.: DMV240000003

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 checked="" type="checkbox"/> Addendum No. 3 | <input type="checkbox"/> Addendum No. 8 |
| <input checked="" type="checkbox"/> Addendum No. 4 | <input type="checkbox"/> Addendum No. 9 |
| <input checked="" 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.

Info Way Solutions LLC

Company

kismat kalirani

Authorized Signature

03/26/2024

Date

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

A Proposal to Serve



**Mainframe Application Programmer
Technical Staffing Services**

April 02, 2024 @ 1:30 PM - EST

Cost Proposal

Prepared by



46520 Fremont Blvd, Suite #614, Fremont, CA 94538
Phone: (925) 435 – 9672 | Fax: (925) 558 – 4784
Website: www.infowaygroup.com | Email: info@infowaygroup.com



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1. Cost Proposal 3



1. Cost Proposal

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	\$65	1300000	68	1360000	70	1400000	75	1500000
Total										

This amount is for evaluation purposes only