



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 1

List View

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

Procurement Folder: 2020855

Procurement Type: Statewide MA (Open End)

Vendor ID:

Legal Name: HighCloud Solutions, Inc.

Alias/DBA: HighCloud Solutions, Inc.

Total Bid: \$2,839,200.00

Response Date:

Response Time:

Responded By User ID:

First Name:

Last Name:

Email:

Phone:

SO Doc Code: CRFQ

SO Dept: 0231

SO Doc ID: OOT2700000006

Published Date: 9/16/26

Close Date: 9/23/26

Close Time: 13:30

Status: Closed

Solicitation Description:

Total of Header Attachments: 1

Total of All Attachments: 1



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: 2020855
Solicitation Description: Addendum No 2 -Temporary Technical Staffing Services
Proc Type: Statewide MA (Open End)

Solicitation Closes	Solicitation Response	Version
2026-09-23 13:30	SR 0231 ESR09232600000003040	1

VENDOR
VS0000047185
HighCloud Solutions, Inc.

Solicitation Number: CRFQ 0231 OOT2700000006
Total Bid: 2839200
Response Date: 2026-09-23
Response Time: 10:07:26
Comments:

FOR INFORMATION CONTACT THE BUYER
Toby L Welch
(304) 558-8802
toby.l.welch@wv.gov

Vendor
Signature X **FEIN#** **DATE**

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	Senior Web Application Analyst	2080.0000	HOUR	100.000000	208000.00

Comm Code	Manufacturer	Specification	Model #
81110000			

Commodity Line Comments:

Extended Description:

Senior Web Application Analyst

Hours listed are estimates for evaluation purposes only and do not represent a guaranteed minimum or maximum. Actual usage may be more or less and is not guaranteed or implied.

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
2	CRM Application Analyst	2080.0000	HOUR	100.000000	208000.00

Comm Code	Manufacturer	Specification	Model #
81110000			

Commodity Line Comments:

Extended Description:

CRM Application Analyst

Hours listed are estimates for evaluation purposes only and do not represent a guaranteed minimum or maximum. Actual usage may be more or less and is not guaranteed or implied.

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
3	Senior SQL Server Database Administrator	2080.0000	HOUR	95.000000	197600.00

Comm Code	Manufacturer	Specification	Model #
81110000			

Commodity Line Comments:

Extended Description:

Senior SQL Server Database Administrator

Hours listed are estimates for evaluation purposes only and do not represent a guaranteed minimum or maximum. Actual usage may be more or less and is not guaranteed or implied.

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
4	Business Analyst	2080.0000	HOUR	90.000000	187200.00

Comm Code	Manufacturer	Specification	Model #
81110000			

Commodity Line Comments:

Extended Description:

Business Analyst

Hours listed are estimates for evaluation purposes only and do not represent a guaranteed minimum or maximum. Actual usage may be more or less and is not guaranteed or implied.

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
5	Learning Management System & eLearning Development Specialis	2080.0000	HOUR	110.000000	228800.00

Comm Code	Manufacturer	Specification	Model #
81110000			

Commodity Line Comments:

Extended Description:

Learning Management System & eLearning Development Specialist

Hours listed are estimates for evaluation purposes only and do not represent a guaranteed minimum or maximum. Actual usage may be more or less and is not guaranteed or implied.

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
6	Cloud Financial Operations Specialist	2080.0000	HOUR	110.000000	228800.00

Comm Code	Manufacturer	Specification	Model #
81110000			

Commodity Line Comments:

Extended Description:

Cloud Financial Operations Specialist

Hours listed are estimates for evaluation purposes only and do not represent a guaranteed minimum or maximum. Actual usage may be more or less and is not guaranteed or implied.

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
7	Cloud Architect	2080.0000	HOUR	120.000000	249600.00

Comm Code	Manufacturer	Specification	Model #
81110000			

Commodity Line Comments:

Extended Description:

Cloud Architect

Hours listed are estimates for evaluation purposes only and do not represent a guaranteed minimum or maximum. Actual usage may be more or less and is not guaranteed or implied.

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
8	Cloud Security Professional	2080.0000	HOUR	120.000000	249600.00

Comm Code	Manufacturer	Specification	Model #
81110000			

Commodity Line Comments:

Extended Description:

Cloud Security Professional

Hours listed are estimates for evaluation purposes only and do not represent a guaranteed minimum or maximum. Actual usage may be more or less and is not guaranteed or implied.

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
9	Cloud Platform Engineer	2080.0000	HOUR	110.000000	228800.00

Comm Code	Manufacturer	Specification	Model #
81110000			

Commodity Line Comments:**Extended Description:**

Cloud Platform Engineer

Hours listed are estimates for evaluation purposes only and do not represent a guaranteed minimum or maximum. Actual usage may be more or less and is not guaranteed or implied.

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
10	Cloud Network Engineer	2080.0000	HOUR	100.000000	208000.00

Comm Code	Manufacturer	Specification	Model #
81110000			

Commodity Line Comments:**Extended Description:**

Cloud Network Engineer

Hours listed are estimates for evaluation purposes only and do not represent a guaranteed minimum or maximum. Actual usage may be more or less and is not guaranteed or implied.

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
11	Cloud Systems Management Engineer	2080.0000	HOUR	100.000000	208000.00

Comm Code	Manufacturer	Specification	Model #
81110000			

Commodity Line Comments:**Extended Description:**

Cloud Systems Management Engineer

Hours listed are estimates for evaluation purposes only and do not represent a guaranteed minimum or maximum. Actual usage may be more or less and is not guaranteed or implied.

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
12	Cloud Center of Excellence (CCOE) Implementation Spec	2080.0000	HOUR	110.000000	228800.00

Comm Code	Manufacturer	Specification	Model #
81110000			

Commodity Line Comments:**Extended Description:**

Cloud Center of Excellence (CCOE) Implementation Specialist

Hours listed are estimates for evaluation purposes only and do not represent a guaranteed minimum or maximum. Actual usage may be more or less and is not guaranteed or implied.

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
13	Mainframe Systems Programmer	2080.0000	HOUR	100.000000	208000.00

Comm Code	Manufacturer	Specification	Model #
81110000			

Commodity Line Comments:**Extended Description:**

Mainframe Systems Programmer

Hours listed are estimates for evaluation purposes only and do not represent a guaranteed minimum or maximum. Actual usage may be more or less and is not guaranteed or implied.



Proposal Content for Centralized Request for Quote
Solicitation No: CRFQ 0231 OOT2700000006
Contract Title: Temporary Technical Staffing Services

Agency: State of West Virginia
Due Date: September 23rd, 2026, at 1:30 PM

Proposal Submitted to:
Attn: Toby L Wetch
Agency: State of West Virginia
Address: Purchasing Division 2019 Washington STE
Charleston, WV 25305
Phone: 304-558-8802
Email: toby.l.wetch@wv.gov

Proposal Submitted by:
POC: Raghu Chejarla, CEO
Department: State & Local Government Practice
Company: HighCloud Solutions, Inc.
Address: 6160 Summit DR N SUIT#235
Brooklyn Center MN 55430-2118
Phone: (612) 605-0694
Email: Govt@highcloudsolutions.com

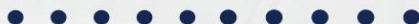


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LETTER OF TRANSMITTAL:

West Virginia Purchasing Division
On behalf of the West Virginia Office of Technology
Building 5, 10th Floor
1900 Kanawha Boulevard East
Charleston, West Virginia 25305

Date: 23rd September, 2026

Subject: Letter of Transmittal—CRFQ 0231 OOT2700000006 Temporary Technical Staffing Services

Dear Evaluation Committee

HighCloud Solutions, Inc. is pleased to submit its response to **CRFQ 0231 OOT2700000006** to provide temporary technical staffing services to the West Virginia Office of Technology. HighCloud understands that WVOT requires a responsive and dependable staffing partner capable of supplying qualified professionals who meet the mandatory requirements of each requested classification and support the State's mission-critical technology environment.

Established in 2015, HighCloud is an experienced information technology staffing and consulting firm serving state and local government agencies, transportation organizations, educational institutions, nonprofit entities, and commercial clients throughout the United States. Our nationwide recruiting infrastructure, specialized IT recruiters, technical subject-matter experts, and structured quality-control processes enable us to identify, qualify, deploy, and support professionals for highly specialized technology assignments.

HighCloud understands that WVOT requires qualified professionals on an as-needed basis across 13 classifications involving enterprise application development, Microsoft Dynamics CRM, SQL Server administration, business analysis, learning-management systems, cloud financial operations, cloud architecture, cloud security, cloud platforms, cloud networking, cloud systems management, Cloud Center of Excellence implementation, and mainframe systems programming.

HighCloud commits to submitting only candidates whose education, experience, technical capabilities, communication skills, and availability meet or exceed the mandatory requirements of the requested classification. Each candidate will undergo recruiter screening, technical evaluation, qualification validation, and compliance review before submission. HighCloud will provide the requested résumé, qualification documentation, and supporting information necessary for WVOT to evaluate each proposed professional.

HighCloud also understands the importance of mentoring, technical training, documentation, structured shadowing, and knowledge transfer to State personnel. Our assigned professionals will work collaboratively with WVOT stakeholders to support immediate project objectives while promoting continuity and the long-term sustainability of the State's technology environment.

HighCloud meets the corporate qualification requirements established in Section 3 of the solicitation, including more than five years of experience providing similar IT services and documented experience supplying individuals within the listed classifications during the past five years. Supporting corporate information, placement documentation, client references, technical approach, and pricing are included in our response.

HighCloud designates **Raghu Chejarla, President and Chief Executive Officer**, as its authorized representative and primary point of contact for this submission. Mr. Chejarla is authorized to provide clarifications, participate in discussions, and make representations on behalf of HighCloud regarding this proposal.

Authorized Representative: Raghu Chejarla

Title: President and Chief Executive Officer

Company: HighCloud Solutions, Inc.

Telephone: (612) 479-3333

Email: raghu@highcloudsolutions.com

Address: 6160 Summit Dr N STE 235, Brooklyn Center, MN 55430 USA.

HighCloud has reviewed the solicitation, specifications, mandatory requirements, pricing documents, contractual provisions, and **Addendum No. 1, #2 and 3** and has incorporated the applicable requirements into its response.

HighCloud appreciates the opportunity to support the West Virginia Office of Technology. We are committed to providing responsive account management, qualified technical professionals, accurate compliance documentation, dependable workforce administration, and consistent service throughout the resulting contract.

Sincerely,



Raghu Chejarla, President.

HighCloud Solutions, Inc. | SLED Government Contracting.

HQ/Mailing Address: 6160 Summit DR N SUIT#235 Brooklyn Center MN 55430-2118

Phone: (612) 605-0694 | **Email:** Govt@highcloudsolutions.com

CRFQ BID COVER 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 Service - Prof

Proc Folder: 2020855 Doc Description: Temporary Technical Staffing Services			Reason for Modification:
Proc Type: Statewide MA (Open End)			
Date Issued	Solicitation Closes	Solicitation No	Version
2026-08-27	2026-09-15 13:30	CRFQ 0231 OOT2700000006	1

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

VENDOR Vendor Customer Code: Vendor Name : HighCloud Solutions, Inc. Address : 6160 Summit DR N Street : SUIT#235 City : Brooklyn Center State : Minnesota Country : US Zip : 55430-2118 Principal Contact : Raghu Chejarla Vendor Contact Phone: 612-605-0694 Extension:

FOR INFORMATION CONTACT THE BUYER Toby L Welch (304) 558-8802 toby.l.welch@wv.gov
Vendor Signature X <i>Raghu Chejarla</i> FEIN# 47-4651963 DATE Sep 23, 2026

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

PRICING:
ADDITIONAL INFORMATION

The West Virginia Purchasing Division is soliciting bids on behalf of the West Virginia Office of Technology (WVOT) to establish an open-end contract for technical staffing services.

INVOICE TO				SHIP TO			
DEPARTMENT OF ADMINISTRATION OFFICE OF TECHNOLOGY 1900 KANAWHA BLVD E, BLDG 5 10TH FLOOR CHARLESTON WV US				WV OFFICE OF TECHNOLOGY BLDG 5, 10TH FLOOR 1900 KANAWHA BLVD E CHARLESTON WV US			

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
1	Senior Web Application Analyst	2080.00000	EA	\$100.00	\$208,000.00

Comm Code	Manufacturer	Specification	Model #
81110000			

Extended Description:

Senior Web Application Analyst

Hours listed are estimates for evaluation purposes only and do not represent a guaranteed minimum or maximum. Actual usage may be more or less and is not guaranteed or implied.

INVOICE TO				SHIP TO			
DEPARTMENT OF ADMINISTRATION OFFICE OF TECHNOLOGY 1900 KANAWHA BLVD E, BLDG 5 10TH FLOOR CHARLESTON WV US				WV OFFICE OF TECHNOLOGY BLDG 5, 10TH FLOOR 1900 KANAWHA BLVD E CHARLESTON WV US			

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
2	CRM Application Analyst	2080.00000	EA	\$100.00	\$208,000.00

Comm Code	Manufacturer	Specification	Model #
81110000			

Extended Description:

CRM Application Analyst

Hours listed are estimates for evaluation purposes only and do not represent a guaranteed minimum or maximum. Actual usage may be more or less and is not guaranteed or implied.

INVOICE TO			SHIP TO		
DEPARTMENT OF ADMINISTRATION OFFICE OF TECHNOLOGY 1900 KANAWHA BLVD E, BLDG 5 10TH FLOOR CHARLESTON WV US			WV OFFICE OF TECHNOLOGY BLDG 5, 10TH FLOOR 1900 KANAWHA BLVD E CHARLESTON WV US		

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
3	Senior SQL Server Database Administrator	2080.00000	EA	\$95.00	\$197,600.00

Comm Code	Manufacturer	Specification	Model #
81110000			

Extended Description:

Senior SQL Server Database Administrator

Hours listed are estimates for evaluation purposes only and do not represent a guaranteed minimum or maximum. Actual usage may be more or less and is not guaranteed or implied.

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DEPARTMENT OF ADMINISTRATION OFFICE OF TECHNOLOGY 1900 KANAWHA BLVD E, BLDG 5 10TH FLOOR CHARLESTON WV US			WV OFFICE OF TECHNOLOGY BLDG 5, 10TH FLOOR 1900 KANAWHA BLVD E CHARLESTON WV US		

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
4	Business Analyst	2080.00000	EA	\$90.00	\$187,200.00

Comm Code	Manufacturer	Specification	Model #
81110000			

Extended Description:

Business Analyst

Hours listed are estimates for evaluation purposes only and do not represent a guaranteed minimum or maximum. Actual usage may be more or less and is not guaranteed or implied.

INVOICE TO				SHIP TO			
DEPARTMENT OF ADMINISTRATION OFFICE OF TECHNOLOGY 1900 KANAWHA BLVD E, BLDG 5 10TH FLOOR CHARLESTON WV US				WV OFFICE OF TECHNOLOGY BLDG 5, 10TH FLOOR 1900 KANAWHA BLVD E CHARLESTON WV US			

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
5	Learning Management System & eLearning Development Specialis	2080.00000	EA	\$110.00	\$228,800.00

Comm Code	Manufacturer	Specification	Model #
81110000			

Extended Description:

Learning Management System & eLearning Development Specialist

Hours listed are estimates for evaluation purposes only and do not represent a guaranteed minimum or maximum. Actual usage may be more or less and is not guaranteed or implied.

INVOICE TO				SHIP TO			
DEPARTMENT OF ADMINISTRATION OFFICE OF TECHNOLOGY 1900 KANAWHA BLVD E, BLDG 5 10TH FLOOR CHARLESTON WV US				WV OFFICE OF TECHNOLOGY BLDG 5, 10TH FLOOR 1900 KANAWHA BLVD E CHARLESTON WV US			

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
6	Cloud Financial Operations Specialist	2080.00000	EA	\$110.00	\$228,800.0

Comm Code	Manufacturer	Specification	Model #
81110000			

Extended Description:

Cloud Financial Operations Specialist

Hours listed are estimates for evaluation purposes only and do not represent a guaranteed minimum or maximum. Actual usage may be more or less and is not guaranteed or implied.

INVOICE TO				SHIP TO			
DEPARTMENT OF ADMINISTRATION OFFICE OF TECHNOLOGY 1900 KANAWHA BLVD E, BLDG 5 10TH FLOOR CHARLESTON WV US				WV OFFICE OF TECHNOLOGY BLDG 5, 10TH FLOOR 1900 KANAWHA BLVD E CHARLESTON WV US			

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
7	Cloud Architect	2080.00000	EA	\$120.00	\$249,600.00

Comm Code	Manufacturer	Specification	Model #
81110000			

Extended Description:

Cloud Architect

Hours listed are estimates for evaluation purposes only and do not represent a guaranteed minimum or maximum. Actual usage may be more or less and is not guaranteed or implied.

INVOICE TO				SHIP TO			
DEPARTMENT OF ADMINISTRATION OFFICE OF TECHNOLOGY 1900 KANAWHA BLVD E, BLDG 5 10TH FLOOR CHARLESTON WV US				WV OFFICE OF TECHNOLOGY BLDG 5, 10TH FLOOR 1900 KANAWHA BLVD E CHARLESTON WV US			

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
8	Cloud Security Professional	2080.00000	EA	\$120.00	\$249,600.00

Comm Code	Manufacturer	Specification	Model #
81110000			

Extended Description:

Cloud Security Professional

Hours listed are estimates for evaluation purposes only and do not represent a guaranteed minimum or maximum. Actual usage may be more or less and is not guaranteed or implied.

INVOICE TO				SHIP TO			
DEPARTMENT OF ADMINISTRATION OFFICE OF TECHNOLOGY 1900 KANAWHA BLVD E, BLDG 5 10TH FLOOR CHARLESTON WV US				WV OFFICE OF TECHNOLOGY BLDG 5, 10TH FLOOR 1900 KANAWHA BLVD E CHARLESTON WV US			

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
9	Cloud Platform Engineer	2080.00000	EA	\$110.00	\$228,800.00

Comm Code	Manufacturer	Specification	Model #
81110000			

Extended Description:
Cloud Platform Engineer

Hours listed are estimates for evaluation purposes only and do not represent a guaranteed minimum or maximum. Actual usage may be more or less and is not guaranteed or implied.

INVOICE TO				SHIP TO			
DEPARTMENT OF ADMINISTRATION OFFICE OF TECHNOLOGY 1900 KANAWHA BLVD E, BLDG 5 10TH FLOOR CHARLESTON WV US				WV OFFICE OF TECHNOLOGY BLDG 5, 10TH FLOOR 1900 KANAWHA BLVD E CHARLESTON WV US			

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
10	Cloud Network Engineer	2080.00000	EA	\$100.00	\$208,000.00

Comm Code	Manufacturer	Specification	Model #
81110000			

Extended Description:
Cloud Network Engineer

Hours listed are estimates for evaluation purposes only and do not represent a guaranteed minimum or maximum. Actual usage may be more or less and is not guaranteed or implied.

INVOICE TO				SHIP TO			
DEPARTMENT OF ADMINISTRATION OFFICE OF TECHNOLOGY 1900 KANAWHA BLVD E, BLDG 5 10TH FLOOR CHARLESTON WV US				WV OFFICE OF TECHNOLOGY BLDG 5, 10TH FLOOR 1900 KANAWHA BLVD E CHARLESTON WV US			

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
11	Cloud Systems Management Engineer	2080.00000	EA	\$100.00	\$208,000.00

Comm Code	Manufacturer	Specification	Model #
81110000			

Extended Description:

Cloud Systems Management Engineer

Hours listed are estimates for evaluation purposes only and do not represent a guaranteed minimum or maximum. Actual usage may be more or less and is not guaranteed or implied.

INVOICE TO				SHIP TO			
DEPARTMENT OF ADMINISTRATION OFFICE OF TECHNOLOGY 1900 KANAWHA BLVD E, BLDG 5 10TH FLOOR CHARLESTON WV US				WV OFFICE OF TECHNOLOGY BLDG 5, 10TH FLOOR 1900 KANAWHA BLVD E CHARLESTON WV US			

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
12	Cloud Center of Excellence (CCOE) Implementation Spec	2080.00000	EA	\$110.00	\$228,800.00

Comm Code	Manufacturer	Specification	Model #
81110000			

Extended Description:

Cloud Center of Excellence (CCOE) Implementation Specialist

Hours listed are estimates for evaluation purposes only and do not represent a guaranteed minimum or maximum. Actual usage may be more or less and is not guaranteed or implied.

INVOICE TO			SHIP TO		
DEPARTMENT OF ADMINISTRATION OFFICE OF TECHNOLOGY 1900 KANAWHA BLVD E, BLDG 5 10TH FLOOR CHARLESTON WV US			WV OFFICE OF TECHNOLOGY BLDG 5, 10TH FLOOR 1900 KANAWHA BLVD E CHARLESTON WV US		

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
13	Mainframe Systems Programmer	2080.00000	EA	\$100.00	\$208,000.00

Comm Code	Manufacturer	Specification	Model #
81110000			

Extended Description:

Mainframe Systems Programmer

Hours listed are estimates for evaluation purposes only and do not represent a guaranteed minimum or maximum. Actual usage may be more or less and is not guaranteed or implied.

SCHEDULE OF EVENTS

<u>Line</u>	<u>Event</u>	<u>Event Date</u>
1	Questions are due by 3:00 p.m.	2026-09-04

DESIGNATED CONTACT:

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) Raghu Chejarla, President
(Address) 6160 Summit DR N SUIT#235 Brooklyn Center MN 55430-2118
(Phone Number) / (Fax Number) 612-605-0694
(email address) govt@highcloudsolutions.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.

HighCloud Solutions, Inc.

(Company) _____
Raghu Chejarla
(Signature of Authorized Representative) _____
Raghu Chejarla, President
(Printed Name and Title of Authorized Representative) (Date) _____
612-605-0694
(Phone Number) (Fax Number) _____
govt@highcloudsolutions.com
(Email Address) _____

ACKNOWLEDGEMENT OF ADDENDUMS

	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 Service - Prof

Proc Folder: 2020855 Doc Description: Addendum No 1 -Temporary Technical Staffing Services Proc Type: Statewide MA (Open End)		Reason for Modification: Addendum No 1 is issued to modify the bid opening date
Date Issued	Solicitation Closes	Solicitation No
2026-09-14	2026-09-23 13:30	CRFQ 0231 OOT2700000006
		Version
		2

BID RECEIVING LOCATION BID CLERK DEPARTMENT OF ADMINISTRATION PURCHASING DIVISION 2019 WASHINGTON ST E CHARLESTON WV 25305 US
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VENDOR Vendor Customer Code: Vendor Name : HighCloud Solutions, Inc. Address : 6160 Summit DR N Street : SUIT#235 City : Brooklyn Center State : Minnesota Country : USA Zip : 55430-2118 Principal Contact : Raghu Chejarla Vendor Contact Phone: 612-605-0694 Extension:
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FOR INFORMATION CONTACT THE BUYER Toby L Welch (304) 558-8802 toby.l.welch@wv.gov
Vendor Signature X <i>Raghu Chejarla</i> FEIN# 47-4651963 DATE Sep 23, 2026

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

SOLICITATION NUMBER: CRFQ OOT2700000006

Addendum Number: 1

The purpose of this addendum is to modify the solicitation identified as ("Solicitation") to reflect the change(s) identified and described below.

Applicable Addendum Category:

- ☒ Modify bid opening date and time
- ☐ Modify specifications of product or service being sought
- ☐ Attachment of vendor questions and responses
- ☐ Attachment of pre-bid sign-in sheet
- ☐ Correction of error
- ☐ Other

Description of Modification to Solicitation:

Addendum No 1 is issued for the following reasons:

- 1) To modify the bid opening date from 9/15/26 to 9/23/26.

--no other changes--

Additional Documentation: Documentation related to this Addendum (if any) has been included herewith as Attachment A and is specifically incorporated herein by reference.

Terms and Conditions:

1. All provisions of the Solicitation and other addenda not modified herein shall remain in full force and effect.
2. Vendor should acknowledge receipt of all addenda issued for this Solicitation by completing an Addendum Acknowledgment, a copy of which is included herewith. Failure to acknowledge addenda may result in bid disqualification. The addendum acknowledgement should be submitted with the bid to expedite document processing.

Revised 6/8/2012

ADDENDUM ACKNOWLEDGEMENT FORM
SOLICITATION NO.: CRFQ OOT27*006

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)

- | | |
|--|--|
| ☒ Addendum No. 1 | ☐ Addendum No. 6 |
| ☐ Addendum No. 2 | ☐ Addendum No. 7 |
| ☐ Addendum No. 3 | ☐ Addendum No. 8 |
| ☐ Addendum No. 4 | ☐ Addendum No. 9 |
| ☐ Addendum No. 5 | ☐ 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 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.

HighCloud Solutions, Inc.

Company

Raghu Chejarla

Authorized Signature

Sep 23, 2026

Date

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

Revised 6/8/2012

	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 Service - Prof	

Proc Folder: 2020855 Doc Description: Addendum No 2 -Temporary Technical Staffing Services			Reason for Modification: Addendum No 2 is issued to publish vendor questions with the agency's responses.
Proc Type: Statewide MA (Open End)			
Date Issued	Solicitation Closes	Solicitation No	Version
2026-09-16	2026-09-23 13:30	CRFQ 0231 OOT2700000006	3

BID RECEIVING LOCATION BID CLERK DEPARTMENT OF ADMINISTRATION PURCHASING DIVISION 2019 WASHINGTON ST E CHARLESTON WV 25305 US
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VENDOR		
Vendor Customer Code: Vendor Name : HighCloud Solutions, Inc. Address : 6160 Summit DR N Street : SUIT#235 City : Brooklyn Center State : MN Country : USA Zip : 55430-2118 Principal Contact : Raghu Chejarla Vendor Contact Phone: 612-605-0694 Extension:		

FOR INFORMATION CONTACT THE BUYER Toby L Welch (304) 558-8802 toby.l.welch@wv.gov

Vendor Signature X <i>Raghu Chejarla</i>	FEIN# 47-4651963	DATE Sep 23, 2026
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All offers subject to all terms and conditions contained in this solicitation

COMPANY QUALIFICATIONS:

Corporate Overview: HighCloud Solutions, Inc. meets and exceeds the minimum qualification established in **Section 3.1** of the solicitation. HighCloud Solutions, Inc. is a privately held information technology staffing and consulting firm headquartered in Brooklyn Center, Minnesota. Established in 2015, HighCloud has more than ten years of experience providing IT staff augmentation, temporary technical staffing, direct-hire recruitment, workforce solutions, and technology consulting services to federal, state, and local government agencies, higher education institutions, nonprofit entities, and commercial organizations throughout the United States.



HighCloud recruits and manages technology professionals who support enterprise application development, Microsoft technologies, business analysis, database administration, cloud computing, cybersecurity, infrastructure engineering, enterprise applications, data analytics, project management, technical training, and digital-modernization initiatives. These capabilities align closely with the specialized technical classifications required by the West Virginia Office of Technology.

HighCloud is led by Raghu Chejarla, President and Chief Executive Officer, and supported by an experienced executive, operational, recruitment, quality-assurance, and workforce-management team. Under this leadership, HighCloud has established structured processes for requirement analysis, candidate sourcing, qualification validation, technical screening, reference verification, background screening, onboarding, workforce administration, performance monitoring, issue resolution, and continuous service improvement.

Company Size and Nationwide Delivery Capability

HighCloud has developed the organizational capacity and nationwide recruiting infrastructure necessary to support simultaneous IT staffing requirements across multiple technical disciplines and geographic locations. The company supports more than 190 organizations throughout the United States, including more than 130 state and local government agencies, 15 federal agencies, 40 commercial organizations, and six nonprofit organizations.

HighCloud's service-delivery infrastructure includes:

- More than 750 active IT professionals;
- More than 40 specialized IT recruiters;
- Approximately 70 corporate and operational personnel;
- 12 Regional Service Delivery Offices; and
- Access to approximately 3.5 million candidate profiles.

This infrastructure enables HighCloud to identify and qualify candidates for commonly requested positions as well as specialized and difficult-to-fill technical roles. Recruiting resources can be aligned by technology, location, seniority, and availability to respond to individual staffing requests issued by WVOT.

HighCloud's nationwide recruiting reach also supports the identification of candidates available to work in Charleston and other locations throughout West Virginia. The company understands that WVOT may issue assignments for different periods, work locations, and quantities of hours and is prepared to scale its recruiting and service-delivery resources accordingly.



Core Information Technology Staffing Capabilities

HighCloud provides professionals across the principal technology disciplines included in this solicitation, including:



HighCloud's experience across these disciplines enables the company to understand the technical distinctions among WVOT's position classifications and to evaluate candidates against the specific education, experience, technology, and communication requirements applicable to each assignment.

Specialized IT Recruiting Capability

HighCloud uses a structured, position-specific recruiting process designed to present qualified candidates who meet or exceed the Agency's requirements. Upon receiving a staffing request, the assigned account manager and recruitment team review the position description, required experience, technical competencies, education requirements, work location, assignment schedule, and anticipated period of performance.

The recruitment team converts these requirements into a candidate-search and qualification plan. HighCloud then uses its applicant-tracking system, candidate database, professional networks, job platforms, referrals, targeted sourcing, and passive-candidate outreach to identify potentially qualified professionals.

Each proposed candidate is evaluated through a controlled process that may include:

1. Resume and employment-history review;
2. Verification of mandatory education and experience;
3. Position-specific technical screening;
4. Technical subject-matter-expert evaluation;
5. Behavioral and communication assessment;
6. Structured candidate interview;
7. Professional-reference verification;
8. Background-screening coordination;
9. Availability and compensation confirmation; and
10. Final quality review before submission.

HighCloud will not knowingly submit a candidate who fails to meet a mandatory qualification. Each candidate submission will include a current resume and completed qualification documentation clearly demonstrating how the individual satisfies the applicable requirements.

Business History and Organizational Stability

Since its establishment in 2015, HighCloud has achieved sustained organic growth by developing long-term client relationships, expanding its specialized recruiting capabilities, strengthening its service-delivery infrastructure, and investing in workforce-management and quality-control processes.

HighCloud has not relied on mergers or acquisitions to develop its staffing capabilities. Its growth has been supported by continuity of ownership and leadership, disciplined operations, scalable recruiting resources, and the consistent delivery of qualified technology professionals.

This organizational stability gives WVOT a clearly accountable contractual partner with established leadership, mature operating processes, and the resources required to support the initial contract term and potential renewal periods.

Experience Providing Technical Staffing Services

HighCloud has continuously provided information technology staffing and recruitment services since 2015. During this period, the company has recruited professionals across software development, Microsoft technologies, business analysis, cloud engineering, cybersecurity, infrastructure, enterprise applications, database administration, data analytics, DevOps, networking, systems administration, technical support, instructional technology, and project management.

HighCloud's experience includes temporary staffing, staff augmentation, project-based placements, and direct-hire recruitment. This breadth of experience supports the company's ability to respond to changing resource requirements while maintaining consistent candidate qualification and workforce-management controls.

Based on its continuous operation since 2015, HighCloud exceeds the solicitation requirement that the vendor have at least five years of experience providing similar information technology services.

Customer Portfolio

HighCloud serves a diverse portfolio of more than 190 organizations across the United States, including more than 130 state and local government agencies, 15 federal agencies, 40 commercial organizations, and six nonprofit organizations.

These clients range from smaller organizations requiring individual technical professionals to large public-sector and enterprise clients with recurring, multi-position staffing requirements. HighCloud's experience supporting organizations of different sizes demonstrates its ability to scale recruiting and contract-management resources according to each client's operational environment, technical requirements, volume, and schedule.

Active Workforce

HighCloud currently supports more than 750 active IT professionals serving government, commercial, and nonprofit clients nationwide. These professionals support a broad range of technology functions, including application development, database administration, cloud services, cybersecurity, infrastructure, enterprise platforms, data services, business analysis, and project management.

HighCloud's active workforce demonstrates its capacity to recruit, onboard, employ, administer, and support technology professionals across multiple clients and locations while maintaining consistent operational controls and responsive account management.

Quality and Process Controls

HighCloud's staffing and service-delivery operations are supported by documented quality-management, information-security, IT service-management, and continuous-improvement processes. Subject to the current supporting certificates and appraisal documentation included with the proposal, HighCloud's organizational credentials include:

- CMMI Maturity Level 3;
- ISO 9001 Quality Management System;
- ISO IEC 20000-1 Information Technology Service Management System; and
- ISO IEC 27001 Information Security Management System.

HighCloud also applies relevant ITIL and PMBOK practices to service management, contract coordination, issue resolution, stakeholder communication, risk management, performance monitoring, and continuous improvement.

These controls support consistent candidate qualification, accountable service delivery, protection of Agency and candidate information, timely corrective action, and measurable contract performance.

HighCloud Differentiators

HighCloud offers WVOT the following advantages:

FACTORS THAT DIFFERENTIATE HIGHCLOUD FROM OTHER TECHNOLOGY STAFFING FIRMS

DIFFERENTIATOR	HIGHCLOUD ADVANTAGE
 Specialized IT Recruiting Expertise	 Dedicated team of 40+ specialized IT recruiters supported by technical Subject Matter Experts (SMEs), focusing exclusively on Information Technology talent acquisition.
 Extensive Public-Sector Experience	 Approximately 85% of our business supports State and Local Government agencies, including Departments of Transportation (DOTs), transit authorities, higher education institutions, and other public-sector organizations.
 Nationwide Recruiting Capability	 Supported by 12 Regional Service Delivery Offices (RSDOs) and a talent network of 3.5M+ pre-screened IT professionals , enabling rapid nationwide recruitment for both common and hard-to-fill positions.
 Quality-Driven Recruitment Process	 Structured recruitment lifecycle incorporating targeted sourcing, technical and behavioral screening, reference verification, quality review, and post-placement support to ensure only highly qualified candidates are presented.
 Proven Scale & Stability	 11+ years of experience, 190+ clients , 750+ active IT professionals , and internationally recognized CMMI Level 3 , ISO 9001 , ISO 20000 , and ISO 27001 certifications demonstrate operational maturity and service excellence.
 Transportation & Transit Expertise	 Proven experience supporting transportation agencies, transit authorities, and Departments of Transportation (DOTs) , providing a strong understanding of the technical workforce requirements and operational environment of public transportation organizations.
 Dedicated Client Partnership	 Dedicated Account Manager, Recruitment Manager, specialized recruiters, and regional delivery teams provide responsive communication, proactive workforce management , and exceptional customer service throughout the recruitment lifecycle.

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RELEVANT STAFFING EXPERIENCE – SIX PLACEMENTS

HighCloud Solutions, Inc. meets the qualification requirement established in Section 3.2 of the solicitation. During the past five years, HighCloud has provided qualified IT professionals performing services within classifications identified in this CRFQ.

The following case studies identify six individual placements, the client entities served, the periods of performance, and the corresponding WVOT classifications.

Placement 1 – Business Analyst

Client entity: Minnesota Department of Education

Contract: Contract 225690 / MNSITE 2600

Project: SERVS Replacement

Period of performance: March 20, 2023–March 19, 2024

HighCloud's role: Prime contractor

Corresponding WVOT classification: Business Analyst

Based on the individual's supporting resume and qualification matrix, the candidate demonstrated experience facilitating requirements-gathering meetings and Joint Application Development sessions; documenting business requirements, operational constraints, and assumptions; and supporting projects throughout the Systems Development Life Cycle. The candidate also analyzed business systems and user needs, prepared functional and technical specifications, developed solution options, identified risks, supported user acceptance testing, documented results and issues, and worked with reporting, data-warehouse, relational-database, and client-server environments. This experience directly aligns with the mandatory requirements for the Business Analyst classification under CRFQ 0231 OOT2700000006.

Supporting evidence: Executed work order, candidate resume and qualification matrix.

Placement 2 – Business Analyst

Client entity: Minnesota Department of Public Safety, Bureau of Criminal Apprehension

Contract: Contract 267489 / MNSITE 3328

Project: Business Analyst Services

Period of performance: April 4, 2025–June 30, 2026

HighCloud's role: Prime contractor

Corresponding WVOT classification: Business Analyst

HighCloud supplied a Business Analyst to the Minnesota Department of Public Safety's Bureau of Criminal Apprehension. The placement supported a public-safety technology environment requiring qualified personnel capable of operating within agency-specific security and background-screening requirements.

Based on the supporting resume and qualification matrix, the candidate met the required education and experience combination and demonstrated relevant experience in business analysis, requirements development, SDLC, functional and technical specifications, acceptance testing, reporting, databases, and stakeholder communication.

Supporting evidence: Executed work order, candidate resume, qualification matrix and applicable placement documentation.

Placement 3 – Business Analyst

Client entity: Metropolitan Council

Contract: Contract 22P172N

Project: Enterprise Asset Management Business Analysis

Period of performance: November 1, 2024–September 1, 2025

HighCloud's role: Prime contractor

Corresponding WVOT classification: Business Analyst

HighCloud supplied an Enterprise Asset Management Business Analyst to the Metropolitan Council under its IT Professional Services and Staff Augmentation contract. The placement formed part of HighCloud's recurring staffing support under a contract that generated multiple work orders across several IT disciplines.

The professional supported business and systems analysis and demonstrated experience in requirements elicitation, process analysis, SDLC, functional and technical specifications, user acceptance testing, enterprise reporting, data warehousing, relational databases, and stakeholder communication.

HighCloud's performance under the contract is supported by a written recommendation documenting repeat work orders and continued IT staffing support.

Reference status: Written recommendation on file; confirm permission before submission.

Supporting evidence: Contract 22P172N, applicable work order, recommendation letter, candidate resume and qualification matrix.

Placement 4 – Senior Web Application Analyst

Client entity: Minnesota Management and Budget

Contract: Contract 292743 / MNSITE 3739

Project: Legislative Initiative Web Application

Period of performance: July 13, 2026–February 12, 2027

HighCloud's role: Prime contractor

Corresponding WVOT classification: Senior Web Application Analyst

HighCloud supplied a .NET Developer to Minnesota Management and Budget to support its Legislative Initiative Web Application. The engagement involves application-development services using ASP.NET Core MVC, C#, and Visual Studio 2022.

The placement demonstrates recent state-government experience recruiting and providing a Microsoft application-development professional. Before inclusion as a fully qualifying WVOT example, the supporting resume must also demonstrate the required experience involving **dynamic database-driven enterprise applications, JavaScript, relational databases, data modeling, analysis and design, WCF, jQuery, MVVM, SOAP or REST web services, SharePoint, and Team Foundation Server**, as applicable to the WVOT classification.

Supporting evidence: Contract 292743, executed work order, candidate resume and completed WVOT qualification matrix.

Placement 5 – Senior Web Application Analyst

Client entity: Texas Education Agency

Individual supplied: Sampath Reddy Katta

Contract: Secondary Supplier Service Agreement and Exhibit A

Project: Senior .NET and Full Stack Application Development

Period of performance: May 12, 2026–May 20, 2028

HighCloud's role: Subcontractor to Synergy Data Inc.

Corresponding WVOT classification: Senior Web Application Analyst

HighCloud supplied a Senior .NET and Full Stack Developer supporting Texas Education Agency applications. Documented technologies include C#, ASP.NET, .NET Core, application programming interfaces, SQL Server, Oracle, MySQL, ETL, Jenkins, Bitbucket, Agile/Scrum, and unit testing.

The placement demonstrates HighCloud's ability to provide senior Microsoft-technology professionals for state-government application environments. The candidate's resume must be mapped to the remaining WVOT requirements, including the required duration of experience and applicable experience with data modeling, ASP.NET MVC, WCF, jQuery, MVVM, web services, SharePoint, and Team Foundation Server.

Supporting evidence: Executed supplier agreement, Exhibit A, candidate resume and completed WVOT qualification matrix.

Placement 6 – Senior Web Application Analyst

Client entity: Minnesota Department of Transportation

Contract: Contract 242959 / MNSITE 2898

Project: .NET Application Development

Period of performance: February 20, 2024–June 30, 2026

HighCloud's role: Prime contractor

Corresponding WVOT classification: Senior Web Application Analyst

HighCloud supplied .NET development personnel to the Minnesota Department of Transportation under the MNSITE program. The engagement demonstrates HighCloud's recent experience recruiting and supporting Microsoft application-development resources for a state transportation agency.

The selected individual's resume and qualification matrix must document the required duration and depth of experience involving **.NET enterprise web development, ASP.NET, AJAX, Visual Studio, JavaScript, C#, relational databases, data design and modeling, ASP.NET MVC, WCF, jQuery, MVVM, SOAP or REST services, SharePoint, and Team Foundation Server.**

Supporting evidence: Contract 242959, applicable work order or amendment, candidate resume and completed WVOT qualification matrix.

Placement Experience Confirmation

These six placements demonstrate HighCloud's recent experience supplying IT professionals to state and regional public-sector organizations. The placements include business-analysis and Microsoft application-development resources corresponding to classifications identified in this CRFQ.

HighCloud certifies that the final information presented in this section will be supported by executed contracts, work orders, candidate resumes, qualification matrices, and client reference information. HighCloud will provide additional nonconfidential verification documentation upon the State's request.

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MANDATORY CANDIDATE QUALIFICATIONS:

Position classification	HighCloud compliance response
Senior Web Application Analyst	HighCloud will submit only candidates demonstrating at least five years of .NET development involving dynamic, database-driven enterprise web applications; ASP.NET, AJAX, Visual Studio, .NET Framework, JavaScript and C#; relational databases; data design/modeling; and analysis/design. Candidates will also demonstrate the required experience with ASP.NET MVC, WCF, jQuery/jQuery UI, MVVM, SOAP/REST services, SharePoint, Team Foundation Server and stakeholder communication.
CRM Application Analyst	HighCloud will submit candidates with at least three years of Microsoft Dynamics CRM development and web development using ASP.NET, Visual Studio, .NET Framework, JavaScript and C#. Candidates will also demonstrate the required experience with ASP.NET MVC, WCF, jQuery/jQuery UI, SQL Server, data design/modeling, analysis/design, SharePoint, Team Foundation Server and stakeholder communication.
Senior SQL Server Database Administrator	HighCloud will submit candidates with at least five years of experience operating, maintaining and implementing SQL Server 2008 or higher; using T-SQL and stored procedures; creating databases and primary objects; migrating earlier SQL Server versions; converting DTS packages to SSIS; implementing SSIS and SSAS; performing command-line DDL and scripting; and managing database backup and recovery.
Business Analyst	HighCloud will submit candidates who meet the required education-and-experience combination and possess at least three years of experience with application-development practices, facilitated requirements meetings or JAD sessions, SDLC, business-system and user-needs analysis, solution options, risk identification, functional and technical specifications, acceptance testing, reporting, data warehousing, relational-database concepts, client-server concepts and stakeholder communication.
Learning Management System and eLearning Development Specialist	HighCloud will submit candidates with the required bachelor's degree and at least five years of experience managing or supporting an LMS, developing eLearning, supporting enterprise learning programs, working with SMEs, administering LMS architecture and course structures, managing roles and permissions, troubleshooting LMS issues, designing courses and assessments, using eLearning development tools and applying adult-learning instructional-design methodologies.
Cloud Financial Operations Specialist	HighCloud will submit candidates with at least three years of experience in cloud-cost management and optimization using AWS Cost Explorer, Azure Cost Management, CloudHealth or comparable tools; cloud-usage analysis; Reserved Instance and Savings Plan management; and right-sizing. Candidates will also demonstrate at least two years developing financial dashboards and executive reporting and the analytical ability to connect cloud consumption with business value.
Cloud Architect	HighCloud will submit candidates with at least five years of cloud-architecture experience designing, implementing and supporting AWS, Azure or GCP solutions; at least three years with cloud-migration patterns, including rehost, refactor and replatform; at least three years with Infrastructure as Code using Terraform or comparable tools; and the communication skills required to explain complex solutions to technical and nontechnical stakeholders.
Cloud Security Professional	HighCloud will submit candidates with at least five years of information-security experience, including three years focused on cloud security; at least three years implementing IAM, KMS encryption and network security groups; at least two years working with cloud-compliance frameworks and automated auditing tools; and demonstrated DevSecOps and CI/CD security-integration experience.

Cloud Platform Engineer	HighCloud will submit candidates with at least three years of cloud-infrastructure administration and automation; containerization and orchestration using Docker, Kubernetes, AKS or EKS; CI/CD tools such as Jenkins, GitLab or Azure DevOps; and Infrastructure as Code using Terraform. Candidates will also demonstrate at least two years of scripting using Python, Bash or PowerShell.
Cloud Network Engineer	HighCloud will submit candidates with at least five years of networking experience, including three years focused on cloud networking; at least three years managing VPCs/VNETs, subnets, VPNs, Direct Connect or ExpressRoute, load balancers and content-delivery networks; and at least two years with cloud-native firewalls and network security groups.
Cloud Systems Management Engineer	HighCloud will submit candidates with at least three years of systems administration in cloud environments; experience with AWS CloudWatch, Azure Monitor, Splunk or ELK; patching, backup/recovery and high availability; cloud DNS, Entra ID and SSO; and at least two years with configuration-management tools such as Ansible, Chef or Puppet.
Cloud Center of Excellence Implementation Specialist	HighCloud will submit candidates with at least five years of IT leadership or project-management experience involving cloud-transformation programs; at least three years defining cloud governance, best practices and enterprise adoption strategies; at least two years in organizational change management and cloud-training development; and demonstrated communication and diplomacy across IT, security, operations and business organizations.
Mainframe Systems Programmer	HighCloud will submit candidates with at least five years of mainframe systems-engineering experience, including three years with IBM z/OS and ISV software upgrades and maintenance. Candidates will possess the required RACF and/or mainframe DB2 subsystem experience, pervasive-encryption and federal-security compliance experience, and experience with SAS analysis/reporting and AFP printing systems and queues.

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UNDERSTANDING AND ACCEPTANCE OF REQUIREMENTS

HighCloud Solutions, Inc. has carefully reviewed CRFQ 0231 OOT2700000006, including its specifications, mandatory requirements, pricing instructions, terms and conditions, and applicable addenda. HighCloud understands that the West Virginia Office of Technology seeks qualified vendors capable of providing temporary, specialized IT professionals to supplement the State's existing workforce and support mission-critical systems, enterprise applications, cloud environments, modernization initiatives, and statewide technology operations.

HighCloud understands and accepts the requirements associated with the following 13 classifications:

1. Senior Web Application Analyst
2. CRM Application Analyst
3. Senior SQL Server Database Administrator
4. Business Analyst
5. Learning Management System and eLearning Development Specialist
6. Cloud Financial Operations Specialist
7. Cloud Architect
8. Cloud Security Professional
9. Cloud Platform Engineer
10. Cloud Network Engineer
11. Cloud Systems Management Engineer
12. Cloud Center of Excellence Implementation Specialist
13. Mainframe Systems Programmer

HighCloud understands that staffing needs will arise on an as-needed basis and that no minimum or maximum volume of work is guaranteed. When requested by WVOT, HighCloud will recruit, screen, and present professionals whose education, experience, technical capabilities, and communication skills meet or exceed every mandatory requirement of the applicable classification.

Before submitting a candidate, HighCloud will:

- Verify the candidate's education, employment history, and required years of experience;
- Map the candidate's qualifications to every mandatory requirement of the requested classification;
- Conduct technical and behavioral screening;
- Confirm availability, compensation, work authorization, and willingness to satisfy the required work arrangement;
- Complete applicable reference, background, and compliance checks; and
- Provide the candidate's résumé and supporting qualification documentation for WVOT's review.

HighCloud also understands that services may be required in the Charleston metropolitan area or elsewhere within West Virginia. HighCloud will coordinate candidate availability and deployment according to the location, schedule, security, and operational requirements specified in each request.

Assigned professionals will perform the required technical services while collaborating with State personnel and other stakeholders. They will also provide appropriate mentoring, technical training, documentation, knowledge transfer, and structured shadowing opportunities to support the long-term sustainability of the State's technology environment.

HighCloud accepts responsibility for recruiting, employing or engaging, supervising, compensating, and supporting its assigned personnel. HighCloud will provide timely communication, address performance concerns promptly, maintain required records, and supply qualified replacement personnel when necessary.

HighCloud is prepared to perform the required services in accordance with the solicitation, resulting contract, accepted pricing, applicable laws, security requirements, and WVOT policies and procedures. Through its nationwide recruiting capacity, public-sector staffing experience, and structured quality-control process, HighCloud is committed to providing WVOT with responsive service and qualified professionals throughout the contract term.

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CANDIDATE QUALIFICATION AND SUBMISSION COMMITMENT

HighCloud Solutions, Inc. commits to submitting only candidates who meet or exceed all mandatory education, experience, technical, communication, and other qualification requirements established by the West Virginia Office of Technology for the applicable position classification.

Upon receiving a staffing request, HighCloud will apply a structured qualification and submission process that includes:

- Reviewing the position requirements and work environment;
- Identifying candidates with directly relevant experience;
- Conducting recruiter, technical, and behavioral screening;
- Verifying education, employment history, technical experience, work authorization, availability, and candidate interest;
- Completing applicable reference, background, and compliance checks;
- Mapping the candidate's experience to each mandatory RFP requirement; and
- Obtaining the candidate's authorization before submission.

Each candidate submission will include, as requested by WVOT:

- A current and accurate résumé;
- A completed qualification matrix showing compliance with every mandatory requirement;
- Relevant education and certification information;
- Candidate availability and proposed start date;
- Applicable reference and screening information; and
- Any additional documentation required by WVOT.

HighCloud will not rely solely on keyword matching or résumé content. Our recruiting and technical teams will validate each candidate's claimed experience before presentation. Any qualification that cannot be verified will be resolved before submission, and HighCloud will not knowingly submit candidates who fail to satisfy the mandatory requirements.

HighCloud will coordinate interviews promptly, maintain regular communication regarding candidate status, and confirm the selected professional's continued availability through the onboarding process. If a candidate withdraws or becomes unavailable, HighCloud will notify WVOT promptly and initiate recruitment of a qualified replacement.

Through this disciplined approach, HighCloud commits to providing WVOT with accurate, responsive, and fully qualified candidate submissions for each requested classification.

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METHODOLOGY OF APPROACH:

HighCloud Solutions, Inc. will employ a structured, quality-driven methodology to provide the West Virginia Office of Technology with qualified professionals for the 13 classifications identified in CRFQ 0231 OOT2700000006. Our approach integrates dedicated account management, specialized recruiting, technical screening, qualification validation, efficient onboarding, ongoing performance management, and knowledge transfer.



Staffing Request Intake and Requirements Confirmation

Upon receiving a staffing request, HighCloud's Account Manager will coordinate with WVOT to confirm the applicable position classification, scope of responsibilities, mandatory qualifications, technical environment, work location, schedule, assignment duration, security requirements, desired start date, and submission instructions. The confirmed requirements will be converted into a position-specific recruiting plan and compliance checklist.

Dedicated Recruitment Team Activation

HighCloud will assign specialized recruiters and appropriate technical subject-matter experts based on the requested classification. The team will search HighCloud's candidate network, internal databases, professional associations, referrals, public-sector talent communities, and targeted external sources to identify professionals with directly relevant experience. Recruiting activities will focus on candidates whose backgrounds align with the technical and operational requirements of the requested WVOT position.

Targeted Candidate Sourcing

HighCloud will use targeted search strategies based on the technologies, responsibilities, experience levels, certifications, and work-location requirements associated with each staffing request. Our recruiters will engage both actively searching professionals and qualified passive candidates. This broad sourcing approach will support common as well as difficult-to-fill classifications, including specialized cloud, database, application-development, eLearning, business-analysis, and mainframe positions.

Recruiter Pre-screening

Each prospective candidate will undergo an initial recruiter interview to verify employment history, education, work authorization, availability, compensation expectations, assignment interest, location requirements, and communication

skills. The recruiter will also evaluate the candidate’s professionalism, reliability, and ability to work effectively within a government technology environment.

Technical Evaluation

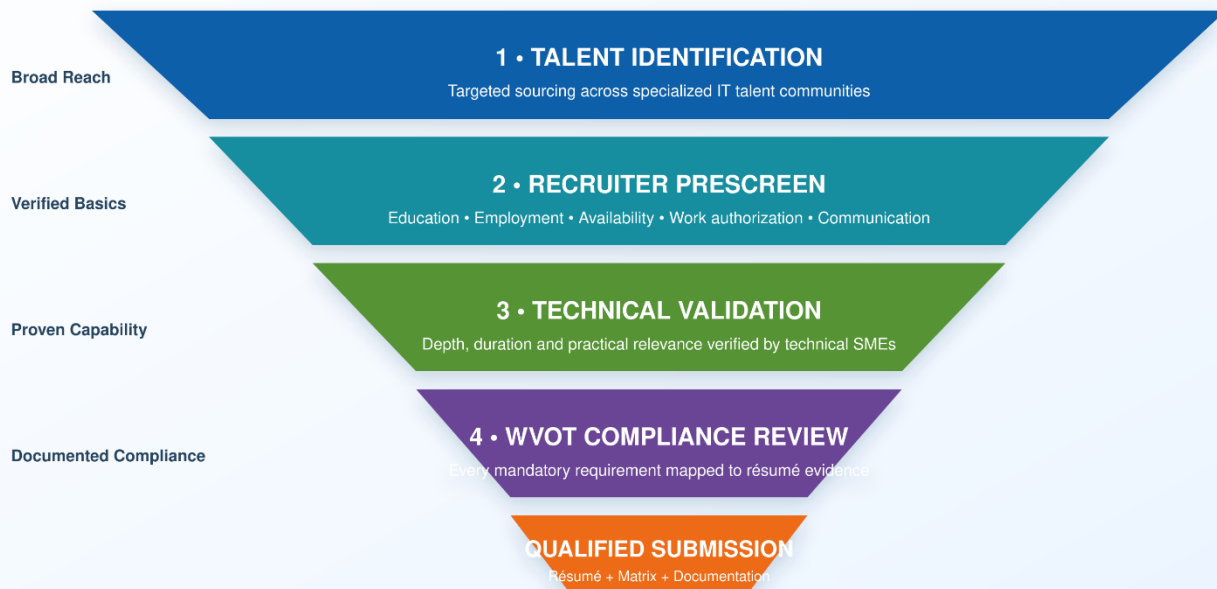
Candidates who successfully complete recruiter pre-screening will undergo a technical evaluation appropriate to the requested position. HighCloud’s technical subject-matter experts will assess the depth, duration, and practical relevance of the candidate’s experience. Evaluations may include structured interviews, scenario-based questions, technical assessments, or detailed discussions of previous projects, tools, platforms, and responsibilities.

Mandatory Qualification Validation

HighCloud will compare each candidate’s education and experience against every mandatory requirement of the applicable WVOT classification. The review will confirm that the candidate possesses the required number of years of experience and has performed the specified responsibilities. Candidates with unresolved gaps or unsupported qualifications will not be submitted to WVOT.

CANDIDATE QUALIFICATION & SUBMISSION GATES

Only fully validated candidates advance to WVOT submission



Candidate Qualification Matrix

For every proposed candidate, HighCloud will prepare a requirement-by-requirement qualification matrix. The matrix will identify the candidate’s relevant experience and show where the supporting résumé demonstrates compliance with each mandatory requirement. This process will provide WVOT with a clear and efficient method for evaluating candidate qualifications.

Candidate Submission

Each submission will include a current résumé, completed qualification matrix, relevant education and certification information, summary of applicable experience, availability, proposed start date, and any additional documentation requested by WVOT. HighCloud will conduct an internal quality review to verify the submission’s accuracy, completeness, consistency, and compliance before presenting it to the State.

Interview Coordination and Selection Support

HighCloud's Account Manager Susie Ruddaraju will coordinate candidate interviews, confirm schedules, prepare candidates for the process, communicate changes, and obtain WVOT feedback. HighCloud will maintain regular contact with each candidate to confirm continued interest and availability throughout the evaluation and selection process. WVOT will retain final authority over candidate evaluation and selection.

Pre-Employment Screening and Compliance

Following candidate selection, HighCloud will complete the applicable employment, education, professional-reference, identity, work-authorization, criminal-background, and agency-specific screening requirements. HighCloud will also coordinate required confidentiality, acceptable-use, security, and workplace-policy acknowledgements before the professional begins work, unless otherwise directed by WVOT.

Onboarding and Assignment Launch

HighCloud will coordinate onboarding with WVOT and the selected professional to support a timely and organized start. Before deployment, HighCloud will reconfirm the assignment's responsibilities, reporting structure, work schedule, location, technical environment, security obligations, documentation standards, and performance expectations. The professional will be prepared to integrate effectively with WVOT personnel and other project stakeholders.

Performance Management and Quality Assurance

HighCloud will maintain active oversight throughout each assignment. The Account Manager will communicate regularly with WVOT and the assigned professional to monitor attendance, availability, work quality, technical performance, responsiveness, policy compliance, communication, and progress against assignment expectations. Identified concerns will be addressed through coaching, corrective action, additional support, or replacement, as appropriate.

PERFORMANCE GOVERNANCE & CONTINUOUS IMPROVEMENT

Accountable oversight from assignment launch through completion



Knowledge Transfer and State Staff Development

HighCloud understands that assigned professionals may be required to provide mentoring, technical training, documentation, and structured shadowing opportunities to State personnel. Knowledge-transfer activities may include system documentation, architecture records, configuration guides, standard operating procedures, troubleshooting manuals,

technical demonstrations, training sessions, paired work, and transition documentation. These activities will promote continuity and support the long-term sustainability of WVOT's technology environment.

Issue Escalation and Resolution

HighCloud will maintain a defined escalation path involving the Account Manager, Recruitment Manager, Quality Assurance Manager, and Executive Sponsor. Service, performance, attendance, security, or communication concerns will be documented, investigated, and addressed in coordination with WVOT. HighCloud will maintain transparent communication until the matter is resolved.

Replacement and Continuity Support

If an assigned professional resigns, becomes unavailable, or does not meet performance expectations, HighCloud will notify WVOT promptly and initiate the replacement process. HighCloud will identify and screen replacement candidates using the same qualification standards applied to the original placement. When feasible, HighCloud will facilitate documentation and knowledge transfer between the departing and replacement professionals to minimize operational disruption.

Reporting and Communication

HighCloud will maintain accurate records of staffing requests, candidate pipelines, submissions, interviews, selections, onboarding activities, active assignments, performance matters, and replacement actions. The Account Manager will provide requested status updates and serve as WVOT's primary point of contact throughout the contract.

Continuous Improvement

HighCloud will evaluate WVOT feedback, candidate-submission results, placement performance, service concerns, and lessons learned to continually improve recruiting accuracy, candidate quality, responsiveness, onboarding, and assignment support. Adjustments will be incorporated into future staffing activities to ensure consistent and increasingly effective service delivery.

Through this comprehensive methodology, HighCloud will provide WVOT with a transparent, responsive, and accountable staffing process from initial request through assignment completion. HighCloud is committed to presenting properly screened professionals who satisfy the mandatory qualifications, deliver high-quality technical services, collaborate effectively with State teams, protect State information, and support sustainable knowledge transfer.

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REFERENCES:

Response: Below in the table we have provided reference:

Reference#1	
Organization name;	State of Minnesota
Contact name and title;	Mark Haselman, Fiscal Management Supervisor
Address	1450 Energy Park Dr#350, St Paul MN 55108, USA
Contact phone number and email.	651-201-1188 mark.haselman@state.mn.us
Date of Services	2021–Present
Scope of Services	HighCloud Solutions, Inc. provides temporary IT professional staffing and staff-augmentation services to the State of Minnesota. HighCloud receives agency staffing requests, reviews position-specific technical and experience requirements, develops targeted recruiting strategies, and identifies and prescreens qualified professionals for State consideration. HighCloud’s services include recruiter and technical screening, candidate qualification validation, résumé preparation, interview coordination, background-screening and onboarding support, employment administration, timekeeping and payroll coordination, assignment monitoring, compliance documentation, performance follow-up, issue resolution, and replacement recruiting when required. HighCloud has supported State technology initiatives requiring professionals in application development, business and systems analysis, project and program management, quality assurance, database and data services, enterprise platforms, cloud technologies, cybersecurity, and infrastructure support. Relevance to WVOT This engagement demonstrates HighCloud’s ability to provide temporary technical personnel to a state-government customer, evaluate candidates against position-specific qualifications, administer active assignments, maintain required documentation, and provide ongoing account-management and workforce support.

Reference#2	
Organization name;	Metropolitan Council
Contact name and title;	Shiwani Kulkarni, Administrator
Address	390 Robert St. N., Saint Paul, MN 55101
Contact phone number and email.	+1 469-877-9978 shiwani@kulkarni@gmail.com
Date of Services	2022- Present
Scope of Services	HighCloud Solutions, Inc. provides IT professional services and staff-augmentation support to the Metropolitan Council. For each work request, HighCloud reviews the required responsibilities, technical qualifications, experience levels, work arrangements, schedules, and assignment conditions before developing a position-specific recruiting and delivery plan. HighCloud sources, prescreens, evaluates, and submits qualified technology professionals and coordinates candidate interviews, qualification verification, onboarding, assignment administration, timekeeping, payroll, performance monitoring, reporting, issue resolution, and replacement support. HighCloud has supported multiple work requests and individual placements involving project management, business analysis, enterprise architecture, data engineering, SharePoint, Power BI, .NET application development, enterprise asset management, and user-experience design. HighCloud’s account-

	management, recruiting, human-resources, compliance, payroll, and operational teams work together to provide consistent service throughout each assignment. Relevance to WVOT This engagement demonstrates HighCloud’s ability to manage multiple concurrent IT staffing requests for a public-sector organization, recruit across specialized technology disciplines, validate candidate qualifications, support individual assignments, and maintain responsive communication with client stakeholders.
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Reference#3	
Organization name;	Stecons, Inc.
Contact name and title;	Mr. Sanjay Kumar, Project Manager
Address	Sunset Lake Rd., Suite B-2 2035 Newark DE 19702
Contact phone number and email.	(302) 205-6464 sanjay@stecons.com
Date of Services	2024- Present
Scope of Services	HighCloud Solutions, Inc. provides IT staffing and recruitment support to Stecons, Inc. HighCloud reviews individual staffing requirements, confirms the required technical capabilities, experience, work arrangements, schedules, and assignment priorities, and develops targeted sourcing strategies for each requested position. HighCloud identifies, prescreens, qualifies, and submits technology professionals across application development, business and systems analysis, database administration, data engineering, network and systems administration, cloud technologies, quality assurance, cybersecurity, project management, enterprise applications, and end-user support. HighCloud also coordinates candidate interviews, verifies candidate interest and availability, supports employment documentation and onboarding, maintains candidate and assignment records, monitors placement performance, addresses staffing concerns, and provides replacement recruiting when necessary. HighCloud maintains regular communication with Stecons representatives regarding staffing requirements, candidate status, assignment performance, and changing priorities. Relevance to WVOT This engagement demonstrates HighCloud’s ability to translate technical staffing requirements into targeted recruiting activities, screen candidates for specialized IT positions, manage candidate submissions and onboarding, and provide continuing support throughout the placement lifecycle.

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BUSINESS CERTIFICATIONS**Office of the Minnesota Secretary of State
Certificate of Good Standing**

I, Steve Simon, Secretary of State of Minnesota, do certify that: The business entity listed below was filed pursuant to the Minnesota Chapter listed below with the Office of the Secretary of State on the date listed below and that this business entity is registered to do business and is in good standing at the time this certificate is issued.

Name:	HighCloud Solutions, Inc.
Date Filed:	09/16/2015
File Number:	842386500054
Minnesota Statutes, Chapter:	302A
Home Jurisdiction:	Minnesota

This certificate has been issued on: 07/09/2024

A handwritten signature in black ink that reads "Steve Simon".

Steve Simon
Secretary of State
State of Minnesota

CERTIFICATE OF INSURANCE:



CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY)
09/09/2024

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.

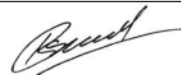
IMPORTANT: If the certificate holder is an ADDITIONAL INSURED, the policy(ies) must have ADDITIONAL INSURED provisions or be endorsed. If SUBROGATION IS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).

PRODUCER (773) 804-9000 (773) 270-3878 Oak Brook Insurance Agency, Inc dba KSA Insurance Agency 7158 W. Grand Avenue Chicago, IL 60707	CONTACT NAME: Oak Brook Insurance Agency, Inc PHONE (A/C, No, Ext): (773) 804-9000 FAX (A/C, No): (773) 270-3878 E-MAIL: ksa@obiains.com ADDRESS:
INSURED HighCloud Solutions, Inc. 445 Minnesota Street, Suite 1552 St. Paul, MN 55101	INSURER(S) AFFORDING COVERAGE INSURER A: Travelers Insurance Company INSURER B: INSURER C: INSURER D: INSURER E: INSURER F:

COVERAGES	CERTIFICATE NUMBER:	REVISION NUMBER:
THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.		

INSR LTR	TYPE OF INSURANCE	ADDL SUBR INSD WVD	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS
A	☒ COMMERCIAL GENERAL LIABILITY ☐ CLAIMS-MADE ☒ OCCUR GEN'L AGGREGATE LIMIT APPLIES PER: ☒ POLICY ☐ PRO-JECT ☐ LOC OTHER:	☒	680-0K125101-17-42	10/04/2023	10/04/2025	EACH OCCURRENCE \$ 2,000,000 DAMAGE TO RENTED PREMISES (Ea occurrence) \$ 300,000 MED EXP (Any one person) \$ 5,000 PERSONAL & ADV INJURY \$ 2,000,000 GENERAL AGGREGATE \$ 4,000,000 PRODUCTS - COMP/OP AGG \$ 4,000,000 \$
A	AUTOMOBILE LIABILITY ☐ ANY AUTO ☐ OWNED AUTOS ONLY ☒ HIRED AUTOS ONLY ☐ SCHEDULED AUTOS ☒ NON-OWNED AUTOS ONLY	☒	680-0K125101-17-42	10/04/2023	10/04/2025	COMBINED SINGLE LIMIT (Ea accident) \$ 2,000,000 BODILY INJURY (Per person) \$ BODILY INJURY (Per accident) \$ PROPERTY DAMAGE (Per accident) \$ \$
A	☒ UMBRELLA LIAB ☒ OCCUR ☐ EXCESS LIAB ☐ CLAIMS-MADE DED ☒ RETENTION \$ 5,000	☒	CUP-003L570443	10/04/2023	10/04/2025	EACH OCCURRENCE \$ 6,000,000 AGGREGATE \$ 6,000,000 \$
A	WORKERS COMPENSATION AND EMPLOYERS' LIABILITY ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? (Mandatory in NH) If yes, describe under DESCRIPTION OF OPERATIONS below	☐ Y/N ☒ N/A	680-UB000L33-33-56	10/04/2023	10/04/2025	☒ PER STATUTE ☐ OTH-ER E.L. EACH ACCIDENT \$ 1,000,000 E.L. DISEASE - EA EMPLOYEE \$ 1,000,000 E.L. DISEASE - POLICY LIMIT \$ 1,000,000
A	Professional Liability-E&O	☒	680-0K125101-17-42	10/04/2023	10/04/2025	\$3,000,000 Occurrence \$3,000,000 Agg
A	Cyber Liability	☒	680-0K125101-17-42	10/04/2023	10/04/2025	\$3,000,000
B	Fidelity Crime		83TP0544490	06/26/2024	06/24/2025	\$250,000

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (ACORD 101, Additional Remarks Schedule, may be attached if more space is required)

CERTIFICATE HOLDER Additional Insured: The State of Minnesota Department of Administration MNSITE Program 112 Administration Building 50 Sherburne Avenue St. Paul, MN 55155	CANCELLATION SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS. AUTHORIZED REPRESENTATIVE 
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ACORD 25 (2016/03)

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