



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 4

List View

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

Procurement Folder: 2020855

Procurement Type: Statewide MA (Open End)

Vendor ID: VS0000053694

Legal Name: Virtualan Software LLC

Alias/DBA:

Total Bid: \$2,852,568.57

Response Date: 09/23/2026

Response Time: 11:37

Responded By User ID: virtualan

First Name: Elanjcheziyan

Last Name: Thangamani

Email: bids@virtualansoftware.com

Phone: 7736575917

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: Addendum No 2 -Temporary Technical Staffing Services

Total of Header Attachments: 4

Total of All Attachments: 4



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 ESR09232600000003105	1

VENDOR
VS0000053694
Virtualan Software LLC

Solicitation Number: CRFQ 0231 OOT2700000006
Total Bid: 2852568.569999999832361936569 **Response Date:** 2026-09-23 **Response Time:** 11:37:46
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	93.350400	194168.83

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	82.368000	171325.44

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	96.096000	199879.68

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	93.350400	194168.83

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	79.622400	165614.59

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	112.569600	234144.77

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	137.280000	285542.40

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	126.297600	262699.01

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	116.688000	242711.04

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	102.960000	214156.80

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	102.960000	214156.80

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	120.806400	251277.31

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	107.078400	222723.07

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.

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.

Virtualan Software, LLC

Company



Authorized Signature

September 23, 2026

Date

NOTE: This addendum acknowledgment should be submitted with the bid to expedite document processing.
Revised 6/8/2012

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) Elanjcheziyan Thangamani (Elan), CEO

(Address) 2443 Warrenville Rd, Suite #300-Office 15, Lisle, Illinois 60532, USA

(Phone Number) / (Fax Number) (773) 657-5917 , N/A

(email address) bids@virtualansoftware.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.

Virtualan Software, LLC

(Company)

(Signature of Authorized Representative)

Elanjcheziyan Thangamani (Elan), CEO September 23, 2026

(Printed Name and Title of Authorized Representative) (Date)

(773) 657-5917 , N/A

(Phone Number) (Fax Number)

bids@virtualansoftware.com

(Email Address)



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

VENDOR

Vendor Customer Code: VS0000053694

Vendor Name : Virtualan Software, LLC

Address : Suite #300-Office 15

Street : 2443 Warrenville Rd

City : Lisle

State : Illinois

Country : USA

Zip : 60532

Principal Contact : Elanjcheziyan Thangamani (Elan)

Vendor Contact Phone: (773) 657-5917

Extension: N/A

FOR INFORMATION CONTACT THE BUYER

Toby L Welch
(304) 558-8802
toby.l.welch@wv.gov

**Vendor
Signature X**

834643722

FEIN#

September 23, 2026

DATE

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

ADDITIONAL INFORMATION

Addendum No 2 is issued for the following reasons:

1) To publish a copy of Vendor questions with the Agency's responses.

--no other changes--

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	HOURL	93.3504	194,168.832

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.

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CHARLESTON WV
US

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
2	CRM Application Analyst	2080.00000	HOURL	82.368	171,325.44

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	HOURL	96.096	199,879.68

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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Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
4	Business Analyst	2080.00000	HOURL	93.3504	194,168.832

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.

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Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
5	Learning Management System & eLearning Development Specialis	2080.00000	HOURL	79.6224	165,614.592

Comm Code	Manufacturer	Specification	Model #
81110000			

Extended Description:

Learning Management System & eLearning Development Specialist

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Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
6	Cloud Financial Operations Specialist	2080.00000	HOURL	112.5696	234,144.768

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.

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Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
7	Cloud Architect	2080.00000	HOURL	137.28	285,542.4

Comm Code	Manufacturer	Specification	Model #
81110000			

Extended Description:

Cloud Architect

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Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
8	Cloud Security Professional	2080.00000	HOURL	126.2976	262,699.008

Comm Code	Manufacturer	Specification	Model #
81110000			

Extended Description:

Cloud Security Professional

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Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
9	Cloud Platform Engineer	2080.00000	HOUR	116.688	242,711.04

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.

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Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
10	Cloud Network Engineer	2080.00000	HOUR	102.96	214,156.8

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.

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Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
11	Cloud Systems Management Engineer	2080.00000	HOURL	102.96	214,156.8

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.

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Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
12	Cloud Center of Excellence (CCOE) Implementation Spec	2080.00000	HOURL	120.8064	251,277.312

Comm Code	Manufacturer	Specification	Model #
81110000			

Extended Description:

Cloud Center of Excellence (CCOE) Implementation Specialist

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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	HOURL	107.0784	222,723.072

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

	Document Phase	Document Description	Page 9
OOT2700000006	Final	Addendum No 2 -Temporary Technical Staffing Services	

ADDITIONAL TERMS AND CONDITIONS

See attached document(s) for additional Terms and Conditions

STATE OF WEST VIRGINIA

WEST VIRGINIA OFFICE OF TECHNOLOGY



Centralized Request for Quote
Temporary Technical Staffing Services
Solicitation No.: CRFQ 0231 OOT2700000006
Due Date: September 23, 2026 | 1:30 p.m. ET



Submitted By:

Virtualan Software LLC

POC: Elancheziyan Thangamani (Elan)
E-Mail: bids@virtualansoftware.com
Website: www.virtualansoftware.com
Contact: 7736575917
FEIN: 834643722
Address: 2443 Warrenville Rd, Suite #300-Office 15,
Lisle, Illinois 60532, USA



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3. QUALIFICATIONS

3.1. Vendors shall be in business a minimum of five (5) years, providing similar information technology services. Vendors must provide documentation to indicate that their company meets this requirement prior to award; however, bidders may include this documentation with their bid.

3.1 Relevant Experience

Virtualan Software, LLC is an Illinois limited liability company organized on April 19, 2019. The company provides temporary staffing, IT staff augmentation, recruiting, workforce coordination, technology services, payroll coordination, onboarding, compliance administration, and delivery support.

COMPANY OVERVIEW

LEGAL NAME	Virtualan Software, LLC
ENTITY TYPE	Illinois Limited Liability Company
HEADQUARTERS	Lisle, Illinois
YEAR ESTABLISHED	2019
YEARS IN OPERATION	7 Years
CORE CAPABILITY	Temporary staffing and recruitment delivery, IT and administrative
OWNERSHIP STATUS	Illinois-certified minority-owned business

WHO WE ARE

Virtualan Software, LLC is an **Illinois-headquartered** recruitment and staffing firm delivering top-tier IT and administrative talent to government and commercial organizations.

HEADQUARTERS

LISLE, ILLINOIS
Proudly headquartered in Illinois

CERTIFICATIONS & STATUS

Small Disadvantaged Business (SDB)
Illinois
ACTIVE

Disadvantaged Business Enterprise (DBE)
Illinois
ACTIVE
Expires 1/1/2027

Minority Business Enterprise (MBE)
Illinois
ACTIVE
Expires 11/1/2027

Small Disadvantaged Business (SDB)
Illinois
ACTIVE

CERTIFIED NMSDC MBE 2024
NMSDC Certification
Illinois
ACTIVE
Expires 7/31/2027

ATTRIBUTE	DETAIL
Legal Name	Virtualan Software, LLC
Entity Type	Illinois Limited Liability Company
Headquarters	Lisle, Illinois
Year Established	2019
Years in Operation	7
Core Capability	Temporary staffing and recruitment delivery, IT and administrative
Ownership Status	Illinois-certified minority-owned business

CERTIFICATION	JURISDICTION	STATUS
Business Enterprise Program (BEP)	Illinois	Active
Disadvantaged Business Enterprise (DBE)	Illinois	Active, expires 1/1/2027
Minority Business Enterprise (MBE)	Illinois	Active, expires 11/1/2027
Small Disadvantaged Business (SDB)	Illinois	Active
NMSDC Certification	Illinois	Active, expires 7/31/2027

Virtualan combines a national talent network of approximately one million professionals with dedicated technology recruiters and working Technical Managers who evaluate candidates within their own disciplines. Software and application candidates are reviewed by Manikandan Durairaj; cloud,

infrastructure, security, AI, and data candidates are reviewed by Vignesh Veerappan; Kishore Raj Radhakrishnan provides account and delivery governance; and Chief Executive Officer Elanjcheziyan Elan Thangamani retains executive authority. This structure keeps sourcing fast while ensuring that the final qualification decision is made by people who understand the technologies and responsibilities involved.



OUR VALUED CLIENTS



THE JUDGE GROUP



WAVICLE DATA SOLUTIONS



COGNIZANT



SALEM INFOTECH

The Judge Group

Virtualan Software, LLC's engagement with The Judge Group began on October 9, 2023, and represents the largest contract value in Virtualan's documented reference portfolio at \$1,523,797.50. Virtualan serves as a staffing supplier and subcontractor, supporting IT sourcing, candidate screening, onboarding, workforce coordination, payroll coordination, performance oversight, and delivery support across more than 10 technology disciplines.

The relationship requires Virtualan to operate within the qualification, documentation, communication, and compliance standards of a large national IT and professional staffing organization. Virtualan converts individual requisitions into defined qualification criteria, identifies prospective candidates, confirms availability and compensation, evaluates relevant experience, coordinates candidate submissions, supports onboarding, and remains engaged after placement.

As of this proposal's submission date, the relationship has continued for nearly three years. Its duration and value demonstrate sustained delivery rather than a single placement or short-term recruiting assignment. The engagement also requires Virtualan to manage changing requirements, coordinate multiple staffing activities, and maintain communication across recruiting, payroll, account management, and client stakeholders.

Wavicle Data Solutions

Virtualan Software, LLC's engagement with Wavicle Data Solutions began on April 27, 2022. It is the longest-standing relationship in Virtualan's documented reference portfolio and has an approximate contract value of \$668,784.00.

Virtualan supports staffing requirements across data engineering, analytics, business intelligence, cloud technologies, databases, artificial intelligence, machine learning, software development, DevOps, quality assurance, and project management. The work requires Virtualan to understand specialized position requirements, identify candidates with relevant and current experience, confirm location and availability, coordinate qualification reviews, support candidate submissions, and maintain continuity throughout the placement lifecycle.

The engagement has continued for more than four years, demonstrating Virtualan's ability to sustain a long-term staffing relationship while responding to evolving technical requirements. It also demonstrates the value of Virtualan's layered screening process, in which recruiters confirm general qualifications and Virtualan's Technical Managers evaluate the depth and recency of the candidate's hands-on experience.

Cognizant Through Hays

Virtualan Software, LLC's engagement supporting Cognizant through Hays began on August 4, 2025, and has an approximate value of \$315,290.52. Virtualan serves as a staffing supplier within a structured vendor network supporting enterprise technology and professional staffing requirements.

The engagement covers cloud computing, infrastructure, cybersecurity, software engineering, DevOps, enterprise applications, project management, business analysis, quality assurance, and data technologies. Virtualan's responsibilities include candidate sourcing, initial qualification, technical alignment, availability confirmation, submission coordination, onboarding support, and communication with the staffing intermediary.

This engagement demonstrates Virtualan's ability to operate in a multi-stakeholder environment where requirements, approvals, candidate communications, and onboarding activities must be coordinated across different organizations. It also confirms that Virtualan continues to secure and support current staffing relationships with major technology-services organizations.

Salem InfoTech Supporting the State of Maryland Department of Human Services

Virtualan Software, LLC supports Salem InfoTech Inc. in delivering professional staffing and workforce-support services to the State of Maryland Department of Human Services. This ongoing public-sector engagement began in July 2026 and includes recruiting, screening, onboarding, scheduling, attendance

coordination, compliance support, workforce reporting, and communication with government stakeholders.

The engagement supports administrative and technology-related operations within a government environment responsible for critical public services. Virtualan must respond to changing staffing requirements, coordinate qualified personnel, maintain client-specific documentation, support workforce scheduling and attendance, and communicate promptly with agency and partner stakeholders.

Recent Win

The School Board of Broward County, Florida

Technical Consultants Staffing Services | ITB26-170-0-2026/DCH

Virtualan Software, LLC was recently selected for Technical Consultants Staffing Services by The School Board of Broward County, Florida. The scope includes sourcing, screening, onboarding, and managing qualified technical consultants for information technology requirements. This competitive public-sector win demonstrates the current strength of Virtualan's technical recruiting, candidate qualification, consultant management, and government-contract delivery capabilities. As a recent award, it is presented as evidence of current qualification and organizational readiness rather than completed past performance.



RELEVANCE TO THE WEST VIRGINIA OFFICE OF TECHNOLOGY

Virtualan will apply its public-sector staffing and workforce coordination experience to WVOT's temporary technical staffing requirements by:

- ✓ Coordinating staffing requests and delivery orders through a designated point of contact.
- ✓ Sourcing candidates for the technical classifications Virtualan is awarded and matching their qualifications to the requirements in Section 4.1.
- ✓ Submitting current resumes and qualification documentation when WVOT requests candidates.
- ✓ Confirming each assignment's work location, schedule, start date, and onboarding requirements with the requesting agency.
- ✓ Maintaining communication with WVOT and other authorized State agency representatives throughout each assignment.
- ✓ Monitoring resource availability and addressing staffing or performance concerns promptly.
- ✓ Coordinating qualified replacements when an assigned resource becomes unavailable or does not meet the agency's needs.

- ✓ Supporting the technical mentorship, training, and knowledge transfer expected of assigned personnel.

3.2. Vendors shall be able to demonstrate their potential to provide these services by providing documentation to indicate they have provided staffing of at least six (6) individuals within the listed classifications within the past five (5) years: documentation should include enough information to indicate that the Vendor provided an employee meeting the requirements of a specifically named classification from Section 1, above: the documentation should name the entity to whom the individual was supplied and provide contact information for that entity. Vendors must provide documentation to indicate that their company meets this requirement prior to award: however, bidder may include this documentation with their bid.

3.2 References

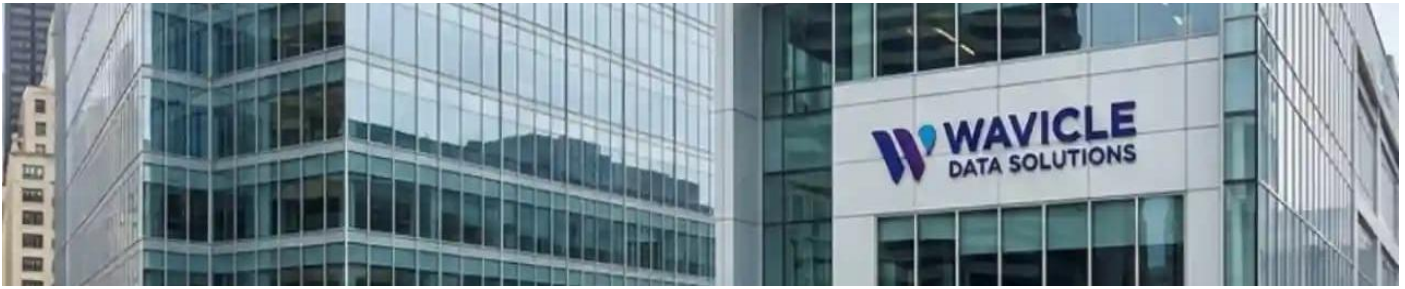
Reference 1 — The Judge Group



Contact	Title	Phone	Email
Dennis J. Anderko	Managing Director	(312) 585-0685	danderko@judge.com

Virtualan has maintained an unbroken staffing partnership with The Judge Group since October 2023, providing engineering professionals across the complete software development lifecycle, application architecture, full-stack development, cloud-native engineering, API development, DevOps, and quality assurance. This engagement required Virtualan to rapidly source and technically evaluate software engineers, DevOps professionals, systems analysts, and application support personnel to a consistent quality bar, on demand, over nearly three years. This is the closest direct analog to the sustained, requisition-by-requisition fulfillment model the district's Information Technology Staffing group requires.

Reference 2 — Wavicle Data Solutions



Contact	Title	Phone	Email
Laurin Neal	Talent Acquisition	(630) 756-2707	laurin.neal@wavicledata.com

Virtualan's partnership with Wavicle Data Solutions, a data engineering and analytics consulting firm, has grown continuously since April 2022 into an engagement exceeding \$668,000, evidence of a client that kept returning to Virtualan because the placements performed. Professionals placed under this engagement have delivered business intelligence, dashboard development, data integration, and enterprise reporting work, directly relevant to the Business Analyst and Application Support Analyst positions named in the district's Group Four scope.

Reference 3 — Cognizant-Hays



Contact	Title	Phone	Email
Akshara Parveen	Senior Associate	(813) 513-6350	Contractorcare@hays.com

Virtualan supports Cognizant, one of the world's largest technology consulting firms, through its staffing relationship with Hays, since August 2025. Supporting an organization of that scale required rigorous, repeatable candidate evaluation, technical screening, experience verification, and professional reference checks, across enterprise cybersecurity, cloud engineering, identity and access management, and infrastructure disciplines. This reference speaks directly to Virtualan's ability to meet the technical screening bar the district's Cybersecurity Analyst and Systems Administrator positions demand.

Together, these three references span the breadth of the district's Group Four position list, software development and engineering (Judge Group), business intelligence and analytics (Wavicle), and cybersecurity and infrastructure (Cognizant-Hays), while each independently demonstrates the same trait: clients who started with Virtualan on a single requisition and expanded the relationship over time.