



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: Marcman Solutions LLC

Alias/DBA:

Total Bid: \$1,967,784.00

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 ESR09182600000002531	1

VENDOR
VS0000051941
Marcman Solutions LLC

Solicitation Number: CRFQ 0231 OOT2700000006
Total Bid: 1967784
Response Date: 2026-09-18
Response Time: 17:12:40
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	68.540000	142563.20

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	82.020000	170601.60

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	76.400000	158912.00

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	68.540000	142563.20

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	62.920000	130873.60

Comm Code	Manufacturer	Specification	Model #
81110000			

Commodity Line Comments:

Extended Description:

Learning Management System & eLearning Development Specialist

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Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
6	Cloud Financial Operations Specialist	2080.0000	HOUR	82.020000	170601.60

Comm Code	Manufacturer	Specification	Model #
81110000			

Commodity Line Comments:

Extended Description:

Cloud Financial Operations Specialist

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Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
7	Cloud Architect	2080.0000	HOUR	82.020000	170601.60

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	68.540000	142563.20

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	75.280000	156582.40

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	68.540000	142563.20

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	82.020000	170601.60

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	62.920000	130873.60

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	66.290000	137883.20

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.



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: VS0000051941

Vendor Name : Marcman Solutions LLC

Address : 3250

Street : NE 1st Avenue, Unit 203

City : Miami

State : FL

Country : USA

Zip : 33137

Principal Contact : Michael DiNapoli

Vendor Contact Phone: 850-666-0196

Extension:

FOR INFORMATION CONTACT THE BUYER

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

Vendor Signature X *Michael DiNapoli*

FEIN# 87-2925821

DATE 9-17-2026

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	\$68.54	\$142,563.20

Comm Code**Manufacturer****Specification****Model #**

81110000

Extended Description:

Senior Web Application Analyst

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1900 KANAWHA BLVD E
CHARLESTON WV
US

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
2	CRM Application Analyst	2080.00000	HOURL	\$82.02	\$170,601.60

Comm Code**Manufacturer****Specification****Model #**

81110000

Extended Description:

CRM Application Analyst

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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
3	Senior SQL Server Database Administrator	2080.00000	HOURL	\$76.40	\$158,912.00

Comm Code	Manufacturer	Specification	Model #
81110000			

Extended Description:

Senior SQL Server Database Administrator

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Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
4	Business Analyst	2080.00000	HOURL	\$68.54	\$142,563.20

Comm Code	Manufacturer	Specification	Model #
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Extended Description:

Business Analyst

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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	\$62.92	\$130,873.60

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	\$82.02	\$170,601.60

Comm Code	Manufacturer	Specification	Model #
81110000			

Extended Description:

Cloud Financial Operations Specialist

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Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
7	Cloud Architect	2080.00000	HOUR	\$82.02	\$170,601.60

Comm Code	Manufacturer	Specification	Model #
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Extended Description:

Cloud Architect

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Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
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Comm Code	Manufacturer	Specification	Model #
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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	\$75.28	\$156,582.40

Comm Code	Manufacturer	Specification	Model #
81110000			

Extended Description:

Cloud Platform Engineer

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Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
10	Cloud Network Engineer	2080.00000	HOUR	\$68.54	\$142,563.20

Comm Code	Manufacturer	Specification	Model #
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Extended Description:

Cloud Network Engineer

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Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
11	Cloud Systems Management Engineer	2080.00000	HOURL	\$82.02	\$170,601.60

Comm Code	Manufacturer	Specification	Model #
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Extended Description:

Cloud Systems Management Engineer

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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	\$62.92	\$130,873.60

Comm Code	Manufacturer	Specification	Model #
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Extended Description:

Cloud Center of Excellence (CCOE) Implementation Specialist

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Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
13	Mainframe Systems Programmer	2080.00000	HOURL	\$66.29	\$137,883.20

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



**REQUEST FOR QUOTATION
CRFQ 0231 OOT2700000006
TEMPORARY TECHNICAL STAFFING SERVICES**

Vendor Qualifications

Specifications Sections 3.1 and 3.2

Submitted To

West Virginia Department of Administration, Purchasing Division
on behalf of the West Virginia Office of Technology
2019 Washington Street East, Charleston, West Virginia 25305-0130
Attn: Toby L. Welch, Buyer | toby.l.welch@wv.gov

Submitted By

Marcman Solutions LLC, Prime Contractor
300 W. Pensacola Street, Suite 215, Tallahassee, Florida 32301
UEI HHM1C9MKVF33 | CAGE 0BRQ8
Michael DiNapoli, President and Chief Operating Officer
Michael.DiNapoli@marcmansolutions.com | 850-666-0196

In Strategic Partnership With



Judit Inc., Subcontractor and Information Technology Staffing Partner

Bid Opening: September 23, 2026, 1:30 p.m. Eastern Time

1. Vendor Information

Marcman Solutions LLC submits this statement of qualifications in support of its bid on CRFQ OOT2700000006, Temporary Technical Staffing Services, for the West Virginia Office of Technology. Marcman Solutions LLC bids as the prime contractor, with Judit Inc. serving as its information technology staffing partner.

Legal name	Marcman Solutions LLC
Entity type	Limited liability company, organized in Florida
Headquarters	3250 NE 1st Avenue, Suite 203, Miami, Florida 33137
Additional offices	300 W. Pensacola Street, Suite 215, Tallahassee, Florida 32301; 1050 Connecticut Avenue NW, Suite 500, Washington, DC 20036
UEI	HHM1C9MKVF33
CAGE Code	0BRQ8
Primary contact	Michael DiNapoli, President and Chief Operating Officer, Michael.DiNapoli@marcmansolutions.com, 850-666-0196
SAM.gov	Active registration
West Virginia vendor registration	Vendor Self-Service Vendor Code VS0000051941
Role on this contract	The prime contractor and single point of accountability to the State

2. Team Structure and Qualifications

Marcman Solutions LLC has built and managed large public-sector workforces as the employer of record. Judit Inc. recruits information technology professionals. Under this contract, Marcman Solutions LLC holds sole accountability to the State for every placement, contract compliance, and candidate quality, and Judit Inc. performs the recruiting, sourcing, screening, and deployment operations that support it.

2.1 Marcman Solutions LLC, Prime Contractor

Marcman Solutions LLC is a Florida-headquartered government contractor with 35 corporate employees, plus contract and field staff scaled to each engagement. Its core service lines are staffing and workforce solutions, information technology staff augmentation, and disaster recovery and grants management. It operates from offices in Miami, Florida; Tallahassee, Florida; and Washington, DC, and serves state, local, and federal clients. It holds Florida Department of Management Services State Term Contract No. 80101507-23-STC-ITSA, Information Technology Staff Augmentation Services, effective November 2025 through September 30, 2027, and is an awarded vendor on the State of Missouri's statewide Project-Based Information Technology Consulting Services Qualified Vendor List.

Information Technology Engagements

- Wyoming Department of Workforce Services. Full-lifecycle information technology staffing for the Digital Wallet Initiative, a statewide digital services platform, as subcontractor to DigiCred, 2025 to present: sourcing, screening, secure onboarding, and workforce management, with role-specific technical vetting against CJIS, FERPA, and HIPAA requirements where applicable. Reference: Tyler Stockton, Agency Project Representative, 307-777-8650, tyler.stockton@wyo.gov.
- State of Missouri, Office of Administration, Information Technology Services Division. Statewide Project-Based Information Technology Consulting Services Qualified Vendor List, Contract CT242213068, MissouriBUYS System ID MB00181868.
- Texas Commission on Law Enforcement. Network and infrastructure modernization.
- Transportation Security Administration. Continuous Diagnostics and Mitigation senior cybersecurity advisory.
- Florida Department of Education, Division of Early Learning. Information technology security risk assessment services, RFQ 2027-16, Contract 753040, awarded under Florida State Term Contract 80101500-25-STC, July through December 2026.

Workforce Mobilization at Scale

The requirement most likely to test a staffing contractor is the need to source a single specialist. It is standing up a compliant workforce quickly and running it. Marcman Solutions LLC served as the employer of record for the Florida Division of Emergency Management from October through December 2024, following Hurricanes Helene and Milton, on an engagement valued at approximately \$5.7 million.

- Approximately 500 W-2 field workers mobilized within 48 to 72 hours of receiving notice to proceed.
- Approximately 700,000 households reached across six counties.
- Background checks and I-9 verification completed within 72 hours of onboarding.
- Recruiting, screening, onboarding, payroll, supervision, and daily workforce management performed by Marcman Solutions LLC as the employer of record.

Reference: Ben Fairbrother, Executive Deputy Director, Florida Division of Emergency Management, 850-815-4000, Ben.Fairbrother@em.myflorida.com

2.2 Judit Inc., Information Technology Staffing Partner

Judit Inc. is a Nevada corporation providing information technology labor solutions. Its temporary staffing operations trace back to 2007 through Accelerated Innovators, a firm it acquired in 2020 and whose operations continue under the Judit Inc. name. Judit Inc. is a certified Woman-Owned Business through the National Women Business Owners Corporation, Certificate No. RNW25302. It also holds a General Services Administration Multiple Award Schedule contract 47QTCA23D000L under SIN 54151S, Information Technology Professional Services, with the current option period running through October 17, 2027.

The firm employs 25 corporate staff, including five recruiters and an eight-person state, local, education, and government support team. It maintains an active candidate database of more than 50,000 professionals, with additional database and job board access.

Information Technology Engagements

- City of Philadelphia, Office of Innovation and Technology. Five-year information technology staffing contract held by Judit Inc. as the prime contractor, awarded through municipal procurement, June 2025 to present.
- Broadridge Financial Solutions. Tier 1 information technology staff augmentation vendor since 2010, delivering more than 1,000 placements, including more than 350 consultants fielded on a multi-year Wealth Management Platform Transformation program supporting UBS Wealth Management USA.
- Presidio. Enterprise technology staff augmentation.
- OpenText Corporation. Enterprise software and information management support.

Measured Information Technology Delivery Performance

Metric	Information technology placements
Placements, trailing 24 months	More than 75
Time to fill	3 to 5 business days
Fill rate, measured rather than targeted	88 percent
Replacement candidate submitted	Within 24 hours

3. Minimum Qualifications

3.1 Corporate Experience (Specification 3.1)

Specification 3.1 asks the Vendor to document that its company has been in business providing similar information technology services, with the documentation due before award and optional with the bid. Marcman Solutions LLC submits this document as its corporate experience summary under Specification 3.1, a form of documentation the Purchasing Division confirmed as acceptable in Addendum No. 2 (Questions 18, 19, and 533). The information technology engagements and contract vehicles in Section 2.1 are Marcman Solutions LLC's own, as are the Florida Division of Emergency Management and Wyoming Department of Workforce Services references in Section 3.3. Formation records, state registrations, and contract documents supporting this summary will be furnished to the Purchasing Division before award and are available on request at any time.

3.2 Demonstrated Staffing History (Specification 3.2)

Specification 3.2 asks the Vendor to document that it has provided staffing of at least six individuals in the classifications listed in Section 1 of the solicitation over the past five years, naming the entity to whom each individual was supplied and providing contact information for that entity. Marcman Solutions LLC meets that requirement with the staffing history of the team it is bidding with. Marcman Solutions LLC is the prime contractor, accountable to the State for every placement and experienced as the employer of record for large public sector workforces. Judit Inc. is the information technology staffing partner whose recruiting operation, candidate database, and account teams will source WVOT placements under this contract.

The twelve placements in the table below were delivered by that operation under the same sourcing, screening, and account management that Marcman Solutions LLC will direct here, and each named client entity can verify them directly. Marcman Solutions LLC's own staffing delivery, including approximately 500 W-2 personnel as employer of record for the Florida Division of Emergency Management and full-lifecycle information technology staffing for the Wyoming Department of Workforce Services, is documented in Sections 2.1 and 3.3.

Note on personal information. General Terms and Conditions Section 31 makes the entire bid response a public document. Placed individuals are therefore identified by initials rather than by full name. Full candidate details are available to the State on request through the Purchasing Division.

Note on classification alignment. Each individual is listed under the solicitation classification the placement most closely matches, together with the position title actually held on the engagement. This allows the State to verify the match directly with the client. All placements listed occurred within the past five years. Contact information for each client entity named in the table is provided in Section 3.3 below. Specific placement dates are available from the Vendor on request.

#	Classification (Solicitation Section 1)	Candidate	Title Held on Engagement	Client Entity
1	Business Analyst	NS	Business Analyst	Broadridge Financial Solutions
2	Business Analyst	KB	Business Analyst	Broadridge Financial Solutions
3	Business Analyst	HJ	Associate Business Analyst	Broadridge Financial Solutions
4	Business Analyst	MJ	Senior Business Analyst	Broadridge Financial Solutions
5	Business Analyst	OE	Business Analyst	Presidio
6	Business Analyst	RJ	Business Analyst	Presidio
7	Business Analyst	MN	Senior Business Analyst	Presidio
8	Cloud Architect	RE	Cloud Architect	Presidio
9	Cloud Architect	TC	AWS Solutions Architect	Presidio
10	Cloud Architect	BM	Azure Architect	Presidio
11	Cloud Platform Engineer	CI	AWS DevOps Consultant	Presidio
12	Mainframe Systems Programmer	MM	COBOL Programming Analyst	Huntsville Hospital

3.3 Supporting Engagement References

The engagements below demonstrate sustained delivery of personnel in the technical disciplines this contract covers. Each includes a client contact the State can reach for verification, and the Team Member column names the firm that holds the relationship, so the State reaches the party the client knows.

Client Entity	Team Member	Engagement	Client Contact
Broadridge Financial Solutions	Judit Inc.	Tier 1 information technology staff augmentation vendor since 2010, with more than 1,000 placements delivered	Christian Garcia, Managing Director, 917-208-6768, Christian.garcia@broadridge.com
Presidio	Judit Inc.	Enterprise technology staff augmentation	Sheri Ryan, Vice President, Talent Acquisition, 631-656-7642, shryan@presidio.com
Florida Division of Emergency Management	Marcman Solutions LLC	Statewide field workforce mobilization and management, approximately 500 W-2 personnel, October to December 2024	Ben Fairbrother, Executive Deputy Director, 850-815-4000, Ben.Fairbrother@em.myflorida.com
Wyoming Department of Workforce Services	Marcman Solutions LLC	Full-lifecycle information technology staffing for the Digital Wallet Initiative, a statewide digital services platform, as subcontractor to DigiCred, 2025 to present	Tyler Stockton, Agency Project Representative, 307-777-8650, tyler.stockton@wyo.gov
Huntsville Hospital	Judit Inc.	Staffing for the Huntsville Hospital system since August 2023, including applications and mainframe programming support	Keonna Kennemore, 256-783-1389, Keonna.Kennemore@hhsys.org

4. Service Delivery Approach

4.1 Sourcing, Screening, and Onboarding

Candidate sourcing runs through Crelate, an applicant tracking and customer relationship management platform, against an active database of more than 50,000 professionals. Additional databases and job boards are used to build a candidate pipeline for a given market. Background screening and drug testing run through Checkr, covering expanded local, state, and federal criminal background checks across a ten-year lookback and a ten-panel drug screening excluding THC. Credit checks, motor vehicle records, and occupational health screening are configurable at the Agency's request. Scheduling and timekeeping run through Deputy.

Our team recognizes the State's right under General Terms and Conditions Section 40 to conduct its own background checks and will support that process for any candidate presented.

4.2 Responsiveness and Time to Fill

Specification 4.2.2 makes consistent failure to fulfill Agency staffing requests, or consistent unresponsiveness to them, grounds for cancellation of the entire contract. Our team therefore states its responsiveness in measured figures rather than assurances.

- **Time to fill for information technology placements:** 3 to 5 business days, measured across the trailing 24 months.
- **Fill rate:** 88 percent, measured rather than targeted.
- **Replacement candidates:** submitted within 24 hours of an Agency request. Completing the replacement placement takes the time to fill shown above.

Our team commits to that standard on this contract. Qualified candidates will be presented within five business days of each delivery order, and sooner where the candidate pipeline allows. That five-business-day commitment is the delivery standard entered against each line item in wvOASIS.

Where an Agency requirement calls for volume rather than a single specialist, the Florida Division of Emergency Management engagement described in Section 2.1 is the relevant precedent: approximately 500 W-2 personnel recruited, screened, onboarded, and deployed within 48 to 72 hours of receiving notice to proceed.

Statewide deployment. Specification 1 places most requested services in the metro-Charleston area while allowing any end-user Agency anywhere in West Virginia to request services statewide for the life of the contract, with the work arrangement set on each delivery order. Our team recruits for the duty station the Agency names, whether Charleston, another West Virginia location, or a hybrid or remote arrangement the Agency approves, and treats statewide requests as ordinary delivery orders rather than exceptions.

Quality assurance and performance monitoring. Addendum No. 2 states the measures the Agency uses to evaluate vendor performance: candidate submission speed, quality of personnel, attendance, and adherence to technical requirements (Question 436). Performance reports are available to the Agency or the Purchasing Division upon request (Question 214). Our team tracks the same four measures on every delivery order. Each placement has a named Marcman Solutions LLC account contact who confirms the start date, checks in with the Agency supervisor on a schedule set by the Agency, and documents any concerns in writing on the day they are raised. When the Agency gives written notice that an assigned individual is not performing, a replacement candidate is submitted within 24 hours, and the replacement placement is completed

within the five business days allowed under Addendum No. 2 (Question 434). Performance reports covering submission timeliness, fill rate, attendance, and Agency feedback are provided on request.

4.3 Candidate Qualification Documentation

When presenting candidates for Agency review, our team will provide for each proposed candidate a current resume together with completed qualification documentation, in accordance with Specification 4.2.4. Each resume will identify how the candidate meets the specific requirements stated in Section 4.1 of the specifications for the classification concerned and will include copies verifying degrees. Candidate information will be provided according to applicable state and federal standards, including applications.

4.4 Knowledge Transfer and Mentorship

Section 1 of the specifications requires contracted personnel to provide professional mentorship, technical training, and structured shadowing opportunities for State analysts, and identifies those activities as essential to the long-term sustainability of the State's information technology infrastructure. Our team treats that requirement as a condition of every placement rather than an incidental benefit.

Candidates presented for any classification will be briefed on the knowledge transfer expectation before they are assigned. Placed personnel will document the systems, procedures, and decisions they work on in a form the assigned State analysts can use after the assignment ends. They will make structured shadowing time available on a schedule set by the Agency and will deliver technical training on the specific tools and platforms in use. Where the Agency identifies a named State analyst for a shadowing pairing, that pairing will be established at the start of the assignment rather than at the end of it.

4.5 Confidentiality and Data Security

General Terms and Conditions Section 30 binds the Vendor to privacy, security, and confidentiality obligations for information encountered under the Contract, and Addendum No. 2 states how the State applies them: every contractor staff member signs the State Office of Technology Non-Disclosure Agreement and follows HIPAA and CJIS protocols where the assignment requires them (Question 445); all work is performed within the continental United States, and no State data is accessed from or stored outside the United States (Question 446); contractors adhere to NIST SP 800-53 and West Virginia State privacy policies for sensitive personally identifiable information and protected data (Question 447); State business is conducted on State-assigned email accounts (Question 495); and a State Business Associate Agreement is executed where an assignment involves protected health information (Question 496).

Marcman Solutions LLC accepts each of these terms as a condition of every placement. Before any individual starts, our team confirms that the WVOT Non-Disclosure Agreement is executed, verifies work authorization through E-Verify (in which Marcman Solutions LLC is enrolled), and briefs the individual on the data handling rules that apply to the systems the Agency has assigned. Placed personnel work only from locations within the United States that the Agency approves, use only State-issued credentials and accounts for State systems, and return or destroy State information at the end of the assignment as the Agency directs. Marcman Solutions LLC executes a Business Associate Agreement when an assignment involves protected health information and

supports the State's background check rights under General Terms and Conditions Section 40 as described in Section 4.1.

5. Exceptions

Marcman Solutions LLC takes no exceptions to, and proposes no clarifications of or modifications to, any requirement, term, or condition of CRFQ OOT2700000006.

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) Michael DiNapoli, President & COO

(Address) 300 W Pensacola St, Suite 215 Tallahassee, FL

(Phone Number) / (Fax Number) 850-666-0196

(email address) Michael.DiNapoli@MarcmanSolutions.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.

Marcman Solutions LLC

(Company)

Michael DiNapoli

(Signature of Authorized Representative)

Michael DiNapoli, President & COO

9-17-2026

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

850-666-0196

(Phone Number) (Fax Number)

Michael.DiNapoli@MarcmanSolutions.com

(Email Address)

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.

Marcman Solutions LLC

Company

Michael DiNapoli

Authorized Signature

9-17-2026

Date

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

Revised 6/8/2012