



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.

W

O

A

S

I

S

Jump to:

FORMS

Go

Home

Personalize

Accessibility

App Help

About

Welcome, Lu Anne Cottrill

Procurement

Budgeting

Accounts Receivable

Accounts Payable

Solicitation Response(SR)Dept: 0210ID: ESR12081600000002635Ver.: 1Function: NewPhase: FinalModified by batch , 12/08/2016

Header @ 1

List View

General Information

Contact

Default Values

Discount

Document Information

Procurement Folder: 244612

Procurement Type: Central Master Agreement

Vendor ID: 000000199098

Legal Name: INNOVATIVE SYSTEMS & SOLUTIONS INC

Alias/DBA:

Total Bid: \$1,600,000.00

Response Date: 12/08/2016

Response Time: 12:08

SO Doc Code: CRFQ

SO Dept: 0210

SO Doc ID: ISC1700000010

Published Date: 11/28/16

Close Date: 12/8/16

Close Time: 13:30

Status: Closed

Solicitation Description: Addendum #2 Technical Staffing Services (OT1717)

Total of Header Attachments: 1

Total of All Attachments: 1



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

State of West Virginia
Solicitation Response

Proc Folder : 244612

Solicitation Description : Addendum #2 Technical Staffing Services (OT1717)

Proc Type : Central Master Agreement

Date issued	Solicitation Closes	Solicitation Response	Version
	2016-12-08 13:30:00	SR 0210 ESR12081600000002635	1

VENDOR

000000199098

INNOVATIVE SYSTEMS & SOLUTIONS INC

Solicitation Number: CRFQ 0210 ISC1700000010

Total Bid : \$1,600,000.00

Response Date: 2016-12-08

Response Time: 12:08:42

Comments:

FOR INFORMATION CONTACT THE BUYER

Stephanie L Gale
(304) 558-8801
stephanie.l.gale@wv.gov

Signature on File

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	IT Project Coordinator/Business Analyst	2000.00000	HOUR	\$70.000000	\$140,000.00

Comm Code	Manufacturer	Specification	Model #
80101604			

Extended Description : IT Project Coordinator/Business Analyst

Comments: ABS assuming Delivery Days to be time between request and delivery of contractor.

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
2	IT Project Manager	2000.00000	HOUR	\$135.000000	\$270,000.00

Comm Code	Manufacturer	Specification	Model #
80101600			

Extended Description : IT Project Manager

Comments: ABS assuming Delivery Days to be time between request and delivery of contractor.

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
3	Senior IT Project Manager	2000.00000	HOUR	\$160.000000	\$320,000.00

Comm Code	Manufacturer	Specification	Model #
80101600			

Extended Description : Senior IT Project Manager

Comments: ABS assuming Delivery Days to be time between request and delivery of contractor.

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
4	Microsoft Office Specialist Trainer	2000.00000	HOURL		

Comm Code	Manufacturer	Specification	Model #
80101507			

Extended Description :	Microsoft Office Specialist Trainer
------------------------	-------------------------------------

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
5	Cyber Security Auditor	2000.00000	HOURL		

Comm Code	Manufacturer	Specification	Model #
80101507			

Extended Description :	Cyber Security Auditor
------------------------	------------------------

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
6	Firewall Administrator	2000.00000	HOURL		

Comm Code	Manufacturer	Specification	Model #
80111609			

Extended Description :	Firewall Administrator
------------------------	------------------------

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
7	Network Engineer	2000.00000	HOURL	\$150.000000	\$300,000.00

Comm Code	Manufacturer	Specification	Model #
80111610			

Extended Description :	Network Engineer
------------------------	------------------

Comments: ABS assuming Delivery Days to be time between request and delivery of contractor.

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
8	VoIP Engineer	2000.00000	HOUR	\$150.000000	\$300,000.00

Comm Code	Manufacturer	Specification	Model #
80101507			

Extended Description : VoIP Engineer

Comments: ABS assuming Delivery Days to be time between request and delivery of contractor.

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
9	Windows Server System Administrator	2000.00000	HOUR	\$135.000000	\$270,000.00

Comm Code	Manufacturer	Specification	Model #
80111609			

Extended Description : Windows Server System Administrator

Comments: ABS assuming Delivery Days to be time between request and delivery of contractor.

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
10	RedHat Linux Server System Administrator	2000.00000	HOUR		

Comm Code	Manufacturer	Specification	Model #
80111609			

Extended Description : RedHat Linux Server System Administrator



Technical Staffing Services

RFP 2016-06

State of West Virginia Information Services & Communications

 Due date 12-08-16



Submitted by:

ABS Technology
Caitlin Johnson, Talent Acquisition Manager

 757.419.2215  cjohnson@astechnology.com

TABLE OF CONTENTS

Transmittal	2
Corporate Identity:	2
Locations:	2
Points of Contact:	2
Corporate Numbers:	3
ABS Technology History & Capability	4
ABS Staffing	4
Specifications	6
Mandatory Requirements	23
Vendor Responsibilities	23
Designated Contact	24
Contract Manager	24
Certification and Signature	25
Pricing Attachment A	26
Attachments	27

Transmittal

Ms. Stephanie Gale
2019 Washington Street, East
Charleston, WV 25305

ABS Technology is excited to submit this proposal to the State of West Virginia Office of Technology for CRFQ 0210 ISC1700000010 "Technology Staffing Services."

Coporate Identity:

Company: Innovative Systems and Solutions
d.b.a ABS Technology
www.abstechnology.com
Owner: Hunter Dorroh
hdorroh@abstechnology.com
757.419.2232
Address: 2809 S. Lynnhaven Road, Suite 250
Virginia Beach, VA 23452

**ABS is 100%
owned by CEO
Hunter Dorroh**

Locations:

ABS has 3 locations as well as a virtual presence in West Virginia.

- ▀ **Headquarters**
2809 S. Lynnhaven Road
Virginia Beach, VA 23462
- ▀ **Richmond Office**
3957 Westerre Parkway, Suite 110
Richmond, VA 23233
- ▀ **Roanoke Office**
109 Norfolk Ave, 2nd Floor
Roanoke, VA 24011

Points of Contact:

Hunter Dorroh, Owner/CEO
hdorroh@abstechnology.com | Phone: 757.419.2232

Caitlin Johnson, Staffing Account Manager, Talent Acquisition Manager
cjohnson@abstechnology.com | Phone: 757.419.2215

Kristen Kavakava, Contract Administrator
kkavakava@abstechnology.com | Phone: 757.419.2204

Corporate Numbers:

- FEIN: 54-1954271
- FRN: 0013307558
- Virginia SWAM Vendor: 8419
- DUNS #: 145833526
- SCC #: 0525802-5

Thank you for the opportunity to submit a proposal for Technical Staffing Services. ABS looks forward to developing our relationship with the State of West Virginia.
Sincerely,



Hunter Dorroh, CEO / Visionary

Caitlin Johnson, Talent Acquisition Manager

ABS Technology History & Capability

As Virginia's PREMIER **Cisco Gold Partner and provider of advanced technology solutions**, ABS Technology is dedicated to serving Municipal, K-12, State, Higher Education, Healthcare, and Commercial markets throughout Virginia and recently expanding into West Virginia.

ABS was established as American Business Systems in 1972 and reincorporated as ABS Technology Architects in 1999. ABS has always remained family owned and debt-free. ABS achieved Cisco partnership in 1999, becoming the first Virginia-based firm to receive Cisco's IP Telephony certification. ABS continues to be the longest continuously certified Cisco voice partner in Virginia.

ABS has grown over the past four decades into a \$60 million dollar enterprise. Currently, ABS employs over 130 professionals with varied expertise in Enterprise Networking, Wireless/Borderless Technology, Unified Communications, Data Center, Structured Cabling, and Physical Security.

In 2014, we simplified our name to ABS Technology and also made the Inc. 5000 list as one of the fastest growing, privately held businesses in the U.S., -- with its corporate roots firmly planted in Virginia Beach! ABS is a SWAM-Certified technology consultant

ABS Staffing

We have a team of specialized recruiters that are specific to sourcing and recruiting the top IT talent in all skillsets. All three of our Staffing options provide Clients with **fully vetted** out candidates that have been put through our ABS recruiting and screening process along with a **technical interview with internal engineers**. This ensures that only the top qualified candidates are sent to Clients.

ABS can also ensure that there are **no gaps in service**. We have an internal team of Engineers and can backfill contractors when something unexpected occurs such as; a contractor not showing up for work, quitting unexpectedly, or having to be let go. This is a guarantee that no other Staffing Agency can currently provide.

The three different options are:

- **Permanent Placement:** Used when a Client needs qualified candidates that they need to hire on permanently and quickly. There is a 25% placement fee based off of the first annual base salary offered to candidate.
- **Contract to hire:** minimum of 6 month contract with the option to hire the candidate on permanently after 6 months. This allows for clients to "trial run candidates" without taking on any of the risk. ABS assumes all of the risk

and overhead for candidate while they are a contractor. There is no fee associated with hiring the candidate on permanently after the 6 month minimum timeframe has been met.

- **Long term contracting:** This is an option that can accommodate any project duration. ABS candidates are onsite fulltime for a defined period of time that can be extended at the clients' request. ABS assumes all of the risk and overhead of candidate throughout the duration of the contract. Generally this is utilized for clients that do not have budget to maintain overhead of a full time employee, or will not have a need for a specific IT skillset after a project has been completed.

ABS is able to respond to this RFQ for the following categories:

- IT Project Coordinator/Business Analyst
- IT Project Manager
- Senior IT Project Manager
- Network Engineer
- VoIP Engineer
- Windows Server System Administrator

Specifications

ABS agrees and complies with all requirements set forth in the Specifications section of the RFQ. For further demonstration of our capabilities, we have provided the below responses:

1. **QUALIFICATIONS:** Vendor, or Vendor's staff, if requirements are inherently limited to individuals rather than corporate entities, shall have the following minimum qualifications:
 - 3.1. Vendors shall be able to demonstrate their potential to provide these services by providing documentation to indicate they have provided staffing of three (3) individuals in any one or more of the 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 upon request, prior to award; however, bidders may include this documentation with their bid.

ABS Technology recognizes and complies and provides the following references of past performance as well as key personnel in the following areas: IT Project Coordinator/Business Analyst, IT Project Manager, Senior IT Project Manager, Network Engineer, VoIP Engineer, and Windows Server System Administrator.



Reference # 7 - Staff Aug Services			
Name of Firm	Address of Firm		Number of Years Providing Service
Proxios	P.O Box 85055, Richmond, VA 23285		4
Contact Name	Contact Address	Contact E-mail Address	Contact Phone and Fax Number
John Dudding	707 E. Main Street, Ste 1425, Richmond, VA	jdudding@proxios.com	(804)864-8502
Summary of Scope			
ABS Technology supported Proxios with several short term staffing engagements surrounding Voice Engineering and help desk engagements. These projects were managed by a Sr. IT Project Manager.			



Reference # 6 - Staff Aug Services			
Name of Firm	Address of Firm		Number of Years Providing Service
BayPort Credit Union	11820 Fountain Way-Ste 400, Newport News, VA 23606		3
Contact Name	Contact Address	Contact E-mail Address	Contact Phone and Fax Number
Denise McRoberts	11820 Fountain Way-Ste 400 Newport News, VA 23606	dmcroberts@bayportcu.org	Phone: (757) 873-4033
Summary of Scope			
ABS supplied 3 full time employees for 19 months: 1 network engineer to supplement the BayPort Networking Team and 2 Help Desk Technicians to assist in workstation deployments and administration as BayPort migrated their 250+ user community from Windows XP to Windows 7. ABS offered a turnkey solution of posting the positions, screening candidates and performing initial interviews to ensure not only technical competency but also a cultural fit, which was a requirement. ABS Account Manager attended all finalist interviews with CIO.			



Reference # 7 - Staff Aug Services			
Name of Firm	Address of Firm		Number of Years Providing Service
Truck Enterprises	3440 South Main Street, Harrisonburg, VA 22801		4
Contact Name	Contact Address	Contact E-mail Address	Contact Phone and Fax Number
Cathy Uthus	3440 South Main Street Harrisonburg, VA 22801	cuthus@truckenterprises.com	Phone: (540) 564-6909 Fax: 540-433-0460
Summary of Scope			
ABS successfully supplied an IT Professional for TEI's help desk for 10 months. This professional worked full time supporting Truck Enterprises' PCs and software applications.			



Reference # 5 - Staff Aug Services			
Name of Firm	Address of Firm		Number of Years Providing Service
Carillion Clinic	PO Box 13851, Roanoke, VA 24037		3
Contact Name	Contact Address	Contact E-mail Address	Contact Phone and Fax Number
Dean Kelley	PO Box 13851 Roanoke, VA 24037	hdkelley@carilionclinic.org	Phone: (540) 224-3943 ext. 73943 Fax: (540) 265-8593
Summary of Scope			
ABS successfully supplied staffing for 3 deployment technicians to supplement staffing resources for Carilion. Carilion needed 3 extra technicians in order to complete a 3,000+ deployment of PC's and thin clients into their environment. This consisted of finding the appropriate candidates, screening them through a technical screening process, ensuring backgrounds and driving records were clean and that ABS was in compliance with Carilion's operating standards.			



Reference # 7 - Staff Aug Services			
Name of Firm	Address of Firm		Number of Years Providing Service
Towne Bank	6001 Harbor View Blvd, Suffolk, VA 23435		4
Contact Name	Contact Address	Contact E-mail Address	Contact Phone and Fax Number
Mike Weiner	6001 Harbor View Blvd, Suffolk, VA 23435	mike.weiner@townebank.net	757-673-1567
Summary of Scope			
ABS provided an Active Directory/Microsoft deployment engineer for 15 months, as well as a 6 month Network Engineering engagement			



Reference # 7 - Staff Aug Services			
Name of Firm	Address of Firm		Number of Years Providing Service
Children's Hospital of the King's Daughters	601 Childnre's Lane, Norfolk, VA 23507		4
Contact Name	Contact Address	Contact E-mail Address	Contact Phone and Fax Number
Joe Hooks	601 Childnre's Lane, Norfolk, VA 23507	joe.hooks@chkd.org	(757)668-7076
Summary of Scope			
Placed three individuals at CHKD for a long term staffing engagement and services engagement. This included 1 Senior Voice Engineer, 1 intermediate voice engineer, and 1 Senior Project Manager to oversee a large Cisco Voice Phone deployment. This included Cisco VoIP among many other solutions deployed.			



Reference # 7 - Staff Aug Services			
Name of Firm	Address of Firm		Number of Years Providing Service
Vitex packaging, Inc.	1137 Progress Road, Suffolk, VA 23434		2
Contact Name	Contact Address	Contact E-mail Address	Contact Phone and Fax Number
Jmichael DeGrandis	1137 Progress Road, Suffolk, VA 23434	mdegrandis@vitexpackaging.com	(757)538-2029
Summary of Scope			
System/Network Administrator—Windows, SQL Server Placed a candidate at Vitex permanently to perform System and Network administration. Their network was a combination of cisco and Microsoft gear. They also had a SQL Server, HP, Dell, and a Mac laptops/desktops.			



Hunter Dorroh

CEO, Visionary

hdorroh@abstechnology.com

REPRESENTATIVE EXPERIENCE

Since 1972, ABS Technology has been providing clients with the most advanced technologies available. Although times have changed, ABS maintains a focus on providing cutting edge products and solutions the business needs of its clients.

After purchasing the company from his father in 1999, Hunter Dorroh knew he needed to steer the company in a more forward-thinking direction. ABS focused their efforts on partnering with Cisco Systems and soon found success in the IP Telephony market. In 2001 ABS Technology installed the first Cisco Voice in Virginia. To date, ABS is the only Cisco Master Unified Communications Partner headquartered in Virginia.

In addition to Cisco Systems, ABS partners with many other top technology manufacturers including EMC, Microsoft, VMware, Nimble Storage, and many more. These strategic partnerships coupled with the host of talented and highly certified engineers, allow ABS to provide design and implementation services and support encompassing enterprise networking, data center/cloud, structured cabling, standard commodity hardware and software, lifecycle & managed services, and security.

With the help of his trusted team of advisors, Hunter has grown the company exponentially over the years forcing him to expand into a larger headquarters office. Hunter has also doubled the number of employees, opened 2 additional office locations, while operating as a highly profitable a debt-free organization with aggressive plans for continued growth.

OVERVIEW

Hunter is the Chief Executive Officer and Visionary, who like all of the Dorroh kids started working at ABS under the leadership of his father pulling weeds and picking up cigarette butts. After graduation from the College of William and Mary in 1991 with a Bachelor of Science in Business Administration, he began in the accounting department. Rapidly developing a disdain for paperwork, he discovered a knack for computers and new technology, and transitioned into a position working with technicians. It comes as no surprise after decades of experience that Hunter's current responsibilities include leading the focus and direction of ABS.

EDUCATION

William & Mary College
Bachelor of Science in Business Administration



Caitlin Johnson

Talent Acquisition Manager

cjohnson@absnt.com

REPRESENTATIVE EXPERIENCE

Talent Acquisition Manager

- Full life cycle recruitment in the Information Technology field on a wide variety of skill sets to include, technical managers, software engineers, software developers, network engineers, help desk, and more.
- Source, screen, evaluate, and select candidates through an efficient and high-touch recruitment process designed to obtain the best candidates. Negotiates compensation packages with candidates, with a high closure rate
- Develops a diverse talent pool through productive sourcing techniques designed to identify qualified candidates for current and future positions, including social media networking, referral generation, and networking events.
- Develops relationships with hiring managers to assist with ABS strategy implementation, facilitate/participate in selection decision-making meetings, and advise on full-life cycle recruitment for all campus hires
- Manages a team of consultants to include; on boarding paperwork, and time card reporting

OVERVIEW

Caitlin, a graduate of Old Dominion University, joined ABS in 2015 as our Talent Acquisition Manager. Caitlin is responsible for sourcing and recruiting talent for all internal ABS openings and external positions supporting Client needs.

Knowledgeable in sourcing a vast range of technical talent to include; help desk analysts to directors of IT. Proven track record in providing full life cycle IT recruiting services to client in both the private and commercial sector. Knowledgeable in long term contracting, contract to hire, and perm placement.

Caitlin is originally from the San Antonio area, but has moved all around the world with her family so she's lived in some pretty neat places such as Japan, Belgium, and Russia!

Deployment Project for Carilion, Roanoke, VA

This project consisted of staffing for 3 deployment technicians for Carilion Health Care system in Roanoke, VA. The purpose of the project was to supplement staffing resources for Carilion. They needed 3 extra technicians in order to complete a 3,000+ deployment of PC's and thin clients into their environment. This consisted of finding the appropriate candidates, screening them through a technical screening process, ensuring backgrounds and driving records were clean and that ABS was in compliance with Carilion's operating standards.

Permanent Placement Project for Vitex, Suffolk, VA

The CFO for Vitex was in need of a new Systems Administrator for their IT Department. Their HR team had been searching and interviewing for approximately 6 weeks. ABS received the job requisition and was able to source several appropriate candidates and vet them through in person interviews and technical interviews. Vitex decided to hire one of our candidates within the week.



OVERVIEW

An ABS vet, Mark joined the team in 2001 as Customer Support Engineer. He graduated from the University of Virginia in 1987 with a Bachelor of Science and later earned a Master of Science in Education in 1998 from Old Dominion University.

Marc provides stellar support to ABS clients for their servers and workstations, Microsoft and PC-based software, and document imaging. He excels in Microsoft operating systems and software, Microsoft server administration/Active Directory, and PC and document scanner hardware.

EDUCATION

University of Virginia
BS Computer Science
Old Dominion University, M.S.Ed.
Exercise Science Wellness

CERTIFICATIONS

Microsoft Certified Professional

Mark Liedl

Customer Support Engineer

mliedl@absnt.com

REPRESENTATIVE EXPERIENCE

Document Imaging Support, Children's Hospital of the King's Daughters, Norfolk, VA

Since 2000, ABS has implemented and maintained document scanning, storage, and retrieval systems for CHKD's Patient Financial Services and Accounts Payable groups. Among the tasks included in that work are: hardware support on the Kodak document scanners; configuration, customization and upgrade of Kofax Capture software used during the scanning and indexing of documents; installation and maintenance of Keyfile document repository software.

Document Imaging Support, Norfolk State University, Norfolk, VA

Since 1998, ABS has implemented and maintained document scanning, storage, and retrieval systems for NSU's Student Financial Services, Admissions, Registrar, Student Accounts, and Enrollment Management departments. ABS provides hardware support on the Fujitsu document scanners, configuration of Keyfile client software that is used by the NSU staff for scanning new documents and retrieving content from the repository, and maintenance of the Keyfile server software that provides access to and security for the repository.

Office 365 Email Migration, ABS Technology, Virginia Beach, VA

The Customer Services team took the lead on this internal project that moved ABS' email and calendaring resources from Google Apps to Microsoft Office 365. The migration was completed with momentary downtime, and involved moving over 100 staff mailboxes and associated document stores, plus calendaring and scheduling for ABS meeting rooms and internal resources.



Michael Murphy

Network Engineer

MMurphy@abstechnology.com

REPRESENTATIVE PROJECT EXPERIENCE

iPad Setup, Portsmouth Public Schools, Portsmouth, VA.
Created Apple IDs for each iPad (manually at first then with script). Added each AP to Meraki MDM. Updated IOS on each iPad

Wireless Network Surveys, Lifenet Health, Virginia Beach, VA.

Conducted Wireless Surveys of each site for GHz wireless and designed maps and survey report documentation.

Network and Wireless Refresh, American Association for the Study of Liver Diseases, Alexandria, VA.

Unboxed and inventoried switches and Meraki APs. Configured new switches. Installed new core switch to do L3 Routing. Configured Remote Access VPN on existing ASA and created and updated documentation

Meraki Wireless Implementation, Sussex County Public Schools, Sussex, VA.

Led project with a group of 3 engineers. Configured Meraki Controller with appropriate SSID and VLAN information. Configured existing AP ports on switches to be trunks. Mounted and installed new Aps in each school. Created and updated documentation.

Top of Rack Switching Implementation, Virginia Beach City Public Schools, Virginia Beach, VA.

Created design document. Unboxed and inventoried new switches and configured new switches to port-channel to existing cores. Mounted and patched in new switches. Created and updated documentation.

Wireless Refresh, Bon Secours, Baltimore, MD.

Unboxed and inventoried new switches, APs, and WLCs. Configure DHCP options for APs. Mounted new switches and mounted new APs. Updated Prime Maps with new AP locations and added new WLCs to Prime. Created and updated documentation.

Aerohive Wireless Implementation, Virginia Beach City Public Schools, Virginia Beach, VA.

Upgrade all VBCPS schools and Administrative buildings to Aerohive managed wireless network.

OVERVIEW

Michael attended the Cisco Networking Academy at the Advanced Technology Center while in high school, allowing him to earn his CCNA – Route/Switch. He graduated from Ocean Lakes High School in 2011 and began working at ABS as a part-time engineer before quickly transitioning to full-time in 2011.

EDUCATION

Cisco Network Academy

CERTIFICATIONS

CCNP – Route/Switch
CCDP
CCNA – Wireless



OVERVIEW

Nathan joined ABS during the winter of 2016! Working out of our Richmond Office, Nathan puts his skills to work as he implements large-scale network upgrades for our area clients! Nathan actually started his career working as an American Sign Language interpreter. As an avid mountain bicyclist, Nathan also spent time working in a bicycle shop and when the shop was looking for a full time IT professional, he jumped right in; he hasn't looked back since and has worked his way up fulfilling roles in the Education and Government sectors.

Certifications

Cisco CCNP Routing and Switching

Cisco CCNA Wireless

CompTia Sec+

Nathan Loop

Network Engineer

Nloop@abstechnology.com

Representative Project Experience

Virginia Commonwealth University, Richmond, VA

Oversaw all aspects of a 75,000 devices 802.1x wireless network.
Management of a MPLS network that specifically supports the campus-wide VoIP deployment.
Worked in conjunction with vendors and external networks to support remote locations
Manage a 600+ camera Cisco surveillance network for the VCU Police.

Harris Corporation, Richmond, VA

Troubleshooting end user connectivity issues including port security, layer one issues, and wireless problems
Worked with service providers to diagnose and fix higher level outages
Dealt with all aspects Cisco equipment, from layer 2 switches to Nexus cores
Technologies include OSPF, BGP, SNMP monitoring, and high availability redundancy protocols

Agee's Bicycle, Richmond, VA

Supported a small business in multiple aspects of IT in addition to customer direct sales.
Hardware support, wireless networking, and integration of web sales into an existing point of sales system.
Daily duties included log monitoring, data backup, system administration, monitoring of web site sales. Data integration from vendors



OVERVIEW

Thomas joined the ABS Team in 2016 and brings a vast amount of wireless experience to the Enterprise Networks Team along with a large amount of Enterprise field experience. Prior to coming to ABS, Thomas was a road warrior Sr. Wireless engineer at Global Convergence where he traveled the country working in enterprise accounts covering Healthcare, Industrial, Educational, and Commercial verticals. He also spent some time serving our country as an Avionics Technician with US Navy.

Thomas Leon

Network Engineer

Tleon@abstechnology.com

Representative Project Experience

Global Convergence, Inc. Oldsmar, FL (Remote)

Provided technical support for the implementation of enterprise wireless network services and outdoor point-to-point microwave systems. Configure, install, and troubleshoot Cisco equipment including: Switches, Access Points, Wireless Controllers, and Prime Infrastructure. Decide AP placements, and perform post-implementation surveys in order to optimize Wireless performance for voice and data grade deployments. Trouble-shoot and validate specialized Wi-Fi client devices such as Cisco IP phones, Samsung and Apple tablets, and Warehouse Management Systems.

River Point Consulting, Tulsa, OK

Provide technical services to support the daily operational control of a large complex voice and data telecommunications and LAN/WAN system. Troubleshoot, operate, and maintain systems composed of microwave, fiber, two-way radios, leased circuits, cell modems, VSAT's, SCADA radios, terminal servers, digital multiplex, DC power systems, PBX/Key Sets, and alarm systems by various manufacturers (MDS, Cisco, DPS Telecom). Provide reliable and efficient telecommunications services to the offices and field sites located within the NE region of the US. Install, test and maintain all telecom and network equipment. Work closely with Telecommunications Engineers/Specialists to assure reliable inventory of Telecommunications assets.

Independent Consultant, Hampton Roads, VA

Provided field support to Endeavor Telecom, Mega Path, and Covad during nationwide network turn ups. Configured WAN/LAN devices and networks using TCP/IP to map incoming & outgoing data and voice in accordance with customer needs. Troubleshoot multiple technologies with test equipment such as: Side Kick copper meter, multi-meter, DSLAM loop analyzer, Colt DSL test set, T-BIRD TI analyzer.



Greg Harrison

Senior Collaboration Engineer

gharrison@absnt.com

REPRESENTATIVE PROJECT EXPERIENCE

OVERVIEW

Greg Harrison joined the ABS Engineering Team in 2006 after working in the public school IT environment for 5 years. Quickly moving up to a Lead Engineering role, Greg obtained multiple certifications and is currently a Senior Collaboration Architect with an active role in mentoring junior to mid-level Unified Communications Engineers.

CERTIFICATIONS

Cisco CCNA – Voice
Cisco CCNP – Voice
Microsoft – MCP

Cisco Emergency Responder, Bon Secours, Kentucky

ABS worked with Bon Secours Kentucky to design and implement Cisco Emergency Responder to help provide additional detail in case of emergency to the appropriate 911 Public Safety Answering Point (PSAP). With the ability to utilize the alert feature of the software to allow necessary personnel to be notified in case someone dials 911. Additionally, they would like to ensure that in case of callback the PSAP will be able to reach the station that had originally called 911. Solution consists of 2 CER applications running in HA, with switch ports/phones tied into the CER system spanning 45 ERL's in 5 Floors in 3 buildings with up to 2 ERL's per floor, 3 Floors in 1 building with 2 ERL's per floor, and 3 buildings with 1 floor and 2 ERL's per floor. The installation comprised of making necessary changes to the CUCM to allow for interoperability; configuring appropriate Emergency Response Locations (ERLs) in CER and assigning to the appropriate phones; configuring alerting in the system to notify appropriate personnel; configuring CER to support switches in the cluster that will be supporting phones and other telephony endpoints; configuring CER callback so the PSAP will be able to reach the station that had originally called 911.

UC Software Upgrade, Bon Secours, Kentucky

ABS worked with Bon Secours Kentucky in designing and upgrading their Cisco Unified Communication software to the current versions of 10.5 and adding HA for the Cisco Advance Attendant Console. The project included replacing the aging C210-VCD2's which will be EOS in August of 2017. The solution consists of Cisco UCS BE7K servers (C240's) located in the datacenters in Richmond, VA, OLBH, and Bellefonte Pavilion. The CUCM clusters consists of 1 CUCM Publisher in Richmond, VA and then 1 subscriber on each BE7k server on premise. For Unity Connections, CER (future deployment), Cisco Advanced Console are HA available spread across in a pair on the on premise BE7K UCS servers. The solution design consists of UCS servers relocated to better allow for high availability across the sites from OLBH to the Bellefonte Pavilion. The CUCM subscriber at Bellefonte will effectively be relocated to OLBH as a new server. The Attendant Console server will be deployed with a redundant server. The upgrade process itself will result in new UCS servers at OLBH, Bellefonte Pavilion, and the EDC in Richmond, VA with similar applications running on each server - all using the latest 10.x software along with ESXi 5.5. The project will be to upgrade them to 10.x by cloning the originals on ABS's staging VMware environment; then upgrading them to the latest 10.5 version on the new BE7k servers purchased as part of this project.

Radford University, Bon Secours, Kentucky

ABS worked Radford University to upgrade the 9.x UC Cluster (CUCM, CUC, and UCCX) to version 10.5. The project will be to upgrade them to 10.x by cloning the originals on ABS's staging VMware environment; then upgrading them to the latest 10.5 version. The Contact Center scripts were vetted in the lab environment to insure from the application upgrade no anomalies existing in the scripts. Also verified compatibility and functionality to Radford Universities heavily utilized Cisco Telepresence including TMS and conductor and validated firmware due to endpoints registered to CUCM.



Nick Fletcher

Senior Collaboration Engineer

nfletcher@absnt.com

REPRESENTATIVE PROJECT EXPERIENCE

Courthouse IPT, City of Norfolk, Norfolk, VA

Incorporate a new off-campus practice into City of Norfolk's Cisco Unified Communication Manager (CUCM) cluster. CUCM cluster was initially installed and commissioned in accordance with VMware and Cisco best-practices. Dual SIP trunks were configured for external call-routing survivability from either headquarter site as well as all of the core system functionality of CUCM, Cisco Unity Connection (CUC) and Cisco Emergency Responder (CER), including NIC teaming, hardware and software media resources, dial plan basics, calling permissions/restrictions, voicemail, Auto-attendants, Emergency Response Locations, etc. Another focus of this project was administrator training – due to admins previously being unfamiliar with Cisco UC, a major effort to inform / train the administrators of the new system – for which ABS received a letter of commendation from the customer for their level of expertise and patience to do what's right by the customer.

Slover Library IPT, City of Norfolk, Norfolk, VA

First site to go live on the City of Norfolk's Cisco UC suite. A CUCM, CUC, CER, IM&P deployment was undergone to modernize the city's voice system from a legacy Avaya PBX to VoIP. There was a significant gap in administrators' comfort level with this new technology, so in addition to deploying new SIP trunks, dial plan, emergency response integration, and voicemail – ABS conducted in-depth, hands-on training throughout the course of the project to familiarize admins with their new technology.

Patterson Ave Family Practice IPT, Bon Secours, Richmond, VA

Project involved the deployment of VoIP endpoints for all users at this site. User training was conducted with this unfamiliar technology to ensure a high level of customer satisfaction. CER (Cisco Emergency Responder) was configured to dynamically support phones' e911 emergency response locations.

OVERVIEW

Nick Fletcher's IT background comes from 8 years served as a contractor supporting the US Navy's implementation of UC solutions across networks. The emphasis of military communication resided in fully-hardened secure systems that could withstand advanced intrusion techniques. Nick was the lead engineer supporting the SPAWAR interoperability testing facility in Portsmouth, VA. His experience with system interoperability and information assurance levels make Nick a valuable asset to the ABS team.

EDUCATION

James Madison University, B.S.
Integrated Science and Technology

CERTIFICATIONS

CCNA RS, CCNA Voice, CCNP
Voice, PMP

[| abstechnology.com](http://abstechnology.com)



Robert Cox

Technical Team Manager, Data Center

rcox@abstechnology.com

REPRESENTATIVE PROJECT EXPERIENCE

Data Center Consolidation and Protection, Bon Secours Virginia, Hampton-Roads and Richmond, VA

The ABS team engaged with the client to consolidate and protect two large, geographically diverse data centers on a common virtual platform leveraging VMware software and EMC storage. Once each data center was consolidated and their virtual infrastructure was upgraded, the ABS team configured each geographic site for failover using EMC RecoverPoint and VMware Site Recovery Manager. This enabled the client's business continuity and disaster recovery plan which met their specified recovery time and recovery point objectives.

Data Center Consolidation and Protection, Bon Secours New York, Suffern, NY

The ABS team engaged with the client to consolidate and protect two large, geographically diverse data centers. Using EMC storage and VMware software, the ABS team consolidated their virtual environment in each data center. We then protected the data using EMC's RecoverPoint and VMware's Site Recovery Manager to replicate and automate their business continuity and disaster recovery objectives.

VMware View Deployment and Acceleration, Hanbury Evans Wright Vlattas, Norfolk, VA

The ABS team engaged with the client to upgrade and migrate their virtual desktop environment to new Cisco UCS servers leveraging NVIDIA graphics cards running in a VMware Horizon View 6 environment powered by a Nimble storage array. By using these graphically accelerated virtual desktops, the client was able to recognize significant operational cost savings while providing a high-performance, mobile workspace for their employees.

Cloud Provider Service Catalog and Reference Architecture, mindSHIFT Technologies, Inc., Sterling, VA

The ABS team engaged with mindSHIFT to architect a multi-tiered, hardware consistent, Private and Public cloud infrastructure leveraging best-in-breed hardware and software solutions provided by Cisco, EMC, and VMware. The architectural engagement enabled mindSHIFT to create a service catalog whereby their clients can select the level of shared infrastructure to meet their compliance and budgetary needs. The architecture also provided a uniform operational model to deliver a consistent hardware and software platform increasing service uptime and availability.

OVERVIEW

Rob cut his technical teeth working in the Telco space where he managed a large help desk for Internet customers (DSL, T1, DS3) and also supported the IT infrastructure for the company. From there, he moved into the service provider space where he designed and implemented the company's first public virtual infrastructure (IaaS before it was commonly known as "The Cloud"). He moved back into management and solution architecture thereafter where he supported architects and engineers across multiple geographies and data centers throughout the Northeast.

CERTIFICATIONS

VMware VCP3, VCP4, VCP5
 VMware VCA-Cloud
 VMware VTSP, VTSP Hybrid
 Cisco DCUCI, DCUCD, DCUFI, DCUFD
 EMC Information Storage Associate
 EMC Technology Architect
 Nimble Technical Sales Professional
 Nimble Installation and Operation Professional



Javier Rodriguez

Sr. Solutions Engineer

jrodriguez@abstechnology.com

REPRESENTATIVE PROJECT EXPERIENCE

vSphere Upgrade, City of Hampton, VA.

This is a vSphere environment that was running at version 4.1, we upgraded the vCenter and the ESXi hosts to version 5.5 without any downtime. The old servers were repurposed to a secondary site and a vSphere Replication appliance was installed and configured to protect VMs.

Symantec NetBackup Appliance, Bon Secours, KY

A backup system for both virtual and physical environments. In order to finish the backups within the backup window we used the FC SAN to backup directly from the EMC Storage Array. The system backups to one NetBackup Appliance 5200 and then it is replicated to a secondary site.

Chesapeake Public Library VDI upgrade, Chesapeake, VA

After a successful Proof of Concept to show the solution for a limited number of clients, Chesapeake Public Library decided to upgrade the system to a full 450 virtual desktops to serve the public and the internal staff.

vSphere Upgrade and Replication, Bon Secours Richmond, VA

Upgraded two vSphere platforms to version 5.5 running over C7000 HP Blade Systems. An old Brocade Fabric was migrated to a new one with Brocade 6505 FC Switches; and two Clariion CX4 Storage Arrays were migrated to two VNX5200's. Adding challenge to the project, one of the new VNX5200 was 100KM away in a new collocation site. Recoverpoint version 4.0 was used to migrate the VM's. VMware SRM was configured to automate the DR. In the end, two vSphere environments at a single datacenter were transformed into a multi-site vSphere system with bi-directional replication for DR.

OVERVIEW

Javier is a solutions-driven computer engineer with extensive experience in the information technology industry. He specializes in Storage Area Networks (EMC Symmetrix, Clariion, VNX, Celerra), UNIX (Solaris, AIX, Linux), and Virtual environments (VMware). Javier is primarily responsible for the analysis of opportunities involving storage, virtualization and compute resources in current and new implementations. He is heavily involved with architecture, design, planning, documentation, and reporting of all aspects of Data Center infrastructure.

EDUCATION

University of Puerto Rico
Mayaguez School of Engineering

CERTIFICATIONS

EMC Technology Architect
EMC Implementation Engineer
VMware VTSP, VTSP Hybrid
VMware VCP 4, VCP 5, VCP 6
VMware VCAP DCD-61
Symantec Technical Specialist
Cisco CCNA Datacenter
Cisco DCUCT
Cisco DCUCI



David Bahen

Senior Project Manager

DBahen@abstechnology.com

REPRESENTATIVE PROJECT EXPERIENCE

Wireless Deployments, Richmond City Public Schools, Richmond, VA

This project included new deployments and retrofits of existing wireless networks in various schools (Armstrong High School, Huguenot High School, Wythe High School, and many more.) Worked with Richmond Public Schools personnel from both IT and operations to coordinate and manage scheduling inventory, personnel, and client satisfaction.

Wireless Refresh, August County Public Schools, Verona, VA.

Worked with ACPS IT personnel, managed a complete replacement of the existing wireless networks in the Elementary and High Schools. Successfully achieved a high level of customer satisfaction while delivering the project on schedule.

Wireless Refresh of MRMC, Bon Secours Health System, Richmond, VA.

Project included re-fitting surgical areas with an updated wireless network and replacement of existing access points. Worked with BSRIC personnel to achieve a successful rollout with zero downtime on the existing network allowing Bon Secours to continue providing a high level of patient care.

Wireless Deployments, Radford University, Radford, VA.

Led implementation of installation and expansion of wireless network to include several new dorms and an instruction building. Successfully delivered the project on time, prior to the start of the new semester, allowing the university to comfortably house more students and provide them with a more technologically advanced learning environment.

OVERVIEW

David Bahen is an Old Dominion graduate with more than 20 years experience in project planning, execution, monitoring, and resource management. Dave has partnered with many businesses in healthcare, insurance, K-12, and higher education industries to deliver projects across a wide range of technologies. He has managed projects valued at more than \$25 Million which included executive and direct line stakeholders. He is an analytical decision maker with excellent communication and customer service skills.

EDUCATION

Henrico County Public Schools
ODU – B.S. Engineering

CERTIFICATIONS

PMP #1449702
CSE
Six Sigma Green Belt
Agile Fundamentals



Kelly Burton

Senior Project Manager

kburton@absnt.com

REPRESENTATIVE PROJECT EXPERIENCE

San Mateo County, California – Network Upgrade Project

This project consisted of a complete replacement of San Mateo County's core network infrastructure in six Data Centers throughout San Mateo County. Kelly replaced the existing project manager, adjusted schedules, coordinated downtime and cutovers with various county agencies and completed the project on-time and under budget.

St. Louis Community College – Data Storage Migration Project

Coordination with St. Louis Community College personnel to schedule and perform 150TB data migration from existing EVA Storage Area Network over to new HP 3PAR SAN, including scripting support to ensure scheduled backups continue. Project completed with no loss of data.

East Greenbush Schools, NY – WLAN Upgrades

Working with East Greenbush Schools providing an upgrade of their existing wireless network which included the installation and configuration of 433 new wireless access points across seven schools (Elementary, Middle and High School)

Washington Department of Licensing – Data Migration Project

Coordination with Washington Department of Licensing personnel to schedule and perform 8 separate 30 TB data migrations from existing EVA Storage Area Network over to new HP 3PAR SAN, including scripting support to ensure scheduled backups continue. Project completed with no loss of data.

P&G – Voice Transformation Project

Kelly provided PM oversight of several global projects for P&G including Centralized Voice Mail Support takeover, Japan Pricing initiative, OneBox VoiceMail Redesign Implementation for sites in Europe, Asia, North America and Latin America, Avaya Modular Messaging Relocation Project, and Voice Equipment Data Center relocation projects.

OVERVIEW

Kelly has achieved his PMP, CISSP, CCNP, MCSE, GSEC, ITIL Foundations and several Intermediate ITIL certifications. He has over 20 years of experience in information technology and project management. Prior to joining the ABS Team, Kelly was a Project Manager for HP handling enterprise level projects for federal, state and local government, education, universities, health care and major corporations. Prior to his work at HP, Kelly worked for government contractors CSC and CACI in support of Navy IT. Additionally, Kelly worked for the federal government for 18 years, starting out as a Nuclear Engineer and then moving into IT, specializing in networking and network security. Kelly is also an Old Dominion university graduate and received his Bachelors in Electrical Engineering in 1989.

CONTACT

757.419.2250

kburton@abstechnology.com



Michael Pate

Project Manager

mpate@absnt.com

REPRESENTATIVE PROJECT EXPERIENCE

Cisco Prime Installation, Ferrum College, Ferrum Virginia

The scope of this project included standing up Cisco Prime Infrastructure 2.0 in a virtual environment while also importing all the settings and configurations from the customer's current WCS 7.x server. This project also included building and configuring a Cisco MSE server also in a virtual environment.

Virginia Beach City Public Schools- Network Edge Upgrade- 2016

The WAN Edge and Distro switches at VBCPS were at End-of-Life, and while it is still supported until 2018, it was important to think about a suitable replacement for these switches and some beneficial features this replacement could offer VBCPS. After several technical discussions with the VBCPS technical team, the Cisco Catalyst 4500-X series switch was chosen to seamlessly integrate into the VBCPS network. ABS installed (2) Cisco 4500x switches per site for a total of 83 sites. ABS was responsible for the configurations and setup of the Virtual Switching System (VSS) and OSPF network configurations were set up.

Brunswick County Public Schools – Core and Wireless Refresh - 2016

This project entailed an upgrade to the core at each site and a wireless refresh. A total of 236 Cisco 1702 wireless access points, two Cisco 4500x at each location, and replacing the Access Layer switch in each MDF with 2960x switches.

Atlantic Shores Christian School- Infrastructure Refresh- 2013

The scope of this project involved the installation of cat5e link between first and second floor in life center. ABS installed a new cabinet on the wall on 2f electrical room, and made life center wireless. An addition of three fire sleeves for new cable to exit the new IDF. ABS installed 3 drops and added in APs into 10 classrooms.

Warren County Public Schools – Complete IPVS – 2015

This project was broken down into two phases. Phase 1 provided equipment and services to add (2) Cisco 3520 IP cameras at Warren County High School, and (4) Cisco 3520 IP cameras at Skyline High School. The (6) total cameras were added to the existing Cisco Connected Safety and Security System. Services included physical installation and Configuration. Phase 2 included a quote with VASCUPP services to install, config a total of (10) outdoor and (7) indoor cameras, and (1) new media server at a total of (4) separate facilities, to include AS Rhodes, E Wilson, Leslie Fox, and Ressie Jeffries.

OVERVIEW

Even before joining the ABS team, Michael has always been in the technology industry. He puts his BA in Economics with a minor in IT to work for our Project Management team.

CERTIFICATIONS

ITIL
DCJS
CSE



Tara Hawkins

Project Manager

thawkins@abstechnology.com

REPRESENTATIVE PROJECT EXPERIENCE

MONROE BUILDING IT INFRASTRUCTURE, GOVERNOR'S SCHOOL FOR THE ARTS, NORFOLK, VA

Provided project management for all our IT installations throughout the renovation of the Monroe Building located in downtown Norfolk. The Monroe Building was originally built in 1915 and was renovated with the purpose of housing the Governor's School for the Arts, a local arts high school, whose goal was to centralize the various departments into one building. This project consisted of numerous technologies: complete cabling, wireless, IPT, video surveillance, clocks, paging system, datacenter and infrastructure and door access technologies. Coordination was done with various city officials and entities and historical society members. The projects were completed prior to the grand opening ceremony on May 14, 2014.

METRO WIRELESS MESH INSTALLATION, HOUSTON METRO, HOUSTON, TX

Provided project management throughout the development, testing and installation of a wireless mesh system running on the Red Line Metro Track located in Houston, Texas. Coordinated with both Houston Metro and parent company Pfeiffer & Son for all testing and design work throughout installation. A total of 82 MESH Access Points were installed along the 8 mile stretch of tracks, with a total of 12 Access Points being directly mounted inside the Red Line train. This design allowed for consistent WiFi capabilities that spanned the full distance of the route for Houston Metro.

GEORGIE D. TYLER MIDDLE SCHOOL INFRASTRUCTURE, ISLE OF WIGHT PUBLIC SCHOOLS, ISLE OF WIGHT, VA

Provided project management throughout the construction of the new Georgie D. Tyler Middle School located in Isle of Wight, VA. Project included cabling throughout the school for various technologies, installation of speaker system for paging, installation of projector systems in all classrooms and respective screens, as well as a complete surveillance system on the interior and exterior of school. School was completed over the course of a year and a half and opened it's doors to students Fall of 2014.

INFRASTRUCTURE REFRESH, COMMONWEALTH OF VIRGINIA STATE CORPORATION, RICHMOND, VA

Provided project management throughout the implementation of an infrastructure refresh for the SCC Headquarters located in Richmond, VA. The refresh work was being performed on a 13 floor building with high security, requiring careful planning with the security team and engineering team alike for the SCC. The project was completed successfully and on time.

OVERVIEW

Tara joined ABS in April of 2011 with over 4 years of Project Management Experience. Since working at ABS she has successfully managed an extensive variety of projects across all of ABS' technologies and markets. She especially excels in process improvement and skills analysis for large projects. Tara gained her ITIL certification in October of 2014 and also holds her Cisco Sales Expert Certification.

EDUCATION

Virginia Wesleyan College, BA in Communications, 2004

CERTIFICATIONS

ITIL – IT Management

Cisco Sales Expert Certification

Mandatory Requirements

ABS understands the need and the Job Titles and Classifications Descriptions provided. As mentioned before, between our deep technical bench of engineers and having a dedicated Staffing department that specializes in the technology industry, ABS is uniquely positioned to be of service to the State of West Virginia in regards to IT Project Coordinators/Business Analysts, IT Project Managers, Senior IT Project Managers, Network Engineers, and VoIP Engineer staffing solutions.

41. BACKGROUND CHECK: In accordance with W. Va. Code § 15-2D-3, the Director of the Division of Protective Services shall require any service provider whose employees are regularly employed on the grounds or in the buildings of the Capitol complex or who have access to sensitive or critical information to submit to a fingerprint-based state and federal background inquiry through the state repository. The service provider is responsible for any costs associated with the fingerprint-based state and federal background inquiry.

ABS Technology performs background checks on all employees and contractors and complies with requirements set forth above. As a point of reference, ABS is a Department of Criminal Justice Services Certified business. Additionally, each employee required to maintain a DCJS certification undergoes a background check upon hire, and must recertify every two years.

Vendor Responsibilities

ABS agrees and will comply with all vendor responsibilities. We have provided the below to further demonstrate our capability.

4.2.1 - Bidders must provide an hourly rate for each position they expect to submit qualifications for proposed candidates when the need arises. When presenting candidates for review by WVOT, Vendor shall provide the qualifications of proposed candidates who meet all requirements of the RFQ.

ABS Technology screens all candidates through both an initial screening with the Staffing department which is comprised of technical recruiters and management. Candidates are also put through a technical interview process to ensure that skills and requirements are met.

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.



Caitlin Johnson
Talent Acquisition Manager
2809 S. Lynnhaven Road, Virginia Beach, VA 23452
757.419.2215 phone | 757.466.0600 fax
cjohnson@abstechnology.com

Contract Manager

11.1. Contract Manager: During its performance of this Contract, Vendor must designate and maintain a primary contract manager responsible for overseeing Vendor's responsibilities under this Contract. The Contract manager must be available during normal business hours to address any customer service or other issues related to this Contract. Vendor should list its Contract manager and his or her contact information below.



The ABS Contract Adminsitrator would be available and dedicated to ensure compliance and ease of use with this contract.

Kristen Kavakava
757.419.2204 phone | 757.466.0600 fax
kkavakava@abstechnology.com

Certification and Signature

CERTIFICATION AND SIGNATURE: By signing below, or submitting documentation through wvOASIS, I certify that I have reviewed this Solicitation 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 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 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.

ABS Technology

(Company)



(Authorized Signature) (Representative Name, Title)

Hunter Dorroh, CEO/Owner

(Printed Name and Title of Authorized Representative)

11/30/16

(Date)

757-466-0004 / 757-466-0600

(Phone Number) (Fax Number)

Pricing | Attachment A

Technical Staffing Service Title	Quantity/Estimated Hours	Unit of Measure	Unit Price/Hourly Rate W/ Travel
IT Project Coordinator/Business Analyst	2000	Hour	70/Hour
IT Project Manager	2000	Hour	135/Hour
Senior IT Project Manager	2000	Hour	160/Hour
Network Engineer	2000	Hour	150/Hour
Microsoft Office Specialist Trainor	2000	Hour	N/A
Cyber Security Auditor	2000	Hour	N/A
Firewall Administrator	2000	Hour	N/A
VoIP Engineer	2000	Hour	150/Hour
Windows Server System Administrator	2000	Hour	135/Hour
RedHat Linux Server System Administrator	2000	Hour	N/A

Hourly Rate: After Hours, Weekends & Holidays

- Time will be billed at 1.5 times the applicable hourly rate for all work done from Monday-Friday outside the hours of 8:00am-5:00pm.
- Time will be billed at double the applicable rate for all work done on Saturday, Sunday, and ABS recognized holidays.
- Work that is prescheduled to avoid instructional time in schools will not be charged overtime rates.

Attachments

STATE OF WEST VIRGINIA
Purchasing Division

PURCHASING AFFIDAVIT

MANDATE: Under W. Va. Code §5A-3-10a, no contract or renewal of any contract may be awarded by the state or any of its political subdivisions to any vendor or prospective vendor when the vendor or prospective vendor or a related party to the vendor or prospective vendor is a debtor and: (1) the debt owed is an amount greater than one thousand dollars in the aggregate; or (2) the debtor is in employer default.

EXCEPTION: The prohibition listed above does not apply where a vendor has contested any tax administered pursuant to chapter eleven of the W. Va. Code, workers' compensation premium, permit fee or environmental fee or assessment and the matter has not become final or where the vendor has entered into a payment plan or agreement and the vendor is not in default of any of the provisions of such plan or agreement.

DEFINITIONS:

"Debt" means any assessment, premium, penalty, fine, tax or other amount of money owed to the state or any of its political subdivisions because of a judgment, fine, permit violation, license assessment, defaulted workers' compensation premium, penalty or other assessment presently delinquent or due and required to be paid to the state or any of its political subdivisions, including any interest or additional penalties accrued thereon.

"Employer default" means having an outstanding balance or liability to the old fund or to the uninsured employers' fund or being in policy default, as defined in W. Va. Code § 23-2c-2, failure to maintain mandatory workers' compensation coverage, or failure to fully meet its obligations as a workers' compensation self-insured employer. An employer is not in employer default if it has entered into a repayment agreement with the Insurance Commissioner and remains in compliance with the obligations under the repayment agreement.

"Related party" means a party, whether an individual, corporation, partnership, association, limited liability company or any other form or business association or other entity whatsoever, related to any vendor by blood, marriage, ownership or contract through which the party has a relationship of ownership or other interest with the vendor so that the party will actually or by effect receive or control a portion of the benefit, profit or other consideration from performance of a vendor contract with the party receiving an amount that meets or exceeds five percent of the total contract amount.

AFFIRMATION: By signing this form, the vendor's authorized signer affirms and acknowledges under penalty of law for false swearing (W. Va. Code §61-5-3) that neither vendor nor any related party owe a debt as defined above and that neither vendor nor any related party are in employer default as defined above, unless the debt or employer default is permitted under the exception above.

WITNESS THE FOLLOWING SIGNATURE:

Vendor's Name: ABS Technology

Authorized Signature: [Signature] Date: 12/8/16

State of VA

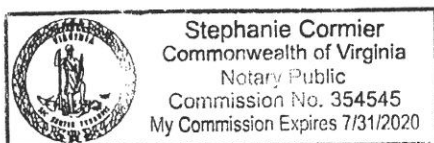
County of Virginia Beach, to-wit:

Taken, subscribed, and sworn to before me this 8th day of December, 2016.

My Commission expires July 31, 2020.

AFFIX SEAL HERE

NOTARY PUBLIC



[Signature]
Purchasing Affidavit (Revised 08/01/2015)

State of West Virginia

VENDOR PREFERENCE CERTIFICATE

Certification and application is hereby made for Preference in accordance with **West Virginia Code**, §5A-3-37. (Does not apply to construction contracts). **West Virginia Code**, §5A-3-37, provides an opportunity for qualifying vendors to request (at the time of bid) preference for their residency status. Such preference is an evaluation method only and will be applied only to the cost bid in accordance with the **West Virginia Code**. This certificate for application is to be used to request such preference. The Purchasing Division will make the determination of the Vendor Preference, if applicable.

1. Application is made for 2.5% vendor preference for the reason checked:

- ☐ Bidder is an individual resident vendor and has resided continuously in West Virginia for four (4) years immediately preceding the date of this certification; **or**,
- ☐ Bidder is a partnership, association or corporation resident vendor and has maintained its headquarters or principal place of business continuously in West Virginia for four (4) years immediately preceding the date of this certification; or 80% of the ownership interest of Bidder is held by another individual, partnership, association or corporation resident vendor who has maintained its headquarters or principal place of business continuously in West Virginia for four (4) years immediately preceding the date of this certification; **or**,
- ☐ Bidder is a nonresident vendor which has an affiliate or subsidiary which employs a minimum of one hundred state residents and which has maintained its headquarters or principal place of business within West Virginia continuously for the four (4) years immediately preceding the date of this certification; **or**,

2. Application is made for 2.5% vendor preference for the reason checked:

- ☐ Bidder is a resident vendor who certifies that, during the life of the contract, on average at least 75% of the employees working on the project being bid are residents of West Virginia who have resided in the state continuously for the two years immediately preceding submission of this bid; **or**,

3. Application is made for 2.5% vendor preference for the reason checked:

- ☐ Bidder is a nonresident vendor employing a minimum of one hundred state residents or is a nonresident vendor with an affiliate or subsidiary which maintains its headquarters or principal place of business within West Virginia employing a minimum of one hundred state residents who certifies that, during the life of the contract, on average at least 75% of the employees or Bidder's affiliate's or subsidiary's employees are residents of West Virginia who have resided in the state continuously for the two years immediately preceding submission of this bid; **or**,

4. Application is made for 5% vendor preference for the reason checked:

- ☐ Bidder meets either the requirement of both subdivisions (1) and (2) or subdivision (1) and (3) as stated above; **or**,

5. Application is made for 3.5% vendor preference who is a veteran for the reason checked:

- ☐ Bidder is an individual resident vendor who is a veteran of the United States armed forces, the reserves or the National Guard and has resided in West Virginia continuously for the four years immediately preceding the date on which the bid is submitted; **or**,

6. Application is made for 3.5% vendor preference who is a veteran for the reason checked:

- ☐ Bidder is a resident vendor who is a veteran of the United States armed forces, the reserves or the National Guard, if, for purposes of producing or distributing the commodities or completing the project which is the subject of the vendor's bid and continuously over the entire term of the project, on average at least seventy-five percent of the vendor's employees are residents of West Virginia who have resided in the state continuously for the two immediately preceding years.

7. Application is made for preference as a non-resident small, women- and minority-owned business, in accordance with West Virginia Code §5A-3-59 and West Virginia Code of State Rules.

- ☐ Bidder has been or expects to be approved prior to contract award by the Purchasing Division as a certified small, women- and minority-owned business.

Bidder understands if the Secretary of Revenue determines that a Bidder receiving preference has failed to continue to meet the requirements for such preference, the Secretary may order the Director of Purchasing to: (a) reject the bid; or (b) assess a penalty against such Bidder in an amount not to exceed 5% of the bid amount and that such penalty will be paid to the contracting agency or deducted from any unpaid balance on the contract or purchase order.

By submission of this certificate, Bidder agrees to disclose any reasonably requested information to the Purchasing Division and authorizes the Department of Revenue to disclose to the Director of Purchasing appropriate information verifying that Bidder has paid the required business taxes, provided that such information does not contain the amounts of taxes paid nor any other information deemed by the Tax Commissioner to be confidential.

Under penalty of law for false swearing (West Virginia Code, §61-5-3), Bidder hereby certifies that this certificate is true and accurate in all respects; and that if a contract is issued to Bidder and if anything contained within this certificate changes during the term of the contract, Bidder will notify the Purchasing Division in writing immediately.

Bidder: ABS Technology

Signed: 

Date: 12/8/2016

Title: Director of Operations

ADDENDUM ACKNOWLEDGEMENT FORM
SOLICITATION NO.: ISC1700000010

Instructions: Please acknowledge receipt of all addenda issued with this solicitation by completing this addendum acknowledgment form. Check the box next to each addendum received and sign below. Failure to acknowledge addenda may result in bid disqualification.

Acknowledgment: I hereby acknowledge receipt of the following addenda and have made the necessary revisions to my proposal, plans and/or specification, etc.

Addendum Numbers Received:

(Check the box next to each addendum received)

<input checked="" type="checkbox"/> Addendum No. 1	<input type="checkbox"/> Addendum No. 6
<input checked="" type="checkbox"/> Addendum No. 2	<input type="checkbox"/> Addendum No. 7
<input type="checkbox"/> Addendum No. 3	<input type="checkbox"/> Addendum No. 8
<input type="checkbox"/> Addendum No. 4	<input type="checkbox"/> Addendum No. 9
<input type="checkbox"/> Addendum No. 5	<input type="checkbox"/> Addendum No. 10

I understand that failure to confirm the receipt of addenda may be cause for rejection of this bid. I further understand that 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.

ABS Technology

Company

Caitlin Johnson

Authorized Signature

12/8/16

Date

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