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WV PURCHASING DIVISION

WV CPRB combined Technical and Cost Proposal

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www.skypunch.tech

Introduction to Skypunch Technology

Based in Kanawha City, Charleston, WV and Washington, DC, Skypunch Technology was founded in early 2019 by two veteran Information Technology professionals (one a native Charlestonian) for the purpose of providing West Virginia-based clients with a pipeline to the DC talent pool who can help modernize and optimize their IT operations. They have assembled a group of highly-talented professionals to deliver:

- **Amazon Web Services (AWS) consulting**. With AWS-certified Solution Architects and developers on board, Skypunch can help organizations build well-architected solutions that are performant, secure, reliable, scalable and cost optimized on the world's leading cloud platform—AWS.
- **System deployment**. Skypunch personnel have been involved with deployments large and small involving systems including, but not limited to:
    - Enterprise Resource Planning
    - Customer Relationship Management
    - Content Management System
    - Learning Management System
    - Association Management System
    - Document Management System
    - Expense reporting and more
- **Development**. Small startups, non-profits and large federal government agencies have had the talented Skypunch developers design and build their websites and Intranets.
- **Process engineering**. Let Skypunch review existing business practices and systems to discover possible areas for improved efficiency and cost optimization through the application of technology, or sometimes just a more streamlined and well documented process.

Please visit www.skypunch.tech to learn more.

Technical

Client Objective

WV CPRB has requested two developers to maintain and enhance its Compass system.

Deliverables

Skypunch can provide an AWS Certified Solution Architect to work onsite for some yet-to-be-determined number of hours. This individual may serve in the role of solution architect/business analyst and as a relay to developers located elsewhere. Given that the consultants usually assigned jobs by Skypunch are already booked, we will need to call upon additional help which the extremely compressed timeline between receiving responses to RFQ questions and the deadline for submitting the proposal (three working days) simply does not allow for.

It is worth pointing out that Skypunch Technology is not a staffing agency, we are a consulting firm. While we understand there is an immediate interest in just finding someone who can keep Compass operational, our long-term interest is in helping to ensure the application complies with the *5 Pillars of the AWS Well-Architected Framework* which would require more than three days to identify the right people to handle. We certainly recognize that the ask for this request was to provide responses direct from developers, so should that disqualify Skypunch from further consideration, we would hope to be engaged from the outset on any future projects so that we may help get them properly architected from the beginning to deliver business value and permit scaling as needs evolve.

Costs

Year 1	Solution Architect:	$140/hour
	Developers:	$160/hour
Year 2	Solution Architect:	$145/hour
	Developers:	$165/hour
Year 3	Solution Architect:	$145/hour
	Developers:	$170/hour
Year 4	Solution Architect:	$150/hour
	Developers:	$175/hour

Travel expenses

Skypunch only commits to having the Solution Architect (based in Kanawha City) ever appear on-site. As such, there will be no travel expenses as he may walk to the CPRB office in 5 minutes.

ADDENDUM ACKNOWLEDGEMENT FORM
SOLICITATION NO.: CPR2000000004

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)

[X]	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 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.

Skypunch Technology
Company

David Simms
Authorized Signature

5-8-20
Date

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