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## Header 1

List View

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

Procurement Folder: 1354530

Procurement Type: Central Master Agreement

Vendor ID: VS0000045400

Legal Name: QLogic LLC

Alias/DBA: QLogic

Total Bid: \$1.00

Response Date: 04/29/2024

Response Time: 10:13

Responded By User ID: govt@qlogic.io

First Name: Sunny

Last Name: Mehra

Email: govt@qlogic.io

Phone: 9739178118

SO Doc Code: CRFQ

SO Dept: 0705

SO Doc ID: LOT2400000011

Published Date: 4/29/24

Close Date: 5/7/24

Close Time: 13:30

Status: Closed

Solicitation Description: Addendum No 2 - Prequalification Agreements IT Temp Staffing

Total of Header Attachments: 1

Total of All Attachments: 1



Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
1	Temporary IT Personnel Services				1.00

Comm Code	Manufacturer	Specification	Model #
80111600			

**Commodity Line Comments:**

**Extended Description:**

Temporary IT Staffing Services



Due Date: May 07, 2024 @ 1:30 P.M

# Prequalification Agreements for IT Temp Staffing

CRFQ #0705 LOT2400000011



SUBMITTED TO –  
Toby L Welch  
DEPARTMENT OF ADMINISTRATION  
State of West Virginia  
2019 WASHINGTON STE  
CHARLESTON WV 25305  
(304) 558-8802  
toby.l.welch@wv.g

PREPARED BY-  
Ajay Movalia  
(Director of Government Sales)  
Qlogic LLC  
90 E Halsey Rd, Suite 315,  
Parsippany, NJ 07054  
Telephone: 718-708-1342  
[govt@qlogic.io](mailto:govt@qlogic.io)



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**1. TRANSMITTAL LETTER**

**Attn: Dear Toby L Welch**

**Due Date: May 07, 2024**

Qlogic LLC (referred as “Qlogic”) is pleased to submit the enclosed response for CRFQ Number: 0705 LOT240000011 to the State of West Virginia (Referred as “State”), Prequalification Agreements IT Temp Staffing.

Headquartered in New Jersey, Qlogic is a small business-certified firm with 8 years of experience providing IT staffing and consulting services to Government and Commercial clients. Qlogic was incorporated in 2016 in New Jersey as a limited liability company. Since its inception, Qlogic has focused on IT staffing and project-based solutions services. Qlogic has successfully served customers with high satisfaction. We currently hold 75+ contracts, and over 75% of Qlogic consultants are working with various government and commercial clients all over the US. This includes 8 years of experience providing IT staff augmentation Support Services in multiple transportation & technology industry projects for clients such as *State of New Jersey, State of Florida, State of Georgia, State of Michigan, HCL, Meta, Microsoft, Intel, Dell, Oracle, SAP, DXC, Deloitte, Accenture, Capgemini and more*. As an experienced staffing suppliers in the USA, we are uniquely qualified to support your IT staffing needs. We are successfully working with over 75 clients across US and filled over 1000 positions relevant to the ones requested by State through this CRFQ.

Below mentioned designated POC will serve as the primary contact for all CRFQ response related communications, including any requests for clarification or other communication needed between State and Qlogic. He will also be a main point of contact any presentation required from Qlogic. Our point of contact Information is as follows:

Qlogic Personnel Information	
Name, title, address, telephone numbers and email address	Ajay Movalia, (Account Manager) 90 E Halsey Rd, Suite 315, Parsippany, NJ 07054 Phone: 718-708-1342 Email: govt@qlogic.io

We request State that, if after submitting our proposal, State release any amendment, we will prefer opportunities to make the modifications in response according to the amendment. Qlogic makes the following certifications and guarantees regarding this proposal:

- All the information provided in this response are correct.
- We are acknowledging one (1) (Addendum 01) posted till date.

I believe that our response meets the requirements as called out in this CRFQ. If the State determines that Qlogic response is deficient in any way, Qlogic respectfully requests to be promptly notified and be given the opportunity to correct any such deficiency. Please forward any questions regarding this CRFQ response to me.

Sincerely,  
*Ajay Movalia*

**Ajay Movalia, (Director of Government Sales)**  
**Qlogic, LLC.**



**2. CENTRALIZED REQUEST FOR QUOTE PAGE V1**

	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

<b>Proc Folder:</b> 1354530 <b>Doc Description:</b> Prequalification Agreements IT Temp Staffing <b>Proc Type:</b> Central Master Agreement		<b>Reason for Modification:</b>
<b>Date Issued</b> 2024-04-11	<b>Solicitation Closes</b> 2024-04-25 13:30	<b>Solicitation No</b> CRFQ 0705 LOT240000011
		<b>Version</b> 1

**BID RECEIVING LOCATION**

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

**VENDOR**

**Vendor Customer Code:** VS0000045400  
**Vendor Name :** Qlogic LLC  
**Address:** 90 E  
**Street:** Halsey rd Suite 315  
**City:** Parsippany  
**State:** NJ **Country:** United States **Zip:** 07054  
**Principal Contact :** Ajay Movalia  
**Vendor Contact Phone:** 718-708-1342 **Extension:** N/A

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

Vendor Signature X *Ajay Movalia* **FEIN#** 81-1485026 **DATE** April 29, 2024

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





#### 4. DESIGNATED CONTACT

**DESIGNATED CONTACT: Vendor appoints the individual identified in this Section as the Contract Administrator and the initial point of contact for matters relating to this Contract.**

(Printed Name and Title) Ajay Movalia (Director of Government Sales)

(Address) 90 E Halsey rd, Suite 315, Parsippany, NJ 07054

(Phone Number) / (Fax Number) 718-708-1342

(email address) govt@qlogic.io



**5. CERTIFICATION AND SIGNATURE**

**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.

Qlogic LLC

(Company) Ajay Movallia

(Signature of Authorized Representative)

Ajay Movallia (Director of Government Sales), April 24, 2024

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

718-708-1342 N/A

(Phone Number) (Fax Number)

govt@qlogic.io

(Email Address)

Revised 8/24/2023



**6. VENDOR MINIMUM QUALIFICATION**

**3.1 Vendor shall be in business for at least five (5) years, providing similar IT staffing services. Vendors must provide documentation to indicate that their company meets this requirement prior to award.**

Qlogic LLC has over 8 years of experience providing IT staffing and consulting services to public and private sector clients. To show as evidence, we have included our incorporation document.

**NEW JERSEY DEPARTMENT OF THE TREASURY  
DIVISION OF REVENUE AND ENTERPRISE SERVICES**

**CERTIFICATE OF FORMATION**

**QLOGIC LLC  
0450052779**



*IN TESTIMONY WHEREOF, I have  
hereunto set my hand and  
affixed my Official Seal  
17th day of February, 2016*

*Ford M. Scudder  
Acting State Treasurer*

Certificate Number : 4010555470

Verify this certificate online at

[https://www1.state.nj.us/TYTR\\_StandingCert/JSP/Verify\\_Cert.jsp](https://www1.state.nj.us/TYTR_StandingCert/JSP/Verify_Cert.jsp)



**3.1.1 Vendor should provide with their bid, a general company overview that must include information regarding the number of years of qualification, experience, training, and relevant professional education for each individual classification.**

## General Overview of Company:

Founded in 2016 and headquartered in New Jersey, Qlogic is limited liability company with self-certified small business (SBE) and our Indian operations are ISO 9001, ISO 14001, certified. **We have over 8 years of experience providing similar IT Staff Augmentation and Consulting Services** to public and private sector clients. Qlogic is registered as LLC and currently services clients across all 52 states in USA. We began as a prime contractor in the commercial sector and has been carrying this expertise and success to the government sectors. Resource is proud to be Contract holder (75 contracts) to provide IT Staff Augmentation and Consulting Services for various public and private sector clients. Our mission is to serve public clients and our prime contractors as a highly reliable and competent partner. As a self-certified small business, our strength for our partners and clients is our expertise in the public contract market. We offer small business resourcefulness with large business capabilities. Our core capabilities and competencies are centered on providing best-fit talent on-demand across a broad range of technologies to enterprise clients. We are a leading staffing firm that helps public and private sector clients plan, build, manage and justify their investments to optimize mission and business performance. We are a rapidly growing firm of professionals committed to delivering high standard services to our clients since the inception of the company. We have strong presence as a professional service provider across the nation & our resources are highly recommended for serving with high grade of customer satisfaction.

Qlogic provides a 360° solution to its clients. Under the skilled guidance of experts, with vast experience in staff augmentation for IT support projects, Qlogic has taken a progressive step as a committed team with a state-of-the-art infrastructure and best practices, ensures the timely delivery of our recruitment solutions much to the delight of our customers. At Qlogic we strive not just to deliver cutting-edge recruitment solutions, but also ensure that our services add value to our customers. Our experience in providing various staffing and consulting models such as Temp to Hire, Contract and Permanent staffing, project-based staffing gives flexibility to serve our client with best suitable model for their business.

Qlogic has built up a solution centric image with clients, consultants, and third-party partners. With currently different category staff working various IT projects throughout the nation, Qlogic has experience of performing IT staff augmentation contracts at highest success rate for various State agencies and departments. We are also having significant experience in working with many entities in State of WV including similar IT staff contracts and have developed a strong bonding with various organizations

**BRIEF OVERVIEW OF QLOGIC**

- Over 1000 active contract employees located in US.
- Team of over 75 recruiters
- Over 75 active clients from US
- Experienced recruiters with average experience of 6 years
- Experienced key staff with average industry experience of 15 years.
- Streamline process & tools to track usage, identify resources, performance metrics, quality assurance, client management, timekeeping, and billing.
- Financial stable firm with yearly revenue of over \$15M
- Highly experienced in public and Private sector functioning with over 50 state and local agencies contracts
- ISO 9001 and ISO 14001 Certified
- Proprietary Database of over similar staff 5+ M candidates nationwide.
- Active pipeline of over 35k local candidates' profiles along with 300K overall profiles from the State of WV
- Access of more than 5M resume database of global talent
- 24/7 service availability through offices globally including India offices



throughout the state by complying with all Federal, State and Local rules & regulations. We are also fully compliant with all state and federal statutory requirements for taxes and insurances.

<b>Other Company Information:</b>	
<b>Location</b>	New Jersey
<b>Year Established</b>	2016
<b>Number of Years in Business</b>	8 Years
<b>Company Size</b>	\$15 M Since Inception
<b>Total No. of Employees</b>	70-100
<b>Total IT Placements</b>	1000
<b>Subsidiary</b>	Qlogic is not subsidiary of any other entity, we are under the same name since its inception 1997
<b>Principal Place of Business (Headquarters):</b>	
90 E Halsey Rd, Suite 315, Parsippany, NJ 07054	

## QUALIFICATION / EXPERIENCE

### Statement of Technical Areas of Expertise:

As an experienced staffing and solutions firm with 8 years of experience, Qlogic is committed to delivering excellent IT staffing services within the set timeframe to its clients. Our core focus areas are IT Staffing, Digital Innovation, Mission Support, Integration, Predictive Analytics, IT Technical Services, and Research Development (R&D). To provide high-quality services, Qlogic pursues certifications in the industry and follows international best practices. Qlogic is one of an elite set of companies and our Indian operations are appraised at Capability Maturity Model Integration (CMMI) Level 3.

- Qlogic has achieved 100% of all SLAs since contract start, we simultaneously placed over 1,000 resources, in over 50 locations, and with a resume submission SLA of 4 days for NJ
- Qlogic has staffed over 28 resources in California area and every single position was filled within 10 calendar days (identification, selection, onboarding)
- We simultaneously placed over 1000 resources in the public and private sector clients within a required resume submission SLA of 6 days.

Qlogic incorporates innovative approaches to provide enterprise-level IT Technical support and have over 50 contracts of major state, and local agencies in all 52 states. Over 60% of Qlogic consultants currently support state, federal and county agencies in performing similar tasks. With more than 1000 highly skilled technical professionals placed to the public and private sector clients for both onsite and offsite locations, our professionals successfully performing the clients technical support services. The majority of Qlogic consultants are certified professionals in their respective fields. Our management and technical teams hold certifications including Sun/ Microsoft/ Oracle/ IBM/ BEA/ Cisco/ Citrix or other industry leader. Our commitment to be transparent and straight forward throughout the placement process has helped us build solid client and contractor relationships. Qlogic provides the best talent, resources, experience and market expertise to its customers. We help our clients fill the gap between training and actual project work by providing mentors that help teams establish self-sufficiency in both technical and methodology topic areas. Such short-term engagements give clients necessary knowledge and skills while working toward deliverables. Our mentors worked side by side with client team providing technical support, resolving technical issues, and demonstrating the use of the technology. Many of our clients choose the mentoring approach as it not only helps them deliver an operational solution but supports our goal of helping our clients reach self-sufficiency. The mentor supports deliverable production, resolving technical issues, providing on the job training and helping client team in any situation.

### Qlogic Expertise in the below IT Skillsets:



TECHNOLOGY PRACTICES	SKILLSETS
<b>Application Development and Maintenance Services</b>	Java/J2EE, Spring Boot, Python, C, C++, Perl, Power Shell, Groovy, Swift, Junit, Kentico, Ajax, C#.NET, ASP.NET, MVC 5, Web API, PHP, Visual Studio, Microsoft Visio, etc
<b>Business Intelligence and Data Analytics</b>	IBM Cognos Analytics, Oracle BI, Microsoft Power BI, QlikView/Tableau, Sisense, QlikSense, SAS Business Intelligence, Datapine, Big Data/Hadoop, and Informatica, MuleSoft, DataStage, Python, Apache Spark, Abinitio, SAP Business Objects, GIS Framework, Big Data Platforms (Hadoop, Cloudera, Hbase, Grafana, Hyperion, etc
<b>Cloud Technologies</b>	Public Cloud (Amazon Web Services- AWS, Microsoft Azure, Google Cloud Partner-GCP, IBM Cloud – Pass and Iaas), Private Cloud (OpenShift, Kubernetes, Dockers.), Intune and Autopilot
<b>Emerging Technologies</b>	Robotic Process Automation, Machine Learning, Artificial Intelligence, IOT, Edge Computing, Quantum Computing, Virtual Reality and Augmented Reality, Blockchain, 5G Net Core, APIGEE, Beyond Trust/Avecto, Boomerang, CatchPoint, Drone Technologies, , etc
<b>Cyber Security</b>	Identity and access management, Digital forensics and fraud management, Governance, risk and compliance management, Audit & Compliance, Firewall/IDS/IPS Skills, Application Security, Advanced Malware Prevention, Mobile Device Management, Cloud Security, Network Security
<b>ERP and HCM</b>	SAP, Oracle, PeopleSoft, NetSuite, Workday, Salesforce, Microsoft Dynamics, ServiceNow, JDE, Kronos, Corner Stone, etc.
<b>Mobile</b>	Java, Kotlin, Android SDK, Google Cast SDK, Android ANT SDK, Play Games SDK, Objective-C, Swift, C#, JavaScript, Unity3D, React Native, Flutter, NativeScript, Firebase, PhoneGap, Titanium, Xamarin, Ionic, Sencha Touch, Cocos2d-x, C#, and Dart
<b>E-Commerce (UI/UX-Digital)</b>	Digital Strategy, eCommerce, mCommerce, Mobile, PPC, SEO, social media, Angular, React, Backbone.js, Node.js, JavaScript, jQuery, HTML5, Bootstrap, CSS
<b>QA/QC (Digital Assurance)</b>	Automation Testing (QTP, Selenium, Cucumber, WebService , Protractor), Manual Testing (HP , ALM , JIRA), Performance Testing (Load Runner , Stress Testing , JMeter), Bugzilla, Mobile Testing
<b>Infrastructure Management Services</b>	Network monitoring and management services, Firewall, Data centre Services, Unix and Linux, Windows, Desktop Monitoring, Helpdesk and Sever Support, Infra Support, LAN and WAN Services
<b>Project Management Practice</b>	Waterfall, Agile, Kanban, Scrum, Lean Methodology, Prince2 Methodology, DevOps

We have strategic partnerships with leading companies in the technology industry including **Microsoft, IBM, SAP, VMware, CISCO, Informatica, SUN, EMC, and Oracle**, and other technical partners.

Our Strength and Focus on few of the partnership are described below:

	<p>Qlogic is undergoing tremendous growth and has recently hired industry leaders who bring additional experience and expertise to our award-winning Microsoft team. Our Solution Engineers have over decades of experience implementing the full Microsoft Business Application stack. Our Microsoft practice provides end to end services encompassing advisory, implementation, and managed services to help our clients not only envisage their digital future but also to create it. Using Microsoft</p>
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	<p>technology, we provide solutions that reduce complexity, improve productivity, and provide users with access to the critical business data and applications they need in the workplace, working remotely, or on the road.</p> <p>Qlogic has a proven track record and partner with our customers to solve the complex challenges of digitalization with the right balance of management consulting and Microsoft technology. Our holistic cloud consulting service includes advisory, transformation, solutions and managed services. Our experienced team of business advisors, architects, and Microsoft certified developers and consultants support our clients regardless of where they are in their journey to the cloud. Qlogic holds the Gold Competency in the most relevant categories for Office 365 and Microsoft Azure: Cloud Productivity (Office 365) and Cloud Platform (Azure).</p>
	<p>Qlogic has a team of highly accomplished AWS practice leaders who act as subject matter expert around the AWS cloud platform. They architect solutions across AWS cloud platform to meet our customer requirements within industry and technology best practices. Design and Architect cloud-based solutions based on best practices using IaaS and PaaS deployment models.</p> <p>At Qlogic, we blend our role as trusted AWS Technical partner to bring a holistic approach to our clients' business transformations. Our AWS Networking Specialists work within a multi-disciplinary cloud strategy and implementation teams to integrate our clients' existing enterprise networks with AWS across the Globe.</p>
	<p>Qlogic Advisory &amp; Leadership team consists of globally recognized executives with extensive experience in Salesforce. They previously worked as Salesforce tech leads, Salesforce Technical architects and delivery heads</p> <p>Qlogic is a global Salesforce partner with a successful track record in planning and delivering complex Salesforce.com projects. We place a strong emphasis on certification of our Salesforce.com consultants, bringing innovation and deep cross industry domain expertise to our projects. We also offer a culture of strong governance and project management in order to drive business success for each of our customers.</p> <p>For clients looking to leverage the Cloud and Salesforce.com for specific business objectives, we provide advisory services across all industry verticals.</p> <p>All Salesforce.com services are provided through our Qlogic Customer Solutions Practice. This group combines core competencies in CRM, Business Process Management (BPM), Master Data Management (MDM) and Analytics into a single worldwide business unit.</p>
	<p>Qlogic SAP practice team possess strong SAP experience in technology consulting and delivery management of SAP system integration. With extensive experience across industries in technology enablement, our team has led several engagements global business transformation programs, application maintenance and support services to enable clients to realize compelling value.</p> <p>Our SAP Consulting Practice is a recognized services leader in providing integrated business solutions to global customers with SAP solutions. Our</p>



	<p>consultants have been helping our customers to effectively map their company’s business processes to SAP best practices.</p> <p>We work closely with our customer's teams and design and implement a stable, secure and highly available SAP architecture and provide expert administration to manage it. Our team includes consultants who specialize in each of the major SAP modules, as well as veteran Advanced Business Application Programming (ABAP) programmers and Basis administrators who can bring unparalleled skills to your technical challenges.</p>
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These technology partners provide an end-to-end business and technical enablement journey curated to help meet our unique business objectives and better serve our customers. The partners have streamlined and efficient training processes, tools and techniques to help their employees with training. Their process is mostly baselined on the following guidelines/steps with minor variations as warranted by their organizational training policies.

1. **Evaluate Current potential:** Current Assessment – This takes us through organizational Readiness Assessment for guidance and recommendations on how to both uncover new business opportunities and accelerate overall development.
2. **Skills assessment:** The partners enable training assessment tools to see where each of employees’ business and technical capabilities stand, then implement training recommendations to focus on upskilling.
3. **Develop Skills:** The partners offer rich, intensive, exhaustive and in-depth training resources have been designed to match the needs of specific role and skill level. The employees are allowed to pick focused learning path and access training that can help them build a skill that’s meant to last and accelerate growth.
4. **Complete a certification:** The partners allow employees to complete role-specific technical certifications or participate in a virtual instructor-led training session to help prepare for one.
5. **Stay up to date:** The partners provide catalogue of virtual and in-person events to keep in step with the latest developer tools, trends, and technologies. They also conduct road show, guest speakers and industry experts to our local development centres for our employees to participate, interact, share and update on the upcoming technological trends

**Staffing Solutions:** To support State, Qlogic will begin sourcing candidates for this contract even before the first requisition, so we can hit the ground running as soon as the contract is awarded. Our recruiters will work throughout the State effort to find qualified candidates, further develop our deep pool of qualified applicants, particularly those with the Agency’s required personnel skillsets. Our Recruitment Team, staffed with Alliance of Information and Referral Systems (AIRS) certified recruiters and Professional in Human Resources (PHR) and Society for Human Resource Management Certified (SHRM-CP) professionals, focuses their attention on all aspects of staffing and follows a defined recruiting process to meet clients’ needs. Our typical lead time in locating resources is five days, and the lead time for onboarding is ten business days.

Resource Support Features	
<b>Applicant Tracking System</b>	JobDiva tool used to expedite and execute our overall hiring and onboarding process.
<b>Resource Forecasting</b>	Qlogic AM will maintain a 3-month rolling forecast of staffing requirements that enables us to respond quickly to requirements minimizing lead-time for onboarding staff.
<b>Team Participation</b>	If required, we will partners with local subcontractor in submitting personnel, ensuring best personnel are staffed to fill positions.



<b>Resource Database</b>	JobDiva used to maintain a recruitment repository of over 100,000 qualified candidates.
<b>Visibility</b>	Our AM uses our Tool to display progress status dashboards that reflect resource qualifications, skill sets, labor categories, and availability dates.
<b>External Recruiting Partners</b>	Used to facilitate niche and hard to fill requirements.
<b>Recruiting Scorecard</b>	The AM has visibility to our recruiting timeline, and our recruiters are held accountable for the number of days it takes to fill a position.
<b>Qlogic Process</b>	Recruiting Process includes a database, dashboard, and scorecard tools that effectively minimize the lead-time to place resources in support of Work Orders. Onboarding Process includes orientations, Benefits Portal, quality service focus, standards for behavior, project tailored SDLC training, mentoring, and program documentation.

Over the years, Qlogic has developed a unique understanding of staffing, labor categories, skills, and requirements that set it above the competition in achieving the Agency business objectives and Request for Proposal (RFP) requirements. Qlogic has experience placing all the positions given in SOW and maintains a database of 100,000+ diverse IT professionals with proven expertise in technologies that align with all SOW position requirements. For example, in New Jersey (NJ), our team has sourced and screened more than 2,000 candidates, deemed 200 as viable, and placed more than 200 resources in Hartree Partners. Qlogic custom-configured ATS tool called CEIPAL has helped achieve 100% success in fulfilling all customer requirements.

Because past performance is the best indicator of future performance, the table below summarizes our successful outcomes and our process lead time for providing qualified IT resources for contracts like the State IT Staff Augmentation Services.

Contract value	Kelly OCG	HCL Technologies	InfoSys	Google LLC
<b>Contract Value</b>	\$1.5M	\$4M Ceiling Value	\$2.3 M	\$1.3M
<b>Resources placed</b>	21	35	54	32
<b>Time to submit resumes</b>	6 days	4 days	10 days	Submitted resumes and filled positions within 10 days
<b>Time to fill</b>	10 days	10 days	10 days	
<b>Customer feedback</b>	9.5/10	9.25/10	10/10	10/10
<b>Retention rate</b>	96%	99%	92%	99%
<b>Candidate quality</b>	High	High	High	High
<b>Client Testimonials</b>	<i>“Qlogic took a complex, time-consuming procurement process with many costs and transformed it into a process that is fast,</i>	<i>“On a side note, I wanted to pass along that I was very impressed with four candidates that were interviewed. Everyone did well and was</i>	<i>“We value the Qlogic Team not only for their excellent work ethic and spirit but their attention to detail, can-do attitude and rock-solid program management</i>	<i>“Qlogic has been effective with their services, meeting the deadline and taking the required feedback from us”</i>



	<i>competitive, cost-effective, and flexible.</i>	<i>more than qualified for the position.” “Qlogic has been superb. It’s the mashing together of three IT shops that are making life interesting for</i>	<i>skills to help us meet our organization’s mission and goals.”</i>	
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Qlogic has placed over 1000 technical staff in across the nation, and presently manages all technical employees working at several client’s location. Qlogic maintains and retains a large pool of highly motivated and qualified technical professionals for the full scope of technical field, including but not limited to:

Labor Categories	Research Planet	Kelly OCG	Hartree Partners	Visual Impact	Google LLC	Natures Bounty
Data Analyst	✓	✓	✓	✓	✓	✓
Database Analyst	✓	✓	✓	✓	✓	✓
Database Administrator	✓	✓	✓	✓	✓	✓
Help Desk Support	✓	✓	✓	✓	✓	✓
Business Analyst	✓	✓	✓	✓	✓	✓
IT Service Continuity Analyst	✓	✓	✓	✓	✓	✓
Network Engineer	✓	✓	✓	✓	✓	✓
Project Manager	✓	✓	✓	✓	✓	✓
Quality Assurance Analyst	✓	✓	✓	✓	✓	✓
Security Analyst	✓	✓	✓	✓	✓	✓
Software Developer/Engineers	✓	✓	✓	✓	✓	✓
System Administrators	✓	✓	✓	✓	✓	✓
Technical Writer	✓	✓	✓	✓	✓	✓
Data Modeler.		✓	✓	✓	✓	✓
Report Developer.	✓	✓	✓	✓	✓	✓
Web Developer.	✓	✓	✓	✓	✓	✓
Interface Software Developer.	✓	✓	✓	✓	✓	✓
Interface Analyst.	✓	✓	✓	✓	✓	✓
Operations Manager.	✓	✓	✓	✓	✓	✓
Systems Operator.	✓	✓	✓	✓	✓	✓
IT Security Specialist.	✓	✓	✓	✓	✓	✓
IT Security Auditor.				✓		✓



## TRAINING

We take special care to ensure our qualified personnel maintains and enhance their competencies. Competency management is one of the key role for our HR team and Account Manager. After contract award, our designated Account Manager will work with State to conduct a gap analysis between the project team and project requirements (if any) to create a training plan for each position including mandatory certification requirements. This plan is provided to our HR team, who maintains the Organization Training Plan and Employee Training Plans. Along with initial gap analysis, the training needs are also assessed on annual basis and/or introduction of new technologies affecting the current project. We add the training needs to each employee training plan. The HR team will send timely annual reminders to onsite staff regarding their training requirements. The Account Manager will follow up with employees for training completion. Our Account Manager clearly sets and communicates the training expectations to our employees and hold them Projectable for the mandatory completion of training requirements by specific deadlines. We submit the training completion certificates or mandatory certificates along with dates of completion to government as required.

Qlogic tracks training levels through comprehensive individual training plans maintained by our HR team. Information to include training plans, certification, and proofs of successful completion, clearance status, job descriptions, and forecasted training. We use this to maintain and update training levels for the remainder of the full period of performance. We securely maintains individual employee training plans and supports AM efforts to verify all training, certification, and information assurance requirements are met. This tool helps with notifying the HR Team, AM, and team member that annual training is approaching and the expiration of any applicable certifications, clearance statuses, etc.

We also maintain a full library of cutting-edge educational programs that are targeted to enhance temporary associates' proficiency in several areas, including customer service, self-assurance, computer programs, managerial skills, etc. These programs are available for review on video. Utilizing Qlogic library has proven very effective in educating our temporary employee roster. Similarly, Qlogic branch locations provide specific training on customer service techniques through our Interactive Computer-Based Training for customer service candidates. This training presents the candidates with multiple simulated exercises, coaching, reviews, and feedback, and is ideal for candidates vying for positions where heavy phone traffic or public interaction is predicted.

### Employee Orientation

Once an associate is identified for placement for the State, the AM will assist in acclimating the associate to the Qlogic working environment by conducting a thorough department-specific orientation and will provide the associate with an orientation brochure. The brochure will be kept on file at the branch location and shall be reviewed with each temporary associate prior to assignment. This orientation brochure covers, at a minimum, the following subjects:

- Dress Code
- Directions
- Working Hours
- Supervisor Name
- Parking
- Dates of Work
- Phone Number
- Time Card Preparation

### Safety Training:



Qlogic provides its employees general safety training applicable to the average work environment. Though it is the responsibility of the client to provide any job-specific safety training as required by local, state and/or federal regulations, Qlogic can copy any training conducted by the State and provide them in-house for employees assigned to the project. In addition, at the time of registration, Qlogic requires our temporary candidates to follow our safety guidelines that are specified in our Injury & Illness Prevention Program. This includes, but no limited to, viewing our safety videos and taking the corresponding safety test. Every temporary employee is responsible for following all safety regulations and for reporting unsafe conditions to management as soon as possible. The objective of Qlogic Risk Management is to reduce the number of disabling injuries and illnesses to a minimum, not merely keeping with, but surpassing the best experience of other operations similar to ours. Our goal is “ZERO” occupational injuries and illnesses.

#### Sexual Harassment Training:

Qlogic is committed to providing a workplace free of sexual harassment as well as harassment and/or discrimination based on such factors as race, color, religion, national origin, ancestry, age, medical condition, sexual orientation, marital status, disability, or veteran status. Qlogic strongly disapproves of and will not tolerate harassment of employees by managers, supervisors, or co-workers. Qlogic provides information in our Welcome Brochures about sexual harassment, which includes our HR harassment hotline number. In addition, we also provide training to supervisory temps when notified to do so. We can provide extensive training upon request to all temporary employees on assignment, which can include a webinar, video, and training materials

#### On-going Training:

We are dedicated to developing consulting and other skills of its employees to build technical, consulting, managerial and soft skills. We offer a wide range of external/in-house technical training courses to our consultants to help them keep abreast in latest technologies. We know that employees are the real assets of any consulting company and thus believe that IT staff needs continuous education & training to get up to date and compete with the cutting-edge technologies.

We have a well-defined policy to offer technical training process to train personnel on new technologies which offers various courses to our consultants, the details are as follows:

- Our Account Executives play key role to understand the skill requirements on Client’s project where our consultant is currently working. He meets Client Project Manager and gathers the information about technical skills our consultant needs to get training.
- Our Account Executives provide this feedback to our e-care department.
- E-Care Executive communicates with consultant to keep update about the training requirements on the project. We have in-house training that our consultants can go through. e-Care Executive offers these training/courses to our consultant as per needs basis on regular interval of time.
- Our mentors/SME’s also worked side by side with client team providing technical support, resolving technical issues, and demonstrating the use of the technology to our consultants working at various client sites.
- We also recommend consultant to take training and certifications as per project needs from a training school.
- We regularly send technical newsletter to our consultants to keep them in touch with technology.
- Our Account Team Training approach is ongoing and uses an effective and efficient combination of training tools and methods to equip the Client’s project team members with the appropriate skills and capability to contribute effectively to a successful implementation of the Project throughout its phases. We define the training needs necessary to build the expertise required to be productive project team members and to operate, maintain and support the system post-implementation. Our training curriculum



is role-based meaning that each project team member receives training based on the role(s) he or she performs.

Qlogic encourages employees to continuously improve and further develop their skill sets. Our performance management process encourages timely fact-based feedback and promotes regular opportunities to discuss development. We provide on-going training and development opportunities through formal programs, coaching, mentoring and on the job experiences. Each local site has its own policy on training, aligned to local needs and labor laws. In addition, we provide global training programs in a variety of areas, such as people management and leadership.

### **Develop Consulting & Technical Skills:**

- Functional/Technical
  - Develop technical or functional proficiency in our employees as it relates to the specific position or general technical needs of the client.
  - Motivate our employees to continue to develop his or her technical skills.
- Consulting Skills
  - Develop listening, data gathering, and analysis skills.
  - Educate our employees with complex client challenges and how to analyze the situation.
  - Develop staff communication skills.
  - Educate our employees with the understanding of the consulting life cycle (strategy, design, analysis, implementation, marketing, management).
- Assignment Performance
  - Ensure the staff understands the expectation of the client's needs.
  - Continue assessing whether our staff is fit with the client team.
  - Evaluate personal management, multitasking, client interaction, and problem-solving skills.
- Leadership/Business Development
  - Develop our staff's ability to build a successful business and team.
  - Determine if our staff can tackle a problem with limited information.
  - Develop our staff's ability to deliver —above and beyond what is expected.
- Checkpoint or Closer
  - Ensure our staff has a clear understanding of the job requirements.
  - Check how our staff fits with the team and the firm.
  - Develop our staff's flexibility to contribute to and learn from a group

### **SKILL TESTING:**

**Assessments:** Committed to providing the most qualified talent, we can conduct highly customized skill and personality assessments through a number of proprietary tools and business partnerships. One defining difference between a good candidate and a great candidate is their ability to tackle the challenges of each job assignment with ease and confidence. We can provide tests that will not only measure a candidate's skill proficiency, but also their overall aptitude and motivation. Our customized technical assessments (upon request) are administered through online testing tools such as SHL, eSkill and Prove It!

- **SHL partnership:** Through a strategy of ongoing development and enhancement, SHL has accumulated a database of predictive assessment test content guided by the results of 50 million job applicants and high-achieving employees. This insight, coupled with applied principles from the science of industrial-organizational psychology, gives us the ability to accurately predict on-the-job performance. Tests can easily be combined based on targeted skill profiles, administered as a supplement to a job-specific solution or used individually to help identify productive applicants and streamline the hiring process.



- **eSkill partnership:** eSkill is a leading provider of web-based skill testing. The software provides customized skills tests to fit the knowledge requirements for any job position. We utilize eSkill to host our technical testing center. Candidates can log on to our website and take specific skills tests at no cost. The results are automatically sent to the candidate and stored in our proprietary database.
- **Prove It! Partnership:** This partnership allows us to analyze the range and depth of each candidate's abilities, ensuring an accurate, non-subjective skill profile. Thorough and documented skills assessments provide concrete proof that talent can perform all the tasks at the speed required. For example, Prove It! quantifies keystrokes per hour, documents per hour, total errors, error rate, and elapsed time – measuring levels ranging from entry to expert. Further, because Prove It! is designed to isolate specific tasks within each software application, we can customize a testing series based on the skills that are most important to the client.

QLogic has candidate Assessment centre designed to measure many different types of job-related skills and abilities, but are often used to assess interpersonal skills, communication skills, planning and organizing, and analytical skills. The assessment centre (ProveIt) typically consists of exercises that reflect job content and types of problems faced on the job. The assessment centre typically uses multiple rater who are trained to observe, classify, and evaluate behaviours. At the end of the assessment centre, the evaluators meet to make overall judgments about people's performance in the centre. Below given are few of the test that we follow:

- **Evaluate typing/ keyboard and ten key proficiency:** Online typing test involving Word processing, database, and spreadsheet software (checking speed and accuracy).
- **Skill Check:** Conduct detailed interviews, check effective communication, creativity, analytical thinking, and problem-solving capability over a multitude of the performance areas to see if they fit.
- **Check ability to operate office equipment and filing methods:** Evaluate proficiency to operate standard office equipment, accounting, data entry and customer services skills by discussing prior job scenarios (in case position required this screening).
- **Evaluate command on software programs such as Word, Excel, PowerPoint, etc.:** General computer knowledge test by our trained recruiters along with Online typing test involving Word processing, database, and spreadsheet software (checking speed and accuracy).
- **Check ability to perform arithmetic computations:** Online arithmetic computations test involving numerical aptitude, curricula restricting calculator, digits and arithmetical operations.
- **Evaluate General Clerical Aptitude and accounting knowledge:** General intelligence and clerical aptitude test involving multiple choice questions includes basics of general clerical duties, accounting, numerical aptitude, general English and general knowledge questions

#### *QLOGIC Pre-Employment Testing (Software and Professional Testing)*

QLOGIC uses industry's leading testing tools to tests skills set of temporary personnel. The testing tools vary based upon pre-employment testing required by a temporary position. Resource also accepts professional certification offered by Microsoft, Oracle and other technology companies.

#### *Brain Bench/SHL Pre-Employment Testing*

Resource uses various pre-employment testing services like Brain bench/SHL for temporary personnel. There are many tests to cover positions under each job category. There are over 1000 tests along with functionality of design custom tests. These job categories cover all positions required in this RFP. A candidate may undergo one or many standard tests to test all skill sets required for a position or take a custom designed test.

#### *Details of Sample Tests:*

##### **Potential**

**Job**                      Network Technical Support



**Titles**

**Description** The Network Technical Support test measures knowledge of setup, configuration, and maintenance of a local area network. Designed for technicians with hands on-experience, this test covers the following topics: Hardware/Media, LAN Support, Network Design, Services, System Administration, System Security, WAN Support, WLAN Support, and Workstation Support.

**Test Length:** Approximate Completion Time: 33 Minutes

**Dimensions:**

<b>Hardware/Media</b> <ul style="list-style-type: none"> <li>• Backup Media</li> <li>• Cabling</li> <li>• LAN Hardware</li> <li>• Server Hardware</li> <li>• WAN Hardware</li> <li>• WLAN Hardware</li> </ul>	<b>LAN Support</b> <ul style="list-style-type: none"> <li>• Cabling Faults</li> <li>• LAN Configuration</li> <li>• LAN Diagnostics</li> <li>• Subnets and VLANs</li> </ul>	<b>Network Design</b> <ul style="list-style-type: none"> <li>• Disaster Recovery</li> <li>• Environmental Considerations</li> <li>• Fault Tolerance and Backup Types</li> <li>• Topology</li> </ul>
<b>Services</b> <ul style="list-style-type: none"> <li>• DHCP</li> <li>• DNS</li> <li>• E-Mail</li> <li>• VoIP</li> <li>• Web and File Server</li> </ul>	<b>System Administration</b> <ul style="list-style-type: none"> <li>• Device Monitoring</li> <li>• Load Balancing</li> <li>• Routine Maintenance</li> <li>• System Logs</li> <li>• User Accounts</li> </ul>	<b>System Security</b> <ul style="list-style-type: none"> <li>• Common Threats</li> <li>• Countermeasures</li> <li>• Encryption and Data Security</li> <li>• Firewalls</li> <li>• Physical Security</li> </ul>
<b>WAN Support</b> <ul style="list-style-type: none"> <li>• Routing and Remote Access</li> <li>• WAN Configuration</li> <li>• WAN Diagnostics</li> </ul>	<b>WLAN Support</b> <ul style="list-style-type: none"> <li>• Physical Placement Considerations</li> <li>• Wireless Protocols</li> <li>• Wireless Security</li> <li>• WLAN Configuration</li> <li>• WLAN Diagnostics</li> </ul>	<b>Workstation Support</b> <ul style="list-style-type: none"> <li>• Adds, Moves, Changes</li> <li>• Administration Tools</li> <li>• Workstation Diagnostics</li> </ul>

## Qualification of Personnel

Position	Qualification
Business Analyst	<ul style="list-style-type: none"> <li>• Bachelor’s degree in Business Administration, Information Technology, or a related field</li> <li>• 3-5 years of experience as a Business Analyst</li> <li>• Proficiency in data analysis tools and techniques</li> <li>• Strong documentation and presentation skills</li> <li>• Ability to understand complex business processes and translate them into technical requirements</li> <li>• Experience with Agile or other project management methodologies</li> </ul>
Data Analyst	<ul style="list-style-type: none"> <li>• Bachelor’s degree in Statistics, Mathematics, Computer Science</li> <li>• 5 years of experience in data analysis</li> <li>• Proficiency in data querying and manipulation using SQL and/or programming languages (e.g., Python, R)</li> </ul>



	<ul style="list-style-type: none"> <li>• Experience with data visualization tools (e.g., Tableau, Power BI)</li> <li>• Strong problem-solving and critical thinking skills</li> <li>• Excellent communication and presentation abilities</li> </ul>
Database Administrator	<ul style="list-style-type: none"> <li>• Bachelor’s degree in Computer Science, Information Technology,</li> <li>• Master's degree preferred</li> <li>• 3-5 years of experience as a Database Administrator or in a similar role</li> <li>• Proficiency in database management systems and SQL</li> <li>• Strong problem-solving and troubleshooting abilities</li> <li>• Excellent communication and collaboration skills</li> </ul>
Help Desk Support	<ul style="list-style-type: none"> <li>• Master's degree in Computer science</li> <li>• 5-10 years of experience in IT support</li> <li>• Demonstrated expertise in troubleshooting and problem-solving within a technical support environment</li> <li>• Proficiency in computer systems, networks, and software applications</li> <li>• Excellent communication and interpersonal skills, with a focus on delivering exceptional customer service</li> <li>• Proven ability to work effectively both independently and collaboratively</li> <li>• Strong organizational skills and the ability to prioritize and manage multiple tasks efficiently</li> </ul>
IT Service Continuity Analyst	<p><b><u>Qualifications:</u></b></p> <ul style="list-style-type: none"> <li>• Bachelor’s degree in Information Technology, Business Continuity Management, or a related field</li> <li>• 5 years of experience in IT service continuity planning, disaster recovery</li> <li>• Proficiency in risk assessment methodologies and business impact analysis</li> <li>• Strong understanding of IT infrastructure and systems architecture</li> <li>• Experience with continuity planning tools and frameworks (e.g., ISO 22301, ITIL)</li> <li>• Excellent communication and collaboration skills, with the ability to work across departments to achieve common goals</li> <li>• Ability to prioritize and manage multiple projects simultaneously, ensuring timely completion of tasks</li> </ul> <p><b><u>Certifications:</u></b></p> <ul style="list-style-type: none"> <li>• Certified Business Continuity Professional (CBCP)</li> <li>• ITIL Foundation certified</li> <li>• Certified Information Systems Security Professional (CISSP and Certified Information Security Manager (CISM) certified</li> </ul>



<p>Network Engineer</p>	<ul style="list-style-type: none"> <li>• Bachelor’s degree in Computer Science, Information Technology,</li> <li>• 3-10 years of experience in network engineering</li> <li>• Proficiency in network protocols and technologies (e.g., TCP/IP, VLANs, OSPF, BGP)</li> <li>• Experience with network equipment configuration and management (e.g., Cisco, Juniper)</li> <li>• Strong understanding of network security principles and practices</li> <li>• Familiarity with network monitoring and troubleshooting tools</li> <li>• Excellent communication and collaboration skills</li> <li>• Certifications such as Cisco Certified Network Associate (CCNA) or Cisco Certified Network Professional (CCNP) are preferred</li> </ul>
<p>Project Manager</p>	<ul style="list-style-type: none"> <li>• Bachelor’s degree in Project Management, Business Administration,</li> <li>• 3-7 years of experience in project management</li> <li>• Proven track record of successfully managing projects from initiation to closure</li> <li>• Strong understanding of project management methodologies (e.g., Agile, Waterfall)</li> <li>• Excellent leadership and team management skills</li> <li>• Effective communication and interpersonal abilities</li> <li>• Proficiency in project management tools and software</li> <li>• Project Management Professional (PMP) certified</li> </ul>
<p>Quality Assurance Analyst</p>	<ul style="list-style-type: none"> <li>• Bachelor’s degree in Computer Science, Information Technology,</li> <li>• 3-5 years of experience in quality assurance</li> <li>• Proficiency in software testing methodologies and tools</li> <li>• Strong analytical and problem-solving skills</li> <li>• Attention to detail and a commitment to delivering high-quality products</li> <li>• Excellent communication and collaboration abilities</li> <li>• Familiarity with Agile or other software development methodologies</li> <li>• Certifications such as Certified Software Quality Analyst (CSQA) or ISTQB Certified Tester</li> </ul>
<p>Security Analyst</p>	<ul style="list-style-type: none"> <li>• Bachelor’s degree in Information Security, Computer Science,</li> <li>• 3-5 years of experience in cybersecurity</li> <li>• Strong understanding of information security principles and best practices</li> <li>• Proficiency in security technologies and tools (e.g., firewalls, intrusion detection systems)</li> <li>• Experience with risk assessment and vulnerability management</li> </ul>



	<ul style="list-style-type: none"> <li>• Knowledge of regulatory requirements and compliance standards (e.g., GDPR, HIPAA, PCI DSS)</li> <li>• Excellent analytical and problem-solving skills</li> <li>• Effective communication and collaboration abilities</li> <li>• Certifications such as Certified Information Systems Security Professional (CISSP), Certified Ethical Hacker (CEH), or CompTIA Security+</li> </ul>
Software Developer/Engineer	<ul style="list-style-type: none"> <li>• Bachelor’s degree in Computer Science, Software Engineering, or a related field</li> <li>• Master's degree preferred</li> <li>• 3-5 years of experience in software development</li> <li>• Proficiency in programming languages such as Java, Python, C++, or others relevant to the job requirements</li> <li>• Strong understanding of software development methodologies (e.g., Agile, Scrum)</li> <li>• Experience with software design, development, testing, and debugging</li> <li>• Knowledge of database management systems and web development frameworks</li> <li>• Familiarity with version control systems (e.g., Git) and development tools</li> <li>• Excellent problem-solving and analytical skills</li> <li>• Effective communication and collaboration abilities</li> <li>• Certifications such as Oracle Certified Professional (OCP), Microsoft Certified: Azure Developer Associate, or AWS Certified Developer</li> </ul>
System Administrator	<ul style="list-style-type: none"> <li>• Bachelor’s degree in Information Technology, Computer Science,</li> <li>• 3-5 years of experience in system administration</li> <li>• Proficiency in operating systems such as Windows Server, Linux, or Unix</li> <li>• Experience with virtualization technologies (e.g., VMware, Hyper-V)</li> <li>• Strong understanding of networking concepts and protocols</li> <li>• Knowledge of system security best practices and techniques</li> <li>• Familiarity with scripting languages (e.g., PowerShell, Bash) for automation tasks</li> <li>• Experience with system monitoring and troubleshooting tools</li> </ul>
Technical Writer	<ul style="list-style-type: none"> <li>• Bachelor’s degree in English, Technical Writing, Communications</li> <li>• 3-5 years of experience in technical writing</li> <li>• Strong writing skills with the ability to communicate complex technical concepts clearly and concisely</li> <li>• Proficiency in document formatting and publishing tools (e.g., Microsoft Word, Adobe FrameMaker)</li> </ul>



	<ul style="list-style-type: none"> <li>• Experience with content management systems (CMS) for documentation</li> <li>• Knowledge of technical writing standards and style guides</li> <li>• Ability to collaborate with subject matter experts to gather information and review documentation</li> <li>• Attention to detail and strong organizational skills</li> <li>• Familiarity with software development processes</li> <li>• Portfolio showcasing previous technical writing projects</li> </ul>
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**3.2 Vendor shall provide these services for each classification for bid by providing documentation to indicate they have provided staffing of at least three (3) individuals within the past five (5) years for any classification listed in section 4.2 below.**

**3.2.1 Documentation should include information to indicate that the Vendor provided an employee meeting the requirements of a specifically named classification from Section 4.**

**3.2.2 Vendors must provide documentation to indicate that their company meets this requirement prior to award.**

**3.2.3 The documentation should detail the entity, company or business to whom the individual was supplied and provide contact information for that entity.**

Below is the list of positions we placed with requested information to meet the minimum requirement.

<b>Business Analyst Candidate 1</b>	
<b>Individual's Name</b>	Robert Gard
<b>Dates (month/year – month/year) Served in Title:</b>	10/2020 - present
<b>Client Name, Contact Name, Telephone Number</b>	Hartree Partners Raju Bhimani (Project Coordinator) <a href="mailto:rbhimani@hartreepartners.com">rbhimani@hartreepartners.com</a> , Telephone Number: 212-536-8596
<b>Project Name and Description (to include scope):</b>	IT consulting services, Business analysis support Hartree program that helped their client to interface with the insurance side, including underwriting, claims, and actuarial services to enhance flood damage forecasting.
<b>Description of Consultant's role and responsibilities in relation to Business Analyst Level III job duties:</b>	<ul style="list-style-type: none"> <li>• Analyze, define and interpret business and customer's needs and issues by gathering, analyzing, documenting and validating the business area(s) and user(s) technical (functional/non-functional) requirements.</li> <li>• Create requirements document for most complex enhancements, automations and implementations including defining business, user and functional and non-functional requirements needed for approval by business, design, development and testing teams.</li> <li>• Lead and participate in the review, analysis, and evaluation of current and future business processes, and work at an expert-level with the feasibility of the most complex enhancements, automations and implementations.</li> <li>• Explore alternative business solutions - is liaison to business / IT / Shared Services to explain choices and implications - works closely with technical teams to help create POCs and alternative solutions to create, maintain and enhance business value.</li> </ul>



	<ul style="list-style-type: none"> <li>• Develop solutions that solve the most complex technical and/or business issues. Proactively identifies opportunities and enhancements. Identifies and documents system deficiencies and recommends solutions.</li> <li>• Create Requirements Management Plan to define, organize and schedule requirements management and development activities. Produces Requirements Traceability Matrix (RTM) and Gap analysis reports.</li> <li>• Lead and participate in all phases of the software development life cycle, with focus on defining the underlying business needs, documenting those needs, validating conceptual systems designs, and assuring delivery quality through comprehensive testing and training.</li> <li>• Lead and facilitate JAD sessions and design reviews in order to ensure design meets user requirements. Manage assigned enhancements, automations and implementations from concept through implementation.</li> <li>• Plan and lead testing efforts by defining, developing and implementing practices and procedures for end user acceptance test (UAT). Coordinate and support groups of end users who test, evaluate and validate applications prior to their acceptance.</li> <li>• Ensure all tests are conducted and documented according to standards. Responsible for overall success of testing, including results verification and release. Provide ongoing assistance to software developers and testers to resolve defects during the testing process.</li> <li>• Track and manage open issues and plan for resolution. Troubleshoot systems problems, identify cause of problems, work with appropriate group to correct problem. Ensures continuing operational quality by documenting fixes and enhancements</li> <li>• Maintain communications with technical counterparts to guide the issues to cross-functional resolution and adopt best practices and ensure integration of specific application architecture into overall enterprise technology strategy</li> </ul>
<p><b>Individual Qualifications:</b></p>	<p><b>Qualifications:</b>          Master's Degree in Computer Systems Mgmt. from University of Maryland University College</p> <ul style="list-style-type: none"> <li>• Bachelor of Applied Science (B.A.Sc.) in Computer Science from Hofstra University</li> </ul>



<b>Project Manager Candidate 2</b>	
<b>Individual's Name</b>	Alex Vaksman
<b>Dates (month/year – month/year) Served in Title:</b>	8/2019 - 12/2021
<b>Client Name, Contact Name, Telephone Number</b>	Google LLC Cameron Zahedi (Project Supervisor) <a href="mailto:czahedi@google.com">czahedi@google.com</a> Telephone Number: 770-658-4595
<b>Project Name and Description (to include scope):</b>	Project Management Support Services
<b>Description of Consultant's role and responsibilities in relation to Business Project Manager job duties:</b>	<ul style="list-style-type: none"> <li>• Provided technical and management leadership for the contract supporting multiple applications and systems with a large user base</li> <li>• Established and implemented the appropriate set of best practices ensuring the integrity and quality of all deliverables and services</li> <li>• Interface with clients and stakeholders throughout the organizations</li> <li>• Developed WBS, schedule, work and cost estimates</li> <li>• Created and presented status reports and Program Management Review presentations</li> <li>• Proactive negotiation, mitigation, and resolution of project changes and conflicts</li> <li>• Maintained a high performance, energized and motivated team</li> <li>• Monitored and reported on project risks and ensure risk mitigation strategies are in place</li> <li>• Ensured timely preparation, delivery and accuracy of client invoices</li> <li>• Ensured work products produced on the project follow the project and organizational standards and are properly maintained under the project configuration management system</li> <li>• Supported customer prioritization through communications, analyses and business cases</li> <li>• Supported requirements gathering and business process re-engineering efforts</li> <li>• Ensured successful management and support of the user helpdesk</li> <li>• Supported projects in defining and tailoring the project processes, deliverables, milestones, and documentation to meet contractual and CMMI requirements</li> </ul>
<b>Individual and Qualifications:</b>	<b>Qualifications:</b> <ul style="list-style-type: none"> <li>• Bachelor's degree in Engineering from Regional Engineering College</li> </ul>



<b>Software Developer Candidate 3</b>	
<b>Individual's Name</b>	Steve Johnson
<b>Dates (month/year – month/year) Served in Title:</b>	23/2019 - present
<b>Client Name, Contact Name, Telephone Number</b>	Research Planet (Project Manager) Rafay Siddique rafael.sid@researchplanet.net (702) 927-1408
<b>Project Name and Description (to include scope):</b>	Software Development Support.
<b>Description of Consultant's role and responsibilities in relation to Business Project Manager job duties:</b>	<p>As a Software Development Support Engineer at Google LLC, play a crucial role in supporting software development projects by providing technical expertise and assistance to engineering teams. Worked closely with developers, project managers, and other stakeholders to ensure the successful execution of software development initiatives. Contributions directly impact the quality, performance, and delivery of Google's cutting-edge software products and services.</p> <p>Responsibilities:</p> <ul style="list-style-type: none"> <li>• <b>Provide Technical Support:</b> Offer technical assistance and guidance to software developers during all stages of the software development lifecycle. This includes troubleshooting issues, resolving technical challenges, and providing solutions to complex problems.</li> <li>• <b>Debugging and Testing:</b> Collaborate with development teams to debug code, identify defects, and conduct thorough testing to ensure the reliability and functionality of software products. Assist in the implementation of automated testing frameworks and strategies.</li> <li>• <b>Tools and Infrastructure:</b> Assist in the management and maintenance of development tools, infrastructure, and environments. This involves configuring, monitoring, and optimizing development tools and systems to support efficient software development processes.</li> <li>• <b>Documentation and Knowledge Sharing:</b> Create and maintain technical documentation, including code samples, API references, and developer guides, to facilitate knowledge sharing and enable developers to leverage existing resources effectively.</li> <li>• <b>Continuous Improvement:</b> Contribute to the continuous improvement of software development processes, methodologies, and best practices. Identify areas for optimization and efficiency gains, and propose solutions to enhance productivity and quality.</li> <li>• <b>Collaboration and Communication:</b> Collaborate with cross-functional teams, including product managers, quality assurance engineers, and system administrators, to coordinate efforts and drive project success. Communicate effectively with stakeholders to provide updates, gather requirements, and address concerns.</li> <li>• <b>Stay Updated:</b> Stay abreast of emerging technologies, industry trends, and best practices in software development. Continuously expand your technical knowledge and skills through self-learning and professional development opportunities.</li> </ul>



<b>Individual and Qualifications:</b>	<p><b>Qualifications:</b></p> <ul style="list-style-type: none"> <li>• Bachelor's degree in software development from California University</li> </ul> <p><b>Certifications:</b></p> <ul style="list-style-type: none"> <li>• Google Cloud Certified - Associate Cloud Engineer</li> <li>• Certified ScrumMaster (CSM)</li> </ul>
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**3.3 Vendor must possess all licenses, permits, and certifications required to perform this contract before the start date of service.**

Upon award, Qlogic will provide the required licenses as per the State of West Virginia requirement. We will register our firm with the secretary State of West Virginia. We ensure State that Qlogic has the appropriate licenses and certifications to do business with in the State of West Virginia.

**3.4 Lottery shall require resources to hold current certification for target technologies, the certifications would include but not limited to cybersecurity or vendor-specific certifications as Cisco and Microsoft.**

Qlogic ensure Lottery that all resources provided to the Lottery will hold the required certifications as per the requirement. We have in-house resources who hold the required certifications as given in the table below:

Job Classification	Certification
<b>Business Analyst</b>	<ul style="list-style-type: none"> <li>✓ PMI Professional in Business Analysis</li> <li>✓ Certification of Competency in Business Analysis (CCBA)</li> <li>✓ CISCO Certified</li> </ul>
<b>Data Analyst</b>	<ul style="list-style-type: none"> <li>✓ Microsoft Certified: Azure Data Scientist Associate</li> <li>✓ AWS Certified Data Analytics</li> <li>✓ Cloudera Certified Associate (CCA)</li> <li>✓ Google Data Analytics Professional Certificate</li> <li>✓ IBM Data Science Professional Certification</li> </ul>
<b>Database Administrator</b>	<ul style="list-style-type: none"> <li>✓ Oracle Certified Professional</li> <li>✓ Microsoft Certified: Azure Database Administrator Associate</li> <li>✓ MySQL Database Administrator Certification</li> <li>✓ AWS Certified Database – Specialty</li> </ul>
<b>Help Desk Support</b>	<ul style="list-style-type: none"> <li>✓ CompTIA A+</li> <li>✓ CompTIA Network+</li> <li>✓ Microsoft Certified: Modern Desktop Administrator Associate</li> <li>✓ HDAA Certified Help Desk Analyst (CHDA)</li> <li>✓ HDI Support Center Analyst (HDI-SCA)</li> </ul>
<b>IT Service Continuity Analyst</b>	<ul style="list-style-type: none"> <li>✓ Certified Information Systems Security Professional</li> <li>✓ ISO 22301 Lead Auditor</li> <li>✓ Certified Information Security Manage</li> </ul>
<b>Network Engineer</b>	<ul style="list-style-type: none"> <li>✓ Cisco Certified Network Associate (CCNA)</li> <li>✓ Cisco Certified Network Professional (CCNP)</li> <li>✓ CompTIA Network+</li> <li>✓ Certified Wireless Network Professional (CWNP)</li> <li>✓ VMware Certified Professional – Network Virtualization (VCP-NV)</li> </ul>
<b>Project Manager</b>	<ul style="list-style-type: none"> <li>✓ SAFe for Government Practitioner</li> </ul>



	<ul style="list-style-type: none"> <li>✓ ITIL v3 Foundations Certificate, Learning Tree International</li> <li>✓ ACT/IAC Partners Program Graduate</li> <li>✓ Graduate, Management Certification Program, The College Board</li> <li>✓ Project Management Professional (PMP), The Project Management Institute</li> <li>✓ Oracle 7 DBA, Learning Tree International</li> </ul>
<b>Quality Assurance Analyst</b>	<ul style="list-style-type: none"> <li>✓ ISTQB Certified Tester</li> <li>✓ ISTQB Agile Tester</li> <li>✓ Certified Quality Engineer (CQE)</li> </ul>
<b>Security Analyst</b>	<ul style="list-style-type: none"> <li>✓ Network Management concentration; Keller Graduate School of Management of DeVry University;</li> <li>✓ Focused on areas of Network Security, Wireless Networks, Disaster Recovery/Forensics, and Security, Network Design and Management; Keller Graduate School of Management of DeVry University;</li> </ul>
<b>Software Developer/Engineer</b>	<ul style="list-style-type: none"> <li>✓ Oracle Certified Professional, Java SE Programmer (OCPJP)</li> <li>✓ Microsoft Certified: Azure Developer Associate</li> <li>✓ AWS Certified Developer – Associate</li> <li>✓ Google Associate Android Developer Certification</li> <li>✓ Red Hat Certified Engineer</li> <li>✓ Certified Scrum Developer</li> </ul>
<b>System Administrator</b>	<ul style="list-style-type: none"> <li>CompTIA Network+ Certified</li> <li>✓ CompTIA A+ Certified</li> <li>✓ CompTIA Security+</li> <li>✓ Apple Certified Support Professional 10.7 &amp; 10.8</li> </ul>
<b>Technical Writer</b>	<ul style="list-style-type: none"> <li>✓ Certified Professional Technical Communicator</li> <li>✓ DITA Certified Practitioner</li> <li>✓ Microsoft Certified: Azure Solutions Architect Expert</li> <li>✓ Certified Information Design Professional</li> <li>✓ ASTC Professional Technical Communicator Certification</li> </ul>



**7. MISCELLANEOUS**

***11.1 Manager: Prequalified vendors must designate and maintain a primary manager responsible for overseeing Vendor’s responsibilities under the Prequalification Agreement. The manager must be available during regular business hours to address any customer service or other issues related to the agreement. The Vendor shall supply contact information for the designated Manager upon request.***

Below personnel will be the primary point of contact for State

Qlogic Personnel Information	
Name, title, address, numbers and email address	Ajay Movalia, (Account Manager) Phone: 718-708-1342 Email: govt@qlogic.io

**11.2 Emergency Contact: Prequalified vendors must designate and maintain an emergency contact responsible for any staffing issues that may arise outside of regular business hours. The emergency contact number must be answered or responded to within two (2) hours on any given day or time, including weekends and holidays. In addition, Prequalified Vendors shall supply contact information for the emergency contact upon request.**

Contract Manager: Ajay Movalia  
Telephone Number: 718-708-1342  
Fax Number: N/A  
Email Address: govt@qlogic.io



## 8. ATTACHMENT 2- PRICING SHEET

S. No	Position Title	Hourly Rates
1	Business Analyst	\$68 - \$96
2	Data Analyst	\$45 - \$105
3	Database Administrator	\$46 - \$110
4	Help Desk Support Specialists	\$38 - \$75
5	IT Service Continuity Analyst	\$40 - \$89
6	Network Engineer	\$60 - \$110
7	Project Manager	\$55 - \$120
8	Quality Assurance Analys	\$42 - \$90
9	Security Analyst	\$49 - \$110
10	Software Developer/Engineer	\$56 - \$110
11	Systems Administrator	\$55 - \$96
12	Technical Writer	\$48 - \$75



**9. ACKNOWLEDGMENT OF ADDENDA**

**ADDENDUM 01**

**ADDENDUM ACKNOWLEDGEMENT FORM**  
**SOLICITATION NO.: CRFQ LOT24\*011**

**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 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.

Qlogic LLC  
 \_\_\_\_\_  
 Company  
*Ajay Movalia*  
 \_\_\_\_\_  
 Authorized Signature  
 April 24, 2024  
 \_\_\_\_\_  
 Date

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