



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](http://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](http://WVPurchasing.gov) with any other vendor responses to this solicitation submitted to the Purchasing Division in hard copy format.

Header 4

List View

General Information | Contact | Default Values | Discount | Document Information | Clarification Request

Procurement Folder: 1381091

SO Doc Code: CRFQ

Procurement Type: Central Master Agreement

SO Dept: 0802

Vendor ID: VS0000010082

SO Doc ID: DMV2400000003

Legal Name: MSys Inc

Published Date: 3/26/24

Alias/DBA:

Close Date: 4/2/24

Total Bid: \$6,640,000.00

Close Time: 13:30

Response Date: 03/25/2024

Status: Closed

Response Time: 2:25

Solicitation Description: Mainframe Application Programmer Technical Staffing Services

Responded By User ID: ankurmsys

Total of Header Attachments: 4

First Name: ankur

Total of All Attachments: 4

Last Name: msys

Email: ankur@msysinc.com

Phone: 5107974965



Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
1	Mainframe Application Programmer Technical Staffing Services	0.00000			6640000.00

Comm Code	Manufacturer	Specification	Model #
81111600			

**Commodity Line Comments:**

**Extended Description:**

See Exhibit "A"

Mainframe Application Programmer Technical Staffing Services. This will be an open-end services contract that will provide the services of mainframe application programmer analysts on an hourly rate basis to provide technical expertise to meet agency needs. These services will be utilized to develop modifications and enhancements to the mainframe computer systems currently utilized by the DMV.



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

**Proc Folder:** 1381091  
**Doc Description:** Mainframe Application Programmer Technical Staffing Services  
**Reason for Modification:** Addendum No. 3  
**Proc Type:** Central Master Agreement

Date Issued	Solicitation Closes	Solicitation No	Version
2024-03-21	2024-03-28 13:30	CRFQ 0802 DMV2400000003	4

**BID RECEIVING LOCATION**

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

**VENDOR**

**Vendor Customer Code:** VS0000010082  
**Vendor Name :** MSys, Inc.  
**Address :** 1025 Connecticut Ave, NW Suite 1000  
**Street :**  
**City :** Washington  
**State :** DC **Country :** **Zip :** 20036  
**Principal Contact :** Raj Thiyagarajan  
**Vendor Contact Phone:** 919-234-7581 **Extension:**

**FOR INFORMATION CONTACT THE BUYER**

David H Pauline  
 304-558-0067  
 david.h.pauline@wv.gov

**Vendor Signature X** **FEIN# 56-1862003** **DATE Mar 28, 2024**

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

**ADDITIONAL INFORMATION**

Addendum No. 3

To move Bid opening date to March 28, 2024 at 1:30 pm., est.

No other changes.

**INVOICE TO****SHIP TO**DIVISION OF MOTOR  
VEHICLES  
5707 MACCORKLE AVE. S.E.,  
SUITE 200DIVISION OF MOTOR  
VEHICLES  
RECEIVING AND  
PROCESSING  
5707 MACCORKLE AVENUE,  
S.E. SUITE 200CHARLESTON WV  
USCHARLESTON WV  
US

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
1	Mainframe Application Programmer Technical Staffing Services	0.00000			

Comm Code	Manufacturer	Specification	Model #
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**SCHEDULE OF EVENTS**

<u>Line</u>	<u>Event</u>	<u>Event Date</u>
1	Vendor Technical Questions Due By 11:00 am., est.	2024-03-12

	Document Phase	Document Description	Page
DMV240000003	Final	Mainframe Application Programmer Technical Staffing Services	3

**ADDITIONAL TERMS AND CONDITIONS**

See attached document(s) for additional Terms and Conditions

**ADDENDUM ACKNOWLEDGEMENT FORM**  
**SOLICITATION NO.: DMV240000003**

**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 checked="" type="checkbox"/> | Addendum No. 3 | <input type="checkbox"/> | Addendum No. 8  |
| <input checked="" 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 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.

**MSys, Inc.**

\_\_\_\_\_  
Company



\_\_\_\_\_  
Authorized Signature

**Mar 28, 2024**

\_\_\_\_\_  
Date

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



**CRFQ DMV24\*03 - EXHIBIT A - PRICING PAGE**

TOTAL INSTALLATION & DELIVERY COST										
LOCATION - 5707 MacCorkle Avenue, S.E., Charleston, WV 25304										
Item Number	Quantity	Description	Unit Price Year 1	YEAR 1 TOTAL	Unit Price Year 2	OPTIONAL YEAR 2 TOTAL	Unit Price Year 3	OPTIONAL YEAR 3 TOTAL	Unit Price Year 4	OPTIONAL YEAR 4 TOTAL
1	20,000 (8x2500 hrs)	Application Programmer Analyst Contract Cost for 1 year based on hourly rate	80	1600000	82	1640000	84	1680000	86	1720000
<b>Total</b>				\$ 6,640,000.00						

**This amount is for evaluation purposes only**

Our company prides itself on its extensive capabilities and rich experience in Mainframe Application Programming, a cornerstone of enterprise-level computing solutions. With decades of collective expertise and a dedicated team of seasoned professionals, we have solidified our reputation as a leader in this field, consistently delivering robust, efficient, and scalable solutions to meet the diverse needs of our clients across various industries.

At the heart of our Mainframe Application Programming services lies a deep understanding of the intricate architecture and nuances of mainframe systems. Leveraging this expertise, we offer a comprehensive suite of services tailored to optimize and modernize mainframe applications, ensuring they remain agile, resilient, and aligned with evolving business objectives.

One of our core competencies lies in legacy application modernization, where we transform outdated, monolithic mainframe applications into modern, agile systems that leverage contemporary technologies and architectures. Through meticulous analysis, strategic planning, and precise execution, we untangle complex legacy codebases, streamline workflows, and enhance user experiences, unlocking new levels of efficiency and agility for our clients.

Furthermore, our company excels in custom application development for mainframe environments, leveraging a diverse array of programming languages, tools, and frameworks to deliver tailored solutions that address our clients' unique business challenges. Whether developing mission-critical transaction processing systems, robust batch processing workflows, or sophisticated data management applications, we combine technical expertise with a deep understanding of our clients' industries to deliver solutions that drive tangible business value.

In addition to development, we offer comprehensive maintenance and support services to ensure the ongoing reliability, performance, and security of mainframe applications. Our dedicated support teams, staffed by knowledgeable professionals, provide timely assistance, proactive monitoring, and rapid issue resolution, minimizing downtime and maximizing productivity for our clients.

Security is paramount in all our mainframe application programming endeavors. We adhere to industry best practices and standards, implementing robust security measures to safeguard sensitive data and protect against evolving threats. From access controls and encryption to regular security audits and compliance assessments, we ensure that our clients' mainframe applications remain secure and compliant with regulatory requirements.

Our commitment to excellence extends beyond technical proficiency to encompass a client-centric approach grounded in collaboration, transparency, and responsiveness. We work closely with our clients throughout the project lifecycle, fostering open communication, understanding their unique needs and objectives, and delivering solutions that exceed expectations.

Our company stands as a trusted partner for Mainframe Application Programming, offering a comprehensive range of services, deep expertise, and unwavering commitment to client success. Whether modernizing legacy applications, developing custom solutions, or providing ongoing support and maintenance, we empower our clients to harness the full potential of mainframe technology, driving innovation, efficiency, and growth in today's dynamic business landscape.

### **Experience**

Our company has a rich and diverse portfolio of experience in delivering Mainframe Application Development projects, spanning across various industries and addressing a wide range of business needs. Our seasoned team of developers, architects, and project managers bring together extensive expertise, innovative thinking, and a client-centric approach to deliver robust, efficient, and scalable solutions that drive tangible value for our clients.

One notable project in our Mainframe Application Development portfolio involved the modernization of a legacy banking system for a leading financial institution. The client was grappling with an outdated mainframe application that hindered agility, scalability, and integration with modern digital channels. Recognizing the urgency of the situation, our team embarked on a comprehensive modernization initiative aimed at transforming the legacy system into a modern, agile platform capable of supporting the bank's evolving business needs. The project kicked off with a thorough analysis of the existing mainframe application, identifying pain points, legacy dependencies, and areas for improvement. Leveraging our expertise in mainframe technologies and modern software architectures, we devised a strategic modernization roadmap that outlined key milestones, deliverables, and timelines for the project.

Central to the modernization effort was the adoption of contemporary development frameworks, tools, and methodologies. We transitioned the bank's monolithic mainframe application to a modular, service-oriented architecture, enabling greater flexibility, reusability, and scalability. This involved breaking down complex, tightly-coupled components into loosely-coupled services, each encapsulating specific business logic and functionality.

Simultaneously, we revamped the user interface and experience, replacing outdated green-screen interfaces with modern, intuitive web-based interfaces. This not only enhanced usability and accessibility but also paved the way for seamless integration with other digital channels, such as mobile banking apps and online portals.

Data migration and integration were also critical components of the modernization effort. We devised a comprehensive strategy for migrating data from the legacy system to the new platform, ensuring data integrity, consistency, and security throughout the process. Additionally, we implemented robust integration mechanisms to enable seamless communication and data exchange between the modernized mainframe application and other systems within the bank's ecosystem.

Throughout the project lifecycle, we collaborated closely with the client's stakeholders, fostering open communication, soliciting feedback, and ensuring alignment with their evolving business objectives. Our agile development approach allowed for iterative, incremental delivery, enabling the client to see tangible progress and provide input at each stage of the project.

Upon completion of the modernization initiative, the client was delighted with the results. The newly modernized mainframe application delivered significant improvements in agility, scalability, and user experience, empowering the bank to adapt quickly to changing market dynamics, launch new products and services rapidly, and provide a seamless omnichannel banking experience to its customers.

**Another notable project** in our Mainframe Application Development portfolio involved the development of a custom order management system for a large retail chain. The client sought to replace its aging mainframe-based order processing system with a modern, cloud-native solution capable of supporting its growing business operations. To achieve this, our team embarked on a comprehensive development effort, leveraging a combination of mainframe and modern technologies to deliver a robust, scalable, and feature-rich order management system. We began by conducting a thorough analysis of the client's existing order processing workflows, identifying pain points, inefficiencies, and areas for improvement.

Based on our analysis, we designed a modernized order management system that streamlined order processing, improved order visibility, and enhanced collaboration across the supply chain. The system featured a user-friendly web-based interface that allowed sales representatives, warehouse managers, and customer service agents to access and manage orders from any device, anywhere, at any time.

One of the key challenges in this project was integrating the new order management system with the client's existing mainframe-based ERP system, which housed critical order and inventory data. Leveraging

our expertise in mainframe integration techniques, we developed custom integration adapters and middleware components that facilitated seamless communication and data synchronization between the two systems.

Data migration was another critical aspect of the project. We devised a comprehensive strategy for migrating order data from the legacy system to the new platform, ensuring data integrity, accuracy, and completeness throughout the migration process. Our team implemented robust data validation and cleansing routines to identify and rectify any inconsistencies or anomalies in the data, ensuring a smooth transition to the new system.

Throughout the development lifecycle, we collaborated closely with the client's stakeholders, soliciting feedback, and making adjustments as needed to ensure alignment with their business objectives. Our agile development approach allowed for iterative, incremental delivery, enabling the client to see tangible progress and provide input at each stage of the project. Upon completion of the project, the client was thrilled with the results. The new order management system delivered significant improvements in efficiency, visibility, and customer satisfaction, enabling the retail chain to process orders more quickly, reduce fulfillment errors, and provide a superior shopping experience to its customers.

MSys has a proven track record of success in delivering Mainframe Application Development projects that drive tangible business value for our clients. From legacy modernization initiatives to custom application development efforts, we leverage our deep expertise, innovative thinking, and client-centric approach to deliver solutions that exceed expectations and empower our clients to thrive in today's dynamic business landscape.