



The following documentation is an electronically-submitted vendor response to an advertised solicitation from the *West Virginia Purchasing Bulletin* within the Vendor Self-Service portal at wvOASIS.gov. As part of the State of West Virginia's procurement process, and to maintain the transparency of the bid-opening process, this documentation submitted online is publicly posted by the West Virginia Purchasing Division at WVPurchasing.gov with any other vendor responses to this solicitation submitted to the Purchasing Division in hard copy format.

Header 2

List View

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

Procurement Folder: 1381091

Procurement Type: Central Master Agreement

Vendor ID: VS0000045330

Legal Name: TriOptus LLC

Alias/DBA: TriOptus LLC

Total Bid: \$7,720,000.00

Response Date: 04/02/2024

Response Time: 6:02

Responded By User ID: TriOpts

First Name: Yaxit

Last Name: Patel

Email: states@trioptus.com

Phone: 2407284423

SO Doc Code: CRFQ

SO Dept: 0802

SO Doc ID: DMV2400000003

Published Date: 3/26/24

Close Date: 4/2/24

Close Time: 13:30

Status: Closed

Solicitation Description: Mainframe Application Programmer Technical Staffing Services

Total of Header Attachments: 2

Total of All Attachments: 2

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
1	Mainframe Application Programmer Technical Staffing Services	0.00000			7720000.00

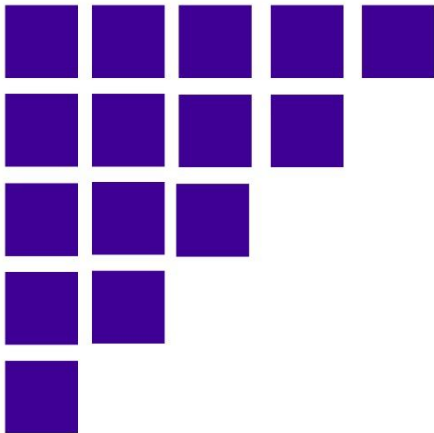
Comm Code	Manufacturer	Specification	Model #
81111600			

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.



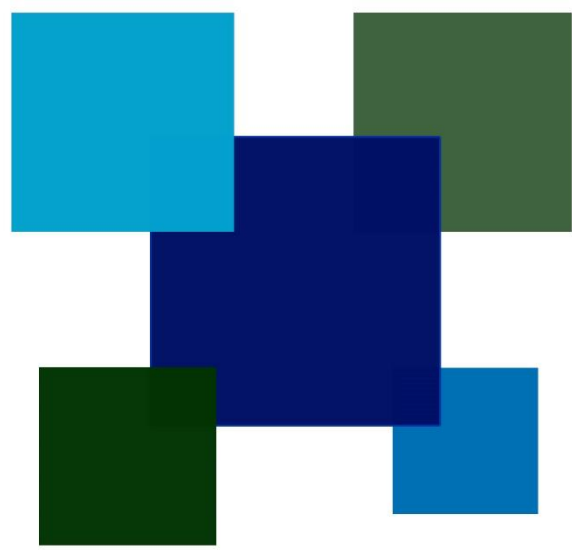
**Request for Quote
for
Mainframe Application Programmer Technical Staffing Services**

**Submitted to:
West Virginia Office of Technology (WVOT)**

Due Date & Time: Apr 02, 2024 @ 1:30 PM Local Time

**Submitted By:
Yaxit Patel, President**

TriOptus, LLC
24018 Burnt Hill Road,
Clarksburg, MD 20871
Phone: 862-333-0694
Email: response@trioptus.com
<http://www.trioptus.com>





24018 Burnt Hill Road, Clarksburg, MD 20871 || Phone: 862-333-0694 || Email: response@trioptus.com

Letter of Transmittal

Apr 02, 2024

Attn: David H Pauline
West Virginia Office of Technology

Subject: CRFQ 0802 DMV2400000003 for Mainframe Application Programmer Technical Staffing Services.

TriOptus, LLC, hereafter referred to as “TriOptus” is presenting its proposal to the West Virginia Office of Technology (WVOT), MI’s Request # CRFQ 0802 DMV2400000003 for Mainframe Application Programmer Technical Staffing Services.

We are a disciplined software engineering and infrastructure services company with a proven track record of consistent revenue growth and a client base with a well-documented engineering processes and matured software development processes.

Our project and contract teams are committed to provide its corporate capabilities and resources to successfully accomplish the work activities defined in the scope of work. We strongly believe that we have an exceptional team of experienced management and technical personnel to lead and support the work required under this contract.

Authorized Representative:

Name and Title	Yaxit Patel, President
Phone	862-333-0694
Email	response@trioptus.com

In closing, thank you for allowing TriOptus to submit its proposal. We look forward to working with WVOT on this contract, and we will do our best to meet and exceed all performance expectations.

Sincerely,



Yaxit Patel, President
TriOptus, LLC

Request for Quotes # CRFQ 0802 DMV2400000003
for
Mainframe Application Programmer Technical Staffing Services

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Request for Quotes # CRFQ 0802 DMV2400000003

for

Mainframe Application Programmer Technical Staffing Services

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) Yaxit Patel

(Address) 24018 Burnt Hill Road, Clarksburg, MD 20871

(Phone Number) / (Fax Number) 862-333-0694

(email address) states@trioptus.com

CERTIFICATION AND SIGNATURE: By signing below, or submitting documentation through wvOASIS, I certify that: I have reviewed this Solicitation/Contract in its entirety; that I understand the requirements, terms and conditions, and other information contained herein; that this bid, offer or proposal constitutes an offer to the State that cannot be unilaterally withdrawn; that the product or service proposed meets the mandatory requirements contained in the Solicitation/Contract for that product or service, unless otherwise stated herein; that the Vendor accepts the terms and conditions contained in the Solicitation, unless otherwise stated herein; that I am submitting this bid, offer or proposal for review and consideration; that this bid or offer was made without prior understanding, agreement, or connection with any entity submitting a bid or offer for the same material, supplies, equipment or services; that this bid or offer is in all respects fair and without collusion or fraud; that this Contract is accepted or entered into without any prior understanding, agreement, or connection to any other entity that could be considered a violation of law; that I am authorized by the Vendor to execute and submit this bid, offer, or proposal, or any documents related thereto on Vendor's behalf; that I am authorized to bind the vendor in a contractual relationship; and that to the best of my knowledge, the vendor has properly registered with any State agency that may require registration.

By signing below, I further certify that I understand this Contract is subject to the provisions of West Virginia Code § 5A-3-62, which automatically voids certain contract clauses that violate State law; and that pursuant to W. Va. Code 5A-3-63, the entity entering into this contract is prohibited from engaging in a boycott against Israel.

TriOptus LLC
(Company)

(Signature of Authorized Representative)
Yaxit Patel, CEO Apr 02, 2024

(Printed Name and Title of Authorized Representative) (Date)
862-333-0694

(Phone Number) (Fax Number)
states@trioptus.com

(Email Address)

12. MISCELLANEOUS:

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

Contract Manager: Yaxit Patel

Telephone Number: 862-333-0694

Fax Number: _____

Email Address: states@trioptus.com

Company Profile

Mainframes have been a critical part of enterprise computing for decades, providing unparalleled scalability, security and reliability. However, as technology advances, organizations often need to modernize their mainframe systems to take advantage of new capabilities and integrate them with contemporary technologies.

Our approach to mainframe modernization is using the client's existing investments through mainframe application modernization while leveraging a hybrid cloud strategy spanning the mainframes and the cloud. This approach is centered on the business capability first view and incremental modernization. It enables a risk-free approach and minimal disruption to business operations while ensuring functional parity in a connected ecosystem.

TriOptus's mainframe modernization solutions offer a holistic view and framework to optimizing your infrastructure, mainframe applications, and workloads. As your trusted partner, we can help accelerate mainframe application, data, and infrastructure modernization for increased business value.

From mainframe migration to mainframe automation, we help you devise a modernization or transformation journey through a tailored mainframe modernization strategy that prioritizes your applications and data.

With complex business demands and application platforms, it is important for them to be lively in development and cut cost in modernization, support and maintenance of major applications. At TriOptus, our Mainframe Application solutions cover best services with futuristic technology and great industry skills. We are offering these services –

- **Application Maintenance, Development and Support** – It ensures fastest turnaround time to drive, market, and improve productivity and ticket reduction for mission critical business.
 - **Application Development**
 - IBM Z® and IBM i operating systems
 - Due diligence and solutioning
 - Transition framework
 - Discover, E2E development
 - Tools and automation
 - Release management
 - **Maintenance Support**
 - Production support
 - Application support
 - Maintenance
 - Onshore and offshore operation model
 - **Dedicated Testing Services**
 - Mainframe focused test services with specialized workforce and optimized automation test tools
 - Specialized mainframe test expertise in niche skills
 - Optimized automation test tools
 - Automated legacy online testing
 - Mainframe test data management
 - Security data testing using inbuilt masking features
 - Performance testing providing optimization and recommendations for applications,
 - Migration testing services offering a comprehensive suite of tools, processes, and resource experts aligned with migration needs
 - **DevOps Services**
 - Systematic services to implement DevOps across IBM Z® and IBM i operating systems
 - End-to-end automated SDLC process – IDE
 - Cross platform integration

- Agile/SCM distribution
- Static code analysis
- Automated testing, release and deployment
- Continuous integration
- Real-time dashboard
- **Mainframe Technical Operations Services**
 - Console operations
 - 24/7 support on mainframe scheduling requests, incidents and problem management
 - Trend analysis and schedule optimization
 - Tape and DASD management
 - User management
 - Mainframe storage administration
 - Capacity planning and disaster recovery
 - LPAR maintenance
 - Z/OS, IMS, DB2 and MQ upgrade
- **Advisory and consulting services** – This way, your enterprise can be constantly updated with technology.
- **Automation** – It covers using accelerators and industry-specific tools which are developed in-house.
- **Modernization Services** – They are helpful to re-platform, re-architect and re-engineer in migration to stay up-to-date with modern technology trends.

Application Modernization Roadmap

Significant business requires a project plan, and app modernization is no different. A roadmap will help establish a clear product vision, identify priorities, and encourage effective communication between departments.

Step 1: Define the scope and objectives

Defining the scope and objectives is the foundational step in creating an application modernization roadmap. It involves understanding the business context, selecting the right applications, and setting clear goals.

Deliverables:

- **Objective:** A clear statement of the modernization goals and the business needs it aims to address.
- **Scope:** An overview of the applications to be modernized, the chosen strategies, and the expected outcomes.
- **High-level timeline:** A broad timeline that provides an overview of the major phases and milestones.

This step ensures alignment with organizational needs and provides a clear direction, making it essential for success.

Step 2: Establish monitoring and evaluation criteria

Establishing monitoring and evaluation criteria is a vital step in ensuring that the modernization effort stays on track and achieves the desired outcomes. It's about setting clear performance metrics, implementing continuous monitoring tools, and defining evaluation criteria that align with the project's goals.

Deliverables:

- **Performance metrics:** Key performance indicators (KPIs) that will be used to measure the success of the modernization effort. These metrics should be aligned with the project's objectives and provide quantifiable insights into performance improvements, cost savings, and business impact.

- **Monitoring tools:** Tools and processes for continuous monitoring and tracking of progress. This includes implementing dashboards, reporting systems, and analytics tools that provide real-time visibility into the project's status, performance, and risks.
- **Evaluation criteria:** Criteria for evaluating the success of the modernization effort, including performance improvements, cost savings, and business impact. This involves defining clear benchmarks, standards, and targets that reflect the project's goals and vision.

By establishing robust monitoring and evaluation criteria, you can ensure that the modernization effort is continually assessed, optimized, and aligned with the strategic goals.

It's about creating a feedback loop that enables continuous learning, adaptation, and improvement.

Step 3: Assess the current state

Assessing the current state is a critical phase in the roadmap creation process. It involves a detailed analysis of existing applications, their performance, dependencies, and potential risks. This step provides valuable insights into areas needing improvement, identifies complexities, and helps in planning the modernization strategy. It forms the basis for informed decision-making, allowing for an accurate assessment of the current landscape.

Deliverables:

- **Application inventory:** A detailed list of the existing applications, including their functionality, technology stack, dependencies, and performance metrics.
- **Risk assessment:** An analysis of the potential risks and challenges, including technical debt, security vulnerabilities, and compliance issues.
- **Cost analysis:** An estimate of the current costs of maintaining and operating the legacy systems.

Step 4: Define the future state vision

Defining the future state vision is a pivotal step that sets the direction for the entire modernization effort. This step involves painting a clear picture of the target technology architecture and how it will fit into the broader business strategy.

Deliverables:

- **Target architecture:** A description of the desired future state, including the target technology architecture, integration requirements, and scalability considerations.
- **Business alignment:** A clear alignment of the modernization efforts with the organization's strategic goals and business objectives.
- **Compliance and security requirements:** A detailed outline of the compliance and security standards that modernized applications must meet.

By defining the target architecture, organizations create a roadmap that is not only technically sound but also strategically aligned and responsive to market needs.

Step 5: Develop the modernization strategy

Developing a modernization strategy is a critical phase where the organization outlines the specific approach and methods to achieve the future state vision. This step requires a deep analysis of the current systems and a clear understanding of the desired outcomes. It's about choosing the right path that balances risk, cost, time, and value.

Deliverables:

- **Modernization approach:** A detailed explanation of the chosen modernization approach, whether it's rehosting, re-platforming, re-architecting, rebuilding, or replacing.
- **Technology selection:** A list of the technologies, tools, and platforms that will be used in the modernization process.

- **Migration plan:** A step-by-step plan for migrating data, code, and other assets from the legacy systems to the new (cloud) environment. This includes defining the migration process, identifying potential challenges, and developing strategies to overcome them.

It's about making informed decisions that take into account the unique characteristics of the existing systems and the specific needs of the business. This way modernization is not just a technical exercise but a strategic initiative that delivers real value.

Step 6: Create the implementation plan

Creating the implementation plan is where the modernization strategy is translated into actionable tasks and milestones. It's a detailed roadmap that outlines the entire process of transforming legacy applications into modern systems.

Deliverables:

- **Project timeline:** A detailed timeline that includes all the tasks, dependencies, milestones, and deadlines. This provides a clear view of the entire project, allowing for effective scheduling, tracking, and management.
- **Resource allocation:** A plan for allocating resources, including team members, budgets, and tools. This involves identifying the required skills, roles, and responsibilities and ensuring that the right people and resources are assigned to the right tasks.
- **Risk mitigation strategies:** Specific strategies to address and mitigate the identified risks and challenges. This includes conducting a thorough risk analysis, developing contingency plans, and implementing measures to minimize potential issues.

It's about breaking down the complex process into manageable tasks and aligning them with the overall goals and vision. It guides the team through the entire journey, providing clarity, direction, and support. Also, it ensures that everyone involved understands their roles and responsibilities and that the project stays on track, on time, and on budget.

Step 7: Engage stakeholders and communicate the plan

Engaging stakeholders and communicating the plan is a critical step in ensuring the success of the application modernization roadmap. This involves identifying all the stakeholders involved, understanding their roles, interests, and concerns, and developing a comprehensive communication and engagement plan.

Deliverables:

- **Stakeholder identification:** A list of all the stakeholders involved in the modernization effort, including their roles and responsibilities. This includes internal stakeholders such as executives, managers, developers, and end-users, as well as external stakeholders such as vendors, partners, and regulators.
- **Communication channels:** A plan for regular communication with stakeholders, including meetings, reports, and updates. This involves defining the frequency, format, and channels of communication, ensuring that stakeholders are kept informed, engaged, and aligned.
- **Change management strategies:** Strategies to manage organizational change and ensure smooth adoption of modernized applications. This includes training, support, and communication strategies that address the human and cultural aspects of change.

Importance in the application modernization process

An app modernization roadmap plays a vital role in the success of the modernization initiative. Its importance lies in:

- **Guiding the transformation:** It provides a clear direction, helping stakeholders understand the what, why, and how of modernization.

- **Facilitating decision-making:** By providing detailed insights into the current state and future goals, the roadmap helps in making informed decisions, selecting the right approaches, and prioritizing efforts.
- **Managing complexity:** Modernizing applications is a complex and multifaceted process. The roadmap helps in managing this complexity by breaking down the process into manageable parts, defining clear responsibilities, and setting achievable goals.
- **Mitigating risks:** By identifying potential challenges, risks, and dependencies early in the process, the roadmap allows for proactive risk management, reducing uncertainties, and avoiding surprises.
- **Monitoring progress:** The roadmap serves as a tracking tool, enabling continuous monitoring of progress, assessing performance against planned milestones, and making necessary adjustments to stay on track.
- **Aligning with business goals:** It ensures that the modernization efforts are aligned with the overall business strategy, supporting the organization's growth, innovation, and competitive positioning.

Key benefits

Creating an application modernization roadmap is not just a preparatory step; **it's a strategic activity** that brings significant benefits to the organization.

- **Clarity and alignment**

- **Shared vision:** A well-defined roadmap ensures that all stakeholders have a shared understanding of the modernization goals, strategies, and timelines, fostering collaboration and alignment.
- **Strategic alignment:** By linking modernization efforts to business objectives, the roadmap ensures that the initiative supports the organization's strategic goals and priorities.



- **Risk mitigation**

- **Proactive risk management:** The roadmap helps identify potential risks and challenges early in the process, allowing for proactive mitigation strategies, reducing uncertainties, and enhancing project success.
- **Compliance assurance:** By addressing regulatory and compliance requirements in the planning phase, the roadmap ensures that the modernized applications meet all necessary legal and industry standards.

- **Resource optimization**

- **Efficient resource allocation:** The roadmap enables the efficient allocation of resources, ensuring that the right people, tools, and technologies are in place at the right time.
- **Cost control:** Cost estimates and budget planning in the roadmap help control the costs, ensuring that the modernization initiative stays within budget and delivers the desired ROI.

- **Agility and flexibility**

- **Adaptive planning:** A well-crafted roadmap is not a rigid plan; it's a flexible guide that can adapt to changes and unexpected developments.
- **Facilitated change management:** By providing a clear path and milestones, the roadmap facilitates change management, helping the organization navigate the transformation smoothly and efficiently.

- **Performance tracking and improvement**
 - **Continuous monitoring:** The roadmap tracks progress, measures performance against milestones, and allows adjustments to stay on course.
 - **Performance optimization:** By analyzing progress and performance, the roadmap helps in identifying areas for improvement, optimizing processes, and enhancing the overall effectiveness of the modernization effort.
- **Enhancing stakeholder engagement**
 - **Clear communication:** The roadmap serves as a communication tool, providing clear and consistent information to all stakeholders, enhancing transparency, and building trust.
 - **Stakeholder buy-in:** When you involve stakeholders in the roadmap creation process, you can address their concerns and expectations. The roadmap helps in securing buy-in and support, ensuring a collaborative and committed approach to modernization.

Experience

Client Name	Services Provided
Pinnacle Technical Resources, Inc.	<ul style="list-style-type: none"> • Worked through all the project lifecycle SDLC Software Development Life Cycle which is a waterfall methodology starting from high level design to system/integration testing • Performed impact analysis of the system • Involved in Coding COBOL-DB2 Modules • Created unit test plan and execute Unit Testing
Magnit Global, Inc.	<ul style="list-style-type: none"> • Managed the successful migration of the data from the legacy mainframe (VSAM and Flat Files) to the SQL DB which had a cost saving. • Conducted due diligence reporting and risk analysis and recommended appropriate risk based actions concerning all clients relationships.
Right Sourcing USA, Inc.	<ul style="list-style-type: none"> • Managed data warehousing project to port mainframe reporting data to RAID array and UNIX processing • Managed the project to replace mainframe compiling • Transferred the mainframe files from production to the test environment.

Request for Quotes # CRFQ 0802 DMV2400000003

for

Mainframe Application Programmer Technical Staffing Services

Acknowledgement to Addenda

ADDENDUM ACKNOWLEDGEMENT FORM **SOLICITATION NO.: DMV2400000003**

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 checked="" 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.

TriOptus LLC

Company



Authorized Signature

Apr 02, 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	95	1900000	96	1920000	97	1940000	98	1960000
Total	\$7,720,000.00									

This amount is for evaluation purposes only