

June 5, 2014

TO: Prospective Offerors

RE: Addendum 1  
Vermont, Maryland and West Virginia (VMW) UI Modernization (UIM) Project Management Office (PMO)  
CATS+ Task Order Request for Proposals (TORFP) P00B4400090  
DLLR-FY2014-040

This addendum shall serve as the formal mechanism to make the following change in the above referenced Request for Proposals (RFP). Key revisions are in **red, boldface** type.

Procurement Officer: The Procurement Officer for this RFP is now **Sandy Crisafulli**. Her contact information is as follows.

Sandy Crisafulli  
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Update "RFP Key Information Summary Sheet", page 5; Attachment 3, pages 59 and 61; Attachment 7, page 68; and Attachment 10, page 71.

Section 3.3.C, "Summary of Attachments," page 37: Attachment 5A is now included as part of this addendum under the filename, "P00B4400090 – DLLR FY2014 040 – Addendum 1 – Attachment 5A."

Each vendor must sign, date, and return this form with your bid as acknowledgement of receipt.

Vendor: \_\_\_\_\_

\_\_\_\_\_  
Signature

\_\_\_\_\_  
Printed Name

\_\_\_\_\_  
Title

\_\_\_\_\_  
Date

Sincerely,

Sandy Crisafulli  
Procurement Officer

COPY

1 STATE OF MARYLAND  
2 DEPARTMENT OF LABOR, LICENSING AND REGULATION

3 Pre-Proposal Conference  
4 Vermont, Maryland and West Virginia (VMW)  
5 UI Modernization (UIM)  
6 Project Management Office (PMO)

7  
8 100 North Eutaw Street  
9 Room 108  
10 Baltimore, Maryland

11  
12 May 29, 2014

13 LATESA THOMAS, Chief of Procurement  
14 MELISSA GANLEY, VMW Project Director  
15 GLENN GODWIN, Project Manager for Maryland  
16 ALLAN ROBINSON, MBE Liaison  
17 THERESA SMITH, West Virginia Project Manager  
18 DENNIS HORTON, Deputy Assistant Secretary, Maryland  
19 MONIQUE SMITH, Maryland  
20 SCOTT ATKINS, Workforce West Virginia  
21 RICHARD STEVENTON, Acting Project Manager, Vermont  
MICHAEL HOYT, Attorney

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1 PRESENT FOR VENDORS:

2 AMBER SCHAD, GANTECH

3 MALKIYAH GOLDBERG, Dravida Consulting

4 ARAVIND KRISHNAN, Angarai International, Inc.

5 SAMANTHA WATERS, Applied Technology Services

6 VIJAY BOURI, N-3 Technologies

7 LEO HUSSEY, Computer Aid, Inc. (CAI)

8 MEHUL UNADKAT, HCL

9 KATHLEEN RECZKIEWICZ, CSG Consulting

10 SANJAY PARSI, United Solutions, LLC

11 MIKE HUGHES, Oracle

12 MANDITA GIUDODORI, AP Ventures

13 JIM MAHONY, CSG

14 KEN HAWKINS, Mathtech

15 SANDRA CAROLINA CEPEDA, ITNOVA, LLC

16 JOHN PURNAL, Inspired Data Solutions

17 DORIS HOLLY, Angarai International, Inc.

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P R O C E E D I N G S

(10:00 a.m.)

1  
2  
3 MS. THOMAS: Good morning everyone. I'm  
4 Latesa Thomas. I'm the Chief of Procurement. And  
5 welcome to the Pre-Proposal Conference for the Vermont,  
6 Maryland and West Virginia UI Modernization, Project  
7 Management Office. Today is May 28 [sic], 2014.

8 If you have any cell phones, if you'd be so  
9 kind to turn them on vibrate, and we can get started.

10 I'm going to go around the room. We have some  
11 folks from DLLR that will introduce themselves.

12 MS. GANLEY: Melissa Ganley, VMW Project  
13 Director.

14 MR. GODWIN: I'm Glenn Godwin, the Project  
15 Manager for the State of Maryland.

16 MS. SCHAD: Amber Schad with GANTECH.

17 MS. WATERS: Samatha Waters with Applied  
18 Technology Services.

19 MR. HAWKINS: Ken Hawkins, Mathtech.

20 MR. HUSSEY: Leo Hussey with Computer Aid.

21 MR. UNADKAT: Mehul Unadkat at CL.

1 MR. KRISHNAN: Aravind from Angarai.

2 MS. GOLDBERG: Malkiyah Goldberg, Dravida  
3 Consulting.

4 MR. BOURI: Vijay Bouri, N-3 Technologies.

5 MS. RECZKIEWICZ: Kathleen Reczkiewicz, CSG.

6 MR. ROBINSON: Allan Robinson, DLLR, MBE  
7 Liaison.

8 MS. SMITH: Teresa Smith, West Virginia Project  
9 Manager.

10 MR. STEVENTON: Rick Steventon, Vermont Project  
11 Manager.

12 MR. HOYT: Mike Hoyt, attorney --

13 MR. HORTON: Dennis Horton, Deputy Assistant  
14 Secretary, Maryland Unemployment.

15 MS. SMITH: Monique Smith, Maryland.

16 MR. ATKINS: Scott Atkins, an attorney with  
17 Workforce West Virginia.

18 MS. THOMAS: Thank you. If you would turn to  
19 page 5 of the TORFP, we're just going to go over the key  
20 information summary sheet. And just to touch bases, this  
21 is Functional Area 10, IT Management Consulting Services.

1 So everybody should be in that functional area under the  
2 CATS. The questions due date is June 3, 2014 at two  
3 o'clock local time. The closing date for this  
4 procurement is June 16, 2014, at 2:30 local time. And  
5 you are to send your questions -- send our proposals to  
6 the Office of Budget and Fiscal Services, Department of  
7 Labor, Licensing and Regulation, 500 North Calvert  
8 Street, Fourth Floor, Baltimore, Maryland, 21202.

9 This is a fixed price and time and material  
10 procurement. We have a 31 percent MBE goal, and Allan  
11 Robinson will go over those rules with you all in a few  
12 minutes. And this is a period performance of three base  
13 years with two one-year renewal options.

14 If you could turn to page 8, 1.5, and read over  
15 that. There may be a oral presentation interviews. So  
16 be prepared if you're called upon to do that, if you meet  
17 the minimum qualifications.

18 If you would look on page 9, 1.11, Travel  
19 Reimbursement, expenses for travel performed shall not be  
20 reimbursed. So make sure that you include all your  
21 travel expenses within your financial proposal.

1           Now we're going to go to Allan Robinson, the  
2 MBE Liaison, and he's going to go over the MBE goal.

3           MR. ROBINSON: As Latesa mentioned, there is a  
4 31 percent MBE goal that's been assigned to this  
5 procurement. And within that 31 percent, there's also  
6 sub-goals that have been assigned. So within that 31  
7 percent, at least 8 percent needs to go to women-owned  
8 business, 7 percent to African-American, and 2 percent to  
9 Hispanic. How you divvy up the remaining portion is up  
10 to you. Whether or not you lump the remaining portion  
11 with any one of these categories is strictly up to you.  
12 Any minority business chosen for this solicitation they  
13 must be a Maryland Certified Minority Business. The  
14 Department of Transportation, they're the ones who are  
15 responsible for maintaining the database for all Maryland  
16 certified vendors. If you haven't gotten one, there's a  
17 copy of a form that has some useful websites, and it does  
18 list the Maryland Department of Transportation, and they  
19 will have all those vendors to cover the wide variety of  
20 categories of service.

21           Also, there is no, there is no veteran-owned

1 business goal assigned to this procurement. So that you  
2 don't have to worry about. When you're submitting your  
3 procurement -- your solicitation, rather when you're  
4 submitting your proposals, there are two documents that  
5 must be submitted with your proposal, and they must be  
6 signed. One is the Certified MBE Utilization and Fair  
7 Solicitation Affidavit. That's your D-1 form. The other  
8 is your MBE Participation Schedule. That Utilization  
9 Affidavit, on this particular form you're going to  
10 indicate whether or not you can meet the MBE goal or  
11 whether or not you're actually going to be requesting a  
12 waiver. If you're requesting a waiver this can be done  
13 in whole or you could be -- request a waiver in part.  
14 However, if you're requesting a waiver, do not request a  
15 waiver range. Say like if you note down we can only do  
16 between 5 or 10. It has to be a specific amount that  
17 you're requesting. Those are the two forms that need to  
18 be submitted with your proposal, and they must be signed.  
19 After which if you are chosen as the potential winner,  
20 there are three additional forms that need to be  
21 submitted. The first form is your D-3, the Outreach

1 Compliance Statement. And here you're going to identify  
2 the specific category of work that's going to be -- that  
3 you're going to subcontract out as well as the MBE and  
4 the certification number. The other is your  
5 Subcontractor Participation Certification. Again, this  
6 is a document that must be signed not only by you the  
7 prime but also by your subcontractor. And if you are  
8 requesting a waiver, the other form that must be  
9 submitted is your D-7, along with any supporting  
10 documentation. Because this is the form you submit if  
11 you're requesting a waiver. It helps to show the good  
12 faith effort you put forth in trying to find certified  
13 minority businesses.

14           Now just to touch brief on -- a little bit on  
15 the MBE waiver. There is another document that I've  
16 included in that packet. It talks about a waiver. A  
17 waiver obviously is an adjustment of the original MBE  
18 goal requested by the prime contractor at the time of bid  
19 submission. Now certain things that need to be kept in  
20 mind. A waiver can only be requested prior to bid  
21 submission. If you request a waiver, then there are

1 things that we will be looking for. 'Cause a waiver is  
2 not automatically guaranteed to be approved. Once you  
3 submit -- if you are the winning vendor, once you submit  
4 your documentation, I have to go behind you and then  
5 check whether or not you actually put forth a good faith  
6 effort. So I'll be looking for that D-7 form. I'll be  
7 looking for e-mails, letters, fax confirmations, anything  
8 to help support why you could not find a certified vendor  
9 to help you meet the MBE goal. Another thing to keep in  
10 mind, if for some reason DLLR makes -- because the waiver  
11 can't -- the MBE goal can't be changed once the contract  
12 starts. However, before the contract starts if there's  
13 something that DLLR does to take a piece of the scope out  
14 of the contract that directly impacts the MBE goal then  
15 we can adjust the MBE goal down and give you an  
16 opportunity to make any needed corrections that you need  
17 to make.

18           The final approval for a waiver is going to be  
19 given by the head of the Agency. I'll make my  
20 recommendations based off of what I find. I'll submit it  
21 to the head of the Agency, and he's the one who makes the

1 final approval of whether the waiver is granted or not.

2 I believe I covered everything. The only other  
3 two forms are the reporting forms, but that won't come  
4 into play until contract execution.

5 So are there any questions in regards to the  
6 MBE?

7 MS. THOMAS: This will give the other vendors a  
8 chance to come sit down so you --

9 MS. GANLEY: And sign in, please.

10 MS. THOMAS: And sign in.

11 MR. ROBINSON: Do we need more chairs?

12 (Simultaneous comments.)

13 MS. GANLEY: And I wanted to see --

14 MR. KRISHNAN: I understand there's a recent  
15 ordinance which says that if an MBE is a prime --

16 MS. THOMAS: Wait a minute. Can you -- one,  
17 one second.

18 MR. KRISHNAN: Sorry.

19 MS. THOMAS: We're going to have the other  
20 vendors sit down, then we'll take your question.

21 MR. KRISTEN: All right.

1 MS. THOMAS: Thank you. Do we have more  
2 chairs?

3 (Simultaneous comments.)

4 MS. THOMAS: Is everyone signed in?

5 UNIDENTIFIED SPEAKER: I haven't.

6 MS. THOMAS: Okay. When you ask a question, if  
7 you could state your name and your company name, that  
8 would be helpful.

9 You ready?

10 COURT REPORTER: Um-hum.

11 MR. KRISHNAN: Aravind from Angarai. There's a  
12 recent ordinance -- I'm given to understand that if the  
13 MBE is a prime then the MBE still satisfies the MBE goal  
14 company, the prime satisfies the MBE goal. Is that  
15 right?

16 MR. ROBINSON: No, that's -- actually that's  
17 not correct. The way the new rule is going to be  
18 structured, if the MBE is a prime, he can satisfy a  
19 portion of the goal. For example, if he is a African-  
20 American, and as we know on the solicitation there have  
21 to be at least 7 percent. An MBE prime can count that

1 7 percent towards their own company instead of having to  
2 go out and find another vendor to do that. But you  
3 can't, the MBE prime can't count themselves 100 percent  
4 towards the 31 percent. And I know that we do have a few  
5 MBE's in-house. I know we have some non-MBE's, but for  
6 those MBE's if you can identify yourself. I know we have  
7 GANTECH. If you can -- you say your company is GANTECH.

8 UNIDENTIFIED SPEAKER: Yeah, we're a Hispanic  
9 MBE.

10 MR. ROBINSON: Okay, and --

11 MS. WATERS: Applied Technologies Services,  
12 women business owned.

13 MR. ROBINSON: Okay. Please.

14 MS. GIUDODORI: Mandita Giudodori, AP Ventures.  
15 We are an MBE also.

16 MR. ROBINSON: Okay. Yes.

17 UNIDENTIFIED SPEAKER: -- MBE.

18 MR. ROBINSON: Okay.

19 MR. BOURI: N-3 Technologies. We are MBE.

20 MR. ROBINSON: Okay.

21 MS. GOLDBERG: Dravida Consulting, MBE.

1 MR. ROBINSON: Excellent. So we do have --

2 UNIDENTIFIED SPEAKER: I --

3 COURT REPORTER: Everyone needs to identify  
4 themselves whenever they talk because I don't know who  
5 any of you are, and everyone needs to be on the record.  
6 So that was confusing. We'll go forward, but identify  
7 yourselves even if you say yes.

8 MS. THOMAS: That's fine. Okay.

9 COURT REPORTER: I need the sign-up sheet  
10 because I don't have these people's names that are  
11 talking.

12 MS. THOMAS: Okay. Has everyone signed in?

13 UNIDENTIFIED SPEAKER: No, I have not.

14 MS. THOMAS: Okay. If you can please sign in.  
15 Just take a minute.

16 MS. GANLEY: The proceedings are being  
17 transcribed for reference purposes. So that is one of  
18 the reasons -- well, that is the reason that we need to  
19 make sure that your name and questions are intelligible  
20 so that we can have them for the record.

21 MR. MAHONEY: Jim Mahony with CSG. Are you

1 going to publish the vendor list so we can see --

2 MS. THOMAS: Can you just -- yes, we will. Can  
3 you just wait one second?

4 MR. MAHONEY: Sure.

5 MS. THOMAS: We'll get the vendor list back up  
6 for the reporter. Then we'll be happy to take your  
7 question. Thank you.

8 UNIDENTIFIED SPEAKER: I'm sorry, I didn't --

9 MS. THOMAS: That's fine. Thank you.

10 Okay, if you could state your name. You have a  
11 question? Do you have a question?

12 MR. MAHONY: Yes.

13 MS. THOMAS: Okay. We're ready. Thank you.

14 MR. MAHONY: Jim Mahony with CSG. Are you  
15 going to publish the list of vendors who are here?

16 MS. THOMAS: Yes.

17 MR. MAHONY: Okay. Great.

18 MS. GOLDBERG: Malkiyah Goldberg, Dravida  
19 Consulting. In the RFP is states that the master  
20 contractor cannot bid on any post-implementation work.

21 Can any other individuals used for the sub-goals bid on

1 post-implementation work?

2 MR. ROBINSON: We'll have to get back to her.

3 MS. GOLDBERG: The individual companies that we  
4 may utilize to meet the MBE goals separate and apart from  
5 Dravida, if they were the prime, could they bid on post-  
6 implementation?

7 MS. THOMAS: We'll get back to you, but I  
8 believe the answer is yes.

9 MS. GOLDBERG: Okay. Thank you.

10 MS. GANLEY: We'll get back to you on that.

11 MS. THOMAS: We'll get back to you.

12 MS. GOLDBERG: Okay. Thank you.

13 MS. THOMAS: Okay. Any other questions?

14 MR. UNADKAT: Question. Mehul from HCL. So  
15 the process of waiver, can you walk us through little bit  
16 of waiver application where if a waiver requested gets  
17 denied. Does the vendor, selected vendor get an  
18 opportunity to revisit the MBE goals and yet meet those  
19 mandated goals?

20 MR. ROBINSON: No. Once you submit your bid,  
21 that's it. I mean whatever you submit -- unless there's

1 something we do that directly affects the solicitation,  
2 when you submit your proposal and at the bid submission  
3 we judge it based off of the information submitted. So  
4 if you request a waiver and you're denied, unfortunately  
5 then your company would be disqualified from further  
6 participation on the solicitation.

7 MR. UNADKAT: Okay.

8 MS. THOMAS: Allan, if you could go over  
9 reasons why a waiver would be denied.

10 MR. ROBINSON: Well, there again most of it is  
11 based off the fact of the effort that you put forth. If,  
12 for example, you request a waiver, but you put forth no  
13 effort to find no vendors, then obviously there's nothing  
14 to support your waiver request. So you would be denied  
15 on that. If you don't submit any paperwork whatsoever --  
16 I mean, again, it's all based off of what you've done.  
17 And that's basically what I'm looking for. If you look  
18 on the form. I don't know if most of you have it, but  
19 there actually is a form where I kind of spell out what a  
20 waiver is, the proper timing for when a waiver should be  
21 submitted, the good faith effort. Well, what I'm looking

1 for, for example, what I would do once you send in your  
2 request and if you are the one who is deemed apparent  
3 winner, I'm going to check the dates that you contacted  
4 your MBE's. I'm going to look at all those specific  
5 areas, especially the ones that we personally identified  
6 that where MBE work could have been utilized. Going to  
7 compare the Maryland Department of Transportation's  
8 search results, see what that states. I'm going to see  
9 whether or not all the forms are signed, whether or not  
10 that D-7 Unavailability Statement, whether or not that  
11 was submitted. I'm going to be checking for copies of  
12 quotes from subcontractors to see whether or not --  
13 'cause sometimes you may say that I'm requesting a waiver  
14 because this vendor's price is just extremely high. So  
15 I'm going to be checking quotes. Because all this  
16 information you would actually have to submit to  
17 substantiate your request for a waiver. I'm going to  
18 also check into request to provide sufficient rationale  
19 for not utilizing the MBE, and also did the vendor submit  
20 -- other vendors submit similar waiver requests. So a  
21 lot of factors go into it, and once I have all that data,

1 I'll be doing my check against what you submitted. And  
2 then based off of what I find, I submit that over to the  
3 Secretary for his approval or denial.

4 MR. UNADKAT: So the follow-up question to --  
5 Mehul from HCL again. So that application is not scored.  
6 It's basically a pass/fail criteria?

7 MR. ROBINSON: One more time.

8 MR. UNADKAT: So the application of waiver is  
9 not scored based on the supporting evidences provided.  
10 It basically becomes a pass/fail criteria in the oral  
11 evaluation process?

12 MR. ROBINSON: Right. I mean obviously there's  
13 a technical aspect that will be evaluated, the price  
14 proposal that will be looked at. My portion applies  
15 specifically to MBE and make sure all the documents are  
16 submitted and make sure all the waiver requests, if there  
17 are some, that all the documentation is submitted. And  
18 if, again, the forms are not signed and submitted  
19 accordingly, if the waiver request information is not  
20 submitted, that's when the company could automatically  
21 removed for further consideration.

1 MR. UNADKAT: Okay.

2 MR. ROBINSON: Yes.

3 MS. GOLDBERG: Malkiyah Goldberg, Dravida  
4 Consulting. So following on to his question. The waiver  
5 is not decided upon apart from the proposal submission.  
6 It's one submission.

7 MR. ROBINSON: Yeah. When you first submit  
8 your information, one of the things that Procurement  
9 would do, they will send to me the MBE Section for my  
10 review to make sure that everything was sent according to  
11 how it should be. And then once there is a company that  
12 has been deemed a winner, if there's a waiver, that's  
13 when that other portion kicks in. If there's no waiver  
14 request, then the first submission, the first two  
15 documents, those would have already been considered.  
16 Then what I'll be looking for are the other two documents  
17 that goes with that. And, you know, the third one, which  
18 is the D-7 only comes into play if there is a waiver  
19 request.

20 MS. GOLDBERG: Thank you.

21 MS. CEPEDA: Probably I have -- my name is

1 Carolina from ITNOVA.

2 MR. ROBINSON: Um-hum.

3 MS. CEPEDA: If a company is an MBE and is a  
4 woman-owned and Hispanic, it fulfill the both percentage  
5 or --

6 MR. ROBINSON: Well, actually, you will only be  
7 able to fulfill one of the categories.

8 MS. CEPEDA: One.

9 MR. ROBINSON: So, yeah, I'm glad you mentioned  
10 that. Like she said, a Hispanic company, woman-owned,  
11 she couldn't put down for two specific categories. She  
12 would have to choose either one or the other, Hispanic or  
13 woman-owned. And then subcontract the other portion out.

14 MS. CEPEDA: Thank you very much.

15 MR. ROBINSON: Um-hum. Yes.

16 MR. HAWKINS: I have a question about the  
17 minimum qualifications.

18 MS. THOMAS: We'll go over the scope in just a  
19 moment.

20 COURT REPORTER: Wait. Who was that?

21 MS. THOMAS: Your name, please.

1 MR. HAWKINS: Ken Hawkins, Mathtech.

2 MS. GIUDODORI: I have a question.

3 MS. THOMAS: Can you state your name?

4 MS. GIUDODORI: Mandita Giudodori from AP  
5 Ventures. My question is that on the MBE sub-goals that  
6 you have which is very typical for a state procurement.

7 MR. ROBINSON: Um-hum.

8 MS. GIUDODORI: The scope of work states that  
9 minimum you're looking for two resources. How do you  
10 envision any firm meeting the sub-goals? If you could  
11 shed light.

12 MR. ROBINSON: Well, obviously, there are two  
13 principal resources that are being looked at, but there  
14 are actually other categories that we're potentially  
15 looking at as well. For example, maybe testing or  
16 security, thing of that nature. So these are just some  
17 of the things that we're looking at. But, obviously,  
18 when you're looking at the solicitation, you may see  
19 other avenues where you could subcontract out. And so we  
20 don't want to tie you down to what we are looking at, but  
21 these are just some of the things that we've identified

1 where it could possibly occur. And, again, if you don't  
2 find that to be the case, if you can't find individuals  
3 who can do that, then that's where the waiver comes into  
4 play.

5           And one other thing I wanted to mention in  
6 choosing your subcontractors, you have to choose a  
7 subcontractor to provide you service that actually  
8 applies to the contract. For example, if this is an IT  
9 contract, you wouldn't be subcontracting for janitors  
10 because janitors has nothing to do with this contract.  
11 So it would have to be something that applies  
12 specifically to this contract.

13           MS. GIUDODORI: Thank you.

14           MR. ROBINSON: Um-hum. Yes.

15           MR. BOURI: So technically you are saying  
16 that when --

17           MS. THOMAS: State your name, please.

18           MR. BOURI: -- we submit a bid -- Jay Bouri  
19 with N-3 Technologies. Technically you are saying that  
20 when we submit the bid we have to identify the company as  
21 well as the category of the services which will be

1 provided by that company?

2 MR. ROBINSON: Yeah. If you look at the MBE  
3 section -- the first two -- this is Section D, and there  
4 are two documents that need to be submitted. I'm -- 47?

5 MS. GANLEY: 47.

6 MR. ROBINSON: Yeah, 47 and 47 through 50.  
7 These are the two documents that must be submitted with  
8 your proposal. The D-1, again this is where you're going  
9 to identify whether or not you can meet the MBE goal or  
10 whether or not you're going to be requesting a waiver.  
11 And, again, that document has to be signed. That D-2,  
12 here you're going to identify the minority company, which  
13 category they fall under as far as African-American,  
14 Asian-American, Hispanic, women-owned, and then you're  
15 going to provide the percentage of work that you envision  
16 this company performing for you and the service. So that  
17 information goes on your D-2. And, again, that has to be  
18 signed. And on page 50, that's where you're going to put  
19 in that box how much MBE percentage each category is  
20 going to fulfill.

21 MR. BOURI: But when you say the services which

1 will be performed by this company, technically are you  
2 referring to the services which are to be provided as  
3 part of the PMO services, in addition to the PMO  
4 services? That is in addition to the two project  
5 managers, there's a whole list of services to be provided  
6 if they are called upon to do that. So that's what you  
7 are referring to the services to be provided?

8 MR. ROBINSON: Yeah. Whatever service that you  
9 identified for subcontracting, and if you get into an  
10 agreement with a minority business, and you say, for  
11 example, MS Technologies 'cause I don't want to mention  
12 somebody that's here. MS Technologies is going to be  
13 your subcontractor. We're going to use MS Technologies  
14 for testing for .5 percent. Then that's what you would  
15 list on that D-2 form. 'Cause we're looking for specific  
16 information. Again, the firm, their certification  
17 number, what minority status they are, the percentage  
18 that they're going to assist you on this contract, and  
19 the description of the work that they're going to  
20 perform.

21 MR. BOURI: Thank you.

1 MR. ROBINSON: Um-hum. Yes.

2 MR. BOURI: A follow-up question. Can an MBE  
3 be a subcontractor with more than one prime?

4 MR. ROBINSON: And work with more than one  
5 prime?

6 MR. BOURI: Um-hum.

7 MR. ROBINSON: Well, the prime will actually be  
8 the owner of the contract.

9 MR. BOURI: Right.

10 MR. ROBINSON: So they're the ones who would  
11 actually be subbing out the work. So I'm not sure I  
12 understand what do you mean?

13 MS. THOMAS: There's only going to be one  
14 prime, so.

15 MR. BOURI: Right, there's one prime, but an  
16 MBE can be affiliated with one prime or on one proposal.  
17 They could be affiliated with another prime --

18 MR. ROBINSON: Yeah, yeah, yeah. That's not a  
19 problem. We actually have many contracts where you may  
20 have an MBE that works on different projects.

21 MR. BOURI: -- primes at the same time. I mean

1 eventually one will be awarded, but you can submit  
2 application I mean the proposal with affiliation with  
3 different primes at the same time?

4 MR. ROBINSON: Yes, yes. Case in point, we  
5 have some testing contracts. There's a company Counsel  
6 Computer. They're actually on three different contracts.  
7 They're working for the prime under three different  
8 contracts. So, yes. Yes.

9 MS. GIUDODORI: Mandita Giudodori from AP  
10 Ventures. I just want to clarify what Vijay is asking,  
11 if I may. Essentially, the question is can a sub be --  
12 can an MBE sub be on several different companies' bid?

13 MR. ROBINSON: Oh, oh. I don't want to -- I  
14 want to say yes, but I want to make sure that that is  
15 okay. So let me table that question, and we'll get that  
16 answer to you. But I'm almost -- I'm not going to  
17 answer. I'll -- we'll get the exact answer for you and  
18 make sure that it gets posted. Yes.

19 MR. BOURI: Vijay Bouri with N-3 Technologies.  
20 Could we have Latesa answer the question? Seems like she  
21 has an answer.

1 MR. ROBINSON: You got an answer?

2 MS. THOMAS: I would say yes. I don't see that  
3 being a problem. Like Allan said, since Allan is the MBE  
4 liaison, we'll have a MBE liaison check with the  
5 Governor's Office of Minority Affairs to confirm. Okay.

6 MR. ROBINSON: Yes.

7 MS. GOLDBERG: Malkiyah Goldberg, Dravida  
8 Consulting. This is kind of a summarization of his first  
9 question just to make sure I get it. The proposal will  
10 include all of the services from page 15 under the  
11 individual proposed companies that meets the MBE goals,  
12 even though we're only proposing resources for two  
13 project managers, but we still want to talk about the  
14 number. We still want to talk about all of the services  
15 under the MBE's. So if we have a Hispanic company, and  
16 African-American company, a woman-owned company, that are  
17 Maryland State MBE certified organizations, they could do  
18 a number of these things, but the project managers may  
19 come from Dravida Consulting. We talk about all of these  
20 services and all of our companies on our MBE form?

21 MR. ROBINSON: No. On the MBE form you're only

1 listing the specific service that your subcontractor is  
2 going to do for you. And --

3 MS. GOLDBERG: Okay.

4 MR. ROBINSON: There are -- I mean when you're  
5 looking at the two primary service that are listed,  
6 obviously the project manager there itself could offer an  
7 opportunity. So I don't want to just exclude that for  
8 prime usage. I mean that's a big one right there. But,  
9 again, when you're submitting your MBE document you're --  
10 whoever you're listing and you're listing it for a  
11 specific service for these vendors, not, you know, the  
12 whole category of services in the RFP.

13 MS. THOMAS: Go ahead.

14 MS. GANLEY: It might help to clarify some of  
15 these questions if we go and talk a little bit about the  
16 scope of the project, perhaps. So I will -- I'm Melissa  
17 Ganley, DLLR, Maryland, and I am the Project Director for  
18 VMW. And let me give you a little bit of background. We  
19 have with us today as introduced our Project Managers,  
20 Theresa Smith from West Virginia, and Acting Project  
21 Manager Rick Steventon, who is excited not to be in that

1 role for much longer. And Project Manager for Maryland,  
2 Glenn Godwin. So additionally we have the lawyers. We  
3 have three procurements in relationship to this project.  
4 This is one of the three. We interviewed yesterday for  
5 our law firms. So we will be soliciting a law firm to  
6 help us with some contract negotiations. So that's one  
7 of the procurements. This is obviously another of the  
8 procurements. The final procurement will be the Design,  
9 Development, Implementation vendor, which we refer to as  
10 DDI in-house. So this is the second of the three  
11 proposals. The vendor who is selected for this, the --  
12 at least the prime vendor will clarify any subsidiaries.  
13 But the prime vendor will be excluded from bidding in any  
14 part on the DDI vendor implementation.

15           So the -- I'll give you a little bit of  
16 background. We are funded by the U.S. Department of  
17 Labor to replace our -- the three states have old IT  
18 systems, and they're in desperate need of updating  
19 because especially with the recent recession as the  
20 systems were older and the federal government said, oh,  
21 we want to extend Unemployment Insurance. So we're going

1 to help you fund that. Oh, but by the way, we want it to  
2 be retroactive. And when you're doing this in a COBOL  
3 system, which I think all three states have some version  
4 of a COBOL system, that programming is very difficult.  
5 Also the systems are not very intuitive. The skill set  
6 is no longer taught in order to maintain these systems.  
7 So there's many reasons why these three -- why our three  
8 states have decided to join together and take our systems  
9 off the mainframe and replace them with more current  
10 technologies. For this solicitation, we decided  
11 collaboratively that we did need some additional help.  
12 That whether we lacked the resources in-house or we  
13 wanted a unbiased set of eyes to come in and help us with  
14 project oversight, we decided that we wanted to take  
15 advantage of soliciting that extra help through this PML  
16 RFP.

17 So the Project Management Office, and it might  
18 help in case you all haven't looked at it, to look at our  
19 governance structure, which is in the attachments on page  
20 88. So the green boxes will be -- are anticipated to be  
21 largely vendor filled. Everything will report through

1 the states, but again we do need that -- the supplemental  
2 help that we're asking for vendor services.

3           The way the contract is structured is that we  
4 have two different tiers. We have our core services,  
5 which is where we're looking to have our two full-time  
6 project managers, a senior and a junior project manager.  
7 Now, if you're looking at page 12, the third paragraph  
8 describes that. Now, it does on the fourth paragraph,  
9 says that you may add additional people to that -- to  
10 complete core services, but that is not going to be on  
11 your proposal. We understand that there is a fair amount  
12 of work that we're lumping under core services. So if  
13 you don't think that a senior and junior project manager  
14 can cover this core work, you can propose somebody else,  
15 but that doesn't get submitted to us for evaluation  
16 purposes. Skip forward. So on page 15, we begin to go  
17 into what those core services are. And the core services  
18 are all fixed price per month, and that is project  
19 monitoring, resource management, stage gate reviews,  
20 process management, schedule management, risk, project,  
21 status reporting, quality assurance support,

1 implementation management and deployment planning  
2 support, change management, requirements management,  
3 contract initiation activities and contract ending  
4 activities. And those are further described throughout  
5 the rest of this section. On page 23, Section 2.73, we  
6 talk about the additional project services. And I think  
7 some of the questions about -- especially MBE would be  
8 addressed in this section here. And that is further  
9 covered in the price proposal sheet, if you look at that,  
10 that attachment. It lists all the projects or all the  
11 categories that we thought that during the life of the  
12 project, not just during the startup, not just -- but  
13 during the life of the project, that we might need these  
14 additional resources. So between the three states, we  
15 created a list of additional services that we thought we  
16 could potentially need to help support our internal state  
17 staff in getting the best final solution possible.

18           The deliverables that we are asking for the  
19 core services are in Section 2.9.4, and that begins on  
20 page 28. I don't think I need to read them to you, but  
21 if you'd like me to, I could.

1           That is the project in a nutshell but, you  
2 know, I know other people have actually gone through and  
3 read the proposal in more detail. I figure you all can  
4 read the proposal, but we are happy to answer any  
5 questions. We've got representation from each state  
6 here. So if there's anything that is not clear. I think  
7 some gentleman in the back had a question about minimum  
8 qualifications.

9           MR. HAWKINS: Yes. Good morning. Ken Hawkins,  
10 Mathtech. A quick question, please about minimum  
11 qualifications. The requirement is at least three IT  
12 projects where offeror has provided services in excess of  
13 \$10 million. Would DLLR consider two IT projects vice  
14 three?

15           MS. GANLEY: It is a minimum qualification, so  
16 I don't think at this point -- we can take that under  
17 advisement, but I'm not sure that as a minimum  
18 qualification that that would be changed. But we will  
19 sit down and consider that.

20           MR. HAWKINS: Thank you.

21           MS. GOLDBERG: Malkiyah Goldberg, Dravida

1 Consulting. Have the workflows and the roles been  
2 defined amongst the joint -- and --

3 MS. GANLEY: I apologize. We, the three  
4 states, VMW did go through a little over a year process  
5 where we sat down and defined our use cases and  
6 requirements. They're still at a high level. They're  
7 not design ready, but we do have volumes of use cases  
8 that we will be utilizing for this project.

9 MS. GOLDBERG: Okay. Thank you.

10 MS. GANLEY: Um-hum.

11 MR. BOURI: Jay Bouri, N-3 Technologies. My  
12 questions are first to the qualifications. This, the  
13 eligible candidates are the CATS+ contractors and the  
14 CATS+ contractors they're a lot of small companies, which  
15 may not meet the qualifications directly. But if they  
16 bring in a subcontractor which creates a team and that  
17 satisfies the requirement for having the qualifications  
18 of the subcontractor meet those ones, would you consider  
19 that as -- of the qualifications?

20 MS. GANLEY: That's an interesting question.

21 MR. BOURI: Of the prime/sub relationship.

1 MS. GANLEY: I said that's an interesting  
2 question. I don't --

3 MR. BOURI: Because under the UID directives  
4 and the other TORFP's, whatever DOID has stated as best I  
5 can go back and think about it, they would allow that  
6 teaming to satisfy the qualifications. The question is  
7 would you allow that?

8 MS. GANLEY: Our Procurement Officer says  
9 that --

10 MS. THOMAS: We'll take that under  
11 consideration. We need to have further discussion on  
12 that, so --

13 MS. BOURI: So when they -- under consideration  
14 are you going to respond to this question?

15 MS. GANLEY: We will --

16 MS. THOMAS: Yes, we will.

17 MS. GANLEY: -- send out -- all the questions  
18 that are being asked today, we will send out answers to  
19 all of these questions. So --

20 MS. THOMAS: Yes. We'll send them directly to  
21 you in the e-mail like we sent the TORFP, and respond to

1 any questions or any clarification that you have through  
2 the e-mail. So you'll get the minutes from this  
3 Pre-Proposal Conference, and you'll get any questions and  
4 answers through the same vehicle.

5 MS. GANLEY: Additionally, I want to -- we did,  
6 despite multiple reviews by multiple agencies and  
7 multiple states, we realized that we had omitted a  
8 attachment. So this will be sent out as well. It is on  
9 the back, if you want to take a look at that. Yes.

10 MS. GOLDBERG: Malkiyah Goldberg, Dravida  
11 Consulting. Will stakeholders, subject matter experts be  
12 available in a single location or will we need to travel  
13 to the three different states?

14 MS. GANLEY: That is, frankly, unknown at this  
15 point. The majority of the work is expected to take  
16 place in Maryland, but until we have the DDI vendor and  
17 have a chance to -- there may be some work taking place  
18 in Vermont and West Virginia. It is not determined that  
19 all work will be taking place here in Maryland?

20 MS. GOLDBERG: How do you do that part for the  
21 price proposal since travel is not reimbursed?

1 MR. STEVENTON: Rick Steventon, Vermont. I  
2 think that -- we haven't determined what the need will be  
3 to travel to other states, but I think that it's safe to  
4 say that a majority, most all of it will be in Maryland  
5 as that's going to be the hosting location as far as the  
6 project lifecycle. However, there will probably be times  
7 where travel will have to be factored in to go to states,  
8 you know, or it might even be on a quarterly basis for  
9 stakeholder meetings and things like that. I would  
10 suggest that you probably plan for that.

11 MS. GOLDBERG: Thank you.

12 MR. HUGHES: Mike Hughes, Oracle. Has Vermont,  
13 West Virginia and Maryland decided on co-locating  
14 facilities or infrastructure or anything along those  
15 lines or will that come out of the PMO Office or will it  
16 come out of a follow-on bid?

17 MS. GANLEY: Co-locating what services? I'm  
18 sorry.

19 MR. HUGHES: Infrastructure.

20 MS. GANLEY: The system infrastructure?

21 MR. HUGHES: Yes, system. Are you looking to

1 host it here in the State of Maryland?

2 MS. GANLEY: No. The three states will not be  
3 hosting a system. Three states have made the  
4 determination that no one state wants to be responsible  
5 for another state's data. So the basic hosting of the  
6 system will be done by a vendor. But that will be  
7 solicited as part of the DDI.

8 MR. HUGHES: Thank you.

9 MR. UNADKAT: Mehul from HCL. Couple of  
10 questions. First, in terms of the timeline, have you  
11 considered DDI solicitation timelines for --

12 MS. GANLEY: Yes. DDI is obviously -- it's  
13 going to be an RFP. It's going to go out to a broader  
14 audience than this solicitation. And it's going to have  
15 -- it is obviously much more detailed, much more  
16 involved. So the release of that at this point is  
17 probably late summer. Glenn's been working on the  
18 schedule.

19 MR. UNADKAT: This summer?

20 MR. GODWIN: I don't know, we -- it's going to  
21 be sometime. Because of the level of detail involved, I

1 would imagine that we would have the PMO with us by then  
2 to help us with that to try to accelerate that process.  
3 But we don't have a fixed date to release that particular  
4 RFP yet.

5 MR. UNADKAT: Okay. So second question is, is  
6 that RFP expected to come under CATS -- only or --

7 MS. GANLEY: No.

8 MR. UNADKAT: -- would there be an open RFP?

9 MS. GANLEY: The DDI RFP will be a full RFP and  
10 can be distributed to any vendor that is interested in  
11 receiving it.

12 MR. UNADKAT: Okay. Third question. You  
13 talked about the high level requirements use cases. Was  
14 this a contractor work or was this state-owned task that  
15 was delivered and executed?

16 MS. GANLEY: No. We considered phase one of  
17 this project was defining our requirements, and a vendor  
18 did help us define those requirements. And I bet your  
19 follow-up question -- the vendor was not excluded from  
20 bidding on this contract.

21 MR. UNADKAT: And also DDI?

1 MS. GANLEY: Anyone, well, it depends. The  
2 vendor selected for this contract cannot bid on DDI, but  
3 we have not made a determination. I would imagine the  
4 requirements vendor may or may not be interested in  
5 something like the DDI solicitation.

6 MR. BOURI: Jay Bouri, N-3 Technologies. You  
7 said a vendor identified the requirements for you. Could  
8 you please identify the vendor and the contact ID number  
9 under which that was issued?

10 MS. GANLEY: The contractor was CSG Consulting.  
11 I do not remember the contract number.

12 MR. BOURI: But was it under CATS+ or -- no,  
13 sorry, CATS II or CATS I?

14 MS. GANLEY: It was through Vermont.

15 MR. BOURI: Oh, through Vermont. Okay. So is  
16 even more information available on the website? Is it  
17 public information?

18 MS. GANLEY: I'm -- can you help clarify what  
19 information you're looking for?

20 MR. BOURI: Just like Maryland. In Maryland  
21 whatever contracts have been issued in the past under

1 CATS I or CATS II, that information is public and  
2 available on the website. Is this information similarly  
3 available in Vermont on the website or public  
4 information?

5 MR. STEVENTON: Rick Steventon, Vermont. I'll  
6 have to check on that. I don't think it's on a website,  
7 but it may be available locally. I'll have to check  
8 though to be sure.

9 MR. BOURI: Okay.

10 MR. UNADKAT: Mehul from HCL. So for the DDI  
11 phase, are you looking at a consolidated effort in terms  
12 of tax benefits appeals, what's your, what's your long-  
13 term plan phase-wise? Can you walk us through that if  
14 you have some background that you can offer?

15 MS. GANLEY: We are looking at a single  
16 integrated solution for tax benefits appeals. You know  
17 we're looking to see what the DDI vendors propose as far  
18 as if they are -- if they develop the tax component first  
19 followed by the benefits. We're not, you know, we're  
20 going to say what we want, but we don't intend to tell  
21 them how.

1 MR. UNADKAT: Okay. And in terms of the  
2 funding you talked about the DOL funding being the  
3 majority portion of it. Are there equal portions coming  
4 in from each state, Maryland, Vermont, West Virginia? If  
5 that's a public information that you can share.

6 MS. GANLEY: Maryland received the bulk of the  
7 funds. Each state received funds from the federal  
8 government for this project. As the procuring state,  
9 Maryland received the bulk of the funds because we will  
10 be paying the invoices from the vendors.

11 MR. UNADKAT: Okay.

12 MR. KRISHNAN: Aravind from Angarai. Between  
13 the states, don't you have any kind of subtle differences  
14 in the way you operate?

15 MS. GANLEY: Yes.

16 MR. KRISHNAN: Has it been --

17 MS. GANLEY: When we went through the  
18 requirements process, we looked at what we could find  
19 that was similar. So we tried -- unless there was a  
20 business rule or state law that forced our hand to make a  
21 difference, we -- the -- we tried to ignore all ways of

1 doing things, and if we could, we would make the new  
2 requirement similar. So I think it's -- we decided  
3 between 90 and 95 percent.

4 MS. SMITH: Yeah. This is Theresa Smith from  
5 West Virginia. We've got -- we have documented all of  
6 our use cases. We've got our high level requirements.  
7 We're about a 95 percent rate on having a common core  
8 system. We have identified all state specifics. So if  
9 there is a state specific issue, it's identified to what  
10 state it is. Most of us when we were going through it,  
11 we were looking at the state specifics to see if possibly  
12 if it would come up and West Virginia would need  
13 something that Maryland's doing, West Virginia still has  
14 the option of utilizing that feature if and when they  
15 need to do so. So we have documented all of that. So  
16 but it is at a high level.

17 MS. GANLEY: Anything else?

18 Go ahead, please.

19 MR. BOURI: Jay Bouri, N-3 Technologies. My  
20 question refers to item on page 40 that's 3.4, page 2.

21 The Statement of Fiscal Integrity.

1 MS. GANLEY: Okay. Now when CATS+ was issued,  
2 all the vendors, potential bidders were asked to submit  
3 the Statement of Fiscal Integrity. So obviously those  
4 vendors who have been awarded CATS+, they have fiscal  
5 integrity in place. So by asking this again we are going  
6 back to providing all sorts of documents once again, and  
7 which kind of adds to the work of the small businesses.  
8 So could you please consider that and remove it?

9 MS. GANLEY: We can consider that. I will say  
10 that this is based off of DoIT's template. So these  
11 requirements were not requirements that we said, oh,  
12 let's just add that in there. This is what DoIT was  
13 asking that we include. So I understand you've already  
14 provided that once, and we will ask, but I'm -- my  
15 thought, my inkling is that the answer is going to be no  
16 because the request initially was -- this template that  
17 was -- this document is based off of is from DoIT. So  
18 they had it in here to begin with. So I'm going to guess  
19 that they're going to say leave it in. But we will ask.

20 MS. THOMAS: It's a good question.

21 MR. BOURI: Thank you.

1 MS. GANLEY: We will ask.

2 MS. THOMAS: Are there any other questions  
3 about the minimum qualifications? Because if you don't  
4 meet the minimum qualifications, the Evaluation Committee  
5 will not be able to start evaluating the technical  
6 portion of your proposal. So it's very important that  
7 all vendors understand that section and submit  
8 accordingly. So if you have any questions in reference  
9 to that or come up later with questions, please submit  
10 them by the due date, which is June the 3rd, so we can  
11 give you a response. Okay.

12 Are there any other questions? Okay. Also I'd  
13 like you all to pay close attention to the proposal  
14 format and how to submit your proposal. Read over  
15 Section 3 very carefully and submit your proposals  
16 accordingly. Again, if you submit your MBE forms  
17 incorrectly, you will not be able to be moved forward in  
18 being evaluated as well. So if you have any questions  
19 about any of the MBE forms, please submit them during the  
20 question and answer phase.

21 MR. KRISHNAN: Aravind from Angarai. Do you

1 have any page limit on the -- on this form that we  
2 submit?

3 MS. THOMAS: I'm sorry. I didn't hear.

4 MS. GANLEY: Page limit.

5 MR. KRISHNAN: Is there a page limit?

6 UNIDENTIFIED SPEAKER: Page limitation.

7 MS. THOMAS: Oh, no.

8 MR. BOURI: Excuse me. Jay Bouri with N-3  
9 Technologies. I think somewhere in the document says if  
10 the number exceeds 30 --

11 MS. THOMAS: I'm trying to --

12 MR. BOURI: -- then we can include that. For  
13 example State of Maryland experience.

14 MS. THOMAS: What page?

15 MR. BOURI: Okay, page 40, hyphen G. So this  
16 says list any contracts already described in the number  
17 four above, and we can submit the State of Maryland  
18 experience as an addendum if the number of pages  
19 exceeds 30, so obviously it seems like that there's a  
20 limit of --

21 MS. GANLEY: Well, for G there's a limit. I do

1 not believe that there's a limit for the --

2 MS. THOMAS: Not for the questions.

3 MS. GANLEY: -- the remainder of the proposal  
4 itself.

5 MS. THOMAS: Right.

6 MS. GANLEY: We don't want you to spend 100  
7 pages talking about your State of Maryland experience.

8 MS. THOMAS: Are there any other questions?

9 DR. HOLLY: Going back to --

10 MS. THOMAS: Can you state your name?

11 DR. HOLLY: I'm sorry. I'm Dr. Holly. I'm  
12 also from Angarai. And my question has to do with, I  
13 was looking at the technology diagrams and trying to  
14 understand the scope of the work, and was wondering if  
15 mobility and to the extent of mobility is factored into  
16 the scope.

17 MS. GANLEY: Are you referring specifically to  
18 mobile apps and --

19 DR. HOLLY: Um-hum, yes.

20 MS. GANLEY: I think the three states we have  
21 thought about that. At this point, I'm not sure.

1 MS. SMITH: We're open to it. I know I can  
2 speak from West Virginia's standpoint. Our Commissioner  
3 is really involved -- Theresa Smith from West Virginia,  
4 by the way. Our Commissioner is really interested in  
5 mobile apps, and he's encouraging the use of that. So  
6 we're open to it.

7 MR. STEVENTON: Rick Steventon, Vermont. Yeah,  
8 I would say that it's definitely going to be taken into  
9 consideration when we go to the design portion of the  
10 requirements.

11 MS. THOMAS: Any other questions?

12 MR. KRISHNAN: Aravind from Angarai. What  
13 would the PMO's response in the DDI evaluation?

14 MS. GANLEY: We may ask the PMO staff,  
15 especially the senior and junior project managers to  
16 advise on the proposals, but at this point, there's no  
17 clear evaluation role. They will not be official  
18 evaluators. The evaluation will be as mandated to be  
19 only state staff, but we are allowed to have advisors,  
20 and we may utilize the PMO to be those advisors. And as  
21 well as in the drafting of the RFP.

1           Latesa just handed me questions from one of the  
2 vendors, and the first question is what is the target  
3 start date of this engagement. I'm going to say late  
4 July. New requirement or rebid? This is a new  
5 requirement. We have not had this PMO Office previously.  
6 Number three -- and I did answer --

7           MS. THOMAS: Yes.

8           MS. GANLEY: Number three was is there a vendor  
9 providing services for Stage 1. Stage 1, the  
10 requirements have been defined. That process was  
11 completed a year ago. And the fourth question, is this  
12 vendor eligible to bid on Stage 2 support? I've already  
13 addressed that. The answer to that is yes.

14          MS. THOMAS: Are there any other questions?

15          Okay. Well, this is going to conclude the  
16 Pre-Proposal Conference for Vermont, Maryland, and West  
17 Virginia UI Modernization Project Management.

18          MR. HUSSEY: I'm sorry. Leo Hussey with CAI.  
19 I do have one other question. You handed out the  
20 Attachment 5 form for us. Could that be sent in soft  
21 copy so that we can populate that and --

1 MS. THOMAS: Yes.

2 MR. HUSSEY: -- return it?

3 MS. THOMAS: Yes.

4 MS. GANLEY: When I -- I believe Latesa had  
5 indicated when she sends out the minutes she would -- and  
6 the answers to the questions.

7 MR. HUSSEY: Okay. I missed that. Thank you.

8 MS. THOMAS: Any other questions? Okay. Thank  
9 you for coming.

10 (Whereupon, the Pre-Proposal Conference  
11 concluded at 10:53 a.m., on May 29, 2014.)

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C E R T I F I C A T E

This is to certify that the attached proceedings before the Department of Labor, Licensing and Regulation in the matter of:

Pre-Proposal Conference  
Vermont, Maryland and West Virginia (VMW)  
UI Modernization (UIM)  
Project Management Office (PMO)

PLACE: Baltimore, Maryland

DATE: May 29, 2014

were held as herein appears, and that this is the original transcript thereof for the file of the Department.

  
\_\_\_\_\_  
Bryson Dudley, Reporter  
FREE STATE REPORTING, INC.

Pre-Proposal Conference Vermont, Maryland  
 And West Virginia (U MW) VI Moderization  
 Project Management Office

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