

January 16, 2015

TO: Prospective Offerors  
RE: Addendum 2  
Maryland Automated Benefits System (MABS)  
TORFP #P00B5400096

This addendum shall serve as the formal mechanism to make the following change in the above referenced Task Order Request for Proposal (TORFP). Key revisions are in **red, boldface** type. A revised specification is being issued. Please discard the previously issued specifications.

**Proposal Closing Date and Time:** The proposal closing date has been extended to **Monday, January 26, 2015, at 2:00 p.m.** Please update the "TORFP Key Information Summary Sheet" on page 5. **Also, I have included all of the required MBE Forms in the attached revised TORFP template.**

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

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

\_\_\_\_\_  
Signature

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

\_\_\_\_\_  
Title

\_\_\_\_\_  
Date

Sincerely,

*Sean Watson*

Sean Watson  
Procurement Officer

1 STATE OF MARYLAND  
DEPARTMENT OF LABOR, LICENSING AND REGULATION

2 Pre-Proposal Conference  
3 Maryland Automated Benefits System (MABS)  
4 DLLRFY2015-016

5  
6  
7 1100 North Eutaw Street  
8 Room 303  
Baltimore, Maryland

9  
10 January 13, 2015

11 LATESA THOMAS, Chief of Procurement

12 SEAN WATSON, Procurement Officer

13 ALLAN ROBINSON, MBE Liaison

14

15

16

17

18

19

20

21

1 ALSO PRESENT:

2 DANIEL JOHNSON, Assistant Director, Office of IT

3 PRAHALAD R. PATEEL, Deputy Chief, Information Officer

4 JENNIFER POLAN, Program Administrator

5 JILL CHALAN, Task Order Manager

6 DIANNE GUY, Director of Benefits

7 MARY ANN LABIB, Unemployment Insurance

8 PRESENT FOR VENDORS:

9 APARNA V. IYER, Mansai

10 BOB MULSHINE, HP

11 JOEL B. BEATON, HP

12 NHI NGUYEN, United Solutions

13 CHRIS THUNELL, 3C Solutions

14 MIKE BOYLE, TCC

15 JENNIFER FOSTER, United Solutions

16 SAMEERA ADITHAM, Infojini

17 SANDEEP PARJANI, Infojini

18 MARK WAGNER, Bay-Tek Consulting

19 BOB CARBERRY, Intueor Consulting

20

21

1  
2  
3  
4  
5  
6  
7  
8  
9  
10  
11  
12  
13  
14  
15  
16  
17  
18  
19  
20  
21

INDEX

Page

Opening by Mr. Watson	4
Presentation by Mr. Robinson	9
Vendor Questions	15

P R O C E E D I N G S

(10:59 a.m.)

1  
2  
3  
4  
5  
6  
7  
8  
9  
10  
11  
12  
13  
14  
15  
16  
17  
18  
19  
20  
21

MR. WATSON: Good morning everyone, and welcome to the Pre-Proposal Conference for MABS. My name is Sean Watson. I'm the Procurement Officer. And Jill Chlan there I see is the Task Order Manager.

We're going to just briefly introduce ourselves. Again, I say I'm the Procurement Supervisor for Contracts and Procurement, Sean Watson. And this is the Chief of Procurement, Latesa Thomas.

MR. JOHNSON: I'm Daniel Johnson, Assistant Director, Office of Information Technology.

MR. PATEEL: I'm Prahalad Pateel, Acting CIO.

MR. WATSON: Okay. All right. Again, welcome. Thanks for coming out. I'm just going to briefly go over --

UNIDENTIFIED SPEAKER: Allan.

MR. WATSON: Okay. I'm sorry, Allan. I forgot Allan Robinson, MBE Liaison.

MR. WATSON: All right.

MS. POLAN: I'm Jennifer Polan. I'm Program

1 Administrator, Financial Administrator.

2 MS. LABIB: Mary Ann Labib, Unemployment  
3 Insurance.

4 MS. GUY: I'm Dianne Guy, Director of Benefits  
5 for Unemployment Insurance.

6 MR. WATSON: Okay. I'm briefly going to go  
7 over the TORFP. If you can turn with me where I'm going  
8 with page 4, the Key Information and Summary Sheet.  
9 As you know this was issued on -- or reissued on  
10 December 29, 2014, and the closing date is January 21,  
11 2015, at 2 p.m. All questions are to be submitted to me,  
12 the Procurement Officer, by January 16 at 2 p.m. There  
13 is a MBE goal attached to this, 37 percent. And if you  
14 could turn to me, turn with me to page 6, I'll go over  
15 quickly the Task Order Agreement, Task Order Proposal  
16 Submission, Oral Presentations and Interviews and  
17 questions as it relates to this procurement.

18 Under Section 1.3, the Task Order Agreement,  
19 based upon an evaluation of task order proposal  
20 responses, a master contractor will be selected to  
21 conduct the work defined in Section 2, Scope of Work. A

1 specific Task Order Agreement, Attachment 3, will then be  
2 entered into between the State of Maryland and the  
3 selected master contractor, which will bind the selected  
4 master contractor to the contents of its task order  
5 proposal, including the TO financial proposal.

6           Section 1.4, Task Order Proposal Submission.  
7 The task order procurement officer will not accept  
8 submissions after the date and exact time stated in the  
9 key information summary sheet above. The date and time  
10 of submission is determined by the date and time of  
11 arrival in the task order procurement officer e-mail  
12 inbox.

13           Section 1.5, Oral Presentations and Interviews.  
14 All offerors and proposed staff will be required to make  
15 an oral presentation to state representatives in the form  
16 of interviews. Significant representation made by a  
17 master contractor during the oral presentation shall be  
18 submitted in writing. All such representation will  
19 become part of the master contractor's proposal and are  
20 binding. If the task order is awarded to the master  
21 contractor, the task order procurement officer will

1 notify master contractor of the time and place of  
2 interviews.

3           Section 1.6, Questions. All questions must be  
4 submitted via e-mail to the task order procurement  
5 officer no later than the date and time indicated in the  
6 Key Information Summary Sheet. Answers applicable to all  
7 master contractors will be distributed to all master  
8 contractors who are known to have received a copy of the  
9 TORFP. Answers can be considered final and binding only  
10 when they have been answered in writing by the State.

11           If you can turn with me to page 10, and I'll go  
12 over Section 2, Scope of Work, and I'll read Section 2.1  
13 for purpose of this procurement. DLLR is issuing this  
14 CATS Plus TORFP to obtain mainframe program analysis to  
15 support the technical staff maintaining the MABS and  
16 other unemployment insurance systems. The master  
17 contractor shall be required to provide individuals to  
18 provide these services in accordance with the scope of  
19 work described in this Section 2. As part of the  
20 evaluation of the proposal for this TO, master  
21 contractors shall propose exactly four main resources and



1 show -- describe in a staffing plan how additional  
2 resources shall be acquired to meet the needs of the TO  
3 requesting agency. All other planned positions shall be  
4 described generally in the staffing plan and may not be  
5 used as evidence of fulfilling company or personnel  
6 minimum qualifications. DLLR expects four resources to  
7 be available as of the start date specified in the Notice  
8 to Proceed. DLLR anticipates issuing a work order  
9 immediately upon task order award for two resources  
10 following the work order process in Section 2.11. DLLR  
11 will have the option of add up to four additional  
12 resources to this task order for a minimum -- sorry, for  
13 a maximum total of 10 resources. All resources beyond  
14 the initial four will be requested through a work order  
15 process. And -- see Section 2.11. This CATS Plus TORFP  
16 is issued to require the services of the following job  
17 roles as defined by individual work orders: senior  
18 mainframe program analysis [sic] four available  
19 as of Notice to Proceed; junior mainframe program  
20 analysis [sic], two requested by work order. DLLR  
21 intends to award this task order to one master contractor

1 that proposes a team of resources and a staffing plan  
2 that can best satisfy the task order requirements.

3 Now we're going to discuss the new MBE forms,  
4 and Allan Robinson will go over, over that section for  
5 us.

6 MR. ROBINSON: Welcome once again -- appreciate  
7 that. As Sean mentioned there is a 35 -- 37 percent MBE  
8 goal associated with this procurement, and there are new  
9 forms that are in play that are different than the prior  
10 forms, and the main reason that there is a difference is  
11 a new guideline regarding how an MBE prime can actually  
12 count up towards 50 percent of the MBE goal if they win  
13 the award or if there is a sub-goal associated with the  
14 contract they can count up to 100 percent of a specific  
15 sub-goal category. On this procurement, there are no  
16 sub-goals. It's just a straight 37 percent MBE goal.  
17 The form is Attachment 2, and I'd like to direct your  
18 attention there. The first document that has to be  
19 included with your bid or proposal is called the MBE  
20 Utilization and Fair Solicitation Affidavit and MBE  
21 Participation Schedule. There are six pages to that

1 particular document. This must be included with your  
2 proposal. It must be signed by a representative of your  
3 company. Within this document it highlights a few key  
4 points. Right off on the first page it highlights how  
5 the MBE must be a Maryland certified MBE. So they would  
6 have to be certified through the Maryland Department of  
7 Transportation. Again also highlights the -- that new  
8 guideline. And so you become familiar with that. If you  
9 have any questions, please feel free to contact me. I'll  
10 be more than happy to talk with you a little bit more  
11 about that.

12           Another key aspect is found in Paragraph 4 of  
13 that particular document. It talks a little bit about  
14 the NAICS code that's associated with the minority  
15 business. The NAICS code must be work that is  
16 specifically -- is specific to the contract. You can't  
17 bring a MBE on -- this is a IT contract, and you're  
18 bringing on janitors because that's not applicable to the  
19 contract. It must be something that can be directly tied  
20 to the contract. As you go over to page 3 of that  
21 document here you'll note this is where you're going to

1 identify whether you can meet the MBE goal or you're  
2 going to be requesting a waiver in whole or in part. And  
3 this is the one document that must be submitted. Again,  
4 this is all part of that one packet. If you go over to  
5 page 5, this is a new change in how the document is  
6 instructed because here is the information in here for  
7 MBE primes who are going to be counting themselves as a  
8 portion of the work. Or if you're bidding as a joint  
9 company and the minority -- or not -- the one vendor, the  
10 MBE who is a joint with you, they can also count upward  
11 to 50 percent of the MBE goal as a joint venture.

12           And so you got the two boxes here. Section A  
13 this is on page 5, that's for the MBE prime information.  
14 If they're counting themselves. In Section B, this is  
15 where you would list your MBE that's going to be working  
16 with you or your joint venture company who is going to be  
17 counting a portion of that MBE goal. And, again, this  
18 has to be signed by a representative of your company.  
19 Now if you notice, if you just flip back a few pages back  
20 to page 3 of that particular document, it highlights that  
21 there are going to be additional forms that have to be

1 submitted, and that's only going to apply if you are the  
2 apparent winner. If you're the apparent winner of the  
3 contract then after 10 days notice you're going to have  
4 to submit, one, the Outreach Effort Compliance Statement;  
5 two, your MBE Subcontractor and Prime Contractor  
6 Participation Statements, and three, any documentation if  
7 you're requesting a waiver. And I wanted to say that  
8 because there's specific documentation for that. If you  
9 are indeed requesting a waiver, it is not a guarantee  
10 that you will -- that waiver is going to be granted.  
11 There has to be a good faith effort. It has to be  
12 proven. So this documentation helps to highlight that.  
13 The form is the MBE Attachment 1B, Waiver Guidance. I'll  
14 encourage you to become familiar with that because there  
15 it highlights what a waiver is, what good faith effort  
16 is, what type of information that we're going to be  
17 looking for. My job will be if you're requesting a  
18 waiver to go back and track phone calls, e-mail, to make  
19 sure that you actually did you due diligence in trying to  
20 find a certified minority business. If you cannot find a  
21 certified minority business or if the vendor is not

1 available, there is a document for that. There's an  
2 Exhibit A, MBE Subcontractor Unavailability Certificate.  
3 That needs to be filled out by you the prime, and also  
4 signed off by the minority vendor who said they cannot  
5 perform the work. That will be page 7 of Item 1B. The  
6 final information of course would be those three  
7 documents that will be required, of course, again that  
8 would be MBE Attachment 2, Outreach Effort Compliance  
9 Statement. Here again you're going to be highlighting  
10 the MBE opportunity that you've identified, and then also  
11 highlighting the effort that you've put forth in  
12 soliciting and what type of solicitation. And then  
13 you're also going to also highlight your NAICS code, type  
14 of work they're going to be doing, and the value to the  
15 contract for that particular work.

16           So all the information is pretty much  
17 highlighted there. Any additional questions, please feel  
18 free to contact me. The only other forms will come into  
19 play if you are the winner and the contract has begun,  
20 and those are the reports that have to be submitted  
21 monthly by the 15th of the month for the previous month.

1           So with that being said, are there any  
2 questions in regards to the MBE?

3           MR. WATSON: Okay. Turn with me, if you can,  
4 to page 22, and we'll go over Section 3, Task Order  
5 Proposal Format and Submission Requirements.

6           Section 3.1, Required Response. Each master  
7 contractor receiving this CATS Plus TORFP shall respond  
8 no later than the submission due date and time designated  
9 in the Key Information Summary Sheet. Each master  
10 contractor is required to submit one of two possible  
11 responses; a proposal or a completed master contractor  
12 feedback, feedback form. The feedback form helps the  
13 state understand for future contract development why  
14 master contractors did not submit proposals. The form is  
15 accessible via the CATS Plus Master Contractor Login  
16 Screen and clicking in or TORFP Feedback Response Form  
17 from the menu. A Task Order Proposal shall conform to  
18 the requirements of this CATS Plus TORFP. Section 3.2,  
19 Submission. The task order proposal shall be submitted  
20 via two e-mails, each not to exceed 5 MB. The task order  
21 technical proposal shall be contained in one e-mail with

1 two attachments. This e-mail should include in bullets  
2 -- subject line, the CATS Plus TORFP, number P00B5400096  
3 technical plus the master contractor's name. The second  
4 bullet, one attachment labeled TORFP P00B5400096  
5 technical. Attachments containing all technical proposal  
6 attachments, see Section 3.3 below, signed and in PDF  
7 format. And then the last bullet one attachment labeled  
8 TORFP P00B5400096 technical proposal in Microsoft Word  
9 format, version 2007 or later.

10 All right, do you have any questions about the  
11 pricing sheet?

12 All right, I'm going to ask anyone do you have  
13 any questions of all about what we, what we're expecting  
14 from this?

15 Okay, your question.

16 MR. CARBERRY: My name is Robert Carberry. I  
17 have a couple of questions.

18 MR. WATSON: Okay, sure.

19 MR. CARBERRY: Is there an incumbent today  
20 that's providing the services to the Agency?

21 MR. JOHNSON: Yes.



1 MR. CARBERRY: Can you share with us who that  
2 is?

3 UNIDENTIFIED SPEAKER: Is that okay? Say it?

4 UNIDENTIFIED SPEAKER: Yes.

5 UNIDENTIFIED SPEAKER: HP.

6 MR. CARBERRY: Is it possible to get a list of  
7 today's attendees of vendors who are here?

8 MR. WATSON: Yes, I will -- along with the  
9 transcript, I'll be sending that out to all the master  
10 contractors, the sign-in sheet. So what -- within the  
11 next couple of days I will send the transcript and also  
12 the list of attendees.

13 MR. CARBERRY: So coming to this from the  
14 perspective of a non-MBE and trying to figure out how  
15 that 37 percent works against four or ultimately six  
16 resources trying to piece this all together and waiting  
17 for the results of the -- today's meeting to come out,  
18 and I'm assuming the answers to the questions are going  
19 to come out before the due date of the 21st. Is there  
20 any chance of extending the due date since the questions  
21 come in on the 16th, and I see --

1 MR. JOHNSON: No.

2 MR. PATEEL: Depending on like what the  
3 complexity of the questions are, we don't see that  
4 deadline being extended.

5 MR. WATSON: Okay. Were there any questions  
6 about the minimum qualifications? It's key to understand  
7 or important to understand that you must meet the minimum  
8 to be even considered for award. So everybody  
9 understands. I won't get any questions from no one.

10 MR. IYER: Only Friday at five.

11 MR. WATSON: Okay.

12 MS. NGUYEN: Yes. May I ask how long the  
13 incumbent HP has been servicing this --

14 MS. THOMAS: Can you state your name?

15 MR. WATSON: Yes, state your name.

16 MS. NGUYEN: Yes. I'm Nhi Nguyen with United  
17 Solutions.

18 MR. WATSON: Okay. What's the --

19 MS. NGUYEN: How long has the incumbent HP been  
20 servicing this particular project? Is it five years or  
21 10 years?

1 UNIDENTIFIED SPEAKER: It's been -- it's over  
2 five years.

3 MS. THOMAS: Over five.

4 MS. NGUYEN: Over five years.

5 MR. WATSON: Um-hum.

6 MS. NGUYEN: Okay.

7 MR. WATSON: Okay, in back.

8 MR. THUNELL: This is a MBE question. My name  
9 is Chris Thunell with 3C Computer Solutions. There's a  
10 37 percent goal. I believe we're supposed to propose  
11 four resources to start with.

12 MR. ROBINSON: Uh-huh.

13 MR. THUNELL: So should we fill these forms out  
14 based on the four? So in other words we need to have two  
15 resources basically -- about 50 percent? Or is it based  
16 on the eight?

17 MR. ROBINSON: The MBE goal is based on the  
18 overall dollar value of the contract. So you have to  
19 look at it and identify how you could reach that 37  
20 percent goal and submit it. If you don't think you can  
21 reach 37 percent what's there then you can request a

1 waiver. But if you request a waiver, you have to be able  
2 to justify it.

3 MR. THUNELL: Not requesting a waiver just --  
4 the initial proposal is for four people. So should I  
5 based the percentage on the four or on the potential for  
6 eight or nine?

7 MR. ROBINSON: Yes. I --

8 MR. PATEEL: Based on the first four.

9 MR. THUNELL: Okay, thank you.

10 MS. THOMAS: Right.

11 MR. WATSON: Sure.

12 MS. NGUYEN: Yes. I would like to go back to  
13 the minimum qualifications.

14 MR. WATSON: Okay.

15 MR. NGUYEN: In the document it says the master  
16 contractor and subcontractor qualification may be used.  
17 So for the eight years of experience for example let's  
18 say the master has four and the sub has four, would that  
19 be acceptable?

20 MR. JOHNSON: That's acceptable. Dan Johnson.  
21 That's acceptable.

1 MS. NGUYEN: Thank you.

2 MS. IYER: I have a question. My name is  
3 Aparna Iyer, and I'm with Mansai. With regards to the  
4 project if the -- do you see a project manager also  
5 coming in -- to manage all the resources or is it going  
6 to be entirely on the DLLR?

7 UNIDENTIFIED SPEAKER: Do you want to take that  
8 or --

9 MR. PATEEL: We see this as a maintenance  
10 contract with resources working directly for DLLR  
11 managers and project managers who are already in-house.  
12 So they will be supporting an existing project -- its own  
13 mission. So we don't see the project managers being in  
14 the --

15 MR. WATSON: Were there any other questions  
16 that someone may have?

17 Okay.

18 MS. NGUYEN: Yes. This is Nguyen from United  
19 Solutions again. So in the Section 2, Scope of Work,  
20 where it says DLLR expects four resources to be available  
21 at the start date or NTP, I believe, but at the award it

1 will only be two resources that will be awarded or did I  
2 misunderstand?

3 UNIDENTIFIED SPEAKER: No.

4 MR. PATEEL: The start-up will definitely have  
5 four, and depending on the work we might ask a few more.  
6 So it will be four plus two.

7 MS. NGUYEN: I see.

8 MR. PATEEL: The COMAR regulations actually  
9 limit -- the first four, but we will be as soon as the  
10 project is awarded there will be a work order for two  
11 more. So you'll start out with like four plus two.

12 MS. NGUYEN: I see. May I also follow-up on  
13 the existing contract that the incumbent is handling?  
14 How many resources are --

15 MR. PATEEL: We -- like I'm trying to  
16 understand what's the relevance of that form because  
17 currently we are asking for four plus two.

18 MS. NGUYEN: Right.

19 MR. PATEEL: So because the number of projects  
20 we have will dictate like the number of people.

21 MS. NGUYEN: Uh-huh.

1 MR. PATEEL: So what's in the past might not  
2 reflect what's going in the future.

3 MS. NGUYEN: I see. Do you anticipate more  
4 work in the future or because in here it also says about  
5 10, I believe, estimated up to 10 resources.

6 MR. PATEEL: Possibly.

7 MS. NGUYEN: Okay. Thank you.

8 MR. BOYLE: Actually one question. I'm Mike  
9 Boyle with TCC Software Solutions. Going back to the 37  
10 percent of the MBE goal, the price sheet actually has six  
11 resources that were pricing. So should we count the --  
12 is that towards the six resources in the price sheet  
13 versus the -- or just the original four?

14 MR. ROBINSON: The price sheet -- so, yeah, I  
15 would.

16 MR. BOYLE: Base it off of the six instead of  
17 four?

18 UNIDENTIFIED SPEAKER: If -- after you're  
19 starting with four, but you're saying that they're going  
20 to be looking for two more. So --

21 (Simultaneous comments.)

1 UNIDENTIFIED SPEAKER: That's right. We're  
2 looking for six, yes.

3 MS. POLAN: We ended up going back -- I'm  
4 sorry. Jennifer Polan. If they ended up going back down  
5 to the four for whatever reason, they then wouldn't be  
6 meeting their goal later on.

7 MS. THOMAS: So that's what I'm saying --  
8 definite that you're going to have the whole --

9 MS. POLAN: There's --

10 (Simultaneous comments.)

11 MR. PATEEL: The idea is that like four is  
12 guaranteed -- two is based on the work we have. So if  
13 you actually want to price it based on six you might end  
14 up with a -- when it comes to four. So once we have four  
15 then when you actually put the two in, at that point in  
16 time -- you can adjust based on the six afterwards, but  
17 during your proposal time if you go with six it might  
18 -- because it is quite possible that we might not go with  
19 the two. Four is guaranteed, and the two we as of today  
20 we foresee that we will go with two, but if circumstances  
21 change we might not go with the two. So you could bank



1 on six and just go with that. You might not like line up  
2 the way you want it to.

3 MR. BOYLE: Thank you.

4 MS. IYER: I have a question. Aparna Iyer with  
5 Mansai. On page 23 -- accompany minimum requirement, it  
6 states here eight years of experience providing personnel  
7 for mainframe software -- so I guess it's going to be --  
8 to a reference or two that offeror will be providing.  
9 Are you looking for just one reference or two clients?  
10 Because you are also asking for references for the  
11 proposed personnel -- if a, if an offeror has just one  
12 reference where the offeror has provided this kind of  
13 support for a client for more than eight years or eight  
14 years would that be acceptable?

15 MR. PATEEL: Those are two mutually exclusive  
16 ones. Like you'd have a contractor requirements. So the  
17 contractor should have provided like services for eight  
18 years. If the contractor who has eight years proposes  
19 resources only has one year, it won't satisfy the  
20 personnel preferences. So each of those two requirements  
21 must be met.

1 MS. IYER: Okay. Thanks.

2 MR. WATSON: All right. Are there any  
3 additional questions at this time? Okay, well, this  
4 meeting is adjourned. Thank you for coming out again,  
5 and I'll, I'll send out the transcript, and along with  
6 the sign-in sheet.

7 (Whereupon, the Pre-Proposal Conference  
8 concluded at 11:27 a.m., on January 13, 2015.)

9  
10  
11  
12  
13  
14  
15  
16  
17  
18  
19  
20  
21

1  
2  
3  
4  
5  
6  
7  
8  
9  
10  
11  
12  
13  
14  
15  
16  
17  
18  
19  
20  
21

C E R T I F I C A T E

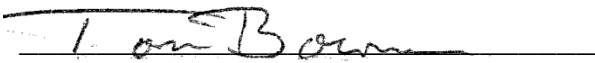
This is to certify that the attached proceedings before the Department of Labor, Licensing and Regulation in the matter of:

Pre-Proposal Conference  
Maryland Automated Benefits System (MABS)  
DLLRFY2015-016

PLACE: Baltimore, Maryland

DATE: January 13, 2015

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



Tom Bowman, Reporter  
FREE STATE REPORTING, INC.

**DLLR FY2015-016 Maryland Automated Benefits System (MABS)**

**Pre-Proposal Meeting**  
Tuesday, January 13, 2015, 11:00 AM

**Vendor Sign-In Sheet**

Company Representative	Company Name Mailing Address	Phone Number Fax Number	E-Mail Address	MBE / SBR Both / Neither
1. <i>BC Computer Solutions</i>	<i>321 Locust Grove Parcellville va 20132</i>	<i>703-785 7135</i>	<i>Chris@bcsol.net</i>	<i>SBR</i>
2.				
1. <i>Bob Melshine</i>	<i>HP (Incumbent) 338 Bank St. Sewickley, PA 15133</i>	<i>717-421-8381</i>	<i>bob.melshine@hp.com</i>	
2. <i>Joel B. Beaton</i>				
1. <i>Mike Boyle</i>	<i>TTC Software Solutions 1032 East Sider Street Indianapolis, IN 46205</i>	<i>317-635-2547</i>	<i>mboyle@e-ttc.com</i>	<i>MBE</i>
2.				
1. <i>Bob CARBERRY</i>	<i>INTVEOR CONSULTING 7700 IRVING CENTER DR SUITE 470 IRVINE CA 92618</i>	<i>717 758 7577</i>	<i>carberry@intveor.com</i>	<i>SBR</i>
2.				
1. <i>NHI NGUYEN</i>	<i>UNITED SOLUTIONS 51 MONROE ST., STE 1210 ROCKVILLE MD 20850</i>	<i>240-423-4321</i>	<i>SALES@UNITEDSOLUTIONS.BIZ</i>	<i>MBE &amp; SBR</i>
2. <i>Jennifer Foster</i>				

DLLR FY2015-016 Maryland Automated Benefits System (MABS)

**Pre-Proposal Meeting**

Tuesday, January 13, 2015, 11:00 AM

**Vendor Sign-In Sheet**

Company Representative	Company Name Mailing Address	Phone Number Fax Number	E-Mail Address	MBE / SBR Both / Neither
1. Jennifer Foster	United solutions 51 Monroe St. Suite 1210 Rockville, MD 20850	(269) 449-5915	jennifer_foster@ unitedsolutions.biz	MBE + SBR
2. <del>SAMEERA ADITHAM</del>				
1. SAMEERA ADITHAM	INFOSINI, INC. 891 Elkridge Landing Rd Linthicum Heights, MD 21090	(443) 908-0420	SAMEERA.ADITHAM@ INFOSINI CONSULTING .COM	MBE + SBR
2. SANDEEP HARSANI				
1. APARNA IYER	Mansai Corp 7335A Hanover Pk way Greenbelt MD 20770	301-441- 1011	aiyer@mansai .com	MBE & SBR
2.				
1. Sandeep HARSANI	INFOSINI INC.	443-908- 0420	SHARJANIES@ INFOSINI CONSULTING .COM	MBE & SBR
2.				
1. Mark Wagner	Bay-Tek Consulting 780 Elkridge Landing Rd Suite 206 Linthicum, MD 21090	410-684- 3764	mwagner@bay-tek.net	MBE & SBR
2.				