


**Pre-Proposal Conference Sign-in Sheet— Statewide Cyber Security  
Project # F50B3400070 – 6/26/2013**

Name



**LILY C. MILLINER**  
EXECUTIVE VICE PRESIDENT

1213 HOLLINS STREET  
SUITE 100  
BALTIMORE, MARYLAND 21223

WWW.DELMOCK.COM

**DELMOCK TECHNOLOGIES, INC.**


301.772.9400 OFFICE  
240.620.8005 MOBILE  
240.524.2348 FAX  
LILY@DELMOCK.COM

Certifications:  
CMMI HUBZone SDB MBE

*An Integral Function of Systems Engineering*

Certified MBE  Yes  No

Name



**Yoon Kim**


Sales Engineer

7180 Troy Hill Drive, Suite B  
Elkridge, MD 21075

Phone: 443.545.2052 ext. 7011  
Cell: 443.610.6378  
ykim@braxtongrant.com  
www.braxtongrant.com

Certified MBE  Yes  No

Name



**MAINSTAY ENTERPRISES, INC.**

"We support your security needs"


**GASPARE C. ALUZZO**  
PRESIDENT

PHONE (410) 280-3344  
METRO PHONE (301) 261-2655  
FAX (410) 280-3675  
EMAIL galuzzo@mainstay-ent.com

209 WEST STREET, SUITE 204  
ANNAPOLIS, MARYLAND 21401

Certified MBE  Yes  No

Name



**MAINSTAY ENTERPRISES, INC.**

"We support your security needs"


**ORYSIA A. ALUZZO**  
CHAIRMAN & CEO

PHONE (410) 280-3344  
METRO PHONE (301) 261-2655  
FAX (410) 280-3675  
EMAIL oaluzzo@mainstay-ent.com

209 WEST STREET, SUITE 204  
ANNAPOLIS, MARYLAND 21401

Certified MBE  Yes  No

Name



**VisionET, Inc.**  
Our Vision Is Your IT Solution


**Arnold Huff I Executive VP**  
Federal Business Development Operations

P.O. Box 1297  
Germantown, MD 20875  
Main: 301.841.7081  
Mobile: 301.509.6969  
Fax: 301.540.6928  
Email: ahuff@visionet.com  
Website: www.visionet.com  
Certified: SBA-SD0, MBE MD & VA

Information Security Awareness & Compliance

Certified MBE  Yes  No

Name



**ATS**  
Applied Technology Services

**Danielle Burnett, PMP**  
President

405 Williams Court  
Suite 113  
Baltimore, MD 21220


Phone: 410-344-1255  
Cell: 410-900-4321  
Fax: 410-344-1250

danielleb@appliedtechnologyservices.com  
www.appliedtechnologyservices.com

MBEWBE/EDWOSB

Certified MBE  Yes  No

Name




**Imran Siddique**

P: 202 263 1150 Ext 101 E: isiddique@sigmatechllc.com 3200 Briggs Chancy Rd  
F: 202 263 1160 W: www.sigmatechllc.com Silver Spring, MD 20904

MDOT MBE # 08 575 VA DMRE SWaM # 681028

Certified MBE  Yes  No

Name



**Mark Searle**  
Sales Operations Director  
State and Local Division  
HP Enterprise Services

MS 2S-A45  
13600 EDS Drive  
Herndon, Virginia 20171

+1 703.733.3306 Tel  
+1 703.909.4603 Mobile  
mark.searle@hp.com

Certified MBE  Yes  No

**Pre-Proposal Conference Sign-in Sheet— Statewide Cyber Security  
Project # F50B3400070 – 6/26/2013**

**hp**

**Bart Zolnowski**  
CISSP, CISA, CEH, Security+  
Sr Security and Compliance Consultant  
Cybersecurity Solutions Group (CSG)  
US Public Sector

HP Enterprise Services, LLC  
13600 EDS Drive  
Herndon, VA 20171  
USA

Mob. +1 571.308.9656  
bart.zolnowski@hp.com

**NETORIAN**

**Matt Iannelli**

Sr. Systems Engineer/Managing Member/COO  
Phone: +1 732-500-1246  
Fax: +1 866-394-2128  
matti@netorian.com  
matt.iannelli@us.army.mil

210 Research Boulevard, Suite 160, Aberdeen, MD 21001  
www.netorian.com

**SEE BACK** →

Certified MBE Yes  No

Certified MBE Yes  No

**JANUS ASSOCIATES, INC.**  
GUARDIAN OF YOUR INFORMATION GATEWAYS

**John Munnyasa, CISA**  
Sr. Security Consultant Specialist/  
Project Manager

7000 Security Blvd., Suite 334  
Baltimore, MD 21244  
johnm@janusassociates.com  
www.janusassociates.com

Ph: 203-251-0200  
Fax: 203-251-0222  
Local: 410-597-9815x145  
Cell: 202-415-8590

**verizon**

**Andre Stephens**  
**Chuck Hutzell**  
Corporate Account Manager  
Maryland State Government Team  
Enterprise Solutions Group

989 Corporate Boulevard, Suite F  
Linthicum Heights, MD 21090  
Phone 410 694-3871  
Fax 410 694-3980  
Mobile 410 746-7108

charles.w.hutzell.iii@verizon.com

Certified MBE Yes

Certified MBE Yes  No

**verizon**

**Chuck Hutzell**  
Corporate Account Manager  
Maryland State Government Team  
Enterprise Solutions Group

989 Corporate Boulevard, Suite F  
Linthicum Heights, MD 21090  
Phone 410 694-3871  
Fax 410 694-3980  
Mobile 410 746-7108

charles.w.hutzell.iii@verizon.com

**VERIZON terremark**  
a Verizon Company

**Tom Mays**  
Senior Solutions Architect

james.t.mays.jr@terremark.com  
Direct: 540 521 3460

**Terremark Worldwide, Inc.**  
225 Franklin Road, 3rd Floor  
Roanoke, VA 24011  
www.terremark.com

Certified MBE Yes

Certified MBE Yes  No

Name **Luis Valdivieso**

Company **Gantech**

Address **9175 Guilford Rd.**

City State Zip **Columbia, MD 21046**

Voice **410-276-4756** Fax **410-276-4756**

E-mail **lvaldivieso@gantech.net**

Certified MBE Yes  No

**web traits**

Cage Code: 56BP5  
Primary NAICS: 541511  
Business Classification: SDB

**Bhaskar Roy**  
email: bhaskar.roy@web-traits.com  
phone: (240) 731-6120  
url: http://www.web-traits.com

9423 Eagleton Lane || Montgomery Village || MD 20886

Certified MBE Yes  No

**Pre-Proposal Conference Sign-in Sheet— Statewide Cyber Security  
Project # F50B3400070 – 6/26/2013**



**David Beveridge, PMP** | Senior Manager  
700 12th Street NW, Suite 700 | Washington DC 20005  
410,707,2762 | dbeveridge@credence-llc.com  
www.credence-llc.com

**Innovative Management & Technology Solutions**

Name  
Company  
Address  
City  
Voice  
E-mail



**Peter Perry**  
Program Manager  
MDOT NMS III Project  
**STRATIS**  
*Powered by Excellence*  
901 Mercantile Drive, Hanover, Maryland 21076  
410-689-0513 Cell: 301-501-0718  
Peter.Perry@L-3Com.com www.L-3com.com/STRATIS

**Certified MBE**  Yes  No

Name **SANDEEP SHARMA**  
Company **INFOSURE, INC**  
Address **10015 OLD COLUMBIA RD,**  
City State Zip **COLUMBIA, MD 21046**  
Voice **443-257-0086** Fax  
E-mail **SHARMA@INFOSURECONSULTING.COM**

**Certified MBE**  Yes  No

Name  
Company  
Address  
City State Zip  
Voice Fax  
E-mail

**Certified MBE**  Yes  No

Name  
Company  
Address  
City State Zip  
Voice Fax  
E-mail

**Certified MBE**  Yes  No

**Certified MBE**  Yes  No

Name  
Company **AboutWeb**  
Address  
City State Zip  
Voice Fax  
E-mail

**Michael McDonald**  
Senior Director  
Strategic Federal Accounts  
mmcdonald@aboutweb.com  
6177 Executive Blvd, Rockville, MD 20852  
301.468.9246 x112 FX 301.468.9670  
GSA #GS35F0072T  
www.aboutweb.com

**Certified MBE**  Yes  No

Name  
Company  
Address  
City State Zip  
Voice Fax  
E-mail

**Certified MBE**  Yes  No

Name  
Company  
Address  
City State Zip  
Voice Fax  
E-mail

**Certified MBE**  Yes  No



**June 28, 2013**

**Summary – Pre-proposal Conference**

**Title: Statewide Cyber Security**

**TORFP#: F50B3400070**

**Pre-Proposal Conference at  
45 Calvert Street, Annapolis, MD**

**DATE: 6/26/13 @ 2:00 PM**

The pre-proposal conference began at approximately 2:00 pm.

**I) Welcome and Introduction:**

Michael Meinel, the Department of Information Technology (DoIT) procurement officer for this project, welcomed everyone in attendance. Introductions were made by the other State employees in attendance:

Bruce Eikenberg – DoIT  
David Mangrum – DoIT  
Sachin Bhatt – DoIT AAG

**II) General Procurement Information:**

Michael told the group the purpose of the pre-proposal conference was to give everyone guidance on the State procurement process and to provide an overview of this TORFP. He emphasized that today's session is merely for guidance and attendees should not rely on verbal communications for information regarding the TORFP. Questions and comments must be submitted in writing, by email, to the Procurement Officer for a formal response. He then gave an overview of the TORFP, highlighting important portions of the solicitation.

He reminded everyone to be sure to review the Key Information Summary Sheet on page 4.

**He also emphasized the due date for this procurement as 2:00 pm on Thursday July 11th.**

Please note the proposal due date above and give yourself plenty of time for your proposal to arrive. **If the proposal is late, even by one minute, it cannot be accepted!**

**III) Submission Requirements:**

Michael reviewed the importance of the submission instructions in Sections 3.2 & 3.4 of the TORFP. Proposals shall be submitted electronically in two separate e-mails as described in Section 3.2.



He also suggested that when creating your technical response, you should keep your proposal in the same order as the TORFP requirements. By keeping the proposal in the same order, you will be sure to have addressed everything that is required in the solicitation.

The technical portion must contain all of the required information, all forms and affidavits etc. as spelled out in sections 3.3 and 3.4. The group was informed if all required forms are not included, their proposal may be deemed non-responsive.

Further, Michael explained that the financial volume must be entirely filled out. All hourly labor rates must be clearly entered in dollars and cents. These prices cannot be contingent on any other factors or conditions. Every blank in the price sheet shall be filled in with the relevant data.

**IV) MBE Requirements**

This TORFP does not have a MBE goal, but DoIT does strongly encourage minority participation. Michael asked if there were any MBE's in attendance and asked them to please identify themselves and their company.

Several companies introduced themselves as indicated in the attendee list. Michael thanked them and encouraged everyone to network with these companies after the conference.

**V) Communications/Questions:**

All communication must be in writing for an official response. Questions should be sent by email to Michael Meinel, the procurement officer – only.

**VI) Scope of Work**

Bruce Eikenberg provided a brief overview of the scope of work as described in the TORFP. He briefly described the tasks in Section 2.5.2 and the potential for additional resources as described in Section 2.5.1.

**VII) Questions and Answers**

At this point, the meeting was opened up to questions. There were new questions that Michael encouraged potential Offerors to submit in writing. He explained that answers to those questions will be distributed as soon as possible. Also, Michael reminded everyone again that only written answers should be relied upon. For all questions that Offerors wish to receive a formal response, they should be submitted in writing to him via email.

**VIII) Closing Remarks:**



Michael reminded all potential Offerors to follow the layout in Section 3.4 of the TORFP when creating their proposal. He reminded everyone that a Summary of today's meeting and list of all attendees will be distributed as soon as possible.

Michael then thanked everyone for their attendance and the meeting was concluded.

**IX)** The pre-proposal conference adjourned at approximately 2:55 pm.