

In The Matter Of:
DEPARTMENT OF HUMAN RESOURCES (DHR)
RFP SOLICITATION #NOOR740021

AUTOMATED FISCAL SYSTEM MODERNIZATION PROJECT (AFS)
July 12, 2016

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Page 1

1 Department of Human Resources (DHR)

2 Office of Technology for Human Services (OTHS)

3 * * * * *

4 REQUEST FOR PROPOSALS (RFP)

5 Automated Fiscal System (AFS)

6 Modernization Project

7 Solicitation No.: NOOR740021

8 OTHS/OTHS/16-024-S

9 * * * * *

10 Tuesday, July 12, 2016

11 10:00 a.m.

12 * * * * *

13 Held at:

14 State of Maryland

15 Department of Human Resources

16 1101 Eastern Avenue

17 Essex, Maryland

18 * * * * *

19 COURT REPORTERS, ETCetera, INC.

20 Maryland Washington

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Page 2

1 IN ATTENDANCE

2 MARYLAND DEPARTMENT OF HUMAN RESOURCES:

3 RICHARD WRIGHT, Procurement Specialist

4 DARNELL JOSIAH, Project Manager

5 KENYATTA POWERS, Chief Information Officer

6 LEAH HINSON, Director of Budget & Procurement

7 KANTRIA LEACH, Director of OE (via phone)

8 TANYA WILLIAMS, Deputy CIO

9 DAPHNE McCRAY, Procurement

10 GAIL JAMES, OTHS

11 CHARLIE EVANS, Procurement

12 SHERYL PARKER, Applications Director

13 SHARON GAREY, AFS Task Order Manager

14 SAP:

15 DREW MacGLOAN

16 SATISH KATIKI

17 EPMO:

18 JIM JONES

19 MOMENTUM, INC.:

20 SHANNON BRADLEY

21 SCOTT REILLY

XEROX:

GEORGE HARDY

KIM RINGGOLD

VALLIMANALAN THIRUGNANAM

Page 3

1 IN ATTENDANCE (cont'd.)

2 TECHNOGEN:

3 RAJAN NATARAJAN

4 PHILLIP DeLEONIBUS

5 APPLICATIONS ALTERNATIVES:

6 DAVID KIASI

7 DISYS:

8 RICHARD McCLEARN

9

10 PTS, INC.:

11 Khin Contrino

12 OAKLAND CONSULTING:

13 RICHARD WHEELER

14 WORKDAY:

15 STEVE TROST

16 APPLICATION OUTFITTERS:

17 ROGER GREEN

18 ITNOVAI:

19 JIM BLACK

Page 4

1 IN ATTENDANCE (cont'd.)

2 22nd CENTURY TECHNOLOGIES, INC.:

3 KAROLINA PLAN

4 COPELAND, LLC:

5 WILLIAM COPELAND (via phone)

6

7 SNAP, INC.:

8 ADAM BROWN (via phone)

9

10 RVM INTERNATIONAL:

11 HUBERT WILLIAMS (via phone)

12 DK CONSULTING:

13 KEITH GORTEVICH (via phone)

14

15 DELTAMOD:

16 JESSICA MOD (via phone)

17 BAZILIO COBB:

18 TOMMY THOMPSON (via phone)

19

20 KPMG:

21 MARCUS RYLE (via phone)

Page 5

1 IN ATTENDANCE (cont'd.)

2 PADGETT ADVANCE TECHNOLOGIES:

3 THANH PADGETT (via phone)

4

5 ICUBE SYSTEMS:

6 NARAYAN ATHREYA

7

8 ALSO PRESENT:

9 BEJU SAMPESEA (phonetic) (via phone)

10

11 -oOo-

12

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17

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19

20

21

Page 6

1	A-G-E-N-D-A	
2	ITEM:	PAGE:
3	I. Welcome and Introductions	7
4	Richard Wright	
5	II. Opening Remarks	16
6	Kenyatta Powers	
7	III. MBE Requirements	18
8	Kantria Leach	
9	IV. VOSBE GOAL	27
10	Dapheny McCray	
11	V. Living Wage Requirements	29
12	Richard Wright	
13	VI. Offeror Personnel Min. Qualifications	44
14	Richard Wright	
15	VII. Technical and Financial Proposal	45
16	Richard Wright	
17	VIII. Scope of Objectives	47
18	Darnell Josiah	
19	IX. Questions - Section 3	52
20		
21	X. Closing Comments	65
	Leah Hinson	67
	Darnell Josiah	
	-oOo-	

Page 7

1 PRE-PROPOSAL CONFERENCE

2 (10:00 a.m.)

3 Welcome and Introductions

4 **RICHARD WRIGHT:** Welcome to the

5 Pre-Proposal Conference. My name is Richard

6 Wright, I'm the Procurement Specialist with DHR's

7 Office of Technology for Human Services (OTHS).

8 Before we begin, just a few

9 housekeeping notes.

10 Restrooms are located along the main

11 hallway near the entrance.

12 Water fountains can also be found near

13 the restrooms.

14 All visitors should have signed in

15 with the security guard upon entering the

16 building, and received a Visitor's sticker.

17 Please note visitors are not permitted

18 throughout the building without an escort.

19 In the event of an emergency, please

20 proceed to the nearest exit. Exits are located

21 front, side, side.

Page 8

1 Today we'll be sharing information

2 regarding the RFP for the Automated Fiscal System

3 Modernization Project, Agent Control Number

4 OTHS/OTHS-16-024-S.

5 If you haven't done so already, please

6 make sure you sign in on the sign-in sheet, leave

7 your business card, and identify yourself as a

8 Minority Business Enterprise or Veteran Business

9 Enterprise, or Small Business Reserve Vendor, if

10 applicable.

11 As we move through each section of the

12 Agenda, please hold your questions until we've

13 reached the end of each section.

14 Also, for the purposes of the

15 transcription, please remember to state your name

16 and identify your firm or corporation prior to

17 asking your questions. Court Reporters, ETCetera

18 is recording today's proceedings.

19 We'll procedure now with

20 introductions. First we'll go around the room

21 and have state personnel introduce themselves.

Page 9

1 **GAIL JAMES:** Gail James, OTHS.
2 **DAPHENY McCRAY:** Dapheny McCray,
3 Procurement Officer.
4 **CHARLIE EVANS:** Charlie Evans,
5 Procurement.
6 **SCOTT MOORE:** Scott Moore with the
7 Attorney General's Office.
8 **KENYATTA POWERS:** Kenyatta Powers,
9 Chief Information Officer.
10 **SHERYL PARKER:** Sheryl Parker,
11 Applications Director.
12 **JIM JONES:** Jim Jones, EPMO.
13 **DARNELL JOSIAH:** Darnell Josiah,
14 Project Manager.
15 **SHARON GAREY:** Sharon Garey, AFS Task
16 Order Manager.
17 **SATISH KATI KI:** Satish Katiki, SAP
18 Client Partner.
19 **TANYA WILLIAMS:** Tanya Williams,
20 Deputy Chief Information Officer.
21 **DREW MacGLOAN:** Drew MacGloan, SAP.

Page 10

1 **RICHARD WRIGHT:** Okay.
2 **TANYA WILLIAMS:** I think somebody's on
3 the phone.
4 **RICHARD WRIGHT:** Yeah, we have a lot
5 of people on the phone. And what I'm gonna do at
6 this point is have everyone -- all of our vendors
7 introduce themselves, then we're gonna very
8 carefully try to capture the information relative
9 to who is on call, because it's important that we
10 have their name, company name, et cetera.
11 So let's go around the room. I would
12 ask that the representatives from our vendors in
13 attendance introduce themselves beginning, I
14 guess --
15 **SATISH KATI KI:** So I introduced myself
16 already. Satish Katiki from SAP. I'm the client
17 partner.
18 **DREW MacGLOAN:** Again, Drew MacGloan,
19 SAP, Account Executive.
20 **SHANNON BRADLEY:** Shannon Bradley,
21 Momentum, Inc.

Page 11

1 **SCOTT REILLY:** Scott Reilly with
2 Momentum.
3 **KIM RINGOLD:** Kim Ringold with Xerox.
4 **VALLIMANALAN THIRUGNANAM:**
5 Vallimanalan Thirugnanam with Xerox.
6 **GEORGE HARDY:** George Hardy with
7 Xerox.
8 **RAJAN NATARAJAN:** Rajan Natarajan,
9 TechnoGen.
10 **PHILLIP DeLEONIBUS:** Phillip
11 DeLeonibus, TechnoGen.
12 **JAY WALKER:** Jay Walker with Gantech.
13 **DAVID KIASI:** David Kiasi,
14 Applications Alternatives, MBE.
15 **RICHARD McCLEARN:** Richard McClearn,
16 DISYS.
17 **RICHARD WRIGHT:** Okay. Very good.
18 Now, if the folks who are on the
19 phone --
20 **MULTIPLE SPEAKERS:** We still have
21 people over here.

Page 12

1 **RICHARD WRIGHT:** I'm sorry, I thought
2 we were --
3 **KHIN CONTRINO:** Hi. Khin Contrino,
4 PTS. We're a Women-Owned MBE.
5 **RICHARD WHEELER:** Rick Wheeler,
6 Oakland Consulting, Maryland-based MBE and
7 Veteran owned.
8 **STEVE TROST:** Steve Trost, Workday.
9 **ROGER GREEN:** Roger Green, Application
10 Outfitters, MBE.
11 **JIM BLACK:** Jim Black, ITNOVA, also
12 MBE.
13 **RICHARD WRIGHT:** Okay. That's it?
14 **UNIDENTIFIED SPEAKER:** This is --
15 **RICHARD WRIGHT:** Hold on a second,
16 please, on the phone. Hold on, please.
17 **KAROLINA PLAN:** Karolina Plan, 22nd
18 Century, MBE.
19 **RICHARD WRIGHT:** Okay. Now we can
20 begin the --
21 **KANTRIA LEACH:** Well, you missed one

Page 13

1 more person. You have Kantria Leach, the
 2 Director of Office of Employment and Program
 3 Equity. I'm also on the phone.
 4 **RICHARD WRIGHT:** Oh, yes. Hi,
 5 Kantria. Thank you for joining us.
 6 **KANTRIA LEACH:** Hi.
 7 **RICHARD WRIGHT:** So let's begin
 8 with --
 9 **WILLIAM COPELAND:** William Copeland,
 10 Copeland, LLC, MBE.
 11 **RICHARD WRIGHT:** Could you repeat
 12 that, please?
 13 **WILLIAM COPELAND:** Okay. William
 14 Copeland from Copeland, LLC, MBE and
 15 Veteran-owned business.
 16 **RICHARD WRIGHT:** Thank you.
 17 **ADAM BROWN:** Adam Brown, representing
 18 SNAP, Incorporated, small business.
 19 **HUBERT WILLIAMS:** Hello, this is
 20 Hubert Williams, representing RVM International,
 21 small business DBD.

Page 14

1 **RICHARD WRIGHT:** Next?
 2 **KEITH GORTEVICH:** Keith Gortevich with
 3 DK Consulting, a woman-owned MBE.
 4 **RICHARD WRIGHT:** Could you repeat
 5 that, please?
 6 **KEITH GORTEVICH:** Keith Gortevich with
 7 DK Consulting, a woman-owned MBE.
 8 **RICHARD WRIGHT:** Thank you.
 9 **JESSICA MOD:** Jessica Mod (phonetic)
 10 with DeltaMod (phonetic), woman-owned minority
 11 business.
 12 **RICHARD WRIGHT:** Anyone else on the
 13 call-in?
 14 **TOMMY THOMPSON:** Tommy Thompson is on
 15 the phone.
 16 **RICHARD WRIGHT:** Pardon me?
 17 **TOMMY THOMPSON:** I was saying Tommy
 18 Thompson is on the phone.
 19 **RICHARD WRIGHT:** And your company?
 20 **TOMMY THOMPSON:** My company is Bazilio
 21 Cobb Associates.

Page 15

1 **RICHARD WRIGHT:** Could spell that for
 2 us, please?
 3 **TOMMY THOMPSON:** B-A-Z-I-L-I-O,
 4 Bazilio Cobb, C-O-B-B.
 5 **RICHARD WRIGHT:** Okay.
 6 **MARCUS RYLE:** And this is Marcus Ryle,
 7 R-Y-L-E with KPMG.
 8 **RICHARD WRIGHT:** Anyone else on the
 9 call-in?
 10 **BEJU SAMPESEA:** Beju Sampesea
 11 (phonetic), B-E-J-U.
 12 **RICHARD WRIGHT:** Okay. I'm sorry, we
 13 cannot hear you. You're gonna have to speak very
 14 slowly and clearly, please.
 15 **BEJU SAMPESEA:** Beju, B-E-J-U,
 16 Sampesea (phonetic).
 17 **THANH PADGETT:** Hi. My name is Thanh
 18 Padgett, T-H-A-N-H, P-A-D-G-E-T-T, with Padgett
 19 Advance Technologies, Inc. and we are a
 20 women-owned MBE.
 21 **RICHARD WRIGHT:** Anyone else on the

Page 16

1 call-in?
 2 (No Response.)
 3 **RICHARD WRIGHT:** Very well. The
 4 gentleman that just came in?
 5 **NARAYAN ATHREYA:** Narayan Athreya from
 6 ICUBE Systems. We are MBE owned and SBR. We
 7 specialize in financial systems.
 8 **RICHARD WRIGHT:** Okay. Very well.
 9 Thank you.
 10 We'll proceed now with opening remarks
 11 from Kenyatta Powers, the Chief Information
 12 Officer. Kenyatta.
 13 Opening Remarks
 14 **KENYATTA POWERS:** Good morning
 15 everyone. Welcome to DHR and our Pre-Proposal
 16 Conference for the Automated Fiscal System RFP.
 17 The Department of Human Resources,
 18 known as Maryland's Human Services Agency, is
 19 issuing a Request for Proposal to procure a
 20 financial management solution to replace the
 21 current legacy Automated Fiscal System.

1 AFS is a computerized tracking system
2 that provides DHR's physical users with a number,
3 financial tracking and disbursement capabilities,
4 including the ability to process payments to
5 childcare and foster care providers.

6 The current AFS is written in a
7 antiquated and unsupported Delphi technology. It
8 is at the end of life and requires a complete
9 refresh.

10 The Modernization Project will replace
11 the current legacy application with a scalable
12 solution aimed at improving DHR's business
13 operations by eliminating inefficient business
14 processes and workarounds that are currently
15 being used state-wide. The purpose is to deploy
16 a scalable application, leveraging more robust
17 application programming technologies, using
18 proven field-tested principles, tools, and
19 methods as embodied in the Scaled Agile Framework
20 in our SAFe Technologies.

21 We're delighted to have released the

1 AFS RFP, and look forward to working with an
2 experienced business partner that will provide a
3 software as a service, solution that shall meet
4 all business and technical requirements for DHR.

5 So, again, welcome to the Pre-Bid
6 conference, and we look forward to hearing from
7 you.

8 **RICHARD WRIGHT:** Okay. Thank you
9 Kenyatta.

10 We'll proceed now with remarks via
11 phone-in from Katria Leach. She is the Director
12 of the DHR Office of Employment and Program
13 Equity, and she will discuss the Minority
14 Business Enterprise requirements of this RFP.

15 Katria.

16 **MBE REQUIREMENTS:**

17 **KANTRIA LEACH:** Hi. I can barely hear
18 you guys. Can you guys hear me?

19 **RICHARD WRIGHT:** Yes.

20 **KANTRIA LEACH:** Okay. Again, like he
21 said, my name is Katria Leach. I'm the Director

1 of Employment and Program Equity here at DHR.
2 Our office is responsible for the oversight
3 inclusion and fairness as it relates to minority
4 women and disadvantaged businesses and state
5 projects.

6 Once a contract is awarded, our office
7 will send out congrats letters that will detail
8 most of your responsibilities in compliance with
9 the MBE rules. We also send out a similar form
10 to the subcontractors regarding their rights as
11 well.

12 The MBEs that will be listed on your
13 participation schedules are the ones that will be
14 used in order to meet your goal. For this
15 project, I believe it's 15% total: 7%
16 African-American, 8% women-owned.

17 The list of certified state MBEs are
18 listed on the MDOT website, which is
19 mdot.state.md -- excuse me, mdot.state.md.us.
20 Many of the laws that govern the MBE rules can be
21 found in the COMAR Section 21. If at any point

1 in the duration of the project you run into any
2 concerns with an MBE, any request form changes or
3 amendments must be approved by my office.

4 If those changes are approved, we will
5 work with the procurement office for any
6 amendments.

7 In addition, the MBEs can also contact
8 our office to mediate with any concerns regarding
9 payments, disputes, et cetera. My office will
10 investigate the concerns in attempt to mediate.
11 Although it's always our goal to ensure all the
12 work is together. However, there are times it's
13 just not possible. My office's list of remedies
14 range from counseling to liquidated damages or
15 award suspension.

16 Each month you're required -- or
17 quarterly you can submit -- you'll submit your
18 payments -- spreadsheets that will detail how
19 your subcontractors have been paid. Also we
20 require that the subcontractors also submit
21 quarterly reports regarding payments as well.

1 Feel free to send those monthly, and they will go
 2 to dhr.mbe@maryland.gov.
 3 Did anyone have any questions for me?
 4 **GEORGE HARDY:** I do. Good morning,
 5 Kantria. This is George Hardy from Xerox.
 6 You mention that the MBE goal is 15%.
 7 In the RFP, it states that it's 35% with 8%
 8 woman-owned and 7% African-American owned. Can
 9 you please clarify what the total MBE goal is?
 10 **KANTRIA LEACH:** Well, what I've gotten
 11 so far, and maybe you can -- is our Project
 12 Manager there?
 13 **DARNELL JOSIAH:** I am.
 14 **KANTRIA LEACH:** Okay. Do you want to
 15 clarify that? Because what I have, it may be
 16 something different, but it may have been what I
 17 was e-mailed unless there's a change.
 18 **DARNELL JOSIAH:** What is in the RFP is
 19 I think it's 35 percent, but I think we need
 20 to -- can provide a follow up? I'm glad you said
 21 that.

1 **KANTRIA LEACH:** So, for the record,
 2 whatever the Project Manager has, that's the
 3 goal.
 4 **RICHARD WRIGHT:** Yes, it is 35% as was
 5 stated by Darnell Josiah, who is the Project
 6 Manager.
 7 **KANTRIA LEACH:** Thank you.
 8 **LEAH HINSON:** Kantria, can you go over
 9 the part about if they're a MBE that becomes the
 10 prime, and how that counts toward the MBE goal?
 11 **KANTRIA LEACH:** I'm sorry, can you say
 12 that again? I'm having trouble hearing you guys.
 13 **LEAH HINSON:** Can you go over the part
 14 that if they happen to be a MBE that becomes the
 15 prime, and how that counts toward their overall
 16 MBE goal?
 17 **KANTRIA LEACH:** If the prime
 18 contractor is a registered MBE, then they'll
 19 cover 50% of the required goal.
 20 **LEAH HINSON:** Thank you.
 21 **KANTRIA LEACH:** You're welcome.

1 Anything else? Any other questions?
 2 **RICHARD WHEELER:** Can I ask one
 3 question to follow up on that? Rick Wheeler with
 4 Oakland Consulting.
 5 I understand the 50% rule. How does
 6 that apply to the sub-goals? So if you're an
 7 African-American owned --
 8 **KANTRIA LEACH:** I'm sorry?
 9 **RICHARD WHEELER:** The sub-goals,
 10 right. So there's a 7% African-American
 11 sub-goal. If you're an African-American owned
 12 MBE, and you can satisfy 17 1/2% of the 35% goal,
 13 can you satisfy all of the sub-goal or only half
 14 of the sub-goal?
 15 **KANTRIA LEACH:** And I'm struggling to
 16 hear you, so I apologize. So you're saying if --
 17 repeat that again for me?
 18 **LEAH HINSON:** Basically, what he was
 19 saying was: If you're a MBE that's an
 20 African-American woman, and there's the sub-goal
 21 of that, would you meet the 50% of the entire

1 35%, as well as that sub-goal?
 2 **RICHARD WRIGHT:** The entire sub-goal?
 3 **KANTRIA LEACH:** Whatever sub-goals are
 4 established, are established. So whatever the
 5 difference between the two, you would still have
 6 to use an African-American and still a
 7 woman-owned business. You're just covering half
 8 of what the overall goal is. So it doesn't
 9 matter whether the prime contractor is
 10 African-American and/or a disadvantaged business
 11 owner, or female. They're just covering 50% of
 12 the overall goal, so the difference still has to
 13 be divvied up based on whatever the requirements
 14 are.
 15 **RICHARD WHEELER:** But the overall goal
 16 is more. 50% of the overall goal is more than
 17 the sub-goal. So I'm just asking if the 7%
 18 sub-goal, half of that is only 3 1/2%. Is that
 19 all an African-American prime satisfies on the
 20 sub-goal? Or do they get all 7% because they've
 21 satisfied 17 1/2% of the MBE goal?

Page 25

1 **KANTRIA LEACH:** That's something that
2 we would have to sit down with the Project
3 Manager to determine. Which if they fall into
4 both categories, then that's something that, you
5 know, the Project Manager would need to sit
6 down -- or it needs to be discussed before the
7 award.
8 If, in fact, you're giving the project
9 to a person that's fits in both categories, it's
10 something that needs to be resolved before the
11 award.
12 **DARNELL JOSIAH:** It's a fair question.
13 We will take it under advisement, and we'll
14 provide a written response.
15 **RICHARD WHEELER:** If you'd like, I'll
16 submit that question in writing.
17 **DARNELL JOSIAH:** Will you please do
18 that, please?
19 **RICHARD WHEELER:** Yeah.
20 **DARNELL JOSIAH:** Thank you.
21 **JIM BLACK:** One other question.

Page 26

1 **RICHARD WRIGHT:** Your name and company
2 name?
3 **JIM BLACK:** Jim Black with ITNOVA.
4 As a Hispanic-owned business that's
5 involved with the State EBS replacement projects,
6 the question is to whether you would consider
7 adding a sub-goal for Hispanic-owned businesses?
8 **KANTRIA LEACH:** I don't set the goals.
9 The goals are set before they come to my office.
10 So that's a question also for the Procurement
11 Office or the Project Manager.
12 **JIM BLACK:** Okay. Very well. I'll
13 submit it in writing. Thank you.
14 **RICHARD WRIGHT:** Okay. I hope
15 everybody on the phone can hear me a little
16 better. I've actually moved closer to the
17 microphone.
18 At this point, we'll proceed now with
19 remarks from Dapheny McCray, who is the
20 Procurement Officer for DHR Central Procurement,
21 who will discuss the Veteran-Owned Small Business

Page 27

1 Enterprise Goal of one half of 1%.
2 **VOSBE GOAL:**
3 **DAPHENY McCRAY:** Good morning. I'm
4 gonna cover from the RFP Section 1.42, the
5 Veteran-Owned Small Business Enterprise Goals
6 here, and that's gonna be on Page 35 in the RFP.
7 Notice to Offerors: Questions or
8 concerns regarding the Veteran-Owned Small
9 Business Enterprise subcontractor participation
10 goal of this solicitation must be raised before
11 the due date for submission of Proposals.
12 Purpose: The Contractor shall
13 structure its procedures for the performance of
14 the work required in this Contract to attempt to
15 achieve the VSBE subcontractor participation goal
16 stated in this solicitation. VSBE performance
17 must be in accordance with this section and
18 Attachment N, as authorized by COMAR 21.11.13.
19 The Contractor agrees to exercise all good faith
20 efforts to carry out the requirements set forth
21 in this section and Attachment N.

Page 28

1 An overall MBE subcontractor
2 participation goal of the total contract dollar
3 amount has been established for this procurement
4 as identified in the Key Information Summary
5 Sheet.
6 By submitting a response to this
7 solicitation, the Offeror agrees that this
8 percentage of the total dollar amount of the
9 Contract will be performed by verified
10 Veteran-Owned Small Business Enterprises.
11 An Offeror must include in its
12 Proposal a completed Veteran-Owned Small Business
13 Enterprise Utilization Affidavit and
14 Subcontractor Participation Schedule (Attachment
15 N-1).
16 The Offeror acknowledges it: A)
17 intends to meet the VSBE participation goal; b)
18 requests a full or partial waiver of the VSBE
19 participation goal. If the Offeror commits to
20 the full VSBE goal or requests a partial waiver,
21 it shall commit to making a good faith effort to

Page 29

1 achieve the stated goal.
2 I'm gonna jump down to Section 1.42.6.
3 The Contractor, once awarded the Contract, shall:
4 Submit a monthly by the 10th of the month
5 following the reporting period to the Contract
6 Manager and Department VSBE representative, a
7 report listing any unpaid invoices, over 45 days
8 old, received from any VSBE subcontractor, the
9 amount of each invoice, and the reason payment
10 has not been made. That would be Attachment N-3.
11 I've completed it.
12 **RICHARD WRIGHT:** Thank you very much.
13 Thank you, Dapheny.
14 Living Wage Requirements
15 **RICHARD WRIGHT:** We'd also like to
16 draw your attention to the Living Wage
17 Requirements of this RFP as found in Section
18 1.34.
19 Please note, effective at midnight on
20 September 28, 2015, the living wage rates were
21 adjusted to \$13.59 per hour in Tier 1 Areas, and

Page 30

1 \$10.21 in Tier 2 Areas, depending on the location
2 where the services are being performed or on the
3 location benefiting from the work.
4 The Living Wage Rates change each year
5 and are published in July, at the beginning of
6 the State's fiscal year, and effective 90 days
7 from the end of the State fiscal year in June.
8 Effective at midnight on September 28,
9 2016, the living wage rates will be adjusted to
10 \$13.63 per hour in Tier 1 Areas, and \$10.24 in
11 Tier 2 Areas.
12 This Contract will occur in Tier 1,
13 Baltimore County.
14 We'll proceed now with an overview of
15 Section 1 shortly, but first a reminder:
16 The following documents shall be
17 completed, signed and included in the Technical
18 Proposal (under Tab O) that follows the materials
19 submitted in response to Section 4.2: A
20 completed Bid Proposal Affidavit (Attachment B);
21 completed MDOT Certified MBE Utilization and Fair

Page 31

1 Solicitation Affidavit (Attachment D-1A); a
2 completed Maryland Living Wage Requirements
3 Affidavit of Agreement (Attachment G-1); a
4 completed Federal Funds Attachment (Attachment
5 H); a completed Conflict of Interest Affidavit
6 and Disclosure (Attachment I); a completed
7 Veteran-Owned Small Business Enterprise (VSBE)
8 Utilization Affidavit and Subcontractor
9 Participation Schedule (Attachment N-1); a
10 completed Location of the Performance of Services
11 Disclosure (Attachment O); a Labor classification
12 Personnel Resume Summary (Attachment Q);
13 Functional, Technical, reporting and Form
14 Requirements (Attachment V).
15 And additionally, the following are
16 required to be submitted under Tab P: A proposed
17 data security plan that describes the Offeror's
18 information security processes for ensuring the
19 security of DHR's data. The plan shall also
20 describe disaster recovery processes.
21 A copy of any software Licensing

Page 32

1 Agreement for any software proposed to be
2 licensed to the State under this Contract, such
3 as End-User License Agreements, Enterprise
4 License Agreements, Professional Service
5 Agreements and Master Agreements, a copy of the
6 Acceptable Use Policy for each organization,
7 including subcontractors proposed to perform
8 services under this Contract.
9 The following attachment shall be
10 included with the Financial Proposal: Attach F,
11 the Price Proposal.
12 The Department of Human Resources is
13 issuing this Request for Proposals to procure a
14 financial management solution to replace the
15 current legacy Automated Fiscal System (AFS)
16 application. The modernization project will
17 replace the current legacy application with a
18 scalable solution aimed at improving DHR business
19 operations by eliminating inefficient business
20 processes and workarounds that are currently
21 being used statewide. This solicitation will

Page 33

1 enable the DHR procure a robust financial
2 management solution that delivers all the
3 functional capabilities of the legacy AFS, while
4 providing advanced security, performance, and
5 user experience, in accordance with all State
6 requirements. The replacement AFS will be
7 provisioned as a vendor-hosted
8 Software-As-A-Service (SaaS) solution, and shall
9 meet all business and technical requirements as
10 described in Section 3 of this solicitation.
11 It is the State's intention to obtain
12 product/services, as specified in this RFP,
13 through a Contract between the successful Offeror
14 and the State.
15 DHR intends to make a single award as
16 a result of this RFP.
17 Offerors, either directly or through
18 their subcontractor (s) must be able to deliver
19 all products/services and meet all of the
20 requirements requested in this solicitation. The
21 Contractor shall remain responsible for Contract

Page 34

1 performance regardless of subcontractor
2 participation in the work.
3 As you're no doubt aware, if you're
4 doing business with the State of Maryland, you're
5 required to register with the Maryland Department
6 of Assessments and Taxation, as well as with the
7 Department of Labor & Licensing. Failure to
8 complete registration with the Department of
9 Assessments and Taxation may disqualify an
10 otherwise successful Contractor from final
11 consideration and recommendation for Contract
12 award.
13 Also, please remember that Dapheny
14 McCray, the Procurement Officer for DHR Central
15 Procurement, is the sole point of contact for any
16 questions you may have during the procurement
17 process, both before and after the closing date.
18 If you have any questions, or if you are sending
19 in any documentation, you need to send them to
20 her attention.
21 The deadline for submitting questions

Page 35

1 prior to the closing date is 2:00 p.m. August
2 25th, 2016, and this deadline will be strictly
3 enforced.
4 Proposals must be received no later
5 than 2:00 p.m. local time on August 31st, 2016.
6 This deadline will also be strictly enforced.
7 Additionally, and this is important:
8 We ask that for any questions you present at
9 today's meeting, you follow up by e-mailing the
10 questions as soon as possible to Dapheny. Her
11 e-mail address is dapheny.mccray@maryland.gov,
12 and that's also in your RFP,
13 dapheny.mccray@maryland.gov.
14 Moving on: The subsections of Section
15 1 are primarily standard RFP boilerplate
16 developed by the State of Maryland, Department of
17 Information Technology. I'm confident everyone
18 has had a chance to review these Subsections.
19 At this time, I'll open the floor to
20 anyone who has any questions pertaining to
21 Section 1. Please remember to state your name

Page 36

1 and identify your firm or corporation prior to
2 asking your question.
3 **GEORGE HARDY:** Good morning. This is
4 George Hardy with Xerox.
5 I'm gonna go back to the Key
6 Information Summary Sheet. It states that the
7 questions are due on the 25th of August, and the
8 Proposals are due on the 31st. That only gives
9 six days for the State to provide responses back
10 to the questions. Is that enough time for
11 vendors to receive the responses and to be able
12 to incorporate those responses in their replies
13 or submissions? It just seems like there's not
14 enough time between the submission date for the
15 questions and the submission for the Proposals.
16 **RICHARD WRIGHT:** So noted. We'll take
17 your suggestion under advisement. As it is right
18 now, the deadline of 2:00 p.m. August 25th
19 stands. However, as I've said, we will take your
20 question under advisement.
21 **SCOTT MOORE:** I'm sorry, Rick. Scott

Page 37

1 Moore with the AG's Office.
2 Just so you know, the State's gonna
3 pose answers to questions basically on a rolling
4 basis on August 25th, then pose answers to your
5 questions on that day. So I believe we have two
6 or three questions that are posted now. You can
7 go and review -- review periodically as you
8 prepare your Proposals. We have that cut off
9 date just so, you know, a day or two before
10 you're not then looking at questions that may,
11 you know, affect your submission. So if you want
12 to just check, we're gonna post on a rolling
13 basis, and that should help.
14 I don't know if that really addresses
15 part of your concern, but --
16 **GEORGE HARDY:** Yeah, that really
17 helps. I appreciate that response.
18 **RICHARD WRIGHT:** And as Scott
19 mentioned, we have one series of questions
20 published so far, and we have another one coming
21 up short shortly.

Page 38

1 **DAPHENY McCRAY:** Yes. Dapheny McCray
2 here. There's gonna be two other series of
3 questions that should be posted today.
4 **GEORGE HARDY:** Very well. Thank you.
5 **RICHARD WRIGHT:** Okay. Do we have any
6 other questions regarding Section 1?
7 **GEORGE HARDY:** George Hardy, again,
8 with Xerox.
9 Section 1.1, you mention that we have
10 this legacy Automated Fiscal System. I'm just
11 curious about the incumbent vendor?
12 **RICHARD WRIGHT:** Okay. I can answer
13 that now because that was one of the questions
14 that's in the first series of questions.
15 The original vendor was IBM. And
16 shortly after the Contract was established, the
17 function was taken over by Xerox, as far as the
18 application's Maintenance Contract. So that's
19 where it stands now.
20 **DAVID KIASI:** David Kiasi,
21 Applications Alternatives.

Page 39

1 Gentlemen from SAP have been
2 identified in, you know, in our Proposal
3 Conference here. What is the relationship of SAP
4 to the office procuring this system? And are
5 they -- I assume they're eligible to bid.
6 **RICHARD WRIGHT:** SAP being?
7 **DREW MacGLOAN:** S-A-P.
8 **RICHARD WRIGHT:** Which is?
9 **DAVID KIASI:** Yeah, when you
10 introduced the people, the staff people, they
11 introduced themselves. What is their role right
12 now?
13 **DREW MacGLOAN:** There is no role.
14 **RICHARD WRIGHT:** Currently, there is
15 no role.
16 **GEORGE HARDY:** I have an additional
17 question. George Hardy with Xerox again.
18 Section 1.35, the Federal Funding
19 Acknowledgement. I'm just curious: Is this
20 project totally funded by Federal funds? Or can
21 you elaborate on the funding that's been

Page 40

1 allocated for this project?
2 **RICHARD WRIGHT:** I don't have the
3 exact figure, so I'll take that under advisement.
4 And please e-mail that question in and we will
5 answer it.
6 **SCOTT MOORE:** Scott Moore with the
7 Attorney General's Office.
8 I'm not sure if this is gonna fully
9 address your question: The dollar amount you see
10 listed there is just what's been allocated to the
11 OTHS here at DHR, doesn't reflect DHR's budget
12 for this, undertaking this project. We actually
13 won't disclose that budget.
14 As far as whether it's fully funded
15 through Federal funds, I'm not sure. We can get
16 back to you on that.
17 **GEORGE HARDY:** Thank you.
18 **SCOTT MOORE:** And I just heard it's
19 actually not fully funded through Federal funds.
20 **GEORGE HARDY:** Okay. Thank you.
21 **RICHARD WRIGHT:** Any other questions

Page 41

1 regarding Section 1?
 2 **SHANNON BRADLEY:** Shannon Bradley with
 3 Momentum.
 4 On Page 23, Section 1.23, Letter F,
 5 you discuss a substitution prior to and within 30
 6 days after Contract execution. It states that
 7 subcontractors, temporary staff, or 1099
 8 contractors do not apply. In the case that,
 9 like, an MBE is serving as a sub and they have
 10 someone that's in the key personnel, how would
 11 this affect them?
 12 **RICHARD WRIGHT:** Well, the same --
 13 okay. The same rules that apply to personnel,
 14 apply to subcontractors.
 15 **SHANNON BRADLEY:** Okay. So if they're
 16 full-time with the subcontractor?
 17 **RICHARD WRIGHT:** So please e-mail that
 18 question in and we'll give you a more specific
 19 answer.
 20 **SHANNON BRADLEY:** All right. Thank
 21 you.

Page 42

1 **RICHARD WRIGHT:** I'm very hesitant to
 2 answer questions completely at this point,
 3 because we need to make sure that our answers
 4 are, you know, thoroughly vetted by our legal
 5 counsel.
 6 **DARNELL JOSIAH:** Could I ask a
 7 clarifying question --
 8 **RICHARD WRIGHT:** Yes.
 9 **DARNELL JOSIAH:** -- to your question
 10 earlier: Are you asking whether or not if you
 11 had a key resource, i.e, a program manager, an
 12 application architect, or an application
 13 programmer served by a Contractor?
 14 **SHANNON BRADLEY:** Uh-huh.
 15 **DARNELL JOSIAH:** If the time
 16 provision's still applicable for the RFP, in
 17 terms of the time period being included in the
 18 application, in terms of replacing that resource;
 19 is that what you're asking?
 20 **SHANNON BRADLEY:** I'm curious if they
 21 would qualify?

Page 43

1 **DARNELL JOSIAH:** If they would
 2 qualify?
 3 **SHANNON BRADLEY:** Uh-huh.
 4 **DARNELL JOSIAH:** Let us review that
 5 question post this meeting. We'll follow up.
 6 **RICHARD WRIGHT:** Right. Please e-mail
 7 Dapheny your question, okay?
 8 **SHANNON BRADLEY:** Uh-huh.
 9 **RICHARD WRIGHT:** Any other questions
 10 regarding Section 1?
 11 **KANTRIA LEACH:** And if I may, this is
 12 Kantria in OE. I just want to make a correction
 13 under Section 1.33. And I believe Leah reached
 14 out. I think I misunderstood one of the
 15 question, so I wanted to make sure -- well, thank
 16 Leah, but make sure that I clarify the question
 17 regarding the MBEs that are covering -- that are
 18 registered.
 19 So for any registered MBEs, they can
 20 cover a goal up to 50% of the subcontract goal,
 21 and 100% of any one contract sub-goal. So I

Page 44

1 think that that was something that -- I'm
 2 struggling to hear you guys, so I wanted to make
 3 sure that that was clear and thank Leah for
 4 clarifying. She sent me a message of what the
 5 question actually was. So I misunderstood that.
 6 So they can cover up to 100% of one of the
 7 Contract sub-goals, so I wanted to make sure that
 8 was clarified before we moved on out of this
 9 section.
 10 **RICHARD WRIGHT:** All right. Thank you
 11 very much.
 12 **KANTRIA LEACH:** Thank you.
 13 Offeror and Personnel Minimum Qualifications
 14 **RICHARD WRIGHT:** Okay. If there are
 15 no more questions on Section 1, we'll move on to
 16 Section 2, which details Offeror and Personnel
 17 Minimum Qualifications.
 18 I'll now open the floor to any
 19 questions pertaining to Section 2. Please
 20 remember to state your name and identify your
 21 firm or corporation prior to asking your

Page 45

1 question. Do we have any questions relative to
2 Section 2?
3 (No Response.)
4 Technical and Financial Proposals:
5 **RICHARD WRIGHT:** Okay. We'll move on,
6 then, to Section 4, which details the manner in
7 which Technical and Financial Proposals are to be
8 submitted. Please remember that e-mailed
9 submissions are not acceptable for this RFP, and
10 must be delivered to the addressed listed in the
11 Key Information Sheet, in the form of hard
12 copies, electronic media, exactly as specified in
13 Sections 4.1 through 4.5.
14 I'll now open the floor to any
15 questions pertaining to Section 4. Please
16 remember to state your name and identify your
17 firm or corporation prior to asking your
18 question.
19 (No Response.)
20 Procedures for Evaluation and Award:
21 **RICHARD WRIGHT:** Very well.

Page 46

1 We'll now move on to Section 5, which
2 describes the procedures that will be used for
3 evaluation and award.
4 I trust that everyone has had a chance
5 to read Section 5. Please remember that prior to
6 Price Proposals being opened, the Technical
7 Proposals will be evaluated and ranked. The
8 Technical Proposal carries more weight in terms
9 of evaluation.
10 At this time, I'll open the floor to
11 anyone who has any questions pertaining to
12 Section 5. Please remember to state your name
13 and identify your firm or corporation prior to
14 asking your questions.
15 (No Response.)
16 **RICHARD WRIGHT:** Very well. Before we
17 get into Section 3, the Scope of Objectives,
18 normally known as the Scope of Work, I'd like to
19 introduce Darnell Josiah, the AFS Project
20 Manager, who is going to provide some general
21 comments regarding this section.

Page 47

1 Darnell.
2 Scope of Objectives
3 **DARNELL JOSIAH:** Good morning
4 everybody. First of all, thank you for coming
5 out. This is a very important procurement. We
6 have spent quite a long time putting this
7 Solicitation together, so we are eager to see
8 your responses and also to partner with the
9 trusted vendor so we can get a new solution for
10 the Department of Human Resources.
11 I'm not gonna regurgitate what you
12 have already heard in terms of the solution that
13 we are inquiring. But I would want to at least
14 turn your attention to three core areas that we
15 would like to focus on for this Procurement.
16 One is a solution itself. You have
17 received a requirements (unintelligible) that
18 details all the requirements that we're looking
19 for. That is a substantive document that we'll
20 be using for assessing the degree of fit for the
21 solution that is being proposed.

Page 48

1 The next important component is the
2 technical resources that you will propose. There
3 are three that we're asking for:
4 A program manager, someone that we can
5 work with on a daily basis to make ensure the
6 application's configured and it's provisioned for
7 use for the State.
8 The second thing is making sure that
9 there is adequate training resources, because
10 adoption of this system is essential for the
11 State. We want to make sure that all users are
12 able to utilize this application. So we want to
13 make sure that in your response, you have
14 adequately considered the training approach and
15 the ways in which you'll be providing support for
16 the State. We have required a train, trainer
17 model which we think is efficient for most
18 companies to adopt it. But at the same time, we
19 want to make sure that at the end of the
20 deployment, we have developed the comprehension
21 and the skills to utilize the features of your

Page 49

1 solution.

2 And the other piece of this is the

3 support team. There are three main roles that we

4 are looking for: The program manager, which I

5 alluded to earlier. But there's also the

6 application architect and an application

7 programmer.

8 Now, the reason why we are looking at

9 those three key roles is because not only is

10 there an oversight component from the vendor to

11 the State, but there will be some integration

12 work that would be required as we transition the

13 system from the legacy application into the

14 production environment for the new system. So we

15 want to make sure that we have considered the

16 app's conceptual frameworks that the application

17 would reside with them, and ensure that you have

18 all the tools, the ETI methods, and any type ETI

19 exposure so that the applications can talk to our

20 future environments. Those are the three core

21 pieces that are really important to me. Of

Page 50

1 course the solution's got to work. So make sure

2 that your solution is robust enough to -- and is

3 scalable both horizontally scalable and

4 vertically scalable, because we have requested

5 250 users to begin. But we anticipate that this

6 system will be scalable for a much wider group,

7 depending on the State's determination, whichever

8 one of you guys' system, moving forward.

9 So we're looking at horizontal

10 scalability and vertical. So if there's modules

11 that you have in your solution, make sure that

12 those modules are extensible to a wider group.

13 Those are three things that's very

14 important. And I'm not gonna go through all the

15 previous sections of the document, but those are

16 the three things that I really wanted to

17 highlight.

18 The goals are detailed in Section

19 3.3.17. Take a look at it. We will be assessing

20 the degree of your solution to those goals. We

21 have spent a lot of time looking at what is

Page 51

1 important for the State. These are the goals.

2 Make sure that you're familiar with that.

3 The other point I want to mention is:

4 Because this is a financial solution, security is

5 utmost important to us. We want the solution to

6 be secure, and that speaks for itself. The

7 solicitation details a number of different things

8 leading to security, and it also details

9 potential audits that we want to make sure that

10 we're in compliance with, and that's detailed in

11 the document as well.

12 Now, why am I going through all this?

13 Because we want to make sure that when you're

14 submitting your solution, that you are careful

15 and you're thoughtful in responding not only to

16 the requirements contained in Attachment V, but

17 also attentive to all the various sections,

18 especially those in Section 3.

19 I'm gonna leave this at that point to

20 see if there are any questions that you have,

21 because I'm sure you are eager to ask me

Page 52

1 questions.

2 Questions Re: Section 3

3 **RICHARD WRIGHT:** Yes. So we'll open

4 the floor to any questions regarding Section 3,

5 the Scope of Objectives, which we'll try to

6 answer at this time to the best of our ability

7 and, otherwise, defer them under advisement. Any

8 questions regarding Section 3?

9 **SATISH KATI KI:** You were mentioning

10 about --

11 **RICHARD WRIGHT:** Please state your

12 name and company name, please.

13 **SATISH KATI KI:** Satish Katiki from

14 SAP.

15 The question I have is related to

16 Section 3.3.17 where you have stated the business

17 objectives. And you were referring about the

18 goals. So the business objectives need to be

19 read as goals?

20 **DARNELL JOSIAH:** Yes.

21 **SATISH KATI KI:** Okay.

Page 53

1 **RICHARD WRIGHT:** Okay. Thank you.
 2 **SATISH KATI KI:** Thank you.
 3 **RICHARD WRIGHT:** Yes, sir?
 4 **RICHARD WHEELER:** Rick Wheeler with
 5 Oakland Consulting.
 6 Well, not necessarily Section 3 is a
 7 question, but it's something that you mentioned.
 8 You mentioned oversight, and I was wondering if
 9 there is an independent QAQC vendor or oversight
 10 role, or someone on this project? And has that
 11 already been identified? And if so, is there a
 12 vendor --
 13 **DARNELL JOSIAH:** To your QAQC
 14 question: There is not a QAQC vendor that's
 15 overseeing this project. This project's overseen
 16 by the Department of Information & Technology,
 17 but we do have a project oversight manager,
 18 assigned by the State, who works very closely
 19 with us.
 20 We are also working along with the
 21 State's oversight body, as well as part of the

Page 55

1 think through that some more after we have gotten
 2 your questions about it. But we have made this a
 3 requirement because it's financial data, so the
 4 transmission of data is important, but the
 5 security of that data at rest is equally
 6 important. We have considered the cost
 7 ramifications for that, and we still think that
 8 it's an important consideration for the State.
 9 But please still submit your question in writing.
 10 **RICHARD WRIGHT:** Yes. Thank you.
 11 That's a good question.
 12 Do we have any other questions
 13 regarding this section?
 14 **STEVE TROST:** Steve Trost, Workday.
 15 I'd like to dive in a little bit more
 16 about the staff requirements on here and the
 17 reasons why you decided to go down from a
 18 software to a service. And if you could
 19 differentiate between what you're looking for
 20 from a SaaS solution versus something like a
 21 hosted solution? Some people would throw in the

Page 54

1 modernization effort as well, so this is done in
 2 collaboration with these oversight partners.
 3 **RICHARD WRIGHT:** Okay. Thank you.
 4 **RAJAN NATARAJAN:** Rajan Natarajan.
 5 **RICHARD WRIGHT:** Could you repeat you
 6 name again?
 7 **RAJAN NATARAJAN:** Rajan Natarajan,
 8 TechnoGen.
 9 Is there any incumbent already working
 10 on this project currently?
 11 **DARNELL JOSIAH:** This is a new
 12 Solicitation.
 13 **GEORGE HARDY:** George Hardy with
 14 Xerox.
 15 On Page 51, Paragraph 4, we talked
 16 about a requirement for data encryption in
 17 transit and for the data at rest. Has the State
 18 really contemplated or considered the cost of
 19 encrypting data at rest as well as in transit?
 20 Because that is a major cost drop.
 21 **DARNELL JOSIAH:** We would want to

Page 56

1 SaaS solution, but others would not.
 2 **DARNELL JOSIAH:** It's a fair question.
 3 Well, my standing response is: Make sure you
 4 submit that question in writing as well. But I'm
 5 gonna attempt to address your question.
 6 There are a number of different
 7 deployment modalities. One of which, as you have
 8 alluded to, is a SaaS-based solution.
 9 The reason why we decided to utilize
 10 this modality is because we wanted to ensure that
 11 the environment that is supporting the solution,
 12 the infrastructure environment resides not within
 13 our own infrastructure. We want to make sure
 14 that we use a scalable solution that is provided
 15 by the vendor so their responsible to make sure
 16 that they can accommodate the amount of users
 17 that we anticipate without any performance
 18 degradation.
 19 Currently, there is an environment in
 20 place, but we believe that in the future, moving
 21 forward, that it is in the best interest of the

Page 57

1 State to utilize the solution that allows the
2 State maximum scalability, at the same time,
3 maintaining its performance.
4 There's a lot I can say on that, but
5 I'm gonna abbreviate my comment on that point.
6 **STEVE TROST:** Thank you.
7 **RICHARD WRIGHT:** Thank you.
8 **GEORGE HARDY:** George Hardy again with
9 Xerox.
10 At the top of Page 66, it says that,
11 "the State shall have the unilateral right to
12 reallocate percentages among the various SLAs
13 annually on the anniversary of the Contract."
14 Does that mean that for any of the SLA
15 credits that the State, on an annual basis, can
16 change those percentages to anything? Or is
17 there a cap on the amount of change that you
18 could apply annually? Can you elaborate on that?
19 **SCOTT MOORE:** Scott Moore with the
20 Attorney General's Office.
21 What you read there is correct--we can

Page 58

1 reallocate percentages every year upon the
2 anniversary. There is no cap on what the change
3 will actually be.
4 I don't envision a situation where the
5 State would drastically increase one credit
6 unless it was a ongoing, you know, drawn-out
7 issue with a vendor. But, no, there is no cap.
8 **GEORGE HARDY:** Would the State
9 consider putting a cap on the --
10 **SCOTT MOORE:** At this time, no.
11 **RICHARD WRIGHT:** Thank you.
12 Further questions regarding Section 3?
13 Going once. Going twice.
14 (No Response.)
15 **DARNELL JOSIAH:** If I may, Rick, I
16 just want to provide additional followup to the
17 gentleman's question regarding oversight.
18 It's important that we state that the
19 oversight methods that we'll be using for this
20 project conforms to the Scalable Agile Framework,
21 SAFe Version 4.0. That is a decision that the

Page 59

1 State has adopted given the benefits of bringing
2 maximum business impact quickly and also bringing
3 in solutions to the market quickly.
4 We're looking for a solution that is
5 robust. But at the same time, the process that
6 we would use for oversight would be in accordance
7 with the State methods. And there's a lot that's
8 written in the documents, solicitation documents,
9 about this Scalable Agile method that will be
10 happening. I think that is actually found in
11 Section 3.3.16.
12 So if you're not familiar with that,
13 get familiar with that because that would be the
14 method that we'll be utilizing for project
15 oversight, daily oversight.
16 Thank you, Rick.
17 **RICHARD WRIGHT:** Thank you, Darnell.
18 **SCOTT MOORE:** Scott Moore, Attorney
19 General's Office. Follow up just regarding your
20 question -- or in response to your question about
21 the escalating caps.

Page 60

1 We're not looking -- the State isn't
2 looking to penalize a vendor. We really just
3 want to have the work done and done well. We're
4 not here to really play games with vendors.
5 Last year they escalated a small
6 percent, because we're not gonna be unreasonable
7 there at all.
8 **RICHARD WRIGHT:** Thank you.
9 **NARAYAN ATHREYA:** Narayan Athreya from
10 ICUBE Systems.
11 One is: What is your expected time of
12 award for this Contract, finalizing an award for
13 the Contract?
14 Second: When is the current legacy
15 system Contract expire? Do you have any
16 transition timeframe already?
17 **RICHARD WRIGHT:** If you refer back --
18 for information regarding the legacy system, I
19 would refer you back to eMarylandMarketplace, to
20 question series number one, that's all covered.
21 **NARAYAN ATHREYA:** All right.

Page 61

1 **SCOTT MOORE:** Offhand, that date is
2 December 31st, 2017.
3 **RICHARD WRIGHT:** Right, for the
4 expiration. But if you read that question
5 series, it gives you the details.
6 **NARAYAN ATHREYA:** I know it's December
7 31st. But what is the expected award timeframe
8 for this award?
9 **RICHARD WRIGHT:** Optimistically,
10 November 21st.
11 **NARAYAN ATHREYA:** Thank you.
12 **DARNELL JOSIAH:** Yes, we would be
13 aggressively going through the evaluation process
14 once the submission has been closed. Clearly, we
15 need to stand up a new solution quickly. So it
16 is of utmost importance for this program team
17 that we find a solution and, at the same time,
18 begin the process of sunsetting the legacy system
19 and standing up the new production system.
20 **NARAYAN ATHREYA:** Thank you.
21 **RICHARD WRIGHT:** All right. Before we

Page 62

1 conclude, I'd like to remind you once again that
2 after today, any additional questions must be
3 e-mailed to Dapheny McCray at
4 dapheny.mccray@maryland.gov.
5 The cutoff date and time for
6 submitting questions is 2:00 p.m. August 25th,
7 2016.
8 However, between now and then, we ask
9 that for any questions you presented at today's
10 meeting, you follow up by e-mailing the questions
11 as soon as possible to Dapheny.
12 At this time, Darnell, would you like
13 to offer some closing remarks?
14 **SATISH KATI KI:** This is Satish Katiki
15 from SAP. I've got one additional question.
16 **RICHARD WRIGHT:** Yes, sir. Sure.
17 **SATISH KATI KI:** In the Key Information
18 Sheet, you have for the Contract Type you have
19 mentioned combined fixed price and time and
20 material. Could you elaborate a little bit on
21 why two, and which portion of the project you

Page 63

1 want -- could you elaborate a little bit on that?
2 **DARNELL JOSIAH:** Yes, I can. It's a
3 fair question.
4 The fixed price component of this
5 Contract would be for the acquisition of the
6 solution, because it's a soft -- it's a service
7 we anticipate that you should know what your
8 system costs.
9 But there will be some configuration
10 work that we will want to have you entertain as
11 well. Since we do have additional legacy systems
12 that we would like to consolidate as part of this
13 acquisition, we want to make sure that we have
14 the provisions for procuring you or using the
15 work order process, Section 3.9 of this document,
16 so that we can go ahead and bill -- you can bill
17 for that work in support of the configuration
18 activities for standing up your solution.
19 So two components: The firm fixed
20 price would be to acquire the solution. The work
21 order process, that's part of the Scalable Agile

Page 64

1 Framework method that we can be oversight for,
2 defining sprints and defining specific outcomes
3 within specific tandem quantum (phonetic), thus
4 the project has some variance to it, and that's
5 why it has it.
6 That's a very good question.
7 **SATISH KATI KI:** Okay. So, basically,
8 the implementation would be on a T&M basis? And
9 the fixed price is the product acquisition?
10 **DARNELL JOSIAH:** That's an interesting
11 way of summarizing it, yes.
12 **RICHARD WRIGHT:** Okay. Thank you.
13 **DARNELL JOSIAH:** Can I just clarify
14 one thing as well?
15 **RICHARD WRIGHT:** Absolutely.
16 **DARNELL JOSIAH:** There are two pieces
17 of what you just complied. The first thing:
18 Configuration of the solution. That is a part of
19 your initial base price. The additional
20 configuration work with legacy integration or
21 system consolidation that we would want to have

Page 65

1 you entertain, that is the piece that is the T&M.
2 So there is an expectation that when
3 you provide your solution, that part of your
4 pricing entails configuring the solution to meet
5 the State's requirements.
6 But in addition to that, the work
7 order allows us the additional flexibility in
8 providing additional configuration work or even
9 integration work, if necessary, to ensure that
10 the system integrates with other systems that the
11 State may deem necessary.
12 **SATISH KATI KI:** Sure. Thank.
13 **DARNELL JOSIAH:** You're welcome.
14 **RICHARD WRIGHT:** Okay. We have some
15 additional closing remarks from Leah Hinson, who
16 is the OTHS Director of Budget and Procurement.
17 Closing Remarks
18 **LEAH HINSON:** Good morning everyone.
19 Thank you for coming out. Thank you for the
20 excellent questions, and I will reiterate what
21 Mr. Wright had stated:

Page 66

1 Any questions that you ask here,
2 please submit them and e-mail to
3 dapheny.mccray@maryland.gov, so we can respond
4 officially in writing. And then all of those
5 will be posted on eMarylandMarketplace, as well
6 as the transcript from this Pre-Proposal
7 Conference.
8 Please feel free to reach out to
9 Ms. McCray for any questions or concerns
10 concerning the RFP, as well as any questions
11 about granting an extension, because we know
12 they're coming.
13 Yes, sir?
14 **RICHARD WHEELER:** Not asking for a
15 question. Rick Wheeler of Oakland Consulting.
16 Will the Attendance List from today
17 also be typed up?
18 **LEAH HINSON:** Yes, that's part of
19 transcript in the Pre-Proposal Conference
20 Minutes. All of that will be included in as an
21 Amendment on eMarylandMarketplace once it's

Page 67

1 completed.
2 And I did see -- yes, I had read and I
3 understand Ms. Kantria did reach out and
4 corrected her information. So I'm glad she did
5 that.
6 And, again, we look forward to seeing
7 you all's well-written and formatted Proposals.
8 You all have a great day.
9 **RICHARD WRIGHT:** Darnell had some
10 additional comments.
11 Closing Comments
12 **DARNELL JOSIAH:** I do have some
13 closing comments, and it's really very brief.
14 We're looking for a partner. Many of
15 you have done business with the State before, and
16 that's good. We are looking for someone that
17 will allow us to really implement a solution that
18 not only meets the requirements, but allows the
19 State to utilize the solution way into the
20 future.
21 So we're looking for someone we can

Page 68

1 trust, someone that does high-quality work, and
2 someone that will be able to be joined at the hip
3 with the Department of Human Resources as we
4 partner together.
5 Thank you for your interest. Clearly
6 there is interest with everyone in the room, but
7 also on the phone. But we are eagerly
8 anticipating your responses to the solution that
9 you propose.
10 Thanks for coming in.
11 **RICHARD WRIGHT:** We do appreciate the
12 robust turnout, and we would ask that you clear
13 the room as orderly as possible. So that our
14 transcriptionist can safely move her equipment
15 out.
16 (Pre-Proposal Conference concluded at
17 11:00 a.m.)
18
19
20
21

1 CERTIFICATE OF REPORTER

2 I, CHERYL JEFFERIES, a Certified Court
3 Reporter, do hereby certify that the foregoing
4 Pre-Proposal Conference was stenographically and
5 electronically recorded by me and thereafter
6 transcribed to the best of my ability.

7 As witness my hand this 27th day of
8 July, 2016.

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CHERYL JEFFERIES

	37:14	57:1;65:7;67:18	29:21;30:1,10,11; 47:14	base (1) 64:19
\$	adequate (1) 48:9	all's (1) 67:7	around (2) 8:20;10:11	based (1) 24:13
\$10.21 (1) 30:1	adequately (1) 48:14	alluded (2) 49:5;56:8	assessing (2) 47:20;50:19	Basically (3) 23:18;37:3;64:7
\$10.24 (1) 30:10	adjusted (2) 29:21;30:9	along (2) 7:10;53:20	Assessments (2) 34:6,9	basis (5) 37:4,13;48:5;57:15; 64:8
\$13.59 (1) 29:21	adopt (1) 48:18	Alternatives (2) 11:14;38:21	assigned (1) 53:18	Bazilio (2) 14:20;15:4
\$13.63 (1) 30:10	adopted (1) 59:1	Although (1) 20:11	Associates (1) 14:21	B-A-Z-I-L-I-O (1) 15:3
A	adoption (1) 48:10	always (1) 20:11	assume (1) 39:5	becomes (2) 22:9,14
abbreviate (1) 57:5	Advance (1) 15:19	Amendment (1) 66:21	ATHREYA (8) 16:5,5;60:9,9,21; 61:6,11,20	begin (5) 7:8;12:20;13:7;50:5; 61:18
ability (2) 17:4;52:6	advanced (1) 33:4	amendments (2) 20:3,6	Attach (1) 32:10	beginning (2) 10:13;30:5
able (4) 33:18;36:11;48:12; 68:2	advisement (5) 25:13;36:17,20;40:3; 52:7	among (1) 57:12	Attachment (16) 27:18,21;28:14; 29:10;30:20;31:1,3,4,4, 6,9,11,12,14;32:9; 51:16	BEJU (4) 15:10,10,15,15
Absolutely (1) 64:15	affect (2) 37:11;41:11	amount (6) 28:3,8;29:9;40:9; 56:16;57:17	attempt (3) 20:10;27:14;56:5	B-E-J-U (2) 15:11,15
Acceptable (2) 32:6;45:9	Affidavit (6) 28:13;30:20;31:1,3, 5,8	and/or (1) 24:10	attendance (2) 10:13;66:16	benefiting (1) 30:3
accommodate (1) 56:16	African-American (9) 19:16;21:8;23:7,10, 11,20;24:6,10,19	anniversary (2) 57:13;58:2	attention (3) 29:16;34:20;47:14	benefits (1) 59:1
accordance (3) 27:17;33:5;59:6	AFS (8) 9:15;17:1,6;18:1; 32:15;33:3,6;46:19	annual (1) 57:15	attentive (1) 51:17	best (2) 52:6;56:21
Account (1) 10:19	Again (11) 10:18;18:5,20;22:12; 23:17;38:7;39:17;54:6; 57:8;62:1;67:6	annually (2) 57:13,18	Attorney (4) 9:7;40:7;57:20; 59:18	better (1) 26:16
achieve (2) 27:15;29:1	Agency (1) 16:18	anticipate (3) 50:5;56:17;63:7	audits (1) 51:9	Bid (2) 30:20;39:5
Acknowledgement (1) 39:19	Agenda (1) 8:12	anticipating (1) 68:8	August (6) 35:1,5;36:7,18;37:4; 62:6	bill (2) 63:16,16
acknowledges (1) 28:16	Agent (1) 8:3	antiquated (1) 17:7	authorized (1) 27:18	bit (3) 55:15;62:20;63:1
acquire (1) 63:20	aggressively (1) 61:13	apologize (1) 23:16	Automated (5) 8:2;16:16,21;32:15; 38:10	BLACK (6) 12:11,11;25:21;26:3, 3,12
acquisition (3) 63:5,13;64:9	Agile (4) 17:19;58:20;59:9; 63:21	applicable (2) 8:10;42:16	award (11) 20:15;25:7,11;33:15; 34:12;45:20;46:3; 60:12,12;61:7,8	body (1) 53:21
activities (1) 63:18	Agreement (2) 31:3;32:1	Application (14) 12:9;17:11,16,17; 32:16,17;42:12,12,18; 48:12;49:6,6,13,16	awarded (2) 19:6;29:3	boilerplate (1) 35:15
actually (6) 26:16;40:12,19;44:5; 58:3;59:10	Agreements (4) 32:3,4,5,5	Applications (4) 9:11;11:14;38:21; 49:19	aware (1) 34:3	both (4) 25:4,9;34:17;50:3
Adam (2) 13:17,17	agrees (2) 27:19;28:7	application's (2) 38:18;48:6	B	Bradley (10) 10:20,20;41:2,2,15, 20;42:14,20;43:3,8
adding (1) 26:7	AG's (1) 37:1	apply (5) 23:6;41:8,13,14; 57:18	back (5) 36:5,9;40:16;60:17, 19	brief (1) 67:13
addition (2) 20:7;65:6	ahead (1) 63:16	appreciate (2) 37:17;68:11	Baltimore (1) 30:13	bringing (2) 59:1,2
additional (10) 39:16;58:16;62:2,15; 63:11;64:19;65:7,8,15; 67:10	aimed (2) 17:12;32:18	approach (1) 48:14	barely (1) 18:17	Brown (2) 13:17,17
additionally (2) 31:15;35:7	allocated (2) 40:1,10	approved (2) 20:3,4		budget (3) 40:11,13;65:16
address (3) 35:11;40:9;56:5	allow (1) 67:17	app's (1) 49:16		building (2) 7:16,18
addressed (1) 45:10	allows (3)	architect (2) 42:12;49:6		business (30) 8:7,8,8,9;13:15,18, 21;14:11;17:12,13;
addresses (1)		Areas (5)		

18:2,4,14;24:7,10;26:4; 21:27:5,9;28:10,12; 31:7;32:18,19;33:9; 34:4;52:16,18;59:2; 67:15 businesses (2) 19:4;26:7	changes (2) 20:2,4 CHARLIE (2) 9:4,4 check (1) 37:12 Chief (3) 9:9,20;16:11 childcare (1) 17:5 clarified (1) 44:8 clarify (4) 21:9,15;43:16;64:13 clarifying (2) 42:7;44:4 classification (1) 31:11 clear (2) 44:3;68:12 clearly (3) 15:14;61:14;68:5 Client (2) 9:18;10:16 closed (1) 61:14 closely (1) 53:18 closer (1) 26:16 closing (7) 34:17;35:1;62:13; 65:15,17;67:11,13 Cobb (2) 14:21;15:4 C-O-B-B (1) 15:4 collaboration (1) 54:2 COMAR (2) 19:21;27:18 combined (1) 62:19 coming (5) 37:20;47:4;65:19; 66:12;68:10 comment (1) 57:5 comments (4) 46:21;67:10,11,13 commit (1) 28:21 commits (1) 28:19 companies (1) 48:18 company (5) 10:10;14:19,20;26:1; 52:12 complete (2) 17:8;34:8 completed (11) 28:12;29:11;30:17,	20,21;31:2,4,5,6,10; 67:1 completely (1) 42:2 compliance (2) 19:8;51:10 complied (1) 64:17 component (3) 48:1;49:10;63:4 components (1) 63:19 comprehension (1) 48:20 computerized (1) 17:1 conceptual (1) 49:16 concern (1) 37:15 concerning (1) 66:10 concerns (5) 20:2,8,10;27:8;66:9 conclude (1) 62:1 concluded (1) 68:16 CONFERENCE (8) 7:1,5;16:16;18:6; 39:3;66:7,19;68:16 confident (1) 35:17 configuration (5) 63:9,17;64:18,20; 65:8 configured (1) 48:6 configuring (1) 65:4 Conflict (1) 31:5 conforms (1) 58:20 congrats (1) 19:7 consider (2) 26:6;58:9 consideration (2) 34:11;55:8 considered (4) 48:14;49:15;54:18; 55:6 consolidate (1) 63:12 consolidation (1) 64:21 Consulting (6) 12:6;14:3,7;23:4; 53:5;66:15 contact (2) 20:7;34:15 contained (1)	51:16 contemplated (1) 54:18 contract (23) 19:6;27:14;28:2,9; 29:3,5;30:12;32:2,8; 33:13,21;34:11;38:16, 18:41;6:43;21;44:7; 57:13;60:12,13,15; 62:18;63:5 contractor (8) 22:18;24:9;27:12,19; 29:3;33:21;34:10; 42:13 contractors (1) 41:8 CONTRINO (2) 12:3,3 Control (1) 8:3 Copeland (6) 13:9,9,10,13,14,14 copies (1) 45:12 copy (2) 31:21;32:5 core (2) 47:14;49:20 corporation (5) 8:16;36:1;44:21; 45:17;46:13 corrected (1) 67:4 correction (1) 43:12 correct-we (1) 57:21 cost (3) 54:18,20;55:6 costs (1) 63:8 counsel (1) 42:5 counseling (1) 20:14 counts (2) 22:10,15 County (1) 30:13 course (1) 50:1 Court (1) 8:17 cover (4) 22:19;27:4;43:20; 44:6 covered (1) 60:20 covering (3) 24:7,11;43:17 credit (1) 58:5 credits (1)	57:15 curious (3) 38:11;39:19;42:20 current (6) 16:21;17:6,11;32:15, 17:60;14 currently (5) 17:14;32:20;39:14; 54:10;56:19 cut (1) 37:8 cutoff (1) 62:5
C			D	
call (1) 10:9 call-in (3) 14:13;15:9;16:1 came (1) 16:4 can (39) 7:12;12:19;18:17,18; 19:20;20:7,17;21:8,11, 20;22:8,11,13;23:2,12, 13;26:15;37:6;38:12; 39:20;40:15;43:19; 44:6;47:9;48:4;49:19; 56:16;57:4,15,18,21; 63:2,16,16;64:1,13; 66:3;67:21;68:14 cap (4) 57:17;58:2,7,9 capabilities (2) 17:3;33:3 caps (1) 59:21 capture (1) 10:8 card (1) 8:7 care (1) 17:5 careful (1) 51:14 carefully (1) 10:8 carries (1) 46:8 carry (1) 27:20 case (1) 41:8 categories (2) 25:4,9 Central (2) 26:20;34:14 Century (1) 12:18 certified (2) 19:17;30:21 cetera (2) 10:10;20:9 chance (2) 35:18;46:4 change (5) 21:17;30:4;57:16,17; 58:2	D-1A (1) 31:1 daily (2) 48:5;59:15 damages (1) 20:14 Dapheny (12) 9:2,2;26:19;27:3; 29:13;34:13;35:10; 38:1,1;43:7;62:3,11 daphenymccray@marylandgov (4) 35:11,13;62:4;66:3 DARNELL (32) 9:13,13;21:13,18; 22:5;25:12,17,20;42:6, 9,15;43:1,4;46:19; 47:1,3;52:20;53:13; 54:11,21;56:2;58:15; 59:17;61:12;62:12; 63:2;64:10,13,16; 65:13;67:9,12 data (8) 31:17,19;54:16,17, 19;55:3,4,5 date (7) 27:11;34:17;35:1; 36:14;37:9;61:1;62:5 DAVID (5) 11:13,13;38:20,20; 39:9 day (3) 37:5,9;67:8 days (4) 29:7;30:6;36:9;41:6 DBD (1) 13:21 deadline (4) 34:21;35:2,6;36:18 December (2) 61:2,6 decided (2) 55:17;56:9 decision (1) 58:21 deem (1) 65:11 defer (1)			

52:7 defining (2) 64:2,2 degradation (1) 56:18 degree (2) 47:20;50:20 DeLEONIBUS (2) 11:10,11 delighted (1) 17:21 deliver (1) 33:18 delivered (1) 45:10 delivers (1) 33:2 Delphi (1) 17:7 DeltaMod (1) 14:10 Department (10) 16:17;29:6;32:12; 34:5,7,8;35:16;47:10; 53:16;68:3 depending (2) 30:1;50:7 deploy (1) 17:15 deployment (2) 48:20;56:7 Deputy (1) 9:20 describe (1) 31:20 described (1) 33:10 describes (2) 31:17;46:2 detail (2) 19:7;20:18 detailed (2) 50:18;51:10 details (6) 44:16;45:6;47:18; 51:7,8;61:5 determination (1) 50:7 determine (1) 25:3 developed (2) 35:16;48:20 DHR (10) 16:15;18:4,12;19:1; 26:20;32:18;33:1,15; 34:14;40:11 dhrmbe@marylandgov (1) 21:2 DHR's (5) 7:6;17:2,12;31:19; 40:11 difference (2) 24:5,12	different (3) 21:16;51:7;56:6 differentiate (1) 55:19 directly (1) 33:17 Director (5) 9:11;13:2;18:11,21; 65:16 disadvantaged (2) 19:4;24:10 disaster (1) 31:20 disbursement (1) 17:3 disclose (1) 40:13 Disclosure (2) 31:6,11 discuss (3) 18:13;26:21;41:5 discussed (1) 25:6 disputes (1) 20:9 disqualify (1) 34:9 DISYS (1) 11:16 dive (1) 55:15 divvied (1) 24:13 DK (2) 14:3,7 document (4) 47:19;50:15;51:11; 63:15 documentation (1) 34:19 documents (3) 30:16;59:8,8 dollar (3) 28:2,8;40:9 done (5) 8:5;54:1;60:3,3; 67:15 doubt (1) 34:3 down (4) 25:2,6;29:2;55:17 drastically (1) 58:5 draw (1) 29:16 drawn-out (1) 58:6 DREW (6) 9:21,21;10:18,18; 39:7,13 drop (1) 54:20 due (3)	27:11;36:7,8 duration (1) 20:1 during (1) 34:16 E eager (2) 47:7;51:21 eagerly (1) 68:7 earlier (2) 42:10;49:5 EBS (1) 26:5 effective (3) 29:19;30:6,8 efficient (1) 48:17 effort (2) 28:21;54:1 efforts (1) 27:20 either (1) 33:17 elaborate (4) 39:21;57:18;62:20; 63:1 electronic (1) 45:12 eligible (1) 39:5 eliminating (2) 17:13;32:19 else (4) 14:12;15:8,21;23:1 e-mail (5) 35:11;40:4;41:17; 43:6;66:2 e-mailed (3) 21:17;45:8;62:3 e-mailing (2) 35:9;62:10 eMarylandMarketplace (3) 60:19;66:5,21 embodied (1) 17:19 emergency (1) 7:19 Employment (3) 13:2;18:12;19:1 enable (1) 33:1 encrypting (1) 54:19 encryption (1) 54:16 end (4) 8:13;17:8;30:7; 48:19 End-User (1) 32:3	enforced (2) 35:3,6 enough (3) 36:10,14;50:2 ensure (5) 20:11;48:5;49:17; 56:10;65:9 ensuring (1) 31:18 entails (1) 65:4 entering (1) 7:15 Enterprise (9) 8:8,9;18:14;27:1,5,9; 28:13;31:7;32:3 Enterprises (1) 28:10 entertain (2) 63:10;65:1 entire (2) 23:21;24:2 entrance (1) 7:11 environment (4) 49:14;56:11,12,19 environments (1) 49:20 envision (1) 58:4 EPMO (1) 9:12 equally (1) 55:5 equipment (1) 68:14 Equity (3) 13:3;18:13;19:1 escalated (1) 60:5 escalating (1) 59:21 escort (1) 7:18 especially (1) 51:18 essential (1) 48:10 established (4) 24:4,4;28:3;38:16 et (2) 10:10;20:9 ETCetera (1) 8:17 ETI (2) 49:18,18 evaluated (1) 46:7 Evaluation (4) 45:20;46:3,9;61:13 EVANS (2) 9:4,4 even (1)	65:8 event (1) 7:19 everybody (2) 26:15;47:4 everyone (6) 10:6;16:15;35:17; 46:4;65:18;68:6 exact (1) 40:3 exactly (1) 45:12 excellent (1) 65:20 excuse (1) 19:19 execution (1) 41:6 Executive (1) 10:19 exercise (1) 27:19 exit (1) 7:20 Exits (1) 7:20 expectation (1) 65:2 expected (2) 60:11;61:7 experience (1) 33:5 experienced (1) 18:2 expiration (1) 61:4 expire (1) 60:15 exposure (1) 49:19 extensible (1) 50:12 extension (1) 66:11 F fact (1) 25:8 Failure (1) 34:7 fair (4) 25:12;30:21;56:2; 63:3 fairness (1) 19:3 faith (2) 27:19;28:21 fall (1) 25:3 familiar (3) 51:2;59:12,13 far (4)
---	---	--	--	---

21:11;37:20;38:17; 40:14 features (1) 48:21 Federal (5) 31:4;39:18,20;40:15, 19 Feel (2) 21:1;66:8 female (1) 24:11 few (1) 7:8 field-tested (1) 17:18 figure (1) 40:3 final (1) 34:10 finalizing (1) 60:12 financial (10) 16:7,20;17:3;32:10, 14;33:1;45:4,7;51:4; 55:3 find (1) 61:17 firm (6) 8:16;36:1;44:21; 45:17;46:13;63:19 First (5) 8:20;30:15;38:14; 47:4;64:17 Fiscal (7) 8:2;16:16,21;30:6,7; 32:15;38:10 fit (1) 47:20 fits (1) 25:9 fixed (4) 62:19;63:4,19;64:9 flexibility (1) 65:7 floor (5) 35:19;44:18;45:14; 46:10;52:4 focus (1) 47:15 folks (1) 11:18 follow (6) 21:20;23:3;35:9; 43:5;59:19;62:10 following (4) 29:5;30:16;31:15; 32:9 follows (1) 30:18 followup (1) 58:16 form (4) 19:9;20:2;31:13;	45:11 formatted (1) 67:7 forth (1) 27:20 forward (5) 18:1,6;50:8;56:21; 67:6 foster (1) 17:5 found (4) 7:12;19:21;29:17; 59:10 fountains (1) 7:12 Framework (3) 17:19;58:20;64:1 frameworks (1) 49:16 free (2) 21:1;66:8 front (1) 7:21 full (2) 28:18,20 full-time (1) 41:16 fully (3) 40:8,14,19 function (1) 38:17 Functional (2) 31:13;33:3 funded (3) 39:20;40:14,19 Funding (2) 39:18,21 Funds (4) 31:4;39:20;40:15,19 Further (1) 58:12 future (3) 49:20;56:20;67:20	gentleman's (1) 58:17 Gentlemen (1) 39:1 GEORGE (19) 11:6,6;21:4,5;36:3,4; 37:16;38:4,7,7;39:16, 17;40:17,20;54:13,13; 57:8,8;58:8 given (1) 59:1 gives (2) 36:8;61:5 giving (1) 25:8 glad (2) 21:20;67:4 goal (25) 19:14;20:11;21:6,9; 22:3,10,16,19;23:12; 24:8,12,15,16,21;27:1, 2,10,15;28:2,17,19,20; 29:1;43:20,20 goals (8) 26:8,9;27:5;50:18, 20;51:1;52:18,19 gonna (17) 10:5,7;15:13;27:4,6; 29:2;36:5;37:2,12; 38:2;40:8;47:11;50:14; 51:19;56:5;57:5;60:6 good (12) 11:17;16:14;21:4; 27:3,19;28:21;36:3; 47:3;55:11;64:6;65:18; 67:16 GORTEVICH (4) 14:2,2,6,6 govern (1) 19:20 granting (1) 66:11 great (1) 67:8 GREEN (2) 12:9,9 group (2) 50:6,12 guard (1) 7:15 guess (1) 10:14 guys (4) 18:18,18;22:12;44:2 guys' (1) 50:8	happen (1) 22:14 happening (1) 59:10 hard (1) 45:11 HARDY (19) 11:6,6;21:4,5;36:3,4; 37:16;38:4,7,7;39:16, 17;40:17,20;54:13,13; 57:8,8;58:8 hear (6) 15:13;18:17,18; 23:16;26:15;44:2 heard (2) 40:18;47:12 hearing (2) 18:6;22:12 Hello (1) 13:19 help (1) 37:13 helps (1) 37:17 hesitant (1) 42:1 Hi (5) 12:3;13:4,6;15:17; 18:17 highlight (1) 50:17 high-quality (1) 68:1 HINSON (7) 22:8,13,20;23:18; 65:15,18;66:18 hip (1) 68:2 Hispanic-owned (2) 26:4,7 hold (3) 8:12;12:15,16 hope (1) 26:14 horizontal (1) 50:9 horizontally (1) 50:3 hosted (1) 55:21 hour (2) 29:21;30:10 housekeeping (1) 7:9 HUBERT (2) 13:19,20 Human (6) 7:7;16:17,18;32:12; 47:10;68:3	38:15 ICUBE (2) 16:6;60:10 identified (3) 28:4;39:2;53:11 identify (6) 8:7,16;36:1;44:20; 45:16;46:13 ie (1) 42:11 impact (1) 59:2 implement (1) 67:17 implementation (1) 64:8 importance (1) 61:16 important (12) 10:9;35:7;47:5;48:1; 49:21;50:14;51:1,5; 55:4,6,8;58:18 improving (2) 17:12;32:18 Inc (2) 10:21;15:19 include (1) 28:11 included (4) 30:17;32:10;42:17; 66:20 including (2) 17:4;32:7 inclusion (1) 19:3 incorporate (1) 36:12 Incorporated (1) 13:18 increase (1) 58:5 incumbent (2) 38:11;54:9 independent (1) 53:9 inefficient (2) 17:13;32:19 information (14) 8:1;9:9,20;10:8; 16:11;28:4;31:18; 35:17;36:6;45:11; 53:16;60:18;62:17; 67:4 infrastructure (2) 56:12,13 initial (1) 64:19 inquiring (1) 47:13 integrates (1) 65:10 integration (3) 49:11;64:20;65:9
	G			
	G-1 (1) 31:3 GAIL (2) 9:1,1 games (1) 60:4 Gantech (1) 11:12 GAREY (2) 9:15,15 general (1) 46:20 General's (4) 9:7;40:7;57:20; 59:19 gentleman (1) 16:4	half (4) 23:13;24:7,18;27:1 hallway (1) 7:11	H	
			I	
			IBM (1)	

intends (2) 28:17;33:15	June (1) 30:7	47:13	39:7,13	MDOT (2) 19:18;30:21
intention (1) 33:11	K	leave (2) 8:6;51:19	main (2) 7:10;49:3	mdotstatemd (1) 19:19
Interest (4) 31:5;56:21;68:5,6	KANTRIA (27) 12:21;13:1,5,6; 18:11,15,17,20,21; 21:5,10,14;22:1,7,8,11, 17,21;23:8,15;24:3; 25:1;26:8;43:11,12; 44:12;67:3	legacy (12) 16:21;17:11;32:15, 17;33:3;38:10;49:13; 60:14,18;61:18;63:11; 64:20	maintaining (1) 57:3	mdotstatemdus (1) 19:19
interesting (1) 64:10	KAROLINA (2) 12:17,17	legal (1) 42:4	Maintenance (1) 38:18	mean (1) 57:14
International (1) 13:20	Katiki (14) 9:17,17;10:15,16; 52:9,13,13,21;53:2; 62:14,14,17;64:7; 65:12	Letter (1) 41:4	major (1) 54:20	media (1) 45:12
into (5) 20:1;25:3;46:17; 49:13;67:19	KEITH (4) 14:2,2,6,6	letters (1) 19:7	making (2) 28:21;48:8	mediate (2) 20:8,10
introduce (4) 8:21;10:7,13;46:19	KENYATTA (6) 9:8,8;16:11,12,14; 18:9	leveraging (1) 17:16	management (3) 16:20;32:14;33:2	meet (7) 18:3;19:14;23:21; 28:17;33:9,19;65:4
introduced (3) 10:15;39:10,11	Key (7) 28:4;36:5;41:10; 42:11;45:11;49:9; 62:17	License (2) 32:3,4	Manager (14) 9:14,16;21:12;22:2, 6;25:3,5;26:11;29:6; 42:11;46:20;48:4;49:4; 53:17	meeting (3) 35:9;43:5;62:10
Introductions (2) 7:3;8:20	KHIN (2) 12:3,3	licensed (1) 32:2	manner (1) 45:6	meets (1) 67:18
investigate (1) 20:10	KIASI (5) 11:13,13;38:20,20; 39:9	Licensing (2) 31:21;34:7	Many (2) 19:20;67:14	mention (3) 21:6;38:9;51:3
invoice (1) 29:9	KIM (2) 11:3,3	life (1) 17:8	MARCUS (2) 15:6,6	mentioned (4) 37:19;53:7,8;62:19
invoices (1) 29:7	known (2) 16:18;46:18	liquidated (1) 20:14	market (1) 59:3	mentioning (1) 52:9
involved (1) 26:5	KPMG (1) 15:7	list (3) 19:17;20:13;66:16	Maryland (4) 31:2;34:4,5;35:16	message (1) 44:4
issue (1) 58:7	L	listed (4) 19:12,18;40:10; 45:10	Maryland-based (1) 12:6	method (3) 59:9,14;64:1
issuing (2) 16:19;32:13	Labor (2) 31:11;34:7	listing (1) 29:7	Maryland's (1) 16:18	methods (4) 17:19;49:18;58:19; 59:7
ITNOVA (2) 12:11;26:3	Last (1) 60:5	little (4) 26:15;55:15;62:20; 63:1	Master (1) 32:5	microphone (1) 26:17
J	laws (1) 19:20	list (3) 19:17;20:13;66:16	material (1) 62:20	midnight (2) 29:19;30:8
JAMES (2) 9:1,1	LEACH (21) 12:21;13:1,6;18:11, 17,20,21;21:10,14; 22:1,7,11,17,21;23:8, 15;24:3;25:1;26:8; 43:11;44:12	Living (6) 29:14,16,20;30:4,9; 31:2	materials (1) 30:18	Minimum (2) 44:13,17
JAY (2) 11:12,12	leading (1) 51:8	LLC (2) 13:10,14	matter (1) 24:9	Minority (4) 8:8;14:10;18:13; 19:3
Jessica (2) 14:9,9	LEAH (10) 22:8,13,20;23:18; 43:13,16;44:3;65:15, 18;66:18	local (1) 35:5	maximum (2) 57:2;59:2	Minutes (1) 66:20
JIM (8) 9:12,12;12:11,11; 25:21;26:3,3,12	least (1)	located (2) 7:10,20	may (8) 21:15,16;34:9,16; 37:10;43:11;58:15; 65:11	missed (1) 12:21
joined (1) 68:2		location (3) 30:1,3;31:10	maybe (1) 21:11	misunderstood (2) 43:14;44:5
joining (1) 13:5		long (1) 47:6	MBE (29) 11:14;12:4,6,10,12, 18;13:10,14;14:3,7; 15:20;16:6;18:16;19:9, 20;20:2;21:6,9;22:9, 10,14,16,18;23:12,19; 24:21;28:1;30:21;41:9	Mod (2) 14:9,9
JONES (2) 9:12,12		look (4) 18:1,6;50:19;67:6	MBEs (5) 19:12,17;20:7;43:17, 19	modalities (1) 56:7
Josiah (28) 9:13,13;21:13,18; 22:5;25:12,17,20;42:6, 9,15;43:1,4;46:19; 47:3;52:20;53:13; 54:11,21;56:2;58:15; 61:12;63:2;64:10,13, 16;65:13;67:12		looking (13) 37:10;47:18;49:4,8; 50:9,21;55:19;59:4; 60:1,2;67:14,16,21	McCLEARN (2) 11:15,15	modality (1) 56:10
July (1) 30:5		lot (4) 10:4;50:21;57:4; 59:7	McCRA Y (9) 9:2,2;26:19;27:3; 34:14;38:1,1;62:3;66:9	model (1) 48:17
jump (1) 29:2		M		Modernization (4) 8:3;17:10;32:16; 54:1
		MacGLOAN (6) 9:21,21;10:18,18;		modules (2) 50:10,12
				Momentum (3) 10:21;11:2;41:3
				month (2)

20:16;29:4 monthly (2) 21:1;29:4 MOORE (13) 9:6,6;36:21;37:1; 40:6,6,18;57:19,19; 58:10;59:18,18;61:1 more (9) 13:1;17:16;24:16,16; 41:18;44:15;46:8;55:1, 15 morning (6) 16:14;21:4;27:3; 36:3;47:3;65:18 most (2) 19:8;48:17 move (5) 8:11;44:15;45:5; 46:1;68:14 moved (2) 26:16;44:8 Moving (3) 35:14;50:8;56:20 much (3) 29:12;44:11;50:6 MULTIPLE (1) 11:20 must (8) 20:3;27:10,17;28:11; 33:18;35:4;45:10;62:2 myself (1) 10:15	47:9;49:14;54:11; 61:15,19 Next (2) 14:1;48:1 normally (1) 46:18 note (2) 7:17;29:19 noted (1) 36:16 notes (1) 7:9 Notice (1) 27:7 November (1) 61:10 Number (5) 8:3;17:2;51:7;56:6; 60:20	61:14;62:1;66:21 one (18) 12:21;23:2;25:21; 27:1;37:19,20;38:13; 43:14,21;44:6;47:16; 50:8;56:7;58:5;60:11, 20;62:15;64:14 ones (1) 19:13 ongoing (1) 58:6 only (6) 23:13;24:18;36:8; 49:9;51:15;67:18 open (5) 35:19;44:18;45:14; 46:10;52:3 opened (1) 46:6 opening (2) 16:10,13 operations (2) 17:13;32:19 Optimistically (1) 61:9 Order (5) 9:16;19:14;63:15,21; 65:7 orderly (1) 68:13 organization (1) 32:6 original (1) 38:15 others (1) 56:1 otherwise (2) 34:10;52:7 OTHS (4) 7:7;9:1;40:11;65:16 OTHS/OTHS-16-024-S (1) 8:4 out (10) 19:7,9;27:20;43:14; 44:8;47:5;65:19;66:8; 67:3;68:15 outcomes (1) 64:2 Outfitters (1) 12:10 over (5) 11:21;22:8,13;29:7; 38:17 overall (6) 22:15;24:8,12,15,16; 28:1 overseeing (1) 53:15 overseen (1) 53:15 oversight (13) 19:2;49:10;53:8,9, 17,21;54:2;58:17,19;	59:6,15,15;64:1 overview (1) 30:14 own (1) 56:13 owned (5) 12:7;16:6;21:8;23:7, 11 owner (1) 24:11	34:1;56:17;57:3 performed (2) 28:9;30:2 period (2) 29:5;42:17 periodically (1) 37:7 permitted (1) 7:17 person (2) 13:1;25:9 personnel (6) 8:21;31:12;41:10,13; 44:13,16 pertaining (4) 35:20;44:19;45:15; 46:11 PHILLIP (2) 11:10,10 phone (9) 10:3,5;11:19;12:16; 13:3;14:15,18;26:15; 68:7 phone-in (1) 18:11 phonetic (5) 14:9,10;15:11,16; 64:3 physical (1) 17:2 piece (2) 49:2;65:1 pieces (2) 49:21;64:16 place (1) 56:20 Plan (4) 12:17,17;31:17,19 play (1) 60:4 Please (30) 7:17,19;8:5,12,15; 12:16,16;13:12;14:5; 15:2,14;21:9;25:17,18; 29:19;34:13;35:21; 40:4;41:17;43:6;44:19; 45:8,15;46:5,12;52:11, 12;55:9;66:2,8 pm (4) 35:1,5;36:18;62:6 point (8) 10:6;19:21;26:18; 34:15;42:2;51:3,19; 57:5 Policy (1) 32:6 portion (1) 62:21 pose (2) 37:3,4 possible (4) 20:13;35:10;62:11; 68:13
N	O		P	
N-1 (2) 28:15;31:9 N-3 (1) 29:10 name (15) 7:5;8:15;10:10,10; 15:17;18:21;26:1,2; 35:21;44:20;45:16; 46:12;52:12,12;54:6 NARAYAN (8) 16:5,5;60:9,9,21; 61:6,11,20 NATARAJAN (6) 11:8,8;54:4,4,7,7 near (2) 7:11,12 nearest (1) 7:20 necessarily (1) 53:6 necessary (2) 65:9,11 need (6) 21:19;25:5;34:19; 42:3;52:18;61:15 needs (2) 25:6,10 new (5)	Oakland (4) 12:6;23:4;53:5; 66:15 Objectives (5) 46:17;47:2;52:5,17, 18 obtain (1) 33:11 occur (1) 30:12 OE (1) 43:12 off (1) 37:8 offer (1) 62:13 Offeror (7) 28:7,11,16,19;33:13; 44:13,16 Offerors (2) 27:7;33:17 Offeror's (1) 31:17 Offhand (1) 61:1 Office (17) 7:7;9:7;13:2;18:12; 19:2,6;20:3,5,8,9;26:9, 11;37:1;39:4;40:7; 57:20;59:19 Officer (6) 9:3,9,20;16:12; 26:20;34:14 office's (1) 20:13 officially (1) 66:4 old (1) 29:8 Once (6) 19:6;29:3;58:13;	PADGETT (3) 15:17,18,18 P-A-D-G-E-T-T (1) 15:18 Page (4) 27:6;41:4;54:15; 57:10 paid (1) 20:19 Paragraph (1) 54:15 Pardon (1) 14:16 Parker (2) 9:10,10 part (9) 22:9,13;37:15;53:21; 63:12,21;64:18;65:3; 66:18 partial (2) 28:18,20 participation (9) 19:13;27:9,15;28:2, 14,17,19;31:9;34:2 Partner (6) 9:18;10:17;18:2; 47:8;67:14;68:4 partners (1) 54:2 payment (1) 29:9 payments (4) 17:4;20:9,18,21 penalize (1) 60:2 people (5) 10:5;11:21;39:10,10; 55:21 per (2) 29:21;30:10 percent (2) 21:19;60:6 percentage (1) 28:8 percentages (3) 57:12,16;58:1 perform (1) 32:7 performance (7) 27:13,16;31:10;33:4;		

<p>post (2) 37:12;43:5</p> <p>posted (3) 37:6;38:3;66:5</p> <p>potential (1) 51:9</p> <p>POWERS (4) 9:8,8;16:11,14</p> <p>Pre-Bid (1) 18:5</p> <p>prepare (1) 37:8</p> <p>PRE-PROPOSAL (6) 7:1,5;16:15;66:6,19; 68:16</p> <p>present (1) 35:8</p> <p>presented (1) 62:9</p> <p>previous (1) 50:15</p> <p>Price (7) 32:11;46:6;62:19; 63:4,20;64:9,19</p> <p>pricing (1) 65:4</p> <p>primarily (1) 35:15</p> <p>prime (5) 22:10,15,17;24:9,19</p> <p>principles (1) 17:18</p> <p>prior (8) 8:16;35:1;36:1;41:5; 44:21;45:17;46:5,13</p> <p>procedure (1) 8:19</p> <p>procedures (3) 27:13;45:20;46:2</p> <p>proceed (5) 7:20;16:10;18:10; 26:18;30:14</p> <p>proceedings (1) 8:18</p> <p>process (7) 17:4;34:17;59:5; 61:13,18;63:15,21</p> <p>processes (4) 17:14;31:18,20; 32:20</p> <p>procure (3) 16:19;32:13;33:1</p> <p>Procurement (14) 7:6;9:3,5;20:5;26:10, 20,20;28:3;34:14,15, 16;47:5,15;65:16</p> <p>procuring (2) 39:4;63:14</p> <p>product (1) 64:9</p> <p>product/services (1) 33:12</p> <p>production (2)</p>	<p>49:14;61:19</p> <p>products/services (1) 33:19</p> <p>Professional (1) 32:4</p> <p>Program (7) 13:2;18:12;19:1; 42:11;48:4;49:4;61:16</p> <p>programmer (2) 42:13;49:7</p> <p>programming (1) 17:17</p> <p>Project (25) 8:3;9:14;17:10; 19:15;20:1;21:11;22:2, 5;25:2,5,8;26:11; 32:16;39:20;40:1,12; 46:19;53:10,15,17; 54:10;58:20;59:14; 62:21;64:4</p> <p>projects (2) 19:5;26:5</p> <p>project's (1) 53:15</p> <p>Proposal (8) 16:19;28:12;30:18, 20;32:10,11;39:2;46:8</p> <p>Proposals (11) 27:11;32:13;35:4; 36:8,15;37:8;45:4,7; 46:6,7;67:7</p> <p>propose (2) 48:2;68:9</p> <p>proposed (4) 31:16;32:1,7;47:21</p> <p>proven (1) 17:18</p> <p>provide (7) 18:2;21:20;25:14; 36:9;46:20;58:16;65:3</p> <p>provided (1) 56:14</p> <p>providers (1) 17:5</p> <p>provides (1) 17:2</p> <p>providing (3) 33:4;48:15;65:8</p> <p>provisioned (2) 33:7;48:6</p> <p>provisions (1) 63:14</p> <p>provision's (1) 42:16</p> <p>PTS (1) 12:4</p> <p>published (2) 30:5;37:20</p> <p>purpose (2) 17:15;27:12</p> <p>purposes (1) 8:14</p> <p>putting (2)</p>	<p>47:6;58:9</p> <p style="text-align: center;">Q</p> <p>QAQC (3) 53:9,13,14</p> <p>Qualifications (2) 44:13,17</p> <p>qualify (2) 42:21;43:2</p> <p>quantums (1) 64:3</p> <p>quarterly (2) 20:17,21</p> <p>quickly (3) 59:2,3;61:15</p> <p>quite (1) 47:6</p> <p style="text-align: center;">R</p> <p>raised (1) 27:10</p> <p>RAJAN (6) 11:8,8;54:4,4,7,7</p> <p>ramifications (1) 55:7</p> <p>range (1) 20:14</p> <p>ranked (1) 46:7</p> <p>rates (3) 29:20;30:4,9</p> <p>Re (1) 52:2</p> <p>reach (2) 66:8;67:3</p> <p>reached (2) 8:13;43:13</p> <p>read (5) 46:5;52:19;57:21; 61:4;67:2</p> <p>reallocate (2) 57:12;58:1</p> <p>really (9) 37:14,16;49:21; 50:16;54:18;60:2,4; 67:13,17</p> <p>reason (3) 29:9;49:8;56:9</p> <p>reasons (1) 55:17</p> <p>receive (1) 36:11</p> <p>received (4) 7:16;29:8;35:4; 47:17</p> <p>recommendation (1) 34:11</p> <p>record (1) 22:1</p> <p>recording (1) 8:18</p>	<p>recovery (1) 31:20</p> <p>refer (2) 60:17,19</p> <p>referring (1) 52:17</p> <p>reflect (1) 40:11</p> <p>refresh (1) 17:9</p> <p>regarding (17) 8:2;19:10;20:8,21; 27:8;38:6;41:1;43:10, 17;46:21;52:4,8;55:13; 58:12,17;59:19;60:18</p> <p>regardless (1) 34:1</p> <p>register (1) 34:5</p> <p>registered (3) 22:18;43:18,19</p> <p>registration (1) 34:8</p> <p>regurgitate (1) 47:11</p> <p>REILLY (2) 11:1,1</p> <p>reiterate (1) 65:20</p> <p>related (1) 52:15</p> <p>relates (1) 19:3</p> <p>relationship (1) 39:3</p> <p>relative (2) 10:8;45:1</p> <p>released (1) 17:21</p> <p>remain (1) 33:21</p> <p>remarks (7) 16:10,13;18:10; 26:19;62:13;65:15,17</p> <p>remedies (1) 20:13</p> <p>remember (8) 8:15;34:13;35:21; 44:20;45:8,16;46:5,12</p> <p>remind (1) 62:1</p> <p>reminder (1) 30:15</p> <p>repeat (4) 13:11;14:4;23:17; 54:5</p> <p>replace (4) 16:20;17:10;32:14, 17</p> <p>replacement (2) 26:5;33:6</p> <p>replacing (1) 42:18</p>	<p>replies (1) 36:12</p> <p>report (1) 29:7</p> <p>Reporters (1) 8:17</p> <p>reporting (2) 29:5;31:13</p> <p>reports (1) 20:21</p> <p>representative (1) 29:6</p> <p>representatives (1) 10:12</p> <p>representing (2) 13:17,20</p> <p>Request (3) 16:19;20:2;32:13</p> <p>requested (2) 33:20;50:4</p> <p>requests (2) 28:18,20</p> <p>require (1) 20:20</p> <p>required (7) 20:16;22:19;27:14; 31:16;34:5;48:16; 49:12</p> <p>requirement (2) 54:16;55:3</p> <p>requirements (18) 18:4,14,16;24:13; 27:20;29:14,17;31:2, 14;33:6,9,20;47:17,18; 51:16;55:16;65:5; 67:18</p> <p>requires (1) 17:8</p> <p>Reserve (1) 8:9</p> <p>reside (1) 49:17</p> <p>resides (1) 56:12</p> <p>resolved (1) 25:10</p> <p>resource (2) 42:11,18</p> <p>Resources (6) 16:17;32:12;47:10; 48:2,9;68:3</p> <p>respond (1) 66:3</p> <p>responding (1) 51:15</p> <p>Response (12) 16:2;25:14;28:6; 30:19;37:17;45:3,19; 46:15;48:13;56:3; 58:14;59:20</p> <p>responses (5) 36:9,11,12;47:8;68:8</p> <p>responsibilities (1)</p>
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<p>19:8 responsible (3) 19:2;33:21;56:15 rest (3) 54:17,19;55:5 Restrooms (2) 7:10,13 result (1) 33:16 Resume (1) 31:12 review (4) 35:18;37:7,7;43:4 RFP (16) 8:2;16:16;18:1,14; 21:7,18;27:4,6;29:17; 33:12,16;35:12,15; 42:16;45:9;66:10 RICHARD (85) 7:4,5;10:1,4;11:15, 15,17;12:1,5,13,15,19; 13:4,7,11,16;14:1,4,8, 12,16,19;15:1,5,8,12, 21;16:3,8;18:8,19; 22:4;23:2,9;24:2,15; 25:15,19;26:1,14; 29:12,15;36:16;37:18; 38:5,12;39:6,8,14;40:2, 21;41:12,17;42:1,8; 43:6,9;44:10,14;45:5, 21;46:16;52:3,11;53:1, 3,4;54:3,5;55:10;57:7; 58:11;59:17;60:8,17; 61:3,9,21;62:16;64:12, 15;65:14;66:14;67:9; 68:11 Rick (7) 12:5;23:3;36:21; 53:4;58:15;59:16; 66:15 right (10) 23:10;36:17;39:11; 41:20;43:6;44:10; 57:11;60:21;61:3,21 rights (1) 19:10 RINGOLD (2) 11:3,3 robust (5) 17:16;33:1;50:2; 59:5;68:12 ROGER (2) 12:9,9 role (4) 39:11,13,15;53:10 roles (2) 49:3,9 rolling (2) 37:3,12 room (4) 8:20;10:11;68:6,13 rule (1) 23:5</p>	<p>rules (3) 19:9,20;41:13 run (1) 20:1 RVM (1) 13:20 RYLE (2) 15:6,6 R-Y-L-E (1) 15:7</p> <hr/> <p style="text-align: center;">S</p> <hr/> <p>SaaS (3) 33:8;55:20;56:1 SaaS-based (1) 56:8 SAFe (2) 17:20;58:21 safely (1) 68:14 same (6) 41:12,13;48:18;57:2; 59:5;61:17 SAMPESEA (4) 15:10,10,15,16 SAP (9) 9:17,21;10:16,19; 39:1,3,6;52:14;62:15 S-A-P (1) 39:7 satisfied (1) 24:21 satisfies (1) 24:19 satisfy (2) 23:12,13 SATISH (14) 9:17,17;10:15,16; 52:9,13,13,21;53:2; 62:14,14,17;64:7; 65:12 saying (3) 14:17;23:16,19 SBR (1) 16:6 scalability (2) 50:10;57:2 scalable (11) 17:11,16;32:18;50:3, 3,4,6;56:14;58:20; 59:9;63:21 Scaled (1) 17:19 Schedule (2) 28:14;31:9 schedules (1) 19:13 Scope (4) 46:17,18;47:2;52:5 SCOTT (16) 9:6,6;11:1,1;36:21, 21;37:18;40:6,6,18;</p>	<p>57:19,19;58:10;59:18, 18;61:1 second (3) 12:15;48:8;60:14 section (43) 8:11,13;19:21;27:4, 17,21;29:2,17;30:15, 19;33:10;35:14,21; 38:6,9;39:18;41:1,4; 43:10,13;44:9,15,16, 19;45:2,6,15;46:1,5,12, 17,21;50:18;51:18; 52:2,4,8,16;53:6; 55:13;58:12;59:11; 63:15 Sections (3) 45:13;50:15;51:17 secure (1) 51:6 security (8) 7:15;31:17,18,19; 33:4;51:4,8;55:5 seeing (1) 67:6 seems (1) 36:13 send (4) 19:7,9;21:1;34:19 sending (1) 34:18 sent (1) 44:4 September (2) 29:20;30:8 series (5) 37:19;38:2,14;60:20; 61:5 served (1) 42:13 service (4) 18:3;32:4;55:18; 63:6 Services (5) 7:7;16:18;30:2; 31:10;32:8 serving (1) 41:9 set (3) 26:8,9;27:20 shall (10) 18:3;27:12;28:21; 29:3;30:16;31:19;32:9; 33:8,21;57:11 SHANNON (10) 10:20,20;41:2,2,15, 20;42:14,20;43:3,8 sharing (1) 8:1 SHARON (2) 9:15,15 sheet (5) 8:6;28:5;36:6;45:11; 62:18</p>	<p>SHERYL (2) 9:10,10 short (1) 37:21 shortly (3) 30:15;37:21;38:16 side (2) 7:21,21 sign (1) 8:6 signed (2) 7:14;30:17 sign-in (1) 8:6 similar (1) 19:9 single (1) 33:15 sit (2) 25:2,5 situation (1) 58:4 six (1) 36:9 skills (1) 48:21 SLA (1) 57:14 SLAs (1) 57:12 slowly (1) 15:14 Small (10) 8:9;13:18,21;26:21; 27:5,8;28:10,12;31:7; 60:5 SNAP (1) 13:18 soft (1) 63:6 software (4) 18:3;31:21;32:1; 55:18 Software-As-A-Service (1) 33:8 sole (1) 34:15 solicitation (11) 27:10,16;28:7;31:1; 32:21;33:10,20;47:7; 51:7;54:12;59:8 solution (37) 16:20;17:12;18:3; 32:14,18;33:2,8;47:9, 12,16,21;49:1;50:2,11, 20;51:4,5,14;55:20,21; 56:1,8,11,14;57:1; 59:4;61:15,17;63:6,18, 20;64:18;65:3,4;67:17, 19;68:8 solutions (1) 59:3 solution's (1)</p>	<p>50:1 somebody's (1) 10:2 someone (7) 41:10;48:4;53:10; 67:16,21;68:1,2 soon (2) 35:10;62:11 sorry (5) 12:1;15:12;22:11; 23:8;36:21 speak (1) 15:13 SPEAKER (1) 12:14 SPEAKERS (1) 11:20 speaks (1) 51:6 Specialist (1) 7:6 specialize (1) 16:7 specific (3) 41:18;64:2,3 specified (2) 33:12;45:12 spell (1) 15:1 spent (2) 47:6;50:21 spreadsheets (1) 20:18 sprints (1) 64:2 staff (3) 39:10;41:7;55:16 stand (1) 61:15 standard (1) 35:15 standing (3) 56:3;61:19;63:18 stands (2) 36:19;38:19 state (38) 8:15,21;19:4,17; 26:5;30:7;32:2;33:5, 14;34:4;35:16,21;36:9; 44:20;45:16;46:12; 48:7,11,16;49:11;51:1; 52:11;53:18;54:17; 55:8;57:1,2,11,15;58:5, 8,18;59:1,7;60:1; 65:11;67:15,19 stated (5) 22:5;27:16;29:1; 52:16;65:21 states (3) 21:7;36:6;41:6 State's (6) 30:6;33:11;37:2; 50:7;53:21;65:5</p>
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<p>statewide (1) 32:21</p> <p>state-wide (1) 17:15</p> <p>STEVE (5) 12:8,8;55:14,14;57:6</p> <p>sticker (1) 7:16</p> <p>still (7) 11:20;24:5,6,12; 42:16;55:7,9</p> <p>strictly (2) 35:2,6</p> <p>structure (1) 27:13</p> <p>struggling (2) 23:15;44:2</p> <p>sub (1) 41:9</p> <p>subcontract (1) 43:20</p> <p>subcontractor (9) 27:9,15;28:1,14; 29:8;31:8;33:18;34:1; 41:16</p> <p>subcontractors (6) 19:10;20:19,20;32:7; 41:7,14</p> <p>sub-goal (11) 23:11,13,14,20;24:1, 2,17,18,20;26:7;43:21</p> <p>sub-goals (4) 23:6,9;24:3;44:7</p> <p>submission (5) 27:11;36:14,15; 37:11;61:14</p> <p>submissions (2) 36:13;45:9</p> <p>submit (9) 20:17,17,20;25:16; 26:13;29:4;55:9;56:4; 66:2</p> <p>submitted (3) 30:19;31:16;45:8</p> <p>submitting (4) 28:6;34:21;51:14; 62:6</p> <p>subsections (2) 35:14,18</p> <p>substantive (1) 47:19</p> <p>substitution (1) 41:5</p> <p>successful (2) 33:13;34:10</p> <p>suggestion (1) 36:17</p> <p>summarizing (1) 64:11</p> <p>Summary (3) 28:4;31:12;36:6</p> <p>sunsetting (1) 61:18</p>	<p>support (3) 48:15;49:3;63:17</p> <p>supporting (1) 56:11</p> <p>sure (25) 8:6;40:8,15;42:3; 43:15,16;44:3,7;48:8, 11,13,19;49:15;50:1, 11;51:2,9,13,21;56:3, 13,15;62:16;63:13; 65:12</p> <p>suspension (1) 20:15</p> <p>System (19) 8:2;16:16,21;17:1; 32:15;38:10;39:4; 48:10;49:13,14;50:6,8; 60:15,18;61:18,19; 63:8;64:21;65:10</p> <p>Systems (5) 16:6,7;60:10;63:11; 65:10</p> <p style="text-align: center;">T</p> <p>T&M (2) 64:8;65:1</p> <p>Tab (2) 30:18;31:16</p> <p>talk (1) 49:19</p> <p>talked (1) 54:15</p> <p>tandem (1) 64:3</p> <p>TANYA (3) 9:19,19;10:2</p> <p>Task (1) 9:15</p> <p>Taxation (2) 34:6,9</p> <p>team (2) 49:3;61:16</p> <p>technical (9) 18:4;30:17;31:13; 33:9;45:4,7;46:6,8; 48:2</p> <p>TechnoGen (3) 11:9,11;54:8</p> <p>Technologies (3) 15:19;17:17,20</p> <p>Technology (4) 7:7;17:7;35:17; 53:16</p> <p>temporary (1) 41:7</p> <p>terms (4) 42:17,18;46:8;47:12</p> <p>THANH (2) 15:17,17</p> <p>T-H-A-N-H (1) 15:18</p> <p>Thanks (1)</p>	<p>68:10</p> <p>THIRUGNANAM (2) 11:4,5</p> <p>THOMPSON (6) 14:14,14,17,18,20; 15:3</p> <p>thoroughly (1) 42:4</p> <p>thought (1) 12:1</p> <p>thoughtful (1) 51:15</p> <p>three (8) 37:6;47:14;48:3; 49:3,9,20;50:13,16</p> <p>throughout (1) 7:18</p> <p>throw (1) 55:21</p> <p>thus (1) 64:3</p> <p>Tier (5) 29:21;30:1,10,11,12</p> <p>timeframe (2) 60:16;61:7</p> <p>times (1) 20:12</p> <p>Today (4) 8:1;38:3;62:2;66:16</p> <p>today's (3) 8:18;35:9;62:9</p> <p>together (3) 20:12;47:7;68:4</p> <p>TOMMY (6) 14:14,14,17,17,20; 15:3</p> <p>tools (2) 17:18;49:18</p> <p>top (1) 57:10</p> <p>total (4) 19:15;21:9;28:2,8</p> <p>totally (1) 39:20</p> <p>toward (2) 22:10,15</p> <p>tracking (2) 17:1,3</p> <p>train (1) 48:16</p> <p>trainer (1) 48:16</p> <p>training (2) 48:9,14</p> <p>transcript (2) 66:6,19</p> <p>transcription (1) 8:15</p> <p>transcriptionist (1) 68:14</p> <p>transit (2) 54:17,19</p> <p>transition (2)</p>	<p>49:12;60:16</p> <p>transmission (1) 55:4</p> <p>TROST (5) 12:8,8;55:14,14;57:6</p> <p>trouble (1) 22:12</p> <p>trust (2) 46:4;68:1</p> <p>trusted (1) 47:9</p> <p>try (2) 10:8;52:5</p> <p>turn (1) 47:14</p> <p>turnout (1) 68:12</p> <p>twice (1) 58:13</p> <p>two (7) 24:5;37:5,9;38:2; 62:21;63:19;64:16</p> <p>type (2) 49:18;62:18</p> <p>typed (1) 66:17</p> <p style="text-align: center;">U</p> <p>under (10) 25:13;30:18;31:16; 32:2,8;36:17,20;40:3; 43:13;52:7</p> <p>undertaking (1) 40:12</p> <p>UNIDENTIFIED (1) 12:14</p> <p>unilateral (1) 57:11</p> <p>unintelligible (1) 47:17</p> <p>unless (2) 21:17;58:6</p> <p>unpaid (1) 29:7</p> <p>unreasonable (1) 60:6</p> <p>unsupported (1) 17:7</p> <p>up (14) 21:20;23:3;24:13; 35:9;37:21;43:5,20; 44:6;59:19;61:15,19; 62:10;63:18;66:17</p> <p>upon (2) 7:15;58:1</p> <p>use (5) 24:6;32:6;48:7; 56:14;59:6</p> <p>used (4) 17:15;19:14;32:21; 46:2</p> <p>user (1)</p>	<p>33:5</p> <p>users (4) 17:2;48:11;50:5; 56:16</p> <p>using (4) 17:17;47:20;58:19; 63:14</p> <p>Utilization (3) 28:13;30:21;31:8</p> <p>utilize (5) 48:12,21;56:9;57:1; 67:19</p> <p>utilizing (1) 59:14</p> <p>utmost (2) 51:5;61:16</p> <p style="text-align: center;">V</p> <p>VALLIMANALAN (2) 11:4,5</p> <p>variance (1) 64:4</p> <p>various (2) 51:17;57:12</p> <p>Vendor (11) 8:9;38:11,15;47:9; 49:10;53:9,12,14; 56:15;58:7;60:2</p> <p>vendor-hosted (1) 33:7</p> <p>vendors (4) 10:6,12;36:11;60:4</p> <p>verified (1) 28:9</p> <p>Version (1) 58:21</p> <p>versus (1) 55:20</p> <p>vertical (1) 50:10</p> <p>vertically (1) 50:4</p> <p>Veteran (2) 8:8;12:7</p> <p>Veteran-owned (7) 13:15;26:21;27:5,8; 28:10,12;31:7</p> <p>vetted (1) 42:4</p> <p>via (1) 18:10</p> <p>visitors (2) 7:14,17</p> <p>Visitor's (1) 7:16</p> <p>VOSBE (1) 27:2</p> <p>VSBE (8) 27:15,16;28:17,18, 20;29:6,8;31:7</p>
---	---	--	--	---

	working (3) 18:1;53:20;54:9	10:00 (1) 7:2	21:19;27:6
W	works (1) 53:18	100% (2) 43:21;44:6	35% (4) 21:7;22:4;23:12; 24:1
Wage (6) 29:14,16,20;30:4,9; 31:2	WRIGHT (76) 7:4,6;10:1,4;11:17; 12:1,13,15,19;13:4,7, 11,16;14:1,4,8,12,16, 19;15:1,5,8,12,21;16:3, 8;18:8,19;22:4;24:2; 26:1,14;29:12,15; 36:16;37:18;38:5,12; 39:6,8,14;40:2,21; 41:12,17;42:1,8;43:6, 9;44:10,14;45:5,21; 46:16;52:3,11;53:1,3; 54:3,5;55:10;57:7; 58:11;59:17;60:8,17; 61:3,9,21;62:16;64:12, 15;65:14,21;67:9; 68:11	1099 (1) 41:7	4
waiver (2) 28:18,20		10th (1) 29:4	4 (3) 45:6,15;54:15
WALKER (2) 11:12,12		11:00 (1) 68:17	4.0 (1) 58:21
Water (1) 7:12		15% (2) 19:15;21:6	4.1 (1) 45:13
way (2) 64:11;67:19		17 (2) 23:12;24:21	4.2 (1) 30:19
ways (1) 48:15		2	4.5 (1) 45:13
website (1) 19:18		2 (5) 30:1,11;44:16,19; 45:2	45 (1) 29:7
weight (1) 46:8		2:00 (4) 35:1,5;36:18;62:6	5
Welcome (6) 7:3,4;16:15;18:5; 22:21;65:13	writing (5) 25:16;26:13;55:9; 56:4;66:4	2015 (1) 29:20	5 (3) 46:1,5,12
well-written (1) 67:7	written (3) 17:6;25:14;59:8	2016 (4) 30:9;35:2,5;62:7	50% (6) 22:19;23:5,21;24:11, 16;43:20
what's (1) 40:10	X	2017 (1) 61:2	51 (1) 54:15
WHEELER (12) 12:5,5;23:2,3,9; 24:15;25:15,19;53:4,4; 66:14,15	Xerox (10) 11:3,5,7;21:5;36:4; 38:8,17;39:17;54:14; 57:9	21 (1) 19:21	6
whichever (1) 50:7	Y	21.11.13 (1) 27:18	66 (1) 57:10
wider (2) 50:6,12	Y	21st (1) 61:10	7
WILLIAM (4) 13:9,9,13,13	year (5) 30:4,6,7;58:1;60:5	22nd (1) 12:17	7% (5) 19:15;21:8;23:10; 24:17,20
WILLIAMS (5) 9:19,19;10:2;13:19, 20	1	23 (1) 41:4	8
within (3) 41:5;56:12;64:3	1 (10) 29:21;30:10,12,15; 35:15,21;38:6;41:1; 43:10;44:15	250 (1) 50:5	8% (2) 19:16;21:7
without (2) 7:18;56:17	1% (1) 27:1	25th (5) 35:2;36:7,18;37:4; 62:6	9
woman (1) 23:20	1.1 (1) 38:9	28 (2) 29:20;30:8	90 (1) 30:6
woman-owned (5) 14:3,7,10;21:8;24:7	1.23 (1) 41:4	3 (9) 24:18;33:10;46:17; 51:18;52:2,4,8;53:6; 58:12	
women (1) 19:4	1.33 (1) 43:13	3.3.16 (1) 59:11	
Women-Owned (3) 12:4;15:20;19:16	1.34 (1) 29:18	3.3.17 (2) 50:19;52:16	
wondering (1) 53:8	1.35 (1) 39:18	3.9 (1) 63:15	
work (19) 20:5,12;27:14;30:3; 34:2;46:18;48:5;49:12; 50:1;60:3;63:10,15,17, 20;64:20;65:6,8,9;68:1	1.42 (1) 27:4	30 (1) 41:5	
workarounds (2) 17:14;32:20	1.42.6 (1) 29:2	31st (4) 35:5;36:8;61:2,7	
Workday (2) 12:8;55:14	1/2% (3) 23:12;24:18,21	35 (2)	