Stealth Solutions Consulting Services
Grant Management System Acquisition System

Administrative Office of the Courts

REQUEST FOR PROPOSALS (RFP) Technical Consultant- Grants Management System Acquisition RFP# 9194

Submitted to:

Whitney Williams
Maryland Judiciary, Administrative Office of the Courts
Department of Procurement, Contract and Grant Administration
Telephone: 410-260-1581
Email: whitney.williams@mdcourts.gov

February 21, 2019

Vested in your success!

February 21, 2019

Whitney Williams
Maryland Judiciary, Administrative Office of the Courts
Department of Procurement, Contract and Grant Administration

Subject: Stealth-US Proposal for Technical Consultant – Grants Management System Acquisition RFP# 9194

Dear Ms. Williams:

We are pleased to provide this proposal to meet the requirements for a Technical Consultant for the Grants Management System Acquisition RFP.

Stealth Solutions provides business process re-engineering, requirements management and software engineering services for public sector clients on all major web, mobile, and cloud platforms. Our core expertise for the past 5 years is grants management systems and services in the public sector market (State, City, and Federal agencies). We know the SaaS (software as a service) technology/vendor landscape very well and will apply a structured process to establish evaluation criteria that deliveries the best value to the State. We will be honored to assist and guide you in selecting the best cloud-based grant management system that meets Administrative Office of the Courts (AOC) needs.

Stealth Solutions has experienced resources including but not limited to business, functional, and implementation SME who know the grants domain quite well and have assisted in automation of the grants management processes for multiple government agencies. We have also accomplished grants management software development, customization of SaaS products, and related implementation. We are prepared to commence within 10 days of contract award and align ourselves to your agency goals/timelines.

Please feel free to contact me at any time for clarifications you may require from this response, we are looking forward to working with Maryland Judiciary - AOC on a successful selection of a SaaS based Grants Management System.

Sincerely,

Rahul Sundrani
President
571-230-5430
RahulSundrani@Stealth-US.com

1   Part I: Technical Proposal

The following technical proposal directly addresses the AOC Scope of Work requirements with a vendor like Stealth Solutions providing project and grants management experience to deliver on the work plan and references for the included resumes.

1.1 About Stealth Solutions

Stealth Solutions is a small, minority owned business with an approach and commitment to our clients that always puts them as #1 in meeting their goals and objectives. Stealth Solutions is a distinctive provider of innovative busniess process technology and management services. We take pride in helping organizations achieve their business ambitions via technology based solutions that make sense for each cleint's business evironment. Our dedication and commitment to our clients has led us to continual success for every client. We believe in making your business, our business; immersing our talents in working with you and steering your organization to optimal solutions. Your success is our success and we our devoted to providing you the best value achievable.
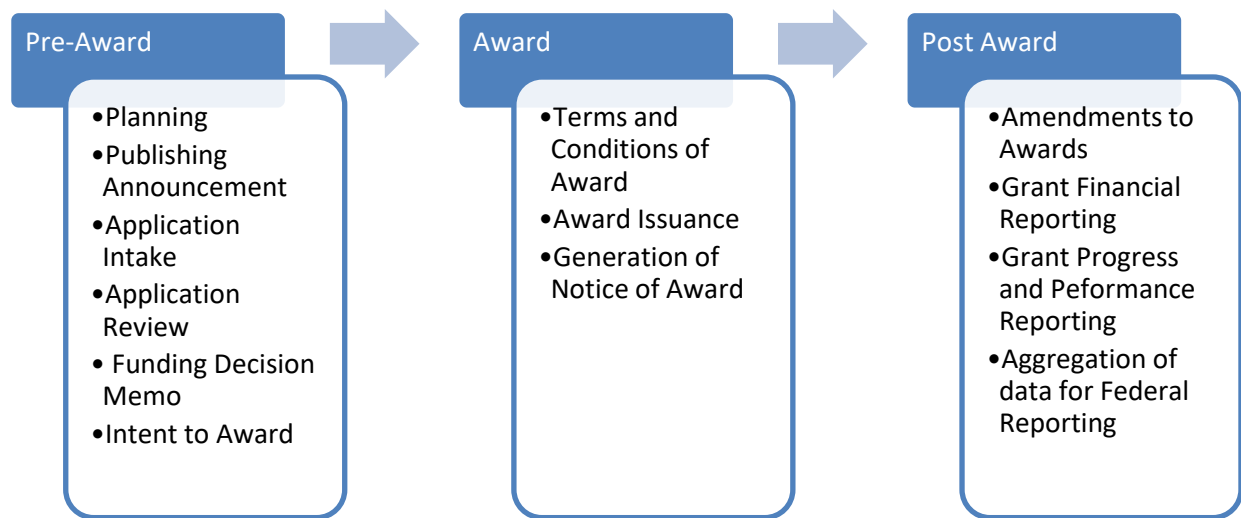
We believe in constant learning and growing with business technology enhnacement, hence our solutions portfolio is consitantly evolving with technology enhancements. The following solutions are the strengths we currently offer to our clients, reaching their desired outcomes and efficiency goals:

- Technical Consulting/Strategic Planning
- Business Process Re-enigineering
- Requirments Elicitation, Analysis, and Codification
- Project and Product Management
- Application Development
- Independent Verification & Validation (IV&V)
- Tehcnical Training
- Helpdesk Management

1.2   Stealth Solutions – Grants Management Expertise

Stealth's team of consulting professionals' core strength is deleievering cloud-based grants management solutions. We have designed, developed, deployed, supported, and enhanced grants management systems at the Federal, state, and local government levels. Over the past 10 years, our team members have worked in all phases of the grant life cycle. We have a deep understanding of the following grants management business processes depicted in the exhibit A-1 below:

Exhibit 1-1. Business Processes across Grant Life Cycle

Pre-Award	Award	Post Award
•Planning •Publishing Announcement •Application Intake •Application Review • Funding Decision Memo •Intent to Award	•Terms and Conditions of Award •Award Issuance •Generation of Notice of Award	•Amendments to Awards •Grant Financial Reporting •Grant Progress and Peformance Reporting •Aggregation of data for Federal Reporting

It is our understanding AOC is seeking to drive both greater efficiency and effectiveness in its grants management activities through the deployment of a cloud-based Grants Management System (GMS) delivered within a SaaS model. This GMS automation project will address the following key AOC challenges:

- Loss of productivity due to labor intensive processes. For example, application intake and review, grants financials management

- Lack of structured approach to the systemic assessmnet of grants programs for progress and results

- Lack of accountability and transparency

- Administrative burden to track transactions at grant and project level

- Compliance issues with evolving Federal and State regulations

- Inability to respond quickly to audit requests

1.2.1 Clients Served

Stealth resources have provided business process re-engineering, codification of functional specifications, solution design, COTS product evaluation, and application development on cloud platforms for grants management systems at agencies including DC Department of Health, U.S. Agency for International Development[s PAEGC Program www.poweringag.org/, San Diego Economic Development Department www.sandiego.gov/cdbg, and Louisiana Community and Technical College System www.lctcs.edu.

We strongly believe by engaging Stealth Solutions, AOC will be able to achieve increased efficiency, transparency, compliance, and performance across departments.

1.3   Proposed Resource Experiences

Stealth is proposing two resources with complimentary skills set to meet AOC requirements. The two proposed SMEs will tag team to assist AOC to codify a comprehensive set of grants management system functional specifications, establishing a framework for evaluating system capabilities that led to vendor selection support.

Lead Grant SME: Rahul Sundrani: Mr. Sundrani is a PMP-certified senior IT professional with more than 12 years of hands-on Systems Development Life Cycle (SDLC) experience with large-scale enterprise-wide systems development and 10 years of grants management experience.

Rahul's problem-solving aptitude and ability to work well with complex systems has proven to be a great asset on multi-stakeholder and multi-vendor projects. Including the City of San Diego CDBG Grants, DC Department of Health's Grants Management System, Louisiana Community and Technical College Grants Management System, Fannie Mae's Identity and Access Governance Program, Department of Energy's scientific research grants management system, and the Small Business Administration's (SBA).gov portfolio. Mr. Sundrani is a self-motivated individual with ability to work independently or within a team. He is detail-oriented with a strong willingness to learn new things. Mr. Sundrani possesses excellent communication skills and is proficient in mentoring.

Technical Grant SME: John Johnson: Mr. Johnson is a seasoned Information Technology professional with 20+ years of experience in technology/solution strategy development, project management, enterprise analysis, software development, and systems integration. He has worked extensively on all phases of business/IT lifecycle and managed the customization and implementation of many packaged software solutions for many government agencies.

John has been working in grants management domain since 2013 and has performed as the Technical Lead/Product Manager role for grants management products. His role encompassed business case development to product release management activities. His responsibilities include product feature definition to functional verification, including solution architecture to meet public sector needs. He has built and implemented cloud-based CRM solutions on public cloud platforms (Salesforce) and worked on Force.com, Azure, and Amazon Web Services (AWS), through crowdsourcing and adhering to government security standards. He has led the development of public sector and commercial software applications using object-oriented modeling, agile methodology, and industry standard quality assurance processes (CMMI). He has accomplished many COTS package implementation /integration and product development projects, involving grants management, funding, business cases, requirements, solution architecture, modular design, development, integration, testing, and training. He is also a PMP certified project manager.

1.4   Proposed Contractor's Resource Availability

By design, Stealth is proposing mutiple resources to enable redundancy and expanded expertise delivered to AOC across the project. Per the RFP requirement, redundancy also allows quick availability of resources on as-needed basis for 6 months or longer duration. The proposed resources will be available within 10 days of contract award.

1.5   Proposed Contractor's Work-Plan

AOC would leverage Stealth Solutions for the services listed in section 1 of the RFP "Scope of Work" and beyond for technical management, rollout, change management, and adoption of the grants management system. For the scope listed in the RFP, we envision assisting AOC with following activities:

Phase	Activities	Expected Duration
Phase I: Kickoff and on-boarding	▪ Kickoff meeting with Judiciary's project team representing 5 grant-making departments and 11 grant programs. Understanding AOC vision, painpoints, and expectations of the contractor ▪ Understand AOC high-level requirements ▪ Understand milestones, key dependencies, critical dates, and setup process for reviewing technical specifications ▪ Establish communication and reporting protocol ▪ Collect and review existing documents and business processes ▪ Receive access to systems, buildings, and data/file repository	Completed within 2 - 3 weeks from contract start date

Phase II: Develop technical specifications, Evaluation framework, and RFP Development	▪ Assist Judiciary's project team with development of comprehensive technical specifications that can be realized as a cloud-based solution without incurring exorbitant implementation costs. Activities includes:
	
	  - Elicitation and documentation of requirements
	
	  - Standardization of processes across department and programs to minimize implementation, rollout, adoption, and maintenance cost
	
	  - Development of detailed workflow for the grant processes depicted in exhibit A-1.
	
	  - Codification of functional specifications
	
	  - Requirements validation, prioritization and baselining
	
	▪ Market research to ensure SaaS product capabilities
	
	▪ Assist Judiciary's project team with building a framework for evaluating vendor proposed solutions
	
	▪ Assist Judiciary's project team with development of the RFP document
		Within 4 months from contract start date

Phase III: SaaS Product Selection and Implementation Vendor Selection	▪ Assist in identifying available off-the-shelf or SaaS grant management systems	Within 6 months from contract start date
	▪ Identification of credible grants management system implementation vendors	
	▪ Support pre-bid question and answer session(s)	
	▪ RFP Q&A	
	▪ Participate in product demonstrations	
	▪ Assist with SaaS product and vendor evaluation	

Below is a notional timeline based on April 1st, 2019 start date.

	April	May	June	July	Aug	Sept
Phase I: Kickoff	⬛					
Phase II: RFP Development		⬛⬛⬛⬛				
Phase III: Product and Vendor Selection			⬛⬛⬛⬛⬛			

1.6 Proposed Contractor's Resource Resumes

1) RAHUL SUNDRANI – *PROPROED LEAD GRANT SME*

RAHUL SUNDRANI, PMP, CSM

Technical Program Management and Grants System SME

EXPERIENCE OVERVIEW

Mr. Sundrani is a PMP-certified senior IT professional with more than 12 years of hands-on Systems Development Life Cycle (SDLC) experience with large-scale enterprise-wide systems development and over 9 years of grants management experience. His problem-solving aptitude and ability to work well with complex systems has proven to be a great asset on multi-stakeholder and multi-vendor projects. Including most recently at City of San Diego CDBG Grants, DC Department of Health's Grants Management System, Louisiana Community and Technical College Grants Management System, Fannie Mae's Identity and Access Governance Program, Department of Energy's scientific research grants management system, and the Small Business Administration's (SBA).gov portfolio. Mr. Sundrani is a self-motivated individual with the ability to work independently or within a team. He is detail-oriented with a strong willingness to learn new things. Mr. Sundrani possesses excellent communication skills and is proficient in mentoring.

TECHNICAL DOMAIN AND FUNCTIONAL EXPERTISE

- Grants Management Functional and Technical SME

- SDLC and Agile application development using J2EE/Java technology stack, .Net stack, Salesforce (Force.com Cloud Application Development), and Drupal

- Project and Product Management

- Requirements Management

- Enterprise Architecture

- Analytics, Metrics, and Customer Satisfaction Measurement

- End User Training

- Retail, manufacturing, service, and finance industries

- Louisiana Community and Technical College System (LCTCS) – State Government

EDUCATION

- M.S., Computer Science, Mississippi State University, Starkville, Mississippi, 1997

- B.S., Engineering. Nagpur University, Nagpur, India. 1993

CERTIFICATIONS AND TECHNOLOGY–SPECIFIC TRAINING

- Certified Scrum Master (CSM)

- Salesforce.com Certified Force.com Developer

- Project Management Professional (PMP)

- Sun Certified Programmer for Java 1.4

- Sun Certified Web Component Developer for J2EE Platform.

- Sun Certified Instructor on 9 Java / XML courses

PROJECT EXPERIENCE

REI Systems, Grants Management System   **August 2014–Present**
Product and Implementation Manager
Assisting REI Systems with development of an enterprise grants management system built on world's largest cloud platform Salesforce that is highly configurable product targeted towards federal, state, and local government.
Key responsibilities include:
- Providing strategic and technical leadership and collaborating with sponsor, functional and technical team on product development and enhancement

- Transforming the grants management product from concept to mature state and lead the Product implementations in Federal (USAID), State (Louisiana College System), and City Government (District of Columbia, Department of Health).

- Requirements elicitation using JAD sessions & conducting user interviews, preparing functional documents such as Use Cases, Software Requirements Specifications (SRS), and Wireframes.

- Business Processes reengineering, mapping client processes to grants management system capabilities, developing solution, and leading implementation.

- Managing budget, on-time delivery, and scope for all implementations.

Small Business Administration (SBA), SBA.gov   **August 2015–Present**

Adviser

(Formerly) Program Manager, August 2011 – July 2013

Mr. Sundrani is currently engaged as an adviser, assisting SBA.gov team on strategies, approaches, and solutions. Recent activities include assessment of SBA.gov mobile site, SBA.gov roadmap, and refining the technical and content strategy to align with the mobile roadmap.

Formerly, Rahul was the Program Manager for the SBA.Gov portfolio, overseeing multiple initiatives for SBA that assisted in fulfilling the Agency mission of assisting small businesses. These initiatives promote small business resources and services on Agency social media channels and SBA.Gov, which receives over 20 Million unique visitors annually. He was accountable for the program annual budget of $4.85 Million and project scope that included strategic and thought leadership, product/roadmap management, content and outreach management, web design/development, and helpdesk/operations support while managing a 20-member technical team and subcontractors responsible for communication, outreach, and usability.

- Responsibilities included executing the program management activities, performance evaluations, risk and issue management, change management, quality assurance, assistance with capital planning, project plan maintenance, and ensuring all activities are completed on time and within budget.

- Rahul's noteworthy accomplishments include leading initiatives that helped improve SBA.gov average response time by over 50%, section 508 compliance by 40%, site availability close to 100%, increasing website traffic by 6 Million visits between 2011 and 2012, and significant improvement of SBA'gov's Foresee Client Satisfaction Score.

Fannie Mae, Identity and Access Governance   **January 2014–August 2014**

Project Manager

Rahul led the vendor team (Sila Solution Group) with the implementation of the Identity and Access Governance product called SailPoint Identity. The goal of the program was to realign Fannie Mae's current Identity and Access Management certification and provisioning practices to industry accepted standards and best practices.

- Responsibilities included defining the scope, Statement of Work, pricing, establishing contracts, invoicing, development & maintenance of an integrated plan and overseeing requirements analysis, design, and development.

Department of Energy, Grants Management System   **July 2013–January 2014**

Program Manager

As the program manager, Rahul managed the development and support of the Department of Energy's Portfolio Analysis and Management System (PAMS). He led all software development and maintenance activity using SDLC methodology and managed a 30+ member team of developers, testers, and analysts with a project budget of $5 million.

- Responsibilities included executing program management activities, risk and issue management, change management, quality assurance, assistance with capital planning, project plan creation, maintenance, and ensuring completion of activities.

- Rahul's key accomplishments included successful deployment and adoption of the largest functionality of the PAMS Pre-award, Award and Reviewer modules and was instrumental in establishing a follow-on work stream for implementing Post-Awards functionality.

Office of Management and Budget (OMB)

Federal IT Dashboard (Itdashboard.gov)   **December 2010–August 2011**

Project Manager

As the project lead for ITDashboard.gov, Rahul managed the development, maintenance, and support of the IT management tool that the United States Federal Government CIOs use in overseeing their annual IT spending budget totaling over $75 billion. He led software development activity using agile methodology by managing a nine-member team of four software engineers, two business analysts, and two quality assurance engineers with a project budget of $1 million for the development of IT Dashboard which is a Drupal-based application, employing the Drupal API, several community contributed modules, custom modules, and theming.

- Responsibilities included requirements gathering and analysis, designing and implementing change requests, overseeing development, coordinating deployment, supporting a user community across 27 federal agencies, and project reporting to Federal (OMB/GSA), and REI senior management.

- Notable accomplishments include leading the effort of open sourcing IT Dashboard to enable communities of interest to adapt and mature their versions of the Dashboard to meet their unique needs and sharing the lessons learned from the ITDashboard.gov project at "Drupal.org" and "Drupal Government Days Conference".

NYC Comptroller Office, M/WBEReportcard.com   **October 2010–December 2010**
Project Manager
As the project lead for the MWBEReportCard.com, Mr. Sundrani was responsible for leading the development of a website that tracked New York City government spending with Minority and Women-owned Business Enterprises (M/WBEs). The site was developed in 10 weeks using agile methodology. Rahul managed a seven-member team of five software engineers, one business analyst, and one quality assurance engineer with a project budget of $250,000. The M/WBE Report Card NYC is built upon Drupal framework. This is a Dashboard that gives the public user-friendly, interactive data that graphically presents just how much, or how little each city agency spends from its eligible budget with minority and women-owned business enterprises.
- Activities included understanding and researching the NYC financial data sources, understanding data collection and integration, developing requirement specifications, project plan, cost estimates, and managing the design, visualization, and development efforts.

Office of Management and Budget (OMB),
Performance.gov   **January 2010 – September 2010**
Project Manager

As the project lead, Mr. Sundrani was responsible for leading the initiative from inception to launch. Rahul led this software development activity using agile methodology, managing a seven-member team including five software engineers, one business analyst, and one quality assurance engineer with a project budget of $1.2 million. Performance.gov is built as a collection of microsites dashboards using Drupal, which supports President Obama's Government performance management strategy with the objective to close the gap between commercial and federal government.
- Responsibilities included, understanding and researching the Federal Performance, Acquisition, Finance, Technology, and Human Resources domain, collaborating with Federal leaders in eliciting requirements, understanding metrics, data collection, analyzing policy impacts, overseeing development and deployment, supporting user community from 26 federal agencies, and project reporting to Federal (OMB/GSA), and REI senior management.

PRIOR EXPERIENCE

- **Technical Lead, Federal Emergency Management Agency (April 2009 – December 2009):** Responsible for the development and maintenance of FEMA's Emergency Grants Management System.

- **Specialist, Ahold USA/EDS/HP (September 2005 – April 2009):** Technical lead accountable for managing over 30 web applications.

- **Adjunct Instructor, ITT Tech (September 2004 to December 2007):** Responsible for teaching programming courses involving Java, Visual Basic, C++, and C technologies.

- **Senior Systems Analyst, Household International/HSBC (September 2003 – January 2004):** Responsible for leading and consulting on Java and J2EE technologies to different development teams within the organization.

- **Java and XML Trainer, Sun Microsystems (November 2000 – September 2003):** Responsible for developing and providing training on Java/J2EE system analysis, architecture, design, and implementation courses.

- **Senior Developer, Lante Corporation (January 2000 – November 2000):** Responsible for the development of J2EE web application for Health-Care eMarket (HIPPO.com).

- **Software Engineer, Motorola (May 1998 – January 2000):** Responsible for development of a Java application to validate the quality of the phones Motorola produced and electronically transferred the phones to the Motorola distribution center.

EMPLOYMENT HISTORY

Firm	Location	Title	Term
Stealth Solutions	Sterling, VA	President	May 2014–Present
Sila Solutions Group	Arlington, VA	Consultant	January 2014–August 2014
REI Systems	Sterling, VA	Senior Project Manager	April 2009–January, 2014
Ahold/EDS/HP	Greenville, SC	Project Lead	September 2005–April 2009
ITT Tech	Greenville, SC	Instructor	September 2004–December 2007
HSBC	Wood dale, IL	Senior System Analyst	September 2003–January 2004
Sun Microsystems	Itasca, IL	Java and XML Trainer	November 2000–September 2003
Lante Corporation	Chicago, IL	Developer	January 2000–November 2000
Motorola	Libertyville, IL	Software Engineer	May 1998–January 2000
Metamor	Chicago, IL	Consultant	January 1998–April1998

2) JOHN JOHNSON – *PROPOSED TECHNICAL GRANT SME AND SOLUTION ARCHITECT*

EXPERIENCE OVERVIEW

Mr. Johnson is a seasoned Information Technology professional with 20+ years of experience in technology/solution strategy development, project management, enterprise analysis, software development, and systems integration. He has worked extensively on all phases of business/IT lifecycle and managed the customization and implementation of many packaged software solutions for many government agencies.

John is working in grants management domain since 2013 and has played Technical Lead/Product Manager role for grants management product. He has been involved from its business case development to product release management activities. His responsibilities include product feature definition to functional verification, including solution architecture to meet public sector needs. He has built and implemented cloud-based CRM solutions on public cloud platforms (Salesforce) and worked on Force.com, Azure, and Amazon Web Services (AWS), through crowdsourcing and adhering to security and standards. He has led the development of public sector and commercial software applications using object-oriented modeling, agile methodology, and industry standard quality assurance processes (CMM). He has accomplished many COTS package implementation /integration and product development projects, involving grants management, funding, business cases, requirements, solution architecture, modular design, development, integration, testing, and training. He is also PMP certified project manager.

EDUCATION

- M.B.A., Finance and Management Information Systems, University of Bangalore, India

- B.S., Engineering, University of Mysore, India

CERTIFICATIONS AND TECHNOLOGY–SPECIFIC TRAINING

- PMI Certified Project Management Professional (PMP)

- SalesForce.com Training Sessions Conferences

- Microsoft Certified Professional – MCSD, using VB.Net

- Object Oriented RUP Methodology and Tools, Rational University

- Oracle DB, PL/SQL and apps, by Oracle Corporation

- XMS Application Suite, Concur Technologies

PROJECT EXPERIENCE

State of Ohio   **Dec. 2015– Jan. 2018**

Solution Architect, EGMS [Enterprise Grants Management System]

State of Ohio had disparate grants processes and systems used across their 28 granting agencies and departments that needed to consolidate all processes and capabilities that span the grants management lifecycle into an Enterprise based solution to meet three main goals:

- Consolidate the business processes across the agency into an enterprise process
- Provide enterprise-wide information of grants to support planning, analysis, and decision-making at all levels of government.
- Deploy the solution in multiple waves for easy user adoption – through a structured change management and make the only enterprise system for grants.

To meet the three primary goals, John and his team employed an agile approach in both the Envision and Implement phases to determine which overarching granting processes should be used and adopted across all state agencies. Through a series of deep dive requirements gathering and process flow discovery sessions, team was able to identify commonalities, discern areas for efficiency gains, and apply best practices to state-wide practices. John Johnson lead the BPR process, requirements management, customization of grants management product and its implementation efforts.

The grants management solution provided a single oversight to help maximize Federal grants revenue and increased funding over current levels. Provides a seamless grants system for Grantees to use, either through direct data entry or automated uploads of data. Supports grants reporting which can be best managed at a central level, such as grant reporting subject to Federal Funding Accountability and Transparency Act (FFATA), including the use of data from the Peoplesoft accounting system. This system has more than 100 grant programs and features a very complex security and access model along with community portal for 8,000 grantees and a public site for announcements.

US Department of State   **March 2015 – Jan 2016**

Salesforce Solution Architect, PD CRM [crm.america.gov]

The Bureau of International Information Programs (IIP), within the US Department of State is deploying a new business solution called crm.america.gov, to enable better communication between embassies, consulates and posts. The State department constituents like journalists, students, and business travelers have a need to easily receive applicable "regionalized" information that could assist in their specific efforts across the world. The solution requires the integration of unclassified information to be aligned with an individual's current and future location in the world and be available through push and pull methods. This project includes third party campaign management tool integrations, UI/UX customizations for mobile, and multi-language support and in conjunction with the deployment a new CMS (content management system) for all the embassy websites across the world.

Role & Responsibilities:

John is leading the project at the Department of State (DOS-IIP) to design and deploy the Salesforce based crm.america.gov throughout all embassies and consulates worldwide. Working closely with senior executives and program managers to build consensus on scope, workflows, governance, oversight/reporting and data set integration for use with the full object model delivered through Agile Sprint methodology for the overall solution architecture and deployment.

State of Virginia   **April 2014 – March 2015**

Solution Architect, EGMS [Enterprise Grants Management System]

Virginia had disparate grants processes and systems used across their 31 granting agencies and departments that needed to consolidate all processes and capabilities that span the grants management lifecycle into an Enterprise based solution to meet two main goals:

- Increase the efficiency of Departments and Secretariats in managing programmatic and financial aspects of grants through their life cycle, and

- Provide enterprise-wide information of grants to support planning, analysis, and decision-making at all levels of government.

To meet the two primary goals, John employed an agile approach in both the Envision and Implement phases to determine which overarching granting processes should be used and adopted across all state agencies. Through a series of deep dive requirements gathering and process flow discovery sessions, REI Systems was able to identify commonalities, discern areas for efficiency gains, and apply best practices to state-wide practices. This approach to implementing and testing against requirements helped maintain higher degrees of fidelity to the system owners' intent, and kept costs lower by reducing the possibility of rework should a design or feature not meet with client expectations.

The grants management solution provided a single oversight to help maximize Federal grants revenue and increased funding over current levels. Provides a seamless grants system for Grantees to use, either through direct data entry or automated uploads of data. Supports grants reporting which can be best managed at a central level, such as grant reporting subject to Federal Funding Accountability and Transparency Act (FFATA), including the use of data from the Virginia Management Accounting and Reporting System (MMARS). This system has more than 1,000 grant program users and features a very complex security and access model along with community portal for 12,000 grantees and a public site for announcements.

Role & Responsibilities:

John 's thought leadership helped to build consensus across different Commonwealth Executive and Agency stakeholders for proper solutioning, design, architecture and deployment that could be done within a one-year phased approach. Key to success was the thorough oversight and development for the interfaces with a number of State IT systems including its financial / accounting system MMARS, in which John was responsible to deliver.

1.7   Proposed Contractor's Resource References

Reference I:
Ms. Trish Felder, M.Ed.
State Director Career, Technical & Adult Education
Louisiana Community & Technical College System
265 South Foster Drive
Baton Rouge, LA 70806
Email: patriciafelder@lctcs.edu
Office—225-922-2809

Reference II:
Stephen Maduli-Williams
City of San Diego, Community Development Program Manager
1200 Third Avenue, Suite 1400
San Diego CA, 92101
Email: Smaduliwilli@sandiego.gov
Direct (619) 533-6510

Reference III:

Steve Lancaster
Director – Business Development
REI Systems
Email: slancaster@reisystems.com
Direct: 703 966-2728

Part II: Cost Proposal

This cost proposal is provided in the format requested with the hourly labor rates at a fixed fully loaded cost. The pricing assumptions follow the cost table.

Labor Categories	Hourly Labor Rates
Technical Consultant – Six-month Base	$XXX.00
Technical Consultant- Option 1- Six months	$XXX.00
Technical Consultant- Option 2- Six months	$XXX.00
Technical Consultant- Option 3- Six months	$XXX.00

1.8   Pricing Assumptions:

1. Work Location: Stealth resources will be onsite at AOC for all the key meetings and discussions. In consultation with the AOC Project Manager, Stealth resources may work remotely for the documentation and analysis efforts.

2. Travel: Stealth resources will be commuting from Northern Virginia and hence we request some flexibility with time of day meetings.

3. All amounts due and payable to the Stealth will be paid monthly on a "Net 30 day" basis, subject to receipt of invoice from the Stealth.

4. Resource availability is forecasted based on April 1st, 2019 start date and may need an adjustment if start date is significantly delayed.

Submitted by _____

Authorized Signature   Date: 02/21/2019

Print Name and Title   Rahul Sundrani, President

Company Name   Stealth Solutions, Inc.

Company Address   22648 Glenn Dr, Ste 206, Sterling, VA 20164

Telephone   571 230 5642

Federal Tax Identification # XXXXXXXX