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**Stealth Solutions, Inc.   
Response  
to   
US Department of State**

**Cloud Program Management Office (CPMO)**

**For**

**Cloud Service Provider (CSP) Capabilities**

**Sources Sought Notice**

**February 11, 2021**

|  |  |
| --- | --- |
| Submitted electronically to:  Andrew Rothstein email: [RothsteinAT@state.gov](mailto:RothsteinAT@state.gov) | Submitted by:  Rahul Sundrani, President 22648 Glenn Dr., Suite 206 Sterling, VA 20164 |

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# Cover Letter

February 11, 2021

Submitted electronically to:

Andrew Rothstein

email: RothsteinAT@state.gov

US Department of State Cloud Program Management Office (CPMO)

Dear Mr. Rothstein:

Stealth Solutions, Inc. (Stealth Solutions) is pleased to provide information on our Cloud Service Provider (CSP) Capabilities in response to US CPMO’s Sources Sought Notice (SSN).

Stealth Solutions is an 8a certified for NAICS 541511 and 541512 C-corporation located at 22648 Glenn Drive, Suite 206, Sterling, VA 20164. Rahul Sundrani is the founder and president of Stealth Solutions with full contract negotiation and signatory authority. Stealth Solutions’ contact person for clarification and follow-up for this proposal is Steve Lancaster, email: [Steve.Lancaster@Stealth-US.com](mailto:Steve.Lancaster@Stealth-US.com), telephone: (703) 966-2728, postal address: 22648 Glenn Drive, Suite 206, Sterling Virginia 20164.

Stealth Solutions, as a Small, Women and Minority Owned (SWaM) business certified by the Commonwealth of Virginia, has an irrefutable commitment to our clients that puts them, their goals, and objectives first. We are a distinctive provider of innovative business process technology and management services and have a demonstrated record of developing innovative solutions. Stealth Solutions takes pride in servicing organizations in achieving their business ambitions via robust, scalable IT solutions relevant to their environment.

Our dedication and credibility have led to continued success with our clients. We believe in making your business our business, and thereby immersing our skills and talents in working with you and steering your organization to optimal solutions. Your success is our success, and we are devoted to providing you the best value achievable to assist you in reaching your desired outcomes and efficiency goals.

Since 2014 the Stealth Solutions’ team of consulting professionals’ core strength is delivering cloud-based solutions. We have designed, developed, deployed, supported, and enhanced SaaS solutions at the federal, state, and local government levels. Our Salesforce team leads with a mindset to deliver maximum value to clients while transitioning to Salesforce. Our suite of services includes assisting clients with migration to Cloud, and legacy applications modernization to state-of-the-art Salesforce-based solutions. Stealth Solutions also provides custom applications development on the Salesforce platform and integration with AppExchange marketplace applications such as document generation, learning management, and a digital signature to meet our clients’ missions without incurring extensive and expensive customization. Examples of our work can be provided from the US Small Business Administration, Legal Services Corporation, and the Region of Peel in Canada.

Stealth Solutions also has extensive experience migrating legacy content and digital asset management systems and has successfully delivered implementation for clients such as Navy Federal Credit Union and AARP. By using the best practices of Technological Convergence, Stealth Solutions has also successfully supported the migration of legacy content management systems into a world-class content and digital asset management system, Adobe Experience Management (AEM).

Stealth Solutions is always interested in teaming arrangements that will make our clients more successful in any application deployment and support projects. We also can have teaming arrangements that would assist in addressing potential client security clearance requirements.

Stealth Solutions is pleased to provide our capabilities introduction in response to this sources sought and would welcome follow-up communications and demonstrations of our capabilities to support the requirements of the US Department of State Cloud Program Management Office.

Sincerely,

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Rahul Sundrani

President  
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[Rahul.Sundrani@Stealth-US.com](mailto:RahulSundrani@Stealth-US.com)

# Response to Requirements

Stealth Solutions (Stealth) has provided our capabilities introduction to each of the five following State Department task requirements. We are pleased to expand on each of these outside of a page limited method.

## Stealth Solutions’ Capability to Support Tasks

Task 1 – Cloud Ready Application Development

Stealth has vast experience in cloud ready application development. Our primary expertise is in developing and maintaining applications on the **Salesforce Cloud platform**. Salesforce provides a highly secure, highly available, FISMA-compliant, FedRAMP-certified online environment for application development while also providing extensive configuration flexibility and business process automation through a Software as a Service (SaaS) cost-effective model.

The following are some of the key components offered by applications developed by Stealth on the Salesforce Cloud:

* **World-Class Cloud Infrastructure –** Infrastructure layer for creating and deploying enterprise-class applications. The applications run on a secure, proven service that scales, tunes, and backs up data automatically. Salesforce is being used by most state governments across the United States and the majority of Federal departments, agencies, and the White House.
* **Proven Performance** –More than 220,000 applications have been built on this platform that run in accredited, world-class data centers with backup, failover, disaster-recovery, and an uptime record exceeding 99.9 percent.
* **Workflow Engine –** Powerful workflow and approval process engine with which the business rules of the customer can be built quickly and efficiently without the use of any custom code.
* **Reports and Dashboards –** Powerful drag and drop report builder with which any report can be built in a few seconds. All data captured in Salesforce can be reported on, and analytical dashboards can also be created.
* **Data Security –** Salesforce offers a robust data security model that lets organizations define data security between users. Using a powerful combination of roles, profiles, and organization-wide settings, access to all data inside the system can be controlled seamlessly.
* **Powerful APIs –** The Salesforce platform offers REST, SOAP, and Bulk APIs that are used for seamless interfaces to external systems. These APIs provide programmatic access to an organization’s information using simple, powerful, and secure application programming interfaces.
* **AppExchange –** One of the biggest advantages of Salesforce is the availability of an Enterprise Applications Market where applications are available for quick download (<https://appexchange.salesforce.com/>). Organizations can analyze the apps available on AppExchange to make a Build vs Buy decision.

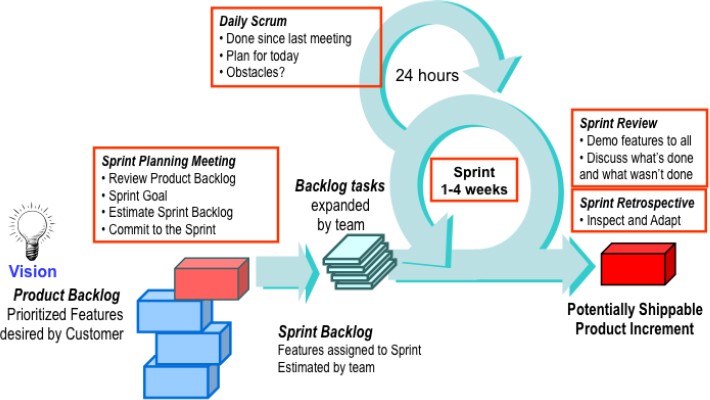
Stealth adheres to a proven process that allows us to design and develop Salesforce-based low code solutions without a high cost to our customers. Moreover, by following the process and applying best practices, we are able to ensure our solutions are compliant to Information Assurance (IA) and Diplomatic Security (DS) system reporting requirement.

***Agile Project Management***

Stealth has been practicing Agile development since inception. All Stealth projects adhere to Agile Software development primarily using Scrum methodology. This methodology consists of short iterative sprints or work periods of 2–4 weeks, each culminating in product demonstrations. This approach to project management has proven successful with many of our customers as it allows for greater stakeholder feedback throughout the Build process, enables greater transparency, and readily allows feedback to be incorporated into the next sprint. In this manner, the team is able to apply continual, incremental, and frequent adjustments through regular engagement in the solution demonstration sessions at the end of each sprint.

**Exhibit 1** below depicts Stealth’s overall approach to implementing Agile projects.

Exhibit 1. Stealth's Project Implementation Approach



Following are the key tasks and areas of our Agile methodology:

* **Product Backlog:** Stealth’s Team interacts closely with the identified stakeholders in identifying the key requirements which are then broken down into items for the product backlog. The stakeholders identify the business value for each item, and Stealth will work with the stakeholders in prioritizing the backlog.
* **Sprint Planning Meeting:** Based on the product backlog, Stealth’s Project Team will determine the list of items that would be developed and delivered as part of the Sprint. It will be ensured that each Sprint delivers a working product with business value.
* **Sprint Backlog:** The Sprint backlog identifies all of the items that need to be developed as a part of the Sprint. The backlog items are broken down further into tasks that can be completed on a daily basis.
* **Sprint Review/Demo:** For each Sprint, a demo session is conducted with the identified stakeholders to get feedback on items that were developed. Based on the feedback provided, additional tasks will be created as a part of the same Sprint to incorporate the feedback.

**Task 1 Labor Categories:** Business Intelligence Analyst, Information Technology Project Manager, Software Developer-Systems Software, Software Quality Assurance Engineer and Tester

Task 1 Past Experiences

1. **Loan Management System on Salesforce for Federal agency, Small Business Administration –** Stealth supported the implementation of a Loan Management system on the Salesforce Cloud platform. Stealth provided services in requirements gathering, solution design, solution build, and go-live deployment.
2. **Region of Peel, Canada –** Stealth engaged in the modernization of Grants Management for the Human Services Department at the Region of Peel in Canada. Stealth was instrumental in implementing a common set of processes and a cloud-based Software as a Service (SaaS) solution that meets several Region of Peel programs’ needs while being flexible enough to accommodate new grant programs.
3. **Los Angeles Homeless Services Authority (LAHSA) –** Stealth supports the Grants Management System’s implementation to improve and streamline LAHSA’s grants processes and improve the experience for LAHSA staff and grantees. The project also included the implementation of Case Management, Customer Relationship Management, Grants Management, and E-signature on the Salesforce platform.

Task 2 – IaaS, PaaS, and SaaS Management

Stealth’s Client Operations Management Program (COMP) is a monitoring, maintenance, enhancement service offered to clients with PaaS, and SaaS-based systems. COMP is provided with an assortment of support options based upon each client’s specific needs. Standard services involve basic O&M services, including environment setup and maintenance, user management, release preparation, integration with other services, problem solving, manual and automated testing, documentation, and deployments. Additional services entail system enhancements, impediments, defects, and business function change requests. COMP clients have a Subject Matter Expert on staff to support their needs to remain operable through system issues, expansion, and user growth; these include support for the Salesforce releases three times a year, third-party application add-ons, Security Assessment, deployment of FedRAMP-certified environment (GovCloud), API interfaces, records management, and more.

**Labor Categories:** Information Technology Project Manager, Software Developer-Systems Software, Software Quality Assurance Engineer and Tester, Computer Programmer, Computer User Support Specialist, Database Administrator, Network and Computer Systems Administrator, Web Administrator

Task 2 Past Experiences

Stealth has provided PaaS, and SaaS Management to the following clients:

1. **DC Department of Health (DOH)** – Stealth has supported DC DOH with the SaaS Grants Management solution GovGrants® on the Salesforce cloud. Salesforce was integrated with DC DOH Active Directory using Okta for implementing Single-Sign On.
2. **Community Development Division, City of San Diego** – Stealth assisted the City with deploying an application on the FedRAMP-certified Salesforce Government only cloud.
3. **National Endowment for Democracy (NED), Washington DC** – NED’s mission is sensitive and requires extreme security measures. Stealth is assisting NED with security assessment and mitigation of their Cloud solution.

Task 3 – IT Collaboration Support

Stealth has supported many clients in the areas of program and project management, solution architecture and cloud transition. We work with our clients who are either in the process of digital transformation or thinking about taking the first step. Stealth ensures the client understands all challenges that can occur during the digital transformation of an organization. Stealth also works closely with clients in developing the solution and system architecture for all future state and cloud transitions. The architecture is then split into multiple projects and programs which are either managed, implemented, or both by Stealth. Additionally, Stealth has supported numerous rollouts of systems requiring coordination, communication, training, and outreach to ensure successful user adoption.

During the transition phase, Stealth collaborates closely with client IT teams and business stakeholders to ensure a smooth transition and successful implementation.

**Labor Categories:** Information Technology Project Manager, Architect, Computer User Support Specialist, Management Analyst

Task 3 Past Experience

1. **Maryland Health Benefit Exchange** – Stealth assisted the CIO office in identifying the list of legacy systems to be migrated to a cloud platform and built a product roadmap for it. Program, technical, and rollout support was provided for the implementation of the approved roadmap.
2. **Los Angeles Homeless Services Authority (LAHSA) –** Stealth is providing Program and Technical leadership support.
3. **Region of Peel, Canada –** Stealth provided Program and Rollout support.

Task 4 – IT Budget Reporting and Administrative Support

Stealth’s engagements are primarily on project implementation and support. We have worked closely with COR and Government Project Managers with budget and actuals tracking on numerous projects with regular financial reports provided as required by the client. As a routine activity (mostly on a monthly cadence), we share reports detailing Cloud license purchases and consumption. Our resources have worked on the implementation of IT Dashboard for the Federal CIO and supported many Federal Agencies during the initial rollout and submission of Exhibit 300s to OMB.

Most of our projects require supporting our clients with administrative activities such as creating spreadsheets on system usage, user satisfaction, financial analysis, and projections. Other examples include creating presentations in support of rollout and meetings with senior leaderships. As a routine project activity, we help clients with meeting facilitation, capturing minutes and action items.

**Labor Categories:** Management Analyst

Task 4 Past Experience

1. **National Endowment for Democracy (NED), Washington DC** – Stealth provides a monthly financial report for actuals and a comparison report against the budget. Stealth is currently working on a Cloud implementation for NED that will provide real-time insight of budget and actual comparisons.
2. **Los Angeles Homeless Services Authority (LAHSA) –** Stealth is assisting LAHSA with automation of tracking their Funder and Recipients Budget and Actuals.
3. **Region of Peel, Canada –** Stealth provideddocumentation support (presentations, spreadsheets, minutes, and action items).

Task 5 – Special Studies and Expert Services

Stealth Solutions has supported numerous clients with research and analysis initiatives. Examples of such initiatives include:

* Usability analysis;
* User Satisfaction Assessment using Foresee data;
* Usage Analysis using Google Analytics; and
* Performance Metrics (Output and Outcomes).

Based on the studies conducted, Stealth has recommended enhancements for technology and operations improvements. Stealth is also experienced in conducting Business Process Assessment (BPA) workshops to determine bottlenecks and pain points in current systems and processes. Stealth recommendations have helped our clients with operational efficiency and in meeting their strategic objectives.

**Labor Categories:** Information System Analyst, Management Analyst

Task 5 Past Experience

1. **Community Development Division, City of San Diego** – Stealth assisted the City with Cloud System adoption data collection and analysis and performance metrics on their grants management processes.
2. **Maryland Health Benefit Exchange** – Stealth assisted with efficiency with call center operations, and design and implementation of dashboards to track Key Performance Indicators (KPIs).

## Sample Labor Categories (with Hourly Rates) for Key Program Staff

Stealth Solutions has many labor categories that cover all requirements for our clients. In response to this sources sought, we have provided a representative sample of the labor categories which could apply to the State Department requirements. Additional categories can be provided in the contract phase. Annual GSA-based escalation rates will apply each subsequent year from the 2021 rates below.

| **Stealth Solutions, 2021 Labor Category/Rates** | | | |
| --- | --- | --- | --- |
| Labor ID # | Labor Category | 2021 Loaded Hourly Labor Rate - Government Site | 2021 Loaded Hourly Labor Rate - Contractor Site |
| **Business Intelligence Analyst** | | $ - | $ - |
| 103 | Senior Business Intelligence Analyst | $ 114.00 | $ 129.00 |
| 104 | SME - Business Intelligence Analyst | $ 132.00 | $ 150.00 |
| **Computer Programmer** | |  |  |
| 173 | Senior Computer Programmer | $ 100.00 | $ 113.00 |
| 174 | SME - Computer Programmer | $ 118.00 | $ 134.00 |
| **Computer Network Architect** | |  |  |
| 143 | Senior Computer Network Architect | $ 127.00 | $ 144.00 |
| 144 | SME - Computer Network Architect | $ 143.00 | $ 162.00 |
| **Computer User Support Specialist** | |  |  |
| 203 | Senior Computer User Support Specialist | $ 79.00 | $ 89.00 |
| 204 | SME - Computer User Support Specialist | $ 104.00 | $ 118.00 |
| **Database Administrator** | |  |  |
| 223 | Senior Database Administrator | $ 104.00 | $ 118.00 |
| 224 | SME - Database Administrator | $ 115.00 | $ 130.00 |
| **Information Technology Project Manager** | |  |  |
| 283 | Senior Information Technology Project Manager | $ 124.00 | $ 140.00 |
| 284 | SME - Information Technology Project Manager | $ 140.00 | $ 158.00 |
| **Management Analyst** | |  |  |
| 293 | Senior Management Analyst | $ 118.00 | $ 134.00 |
| 294 | SME - Management Analyst | $ 129.00 | $ 146.00 |
| **Network and Computer Systems Administrator** | |  |  |
| 303 | Senior Network and Computer Systems Administrator | $ 107.00 | $ 121.00 |
| 304 | SME - Network and Computer Systems Administrator | $ 124.00 | $ 140.00 |
| **Software Developer, Systems Software** | |  |  |
| 323 | Senior Software Developer Systems Software | $ 110.00 | $ 124.00 |
| 324 | SME - Software Developer Systems Software | $ 141.00 | $ 160.00 |
| **Software Quality Assurance Engineer and Tester** | |  |  |
| 333 | Senior Software Quality Assurance Engineer and Tester | $ 99.00 | $ 112.00 |
| 334 | SME - Software Quality Assurance Engineer and Tester | $ 118.00 | $ 134.00 |
| **Web Administrator** | |  |  |
| 393 | Senior Web Administrator | $ 95.00 | $ 107.00 |
| 394 | SME - Web Administrator | $ 113.00 | $ 128.00 |