ILLINOIS STATE BOARD OF EDUCATION
CHILD NUTRITION PROGRAMS

Part I: Narrative Description

A. Cover Page:

Bidder: LRS Consulting Services
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FEIN Number: [redacted]
B. Executive Summary

Levi, Ray & Shoup, Inc. (LRS) is excited and appreciates the opportunity to respond to this request from the Illinois State Board of Education (ISBE) RFSP related to providing a Programmer/Analyst to assist in the software programming rewrite to merge the web-based Child Nutrition Application and Claim Entry System (ACES) and the LAN-based Child Nutrition System (CNS) into the Web-based Illinois Nutrition System (WINS).

For the subject RFSP, LRS will provide Programmer/Analyst to assist in developing and supporting the Web-based Illinois Nutrition System (WINS). Unless approved by ISBE management, the Programmer/Analyst will be required to work at ISBE's location at 100 North First Street, Springfield, and will be required to observe ISBE's holiday schedule.

The LRS Programmer/Analyst has the following qualifications:

- ASP.Net
- VB Net
- Microsoft SQL Server 2008
- JavaScript
- XML
- Crystal Reports

LRS has been in the business of providing the State of Illinois with expert level IT professionals since 1979. With over thirty-three years of business and IT expertise to offer, LRS has been instrumental in offering the brightest and best IT talent available in the Springfield area. Over these past thirty-three years, LRS has gained a superior and unmatchable understanding of the State of Illinois applications and various Agency operations. In addition, LRS over the years has gained a strong and deep understanding of the skills and types of resources the State of Illinois would like to have be a part of their project team. While we understand that the technical skills are important, that alone does not make every technical resource a perfect fit for a given project. Personal traits such as honesty, integrity, flexibility, ambition and the sheer hard work are true attributes to being successful as an IT consultant at any State of Illinois Agency.

LRS has grown to over 175 IT consulting professionals making our organization presumably the largest IT consulting and staffing of its kind in the Springfield area. Our team is made of the top tier of what's considered, the best of the best in the local IT community. Our team which our customers will attest to is extremely talented and successful in delivering IT services. Not only will our customers attest to LRS' ability to provide top notch resources, we are complemented every day by our constant and relentless recruiting of our employees by many of our local competitors in the Springfield area.

The State of Illinois has come to expect and receive only the best and brightest from LRS. LRS follows a very structured and proven process to recruit, screen, qualify and retain top quality IT professionals. We grow to meet the demand of our long-standing customers. Our process sometimes takes longer than what you might be experiencing working with our competitors, but we think it is worth it, when the results are a qualified and committed consultant on your project.

Finally, Over 48% of the consulting services provided by LRS have been in the Public Sector. Over the course of our time in business, LRS has provided over two million hours of consulting services to Federal, State, County and Local government organizations. Our core areas of expertise are firmly rooted in application development, project management, business analysis and infrastructure. LRS realizes that to ensure our continued and future successes, we as an organization must continually grow and invest in our resources and we remain true and committed by providing the avenues for everyone (LRS, Customer and IT consultant) to succeed.
C. Resume/Experience:

LRS provides a detailed description of the individual's previous experience or knowledge of federal nutrition programs and computer applications used to administer those programs.

Derek Midden, the proposed candidate, has been successfully functioning as a Functional and Programmer Analyst for many larger State of Illinois multi-dimensional projects for 10+ plus years. He is an LRS' senior and experienced .NET Developer with successful projects in the public sector.

State of Illinois experience:

State of Illinois – Board of Education (ISBE) – Derek has worked at this Agency utilizing a number of tools and technologies. He is proficient in the use of Microsoft (MS) Visual Studio and developing in Visual Basic.Net. With over 10+ years of experience to offer with MS SQL Server he has designed databases and code stored procedures. In addition to his experience with VB.Net, he has several years of experience with ASP.Net, and HTML. Derek is able to effectively communicate with wide range of clients and coworkers and very adept at revamping web sites and databases to enhance user satisfaction and response time.

Derek completed several project while at ISBE. He most recently completed an assignment at the State of Illinois – Treasurer’s Office designed the Investment, Interest Allocation, and Time Deposits .Net Application along with associated screens and reports. Technology used included but is not limited to: MS Visual Studio 2010 VB.Net with Team Foundation Server, MS SQL Server 2008, and Crystal Reports 10.

Most near term completed projects that Derek accomplished while at ISBE were:

Illinois Commodity System (ICS)
- Statewide USDA commodity distribution system. Encompasses 80 Bonus/PAL commodities delivered to 1,100 recipient agencies. With 1,130 contracts and 430 USDA Orders, commodities were allocated and distributed to 1,827 participating delivery sites.
- Supported .Net web application using MS .Net and MS SQL Server. Application consists of 259 ASP.NET Server Pages, 139 SQL tables and 423 SQL stored procedures.

Driver Education
- MS SQL DTS package is executed nightly to validate instructor's driver license information via FTP to the Secretary of State (SOS) office. When an instructor's license is not validated, an email notification is sent to district office.
- Student's course work completion is entered by the instructor. Each night, a DTS package is executed to select students whom completed the driver education requirements. Student driver license information is sent to SOS office for validation. Upon receipt of validation, the student may take driver's test at Secretary of State Office. An inquiry screen is available for parents and student to check student's status.
- Each fall, Driver Education Reimbursements are calculated and disbursed to school districts. For FY 2011, $24,229,600.00 was appropriated for reimbursement. Four sets of 481 payments were generated and imported into the agency's vouchering system.
- .Net web application designed using MS .Net, MS SQL Server, and Crystal Reports. Application consists of 94 ASP.NET Server Pages, 155 SQL tables and 239 SQL stored procedures.

Title I Status Survey (TIISS)
- Survey is completed by districts and sent to ISBE. The .Net application serves 870 public districts
- Designed .Net web application using MS .Net, MS SQL Server and Crystal Reports. Application consists of 14 ASP.NET Server Pages, 17 SQL Tables and 26 SQL stored procedures.

Application for Recognition of Schools (ARS)
- For each public school to received recognition by the Illinois State Board of Education, the school
administrator is required to complete the Application for Recognition of Schools (ARS) including a list of paraprofessionals. Each paraprofessional is verified to the Teacher Certification System. Upon completion of application by school administrator, the application is submitted to the District Office. After the District Office has verified the application, the application is submitted to the Regional Office of Education (ROE). Finally upon approval by the ROE, the application is submitted to the Illinois State Board of Education.

- .Net web application was developed using MS .Net, MS SQL Server, and Crystal Reports. Application consists of 15 ASP.NET Server Pages, 14 SQL tables, and 40 SQL stored procedures.

More details on Skills and Capabilities that Derek offers are listed below and Derek's resume is included in the Contractor's Qualifications section as required by the RFSP.

General Candidate Information

Vendor Response

LRS understands the following qualifications for the .NET Developer as someone who performs difficult and specialized professional work in all areas of n-Tier, object oriented client/server and Internet application development; work is non-routine in that general policies or procedures must be adapted or applied and new methods devised to meet frequently changing or new situations. Typically, the objectives to be achieved are set forth and the results produced are expected to achieve the objectives within the framework of established policies and procedures. Positions work under indirect supervision in the performance of the majority of duties; decisions made are in accordance with general instructions, coordination with the project manager, established methods and clearly defined precedents, with unusual problems referred to high-level professionals. The position, in conjunction with another team member, is in frequent personal contact with individuals outside the immediate work environment and executes difficult planning and/or scheduling activities to accomplish goals and objectives which may include coordinating the work of other Information Technology professionals.

Detailed examples of how the proposed Derek will meet and in some cases exceed the desired qualifications are below.

Derek is a seasoned veteran and someone who performs as individual or lead programmer for a complex system or subsystem, coordinates the analytical and programming functions required to adapt, convert or maintain applications; provides leadership to several assigned programmers in difficult, lengthy, or major projects that utilize advanced programming techniques or support a complex, interrelated system that automates major technical operation; coordinates programming activities with systems analysts and other development staff; directs and conducts the preparation, review and revision of program code, objects, properties and methods.

Derek also is as someone who has skills to perform program coding, testing and implementation activities using Microsoft .NET development languages and technologies; may serve as a project leader of programming staff and coordinate program changes with stakeholders.

LRS understands that the Candidate submitted in RFSP must be available at time of contract execution. If candidate is not available, agency reserves right to move to next lowest bidder. If a selected candidate becomes unavailable during the term of the contract the agency will consider (at the sole discretion of the agency) a substitute candidate from the same vendor with equal or better qualifications at the same rate.

Derek and LRS have discussed many .NET application development opportunities and joining the LRS team. We have come to trust one another have the relationship firmly based on honest and ethical practices. Derek has given his word, that assuming no unforeseen circumstances, if offered the position of Developer he will join LRS and be deployed at the State of Illinois Board of
Education.

**ASP .Net**

Vendor Response

LRS understands the candidate must have recent ASP.Net experience building complex client-server and browser based applications.

Derek has over 6+ years of current and extensive experience and qualifications as someone who has knowledge and experience in ASP.Net along with various version of Visual Studio including but not limited to 2005, 2008 and 2010. Derek has the required knowledge and experience in Microsoft.Net Web application development (ASPX pages). Derek has close to 7 years of experience using ASP.Net.

While at the State of Illinois Board of Education, Derek worked on a project regarding the Illinois Commodity System, or ICS. The application consisted of 259 ASP.Net Server Pages, which he had to maintain and support. Derek has created Web Survey builder applications using InterDev and ASP.Net. He has also created web applications for the Driver Education site using InterDev and ASP.Net and create and maintain data-oriented applications with less code than in traditional applications.

In addition, Derek is well versed in the various methodologies and adapts to the needs of the client and the environment.

**VB .NET**

Vendor Response

LRS understands the candidate must have recent VB.Net experience building complex client-server and browser based applications.

Derek has over 6+ years of current and extensive experience and qualifications as someone who has knowledge and experience in VB.Net along with various version of Visual Studio including but not limited to 2005, 2008 and 2010. Derek has the required knowledge and experience in Microsoft.Net Web application development.

While at the State of Illinois - Treasurers Office and at the State of Illinois Board of Education, Derek worked on a several projects utilizing VB.Net. He most recently while at the State Treasurer's Office worked on enhancing their time keeping, investment, and interest allocation system. He did the design and development work for the system using VB.net, along with VS 2010 and MS SQL Server 2008. Derek created and maintained data-oriented applications with less code than in traditional applications.

In addition, Derek has formal training in VB.NET along with implementing coding best practices when developing with this language. He is well versed in the various methodologies and adapts to the needs of the client and the environment.

**Microsoft SQL Server 2008**

Vendor Response

LRS understands the candidate must have recent MS SQL Server 2008 experience building...
complex client-server and browser based applications.

Derek has over 6+ years of current and extensive experience and qualifications as someone who has knowledge and work experience with MS SQL Server 2008 along with other various versions 2000 and 2005.

While at the State of Illinois – Treasurer’s Office and at the State of Illinois Board of Education, Derek worked on a several projects utilizing MS SQL Server. He most recently while at the State Treasurer's Office worked on enhancing their time keeping, investment, and interest allocation system all of which utilized MS SQL Server 2008. He did the design and development work for the system using VB.net, along with VS 2010 and MS SQL Server 2008.

While at the State Board of Education, Derek worked on the Cash Receipt System, Correspondence Log System where he upgraded the application to move from SQL Server 2005 to SQL Server 2008. He consistently created and maintained data-oriented applications with less code than in traditional applications.

In addition, Derek has formal training in SQL Server along with implementing application development best practices when developing with this database. He is well versed in the various methodologies and adapts to the needs of the client and the environment.

JavaScript

Vendor Response

LRS understands the candidate must have recent JavaScript development experience building complex client-server and browser based applications.

Derek has over 2+ years of current and extensive experience and qualifications as someone who has knowledge and work experience with JavaScript along with .Net.

While at the State of Illinois Board of Education, Derek worked on a several projects utilizing JavaScript. As a web developer he used JavaScript while working with logic and application processes on the client-side allows browser based applications to improve response time. For client-side development in the past, Derek turned to JavaScript and intermingled this programming language into classic Microsoft Active Server Pages along with their server-side Microsoft Visual Basic code. Now with Microsoft ASP.NET and the new models that it provides, Web developers Derek often work with their JavaScript functions in his ASP.NET pages.

While at the State Board of Education, Derek worked on the Illinois Commodity System, Drivers Education System which had extensive JavaScript coding.

XML

Vendor Response

LRS understands the candidate must have recent XML development experience building complex client-server and browser based applications.

Derek has over 2+ years of current and extensive experience and qualifications as someone who has knowledge and work experience with XML along with .Net. Derek has experience building a Web services using XML and ASP.NET. Derek’s XML components were built on top of the .NET Framework and the common language runtime. His XML component took advantage of XML and Web Services to improved performance, state management, and authentication supported by ASP.NET.
While at the State of Illinois Board of Education, Derek utilized XML for more than one of the applications. Specifically with the commodity system, Derek wrote custom processes to write and read xml files.

Crystal Reports
D. Exceptions to the RFSP:

EXCEPTIONS

Levi, Ray & Shoup, Inc. (Contractor or Vendor) agrees with the Illinois State Board of Education (ISBE) RFSP terms and conditions related to Time and Materials Contract-Child Nutrition Program (Contract), with the following exceptions:

Notwithstanding the use of the word “professional” to describe the type of services being performed by the Contractor and notwithstanding any certifications required to be made by the Contractor, both parties agree that all of the duties and obligations that the Vendor owes to ISBE for the work performed shall be pursuant to the Contract and Contractor’s exceptions thereto.

CONTRACTUAL TERMS AND PROVISIONS

1. For the definition of “Agreement” add the words “. . . and Contractor’s exceptions thereto” at the end of the second sentence.

2. Replace (ii) with the following: “in a workmanlike manner;”

5. In the paragraph entitled Subcontractor Requirements, add the following to the end of the second sentence: “. . . to the same extent to which Contractor is responsible for such acts by Contractor’s employees.”

7(a)(1) Add the following to the end of Section 7(a)(1): “Custom Work Product does not include Embedded Software.”

7(a)(3) In the first sentence of Section 7(a)(3), replace the word “generally” with the words “pursuant to this Contract”.

7(b) Add the following to the end of Section 7(b): “Notwithstanding anything to the contrary stated in the Contract, ISBE understands and acknowledges that if software and/or materials provided hereunder are the property of third-party vendors (Third-Party Products), they will be provided subject to the third-party vendors’ restrictions on use, copying, etc. Otherwise, all documents, including reports and all other work products will become the property of the ISBE.”

7(c) Delete the last sentence of Section 7(c).

9. Delete Section 9 and replace with the following: “Contractor is providing services hereunder in a workman-like manner using reasonable care and skill. EXCEPT FOR THE EXPRESS WARRANTIES SET FORTH HEREIN, CONTRACTOR MAKES NO OTHER WARRANTY, EXPRESS OR IMPLIED, INCLUDING ANY WARRANTY AGAINST INFRINGEMENT OR OF MERCHANTABILITY, ACCURACY OR FITNESS FOR A PARTICULAR PURPOSE.”

10(c) Delete the last sentence of Section 10(c).

11. Insert the word “tangible” before each occurrence of the word “property” in Section 11.

Delete section 11(iii).

Insert the words “. . . by the Custom Work Product or Embedded Software . . .” at the end of Section 11(iv).

14. Add the following to the end of Section 14: “Contractor shall be paid for services provided up to the time of notice of fiscal funding failure.”

27. Add the following as Section 27: “CONTRACTOR’S TOTAL LIABILITY FOR DAMAGES UNDER THIS CONTRACT, REGARDLESS OF THE FORM OF ACTION OR THEORY OF LIABILITY (INCLUDING CONTRACT, TORT, OR WARRANTY), SHALL BE LIMITED TO THE AMOUNT OF FEES ACTUALLY PAID TO THE CONTRACTOR BY ISBE UNDER THIS CONTRACT. IN NO EVENT SHALL CONTRACTOR BE LIABLE FOR ANY PUNITIVE OR INDIRECT DAMAGES OF ANY KIND (INCLUDING WITHOUT LIMITATION, LOSS OF FEDERAL FUNDING, LOSS OF DATA, LOSS OF USE) THAT MIGHT OCCUR AS A RESULT OF THE PERFORMANCE OR BREACH OF THIS CONTRACT OR IN ANY WAY ARISES OUT OF OR IN CONNECTION WITH THIS CONTRACT.”
In consideration of the mutual covenants and agreements contained in the above-referenced exceptions and for other good and valuable consideration, the receipt and sufficiency of which are hereby acknowledged, Contractor and ISBE agree to the terms and conditions set forth herein and execute same by their duly authorized representatives on the dates shown below.

CONTRACTOR: Levi, Ray & Shoup, Inc.

STATE OF ILLINOIS: Illinois State Board of Education (ISBE)

Signature __________________________ Signature __________________________

Printed Name: James Krug Printed Name __________________________

Title: Senior Manager Date: March 22, 2013 Title __________________________ Date __________________________

Address: 2401 W. Monroe, Springfield IL 62704 Address __________________________

Phone: 217-793-3800 Fax 217-698-8580 Phone __________________________ Fax __________________________
D. Contractor's Qualifications:

1. A description of the contractor's organization

   History
   Founded as a local computer consulting company in 1979, Levi, Ray & Shoup, Inc. (LRS) has grown to become a global provider of innovative information technology solutions with more than 600 employees. Corporate headquarters are located in Springfield, Illinois, and LRS offices are found throughout the United States and around the globe.

   LRS® software is in use at a majority of Fortune 500 firms and in 30 countries around the world, and the company is recognized as a global IT leader. LRS is ranked by Software Magazine as one of the top 200 software companies in the world.

   LRS offers products and services in seven specific information technology areas including Consulting Services, something we've been doing since day one.

   Three qualities set Consulting Services apart from our competition: Quality, Flexibility, and Relationships.

   There are three unique characteristics that set LRS Consulting Services apart from our competitors; we deliver quality IT staff augmentation services, we are flexible enough to adapt to our customer's needs, and we strive to develop long-term relationships with our customers.

   Quality
   One of our hallmarks is delivering quality candidates to our customers. Our quality is achieved through a number of actions which set us apart from our competition. Prior to submitting a candidate to our customer, LRS thoroughly screens them using a highly detailed, multiple-step process that ensures a successful engagement.

   LRS has developed a refined and proven process for finding and hiring highly qualified candidates. Our customers save time and benefit from this diligence because we take care of the interviewing and elimination of unqualified candidates. We have an experienced, full-time recruiting staff that is well-versed in the most up to date and effective methods to identify and screen candidates. Our advanced candidate search capabilities ensure that our customers see only the appropriate candidates for the specific engagement. Our recruiters perform in-depth skills assessment, background/credit checks (if required), education, detailed screening, and interviews that incorporate our own set of metrics to assure we have identified the best possible candidates for our customers.

   LRS takes the time to find good candidates rather than simply throwing resumes at customers. We stake our reputation on understanding what resources our customers need followed by appropriately representing our candidates. Because of our detailed and proven screening process, LRS continues to remain above the industry average in regard to submission to hire ratio. We have been placing consultants since 1979 and we would not risk our reputation by submitting unqualified candidates.

   One of LRS' key philosophies speaks to the honest and ethical treatment of its customers and employees. LRS will never knowingly misrepresent a consultant's skills or experience.

   LRS invests time and energy to support our consultants, improve ongoing job satisfaction, and maintain our already above average retention ratio. Our goal is to provide ongoing development to our consultants and retain long term relationships with customers who have put their supplemental staffing needs in our hands. LRS has been in the consulting business since 1979 and is still doing business with customer number 0001 in our billing system. We have more experience delivering the right consultant for the job than most of our competition.

   LRS has assigned local Account Executives who understand the type of needs our customers have and are responsive to those needs.

   Flexibility
   LRS is able to work with a diverse customer base because we are flexible in our ability to identify and
submit candidates for consulting engagements. We achieve this through our customizable hiring process. We have the ability to adjust our hiring process to meet the unique technical needs of our customers.

If LRS is unable to identify and secure the right candidates who possess the necessary skill sets, with the assistance of the LRS Education Services Group, we have successfully created a pool of consultants by sponsoring academies for specific certification and/or skill requirements. Our customers have benefited greatly by having the ability to obtain these niche skilled consultants at very attractive rates.

Consulting Services is backed by LRS, a large, financially stable organization which allows us to marshal as many resources as are needed in a given situation. This means we can invest in our customers short-term needs to build long-term, mutually beneficial relationships. Further, we are able to deploy large volumes of resources as needed.

**Relationships**

LRS Consulting Services prides itself on building a lasting relationship with our customers. We believe that the cornerstone of these relationships is a very open and honest dialogue. In any business partnership, there are times when bad news is inevitable. What sets LRS apart is, we believe in delivering the bad news first and refuse to play games to try and avoid it. Once we've stated the problem we move forward to find a mutually satisfying solution with our customers.

We handle issues with our consultants proactively so you do not have to.

LRS treats its customers fairly and honestly and we have developed long-term relationships with customers throughout our history. We want to be a valued partner with our customers for the long term. Consulting Services is proud of our track record of building lasting partnerships that consistently provide value to our customers. We can provide a list of customers who are willing to speak with prospective customers about their experience of working with LRS through the years. Our customers are our best references and we feel that says more than anything we could tell you. Ask to speak with one of our customers.

2. The qualifications and experience of the contractor and any staff assigned to the contractor in performing work of a similar nature.

The right resources for the right job is what sets LRS® Consulting Services apart from the rest. No one knows your business better than you do. LRS Consulting Services recognizes that your needs are unique to your business. For that reason, we start by listening, whether you plan to add a single employee, augment your staff's expertise using our experts, or need to upgrade your complete infrastructure. With your needs in mind, we know how to apply the right solution to help you improve and grow your business. We've been doing it for nearly 30 years.

LRS Consulting Services combines experienced consultants, well versed in the industry, with best-in-class software solution partners to provide business solutions, second to none. The current business climate dictates so many decisions are driven by the bottom line. Maintaining the resources to keep pace with projects — current and future — can be problematic. Missing critical skills can hamper projects and limit plans to leverage newer technologies. Yet there are cost-effective ways to augment your IT staff and enhance the skills needed to be successful.

LRS Consulting Services understands that a project's success often relies on critical skills; skills you may not have in-house. LRS can augment your staff's capabilities, providing team members that are ready to hit the ground running. LRS Consulting Services selects consultants based on proven expertise pertaining to custom application development, business intelligence, enterprise resource planning (ERP), project management, portal solutions, and more. When you want to drive a project, LRS is ready to provide the consulting resources. Using a staff augmentation model, Applications Services provide LRS business customers with highly qualified consultants to enhance their development and/or operations staff. While LRS retains many skilled and certified resources for your staff augmentation, they can also leverage their internal recruiting staff to identify and provide additional quality staffing resources on a nationwide level. With your needs in mind, LRS Consulting Services will provide the right resources to help your business cost effectively achieve its goals.
Project Management

Do you have an experienced project leader capable of managing the delivery of those critical applications, on time and on budget? LRS project managers can come in to lead your inhouse team and, optionally, establish processes and a framework to manage the entire project. Our certified project managers use industry-standard methodologies including the Project Management Book of Knowledge (PMBOK) and maintain the Project Management Institute (PMI) certifications.

Application Development

LRS Consulting Services knows how to turn an inefficient operation or process into cost-effective advantage toward an organization’s ongoing success. Whether your business is looking to implement new technologies, integrate existing systems, or develop its own custom applications, LRS application development consultants provide the expertise to help you achieve your objectives.

Business Intelligence

You have the data, but perhaps a portion resides on your mainframe while the remainder resides on other application servers. Maybe some of this data is stored in disparate locations throughout your organization. LRS Consulting Services is skilled in helping you look deeper into your data and get more from it. The analysis offers you new ways to look at your data and tangible ways to extract greater value from it. Are you currently using your data to its fullest advantage? Are your reports effectively helping you make better business decisions? Is critical information easily accessible to the users that need it? LRS Consulting Services can help you with all your reporting needs—from report customization to score carding. Experienced LRS consultants can bring all of your data together, enabling greater access to manipulate and analyze your data. LRS consultants are skilled at analyzing your data and working with industry recognized business intelligence (BI) software tools. Together, they can tap into your organization’s data to produce new critical reporting information paramount to your business’s future success. LRS is experienced in helping customers develop data warehousing solutions to ensure data is current and reliable. Using automation for the extraction, transformation, and loading (ETL) of your information, LRS can help you move your critical information into a data warehouse where users can then access the information. LRS understands the complexity of multiple data sources, the need for data integrity, and how best to deploy and deliver critical information in order to increase its use.

Portal

Electronic delivery of information, online access, information sharing, and workgroup communication prevail in today’s competitive business environment. Organizations often want to consolidate different kinds of information from disparate sources. Such solutions typically require integrating applications data, including legacy systems, newer technology, or other applications. LRS customers often want to facilitate a single source and place, based on user roles, to locate all relevant information in a useful and compatible form. LRS Consulting Services understands how to derive value and tangible benefits using portal technology to serve a customer’s information delivery needs. They have the experience, as well as the partner support, to bring together various categories of information from assorted sources, presenting the combined information online via a browser. LRS Consulting Services is able to help organizations to develop information portals that support users in business-to-employee, business-to-business, and business-to-consumer scenarios.

Enhancing Communication and Collaboration

Increasing productivity often requires organizations to empower their knowledge workers, enabling increased workgroup communication and collaboration. LRS Consulting Services provides enterprise communications and collaboration solutions that leverage their technology experts’ practical knowledge to get the very best from the Microsoft product line including Exchange, Office, Windows Live Communications Server, and SharePoint Portal Server. These custom solutions produce flexible capabilities within an environment familiar to most knowledge workers. Another distinguishing factor for a business is its ability to offer a communication tool that supports both messaging and other forms of collaboration. The electronic communication gap between email and other communication (e.g. phones) is lessened with the advent of Microsoft Exchange server’s unified messaging feature. Being
Windows compatible with any phone allows users to not only read email messages, but also allows the user to follow up, change meetings, or forward email messages to other users all within an email environment. Due to unreliable infrastructure supporting most messaging applications, these functions often cannot be implemented, thus losing a competitive advantage for your business. LRS Consulting Services can reassess your infrastructure, identify opportunities to improve the infrastructure, and facilitate greater value from your existing technology investments. LRS Consulting Services works closely with a customer’s IT department to evaluate, design, and deploy a Microsoft Exchange-based solution that fits their needs.

**Infrastructure Services**

Your organization's information technology (IT) infrastructure is the foundation of your business. Your business's information, communication, and operability can rely on this 24/7. LRS Consulting Services is ready to help you design, implement, and support a reliable and scalable infrastructure solution based on industry standard practices. Backed by industry certifications and years of experience, LRS consultants have the expertise to help your business achieve its goals. Working side by side with your IT group, an LRS consultant can determine your organization's current level of infrastructure: Basic, Standardized, Rationalized, or Dynamic. Once an assessment is complete, LRS works with you to develop a custom infrastructure optimization plan to achieve your desired results. LRS consultants can help you optimize your organization's IT infrastructure and add value to your business through rapid desktop deployment solutions, enhanced security offerings, reduced costs, better allocation of resources, and increased agility for your overall IT department.

3. **A list of all contracts (including contract numbers) that the contractor has had with the ISBE during the past five years (do not include contracts with public entities such as Regional Offices of Education, schools, etc.)**

ARRA Funding – 11/16/09 (MY 10532)

4. **The names, addresses and telephone numbers of four business references from companies where similar services have been provided (these references should not be from ISBE employees or members of the Board). List the type of services performed and dates of service.**

1. Horace Mann
   One Horace Mann Plaza, Springfield, IL
   Cheryl McKnelly, mcknelic1@horacemann.com, 217-789-2500

   **Type of Services Performed:** The referenced company was seeking a single vendor to supply the services and resources of a full life cycle .Net application development team and chose LRS as that single vendor. The LRS resources worked on system upgrade projects leveraging Microsoft technologies and assisting referenced company staff on addressing support issues.

   **Dates of Service:** 10/2011 - present

2. State of Illinois, Department of Insurance
   320 West Washington, Springfield, IL
   Greg Doerfler, greg.doerfler@illinois.gov, 217-785-0800

   **Type of Services Performed:** The referenced agency was seeking a single vendor to supply the services and resources of a full life cycle .Net application development team and chose LRS as that single vendor. The LRS resources worked on system upgrade projects leveraging Microsoft technologies and assisting referenced company staff on addressing support issues.

   **Dates of Service:** 01/2012 - present
3. State of Illinois, Department of Natural Resources
One Natural Resources Way, Springfield, IL
Randall Collins, randall.collins@illinois.gov, 217-785-4502

Type of Services Performed: The referenced agency was seeking a single vendor to supply the services and resources of a full life cycle .Net application development team and chose LRS as that single vendor. The LRS resources worked on system upgrade projects leveraging Microsoft technologies and assisting referenced company staff on addressing support issues.

Dates of Service: 06/2012 - present

4. HD Smith Wholesale Drug Company
3200 West White Oaks Drive, Springfield, IL
Keith Schoonover, keith.schoonover@hdsmith.com, 217-787-9213

Type of Services Performed: The referenced agency was seeking a single vendor to supply the services and resources of a full life cycle .Net application development team and chose LRS as that single vendor. The LRS resources worked on system upgrade projects leveraging Microsoft technologies and assisting referenced company staff on addressing support issues.

Dates of Service: 09/2009 - present

5. Bidders good faith effort to meet the Business Enterprise Program (BEP) 20% goal.

MAKE Corporation is a highly efficient staffing, recruiting and IT consulting firm that rises to meet every client need while bringing unmatched industry knowledge and insight to every relationship.

MAKE Corporation is a highly efficient professional staffing organization that provides a full range of services to our customers and consultants across the country. We have thousands of highly qualified candidates in our database, and recruit and place candidates across multiple industries in a variety of positions.

We offer a full range of contingent workforce services to help our clients achieve their business objectives by providing exceptional IT talent on a contract, contract-to-hire and direct-hire basis. We have access to industry trends, benchmarks, best practices and data that we apply to steer your decision-making and ensure your success.

We provide IT staff augmentation for positions including:
• Developers
• Project managers
• Technical leads
• Enterprise and system architects
• Testers
• UI developers
• Database administration

We also fill positions outside of IT including:
• Accounting
• Finance
• Human resources
• Professional services
• Administrative and support staff

In addition, MAKE provides managed services that increase productivity by enhancing the uptime, dependability and accessibility of your organization’s data.
The staffing industry has evolved and changed dramatically over the past decade, and MAKE has embraced and adapted to these advances, managing the recruiting and service functions with new approaches, tools and technologies.

MAKE consistently delivers exceptional customer service, powered by constant communication and highly efficient processes.

Since 1982, MAKE has delivered consistently outstanding results to Fortune 500 and midsize organizations nationwide. We have earned a role as a preferred supplier for some of the country's most respected corporations and brands.

MAKE Corporation is a State of Illinois and nationally certified, woman owned business
PROFESSIONAL SUMMARY

- 6 plus years using Microsoft (MS) Visual Studio Visual Basic.Net.
- 15 plus years with MS SQL Server to design databases and code stored procedures.
- 7 years' experience with ASP.Net, VB.Net, and HTML.
- 15 years using MS Visual Basic to design and development client/server applications
- 15 years using Crystal Reports
- Able to effectively communicate with wide range of clients and coworkers.
- Adept at revamping web sites and databases to enhance user satisfaction and response time.

TECHNICAL SKILLS SUMMARY

Development Tools
MS .Net Framework 3.5, 2.x, 1.x
Crystal Reports 11, 10, 8.5
Team Foundation Server

Operating Systems:
Windows Vista
Windows XP/2000/NT/98/95/3.x

Office Software:
Microsoft Office Suite (Word, Excel, Outlook)

PROFESSIONAL EXPERIENCE

State Treasurer Office (04/2012 – 11/2012)
Software Solution Specialist (Capitol Strategies Inc.)

Treasurer Information System
- Designed the Investment, Interest Allocation, and Time Deposits screens and reports.
- Client/Server application was created using MS Visual Studio 2010 VB.Net with Team Foundation Server, MS SQL Server 2008, and Crystal Reports 10

Illinois State Board of Education (2006 – 03/2012)
Principal Technology Consultant

Illinois Commodity System (ICS)
- Statewide USDA commodity distribution system. Encompasses 80 Bonus/PAL commodities delivered to 1,100 recipient agencies. With 1,130 contracts and 430 USDA Orders, commodities were allocated and distribute to 1,827 participating delivery sites.
- Supported .Net web application using MS .Net and MS SQL Server. Application consists of 259 ASP.NET Server Pages, 139 SQL tables and 423 SQL stored procedures.
Driver Education
- In FY 2010, the Driver Education program served 497 districts, 598 high schools, 3,499 instructors, and 148,000 students.
- MS SQL DTS package is executed nightly to validate instructor’s driver license information via FTP to the Secretary of State (SOS) office. When an instructor’s license is not validated, an email notification is sent to district office.
- Student’s course work completion is entered by the instructor. Each night, a DTS package is executed to select students whom completed the driver education requirements. Student driver license information is sent to SOS office for validation. Upon receipt of validation, the student may take driver’s test at Secretary of State Office. An inquiry screen is available for parents and student to check student’s status.
- Each fall, Driver Education Reimbursements are calculated and disbursed to school districts. For FY 2011, $24,229,600.00 was appropriated for reimbursement. Four sets of 481 payments were generated and imported into the agency’s vouchers system.

Title I Status Survey (TISS)
- To anticipate the school districts that will participate in the Title I Status program, a Title I Status Survey is completed by districts and sent to ISBE. The.NET application serves 870 public districts.
- Designed .NET web application using MS .Net, MS SQL Server, and Crystal Reports. Application consists of 14 ASP.NET Server Pages, 17 SQL Tables and 26 SQL stored procedures.

Application for Recognition of Schools (ARS)
- For each public school to received recognition by the Illinois State Board of Education, the school administrator is required to complete the Application for Recognition of Schools (ARS) including a list of paraprofessionals. Each paraprofessional is verified to the Teacher Certification System. Upon completion of application by school administrator, the application is submitted to the District Office. After the District Office has verified the application, the application is submitted to the Regional Office of Education (ROE). Finally upon approval by the ROE, the application is submitted to the Illinois State Board of Education.
- For FY 2011, the application served 48 regional offices of education, 831 districts, and 3,734 schools. Email notifications are sent at each approval level.
- .Net web application was developed using MS .Net, MS SQL Server, and Crystal Reports. Application consists of 15 ASP.NET Server Pages, 14 SQL tables, and 40 SQL stored procedures.

Principal Technology Consultant (1996 – 2006)
Expanded and enhanced experiences with MS Visual Basic (versions 4, 6, .Net), MS Interdev-ASP, and MS SQL Server.

Driver Education System
- Developed, enhanced, and supported a MS Interdev-ASP web application for instructors to enter student course work completion information.
- MS DTS package is used to transfer student data to the Secretary of State’s Office (SOS) for verification and validation. Upon SOS validation receipt, a student may take driver’s test at SOS.
- Developed and implemented portions of the Driver Education system using MS Visual Basic 3, MS SQL
Derek D. Midden

Server, and Crystal Reports. Later the LAN application was migrated to MS Visual Basic 6; then to MS .NET.

**Telephone Billing Approval System**
- For audit purposes, collect and maintain telephone call information and division approvals.
- Designed, developed, and implemented a MS Visual Basic 3 LAN application and Crystal Reports. Successfully migrated application to MS Visual Basic 4; then, to Visual Basic 6.

**Cash Receipt System**
- Application allows the budget division to track and maintain cash receipts and refunds.
- Successfully migrated MS Visual Basic 3 LAN Application to MS Visual Basic 6. Supported using MS SQL Server and Crystal Reports.

**Correspondence Log System**
- The Correspondence Log system tracks all correspondence to the State Superintendent of Schools. Each document is tracked by identifying whom a document is routed to, when a response is due, and when it is completed.
- Application was designed, developed and implemented using MS Visual Basic 3, MS SQL Server, and Crystal Reports. Later, the app was migrated to Visual Basic 6.

**Illinois Independent Evaluators System**
- Web application developed using MS Interdev ASP & MS SQL Server to gather information on independent evaluators in Illinois. Originally, written using HTML, IDC, HTX files to access MS SQL Server.

**Program Funding System**
- Web application using SQL client/server architecture to display grant program funds description. Written in HTML, IDC, HTX files to access SQL Server.

**Systems Analyst (1990 – 1996)**
- Designed, developed, and implemented multi-user client/server systems with MS Visual Basic 3 and MS SQL Server.

**Functional Analysis System**
- Track agency professional responsibilities, agency mandates, and agency functions. Approximately 1100 staff required to complete form.
- Responsible for the design, development, implementation, agency training, and reports. LAN application developed using MS Visual Basic 3 and MS SQL Server.

**Cash Receipt System**
- Application allows the budget division to track and maintain cash receipts and refunds.
- Supported and maintained a MS Visual Basic 3 and MS SQL Server application.

**Correspondence Log System**
- The Correspondence Log system tracks all mail correspondence to the State Superintendent of Schools. Each document is tracked by identifying whom a document is routed to, when a response is due, and when it is completed.
- Design, developed, implemented using a MS Visual Basic 3 and MS SQL Server.
Derek D. Midden

State Superintendent Schedule System
- Calendar LAN application allows superintendent staff to schedule events and activities for the Illinois State Superintendent of Schools. Application was expanded to include additional division administrators.
- Designed, developed, and implemented client/server system using MS Visual Basic 3 and MS SQL Server.

Visual Basic Training
- Successfully trained co-workers in the application of MS Visual Basic 3 and MS SQL Server to development of client/server LAN Applications.

- Developed LAN applications using Clipper and Dbase development tools.

Activity Funding Management System
- Accounting LAN system to track agency funds and expenditures.

Commodity Ordering System
- Design, developed, and implemented LAN application to track commodities.

Legal Log System
- Design, developed, and implemented LAN application to allow internal audits to track legal correspondence. System was expanded to include each division in agency to track documents.

Donated Food Processing Agreements
- Design, developed, and implemented LAN application to collect Food Distribution division USDA donated food commodities.

Professional Scheduling System
- Design, developed, and implemented LAN Calendar application to track and schedule State Superintendents schedule of events and activities. Application expanded to include additional divisions.

3270 Host Transfer Queue System
- Design, developed, and implemented LAN application to using 3270 PC Tools and Clipper to allow programmers/analyst to automate and schedule transfer of files from mainframe to LAN.


EDUCATION
Associate Applied General Science Degree, Lincoln Land Community College, Springfield, IL
Derek D. Midden

IT TRAINING

New Horizons Computer Learning Center

Tier Technology Training

Application Developers – Training Company

Info Tech Center for Information System Technology (I.S.U.)
Internet/Intranet Web development Using HTML (1996)

Levi Ray Shoup, Springfield, IL

St. Louis University, St. Louis, Mo

Microsoft University, Chicago, IL

Word Link, Champaign, IL

Illinois State Data Processing Training Center 1979-1980's
• Application Development Facility (ADF)
• Introduction to Megacalc For State Govt.
• ADF Workshop Class
• Local Area Networks And Mgt. Class
• Advanced ADF Workshop Class
• Managing People, Circumstances And Change
• Basic JCL
• Message Format Services Workshop
• COBOL Optimization
• Micro Computer Fundamentals
• COBOL Report Writer
• Networking The PC
• Computer and Communications Update
• Nomad II Applications Development Class
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- Data Base II Concepts & Facilities
- OS Utilities
- Data Base Concepts
- Panvalet for Application Personnel
- DB2 Concepts and Facilities
- Resource Access Control Facility (RACF)
- Data Processing Security Workshop Class
- RACF Workshop Class
- Easytrieve
- SAS (Statistical Analysis System)
- Easytrieve Plus
- SAS Advanced Input/output
- Fundamentals of Data Communications
- SAS Graphics Class
- IMS Appl. Programming, IMS Environment
- SPSS General Introduction
- IMS/VS Data Base Design
- Structured Design & Programming
- IMS/VS Data Comm. App. Program Workshop
- TMS (Tape Management System)
- Intermediate Dbase III/III +
- TSO Debugging & Adv. CLIST
Utilization Plan
Response to Attachment 4

The following Utilization Plan is Levi, Ray & Shoup, Inc.'s (the Vendor) response to Attachment 4 – Minority, Female, Persons with Disability Status and Subcontracting and is submitted as part of our proposal.

Levi, Ray & Shoup, Inc. (the Vendor) makes the following assurance and agrees to include the assurance in each subcontract with a subcontractor or supplier utilized on this contract: We shall not discriminate on the basis of race, color, national origin, sexual orientation or sex in the performance of this contract. Failure to carry out these requirements is a material breach of this contract, which may result in the termination of this contract or such other remedy, as the Agency deems appropriate.

We acknowledge the requirements of Attachment 4, Minority, Female, Person with Disability Status and Subcontracting, and are submitting this Utilization Plan with the proposal.

We understand that compliance with Attachment 4 is an essential part to this contract and that the Utilization Plan will become part of the contract, if awarded.

Vendor's person responsible for compliance with Attachment 4:

Name: James Krug
Title: Senior Manager
Telephone: 217-793-3800 extension 1202
Email: James.Krug@1LRS.com

We submit one (1) of the following statements:

☐ We are certified (or are eligible and have applied to be certified) with BEP and plan to fully meet the BEP utilization goal through self-performance.

☒ We attach Section I, to demonstrate our Plan fully meets the BEP utilization goal of 20% through subcontracting.

☐ We attach Section I, to detail that we do not fully meet the BEP utilization goal of 20%. We also attach Section II, Demonstration of Good Faith Efforts.
Section I
Utilization of Certified Vendors

(Please submit a separate Section I for each proposed certified vendor.)

To achieve the BEP utilization goal through subcontracting, the following is proposed:

(1) The proposed certified vendor's company name and address:

MAKE Corporation, 1 S. 450 Summit, Suite 165, Oakbrook Terrace, IL 61801

At the time of submission, the above certified vendor is:

[ ] Certified with the CMS Business Enterprise Program (BEP)
[ ] Meets the criteria and has submitted an application for certification with BEP (BEP certification must be completed before contract award)
[ ] Certified as a disadvantaged, minority, or woman business enterprise with the following governmental agency or private organization:

(BEP certification must be completed before contract award)

Our BEP subcontractor will provide Consultants to fill 20% of the positions. The Consultants will provide services on an hourly basis.

(2) A detailed description of the commercially useful work to be done by this certified vendor is as follows:

(3) The total estimated cost to the state for this contract is $ . The portion of the contract which will be subcontracted to this certified vendor is $ or 20% of the total cost of the contract.

(4) A notarized signed letter of intent between Levi, Ray & Shoup, Inc. (the Vendor) and MAKE Corporation (the certified vendor) detailing the work to be performed by the certified vendor and the agreed upon rates or prices, conforming to the Utilization Plan is included as Attachment 4a.

(5) A joint venture agreement is not required, as the arrangement between Levi, Ray & Shoup, Inc. and MAKE Corporation is that of contractor/sub-contractor and not a joint venture.

OR,

A joint venture agreement between and is included in lieu of Attachment 4a.

(6) The Vendor has not prohibited or otherwise limited MAKE Corporation (certified vendor) from providing subcontractor quotes to other potential bidders/vendors.

We understand that the Agency may require additional information to verify our compliance and we agree to cooperate immediately in submitting to interviews, allowing entry to any of our office locations, providing further documentation, or soliciting the cooperation of our proposed certified vendor. We will maintain appropriate records relating to our utilization of the certified vendor including: invoices, cancelled checks, books of account, and time records.