C. Project Title / Reference #: Entity Profile System Programmer/Analyst

The undersigned authorized representative of the identified Offeror hereby submits this Offer to perform in full compliance with the subject solicitation. By completing and signing this Form, the Offeror makes an Offer to the State of Illinois that the State may accept.

Offeror should use this Form as a final check to ensure that all required documents are completed and included with the Offer. Offeror must mark each blank below as appropriate; mark N/A when a section is not applicable to this solicitation. Offeror understands that failure to meet all requirements is cause for disqualification.

C.1. SOLICITATION AND CONTRACT REVIEW: Offeror reviewed the Request for Proposal, including all referenced documents and instructions, completed all blanks, provided all required information, and demonstrated how it will meet the requirements of the State of Illinois.

☑ Yes ☐ No

C.2. ADDENDA: Offeror acknowledges receipt of any and all addendums to the solicitation and has taken those into account in making this Offer.

☑ Yes ☐ No ☐ N/A

C.3. OFFEROR CONFERENCE: If attendance was mandatory, Offeror attended the Offeror Conference.

☐ Yes ☐ No ☒ N/A

C.4. OFFER SUBMISSION: Offeror is submitting the correct number of copies, in a properly labeled container(s), to the correct location, and by the due date and time.

☑ Yes ☐ No

C.5. BOND: If applicable, Offeror is submitting its Bid Bond or Performance Bond.

☐ Yes ☐ No ☐ N/A

C.6. SMALL BUSINESS SET-ASIDE: Offeror is a qualified small business in the Small Business Set-Aside Program at the time Offers are due.

☑ Yes ☒ No ☐ N/A
C.7. **PACKET 1**: ☑ Yes ☐ No

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<td>Offeror/Staff Specifications</td>
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<td>Transportation and Delivery Terms</td>
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<td>7.6</td>
<td>Where Services Are to Be Performed</td>
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C.8. **PACKET 2 – PRICING:**

* ☑ Yes ☐ No

C.9. **PACKET 3**: ☑ Yes ☐ No

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C.10. PACKET 4 – MINORITIES, FEMALES, AND PERSONS WITH DISABILITIES PARTICIPATION AND UTILIZATION PLAN

☒ Yes ☐ No

C.11. PREFERENCES

The Illinois Procurement Code provides various preferences to promote business opportunities in Illinois.

Does Offeror make any claims for preferences? If so, please mark the applicable preference(s) and include a listing of the items that qualify for the preference at the end of this section and a description of why the preference applies. Agency/University reserves the right to determine whether the preference indicated applies to Offeror.

☐ Resident Bidder (30 ILCS 500/45-10).
☐ Soybean Oil-Based Ink (30 ILCS 500/45-15).
☐ Recycled Materials (30 ILCS 500/45-20).
☐ Recycled Paper (30 ILCS 500/45-25).
☐ Environmentally Preferable Supplies (30 ILCS 500/45-26).
☐ Correctional Industries (30 ILCS 500/45-30).
☐ Sheltered Workshops for the Severely Handicapped (30 ILCS 500/45-35).
☐ Gas Mileage (30 ILCS 500/45-40).
☐ Small Businesses (30 ILCS 500/45-45).
☐ Illinois Agricultural Products (30 ILCS 500/45-50).
☐ Corn-Based Plastics (30 ILCS 500/45-55).
☐ Disabled Veterans (30 ILCS 500/45-57).
☐ Vehicles Powered by Agricultural Commodity-Based Fuel (30 ILCS 500/45-6).
☐ Biobased Products (30 ILCS 500/45-75).
☐ Historic Preference Area (30 ILCS 500/45-80).
☐ Procurement of Domestic Products (30 ILCS 517).
☐ Public Purchases in Other State (30 ILCS 520).
☐ Illinois Mined Coal Act (30 ILCS 555).
☐ Steel Products Procurement (30 ILCS 565).
☐ Business Enterprise for Minorities, Females, and Persons with Disabilities Act (30 ILCS 575).
☐ Veteran’s Preference (330 ILCS 55).
Strategies Consulting, Inc.

Items that Qualify and Explanation: 

Signature of Authorized Representative: 

Printed Name of Signatory: John L. Rooney

June 24, 2013
Capitol Strategies Consulting, Inc.

Executive Summary

Capitol Strategies is excited and pleased to respond to this Request for Sealed Proposal related to the Entity Profile System project.

Capitol Strategies has been in the business of providing the State of Illinois with expert level information systems services since 1997. Company president and founder Jack Rooney has been dedicated to marketing information technology solutions to the State of Illinois since 1986. Capitol Strategies was designed and formed from the ground up specifically to provide expert level IT consulting services to State of Illinois government and carry it out in such a way as to effectively navigate the State’s unique culture, policies, and practices. At the same time, Capitol Strategies has evolved into an exciting and effective entity that includes and represents the very best State of Illinois experienced IT professionals.

In studying the State of Illinois and Springfield culture, Jack recognized that a large percentage of an IT shop’s important work was completed by a small percentage of the key players. His dream was to build a company completely made up of these standout IT specialists. Capitol Strategies clients, the Springfield IT community, and even Capitol Strategies’ own competitors will acknowledge that Capitol Strategies’ people are the best!

With annual revenues exceeding $10M and a team of employees and subcontractor partners which at times reaches over one hundred people, Capitol Strategies is actually one of Springfield’s largest commercial employers. At the same time, we continue to function in the same flexible, nimble, “agency oriented” manner that has allowed us to establish our widely known reputation.

Financially, Capitol Strategies has a long list of employees, sub-contractors, and clients that will attest to our unmatched record of payment capabilities and consistency. Our strong balance sheet is further backed by a $1M+ operating line of credit from a long time Springfield based financial institution.

Capitol Strategies has built an impressive network of connections and relationships in the local information systems community. It is through these connections and relationships that we have been able to create the team resources that enable us to deliver so effectively on State of Illinois IT projects. Our reference list includes virtually every CIO of the key State of Illinois agencies.

Finally, the key to Capitol Strategies’ great success has NOT been our excellent technical delivery, impressive staff, or strong balance sheet, but actually our reputation for simply treating all people, clients, employees, friends, and even competitors with respect and consideration. While we have a reference list of dozens of customers, employees, and sub-contractors, Capitol Strategies has a personal reference list of hundreds of people that we have met and helped over the years.
1.3. OFFEROR'S PROPOSED SOLUTION TO MEET THE STATE'S REQUIREMENTS: Please either respond in the space below or in the following prescribed format: Microsoft Word.

1.3.1. WORK PLAN REQUIREMENTS

The proposal must include:

1. a description of the contractor's organization;
2. the contractor's qualifications and experience in performing work of a similar nature;
3. a list of all contracts (including contract numbers) that the contractor has had with the State Board of Education during the past five years (do not include contracts with public entities such as ROEs, schools, etc.); and
4. In order to meet the requirements of Section A.18, the names, addresses and telephone numbers of four professional references (these references should not be from Illinois State Board of Education employees or members of the Board).

This section must include the resume of the proposed programmer/analyst. The resume must indicate the degree to which the candidate meets the qualifications described in section 1.5 below.

VENDOR RESPONSE:
Capitol Strategies Consulting is pleased to present our candidate, Greg Estes, for contractual developer position to work on the Entity Profile System (EPS).

Greg can be and will be available immediately upon contract execution.

Greg recently joined our team. During this recent time, we have tasked him to work on some internal efforts. It should be noted, that during this brief time, Greg has demonstrated that he will be one of the best talents that can be found in central Illinois! Not only is Greg strong from a technical perspective, he has extremely strong communication skills that will translate well into any environment.

In Greg's previous position, he was solely working on ASP.net web applications and using VB.net. The work had a strong emphasis on large amounts of data and this nurtured his SQL skillset to be proficient with SQL and the SQL Server environment. Greg has worked heavily with JavaScript.

It is understood, of course, that Greg has not had direct experience with ISBE’s current EPS application and that course very few developers would have that specific knowledge. Still we feel it is important to mention that Greg is a highly experienced, senior application developer and is very experienced with being presented with completely new sets of applications and business rules. One of the candidate characteristics that Capitol Strategies is uniquely known for is presenting these high end candidates who by their very nature are “quick learners” and “quick studies.” VERY IMPORTANT: At the same time, Capitol Strategies is in the unique position of having Joe Bell on our team, who has a great deal of recent experience with EPS. He is being proposed for this same solicitation by Capitol Strategies in hopes he will be retained by ISBE. As part of our proposal here for Greg, Capitol Strategies will provide access to Joe Bell and his knowledge of the EPS application for next two years, to help mentor Greg on EPS and be available here and there for bits of assistance that might be required. In other words, although Greg may have limited direct knowledge of EPS, he will have constant direct access to someone who is at a truly expert level on it.

CANDIDATE RESUME: Greg Estes
Capitol Strategies Consulting, Inc.

SUMMARY OF QUALIFICATIONS

- Over 10 years of programming experience; 7 years in .NET development and SQL.
- Proficient in ASP.NET, VB.Net, SQL, JavaScript, HTML, CSS, AJAX, VBScript, Classic ASP.
- Strong analytical and technical skills.
- Effectively communicate with coworkers and management.

EDUCATION

Illinois College, Jacksonville, Illinois
Bachelor of Science, GPA: 3.62/4.0
Major: Computer Science
Minor: Business Administration

PROFESSIONAL EXPERIENCE

Capitol Strategies Consulting, Inc.
Springfield, Illinois
Application Developer
June 2013 – Present
- Responsible for all steps in the project life cycle including planning, developing, deploying, and supporting all layers of web applications.
- Work closely with other departments to design and develop necessary applications.
- Serve as lead or sole programmer for essential company programs.
- Provide valued advice to executive and middle management regarding technical matters.
- Review basic SQL query plans to improve performance.

Associated Network Partners, Inc.
Springfield, Illinois
Software Engineer
March 2004 – June 2013
- Responsible for coding and supporting software to load routing rules on telecom switches, replacing an expensive purchased software package.
- Developed sophisticated SQL software to match call detail records for reconciliation.
- Integrate DotNetCharting to graphically display company financial and performance indicators.
- Integrate web applications with telecom switches and VOIP devices through web services and TCP commands.
- Designed and developed end user portal to review and manage phone features and call history.

Key Projects
- Responsible for all steps in the project life cycle including planning, developing, deploying, and supporting all layers of web applications.
- Work closely with other departments to design and develop necessary applications.
- Serve as lead or sole programmer for essential company programs.
- Provide valued advice to executive and middle management regarding technical matters.
- Review basic SQL query plans to improve performance.

Estes Solutions
Pleasant Plains, Illinois
Owner and Web Site Developer
January 2006 – Present
- Work directly with clients to determine web site needs and develop to specifications.
- Build websites using DotNetNuke and develop custom skins and modules.
Programmer-Web/PC Application Developer August 2002 – March 2004

- Created web applications using normalized MS SQL Server databases with stored procedures as a backend, ADO.NET, ODBC, and VB.Net classes for the middle layers, and ASP.NET for the user-interface.
- Blended Crystal Reports into web applications, providing users with real time information that was easily accessible and printable.
- Created a single entry point on local intranet site that allowed simplicity for users and additional security by controlling the applications each user can access.
- Developed and supported batch processed to automate repetitive tasks using VB Script and VB.Net console applications.

DAP Programmer August 2000 – March 2004

- Served as primary support for 35 life insurance Document Automation Platform systems.
- Converted existing DAP systems from MVS environment to LAN based and converted mainframe job streams from JCL to VB Script.

Mainframe Programmer/Intern January 1999 – August 2000

- Completed Service Requests/Problem Reports
- Researched identified errors within processing of life insurance policies.
- Assisted senior programmers and business analysts with maintenance of life insurance processing systems.
- Utilized VSE and MVS environments for interaction with the mainframe computer.

Illinois College Public Relations

Web Page Developer August 1999 – May 2000

- Designed informational web pages for Illinois College varsity athletics.
- Maintained web pages with current information.

OTHER WORK EXPERIENCE

Illinois College Student Security Officer 1997 – 2000
Illinois Department of Transportation Surveying Intern 1998
R.Russell & Associates Surveying Intern 1997

1.4. MILESTONES AND DELIVERABLES: The programmer/analyst will work with ISBE management and staff to maintain and enhance the Entity Profile System. The following information applies to the Entity Profile System. MILESTONES AND DELIVERABLES: The programmer/analyst will work with ISBE management and staff to maintain and enhance the Entity Profile System. The following information applies to the Entity Profile System.

1.4.1.1. The programmer/analyst will assist with the maintenance and further development of a series of entity modules that are used to process the selection, insertion, updating and deletion of an entity. These entity
modules are to be developed and maintained in a way that allows them to be used by the other ISBE applications. The intention is that no application should be allowed to communicate directly to the entity database without employing these modules.

1.4.1.2. The programmer/analyst will assist with the maintenance and further development of a unique entity identification number (ID) that must be created and maintained for each person, place or thing tracked within the Entity Profile System. This entity ID will eventually replace the region-county-district-type (RCDT) code that is currently used to identify an entity in various legacy ISBE applications.

1.4.1.3. The programmer/analyst will manage the tracking of metadata on entities within the system. This data includes facility/entity name, contact information, location, address, facility category, and any other attributes that define the entity. The entity system also affords the agency the ability to track multiple instances of metadata tied to a single entity, such as multiple addresses and multiple contacts. The programmer/analyst will also assist with the addition of new attributes that may need to be added to the Entity Profile System in the future.

1.4.1.4. The programmer/analyst will assist with the maintenance and further development of the “parent/child relationships (i.e., roll-ups)” that exist between the entities. This allows for hierarchical structures to be constructed that define the relationships between entities.

1.4.1.5. The programmer/analyst will support a reporting system developed to list subsets of entities and produce emails, mailing labels, mail merge lists, and telephone lists.

1.4.1.6. The programmer/analyst will be required to assist in the gathering of Entity Profile System data that are needed for federal and state reporting.

1.4.1.7. The programmer/analyst will work under the guidance of ISBE management to provide consistent and accurate entity information on an enterprise level to the agency.

1.5 OFFEROR / STAFF SPECIFICATIONS:

The programmer/analyst must have the following minimum qualifications:

- ASP.NET
- VB.NET
- Microsoft SQL Server
- JavaScript
- XML
- Crystal Reports
- Knowledge of Entity Systems
Compliance with the Information Technology Accessibility Act: All information technology, including electronic information, software, systems and equipment, developed or provided under this contract, must comply with the applicable requirements of the Information Technology Accessibility Act (30 ILCS 587) and the standards required under Section 15 of the Act (see http://www.dhs.state.il.us/itaa).

1.5. TRANSPORTATION AND DELIVERY TERMS: N/A

1.6. SUBCONTRACTING

1.6.1. Subcontractors are allowed. For the purposes of this section, subcontractors are those specifically hired to perform all or part of the work covered by the contract. If subcontractors are to be utilized, Offeror must identify subcontractors with an annual value of more than $50,000 and the expected amount of money each will receive under the contract in Attachment FF - Subcontractor Disclosure.

1.6.2. The maximum percentage of the goods or services that are the subject of this offer and the resulting contract that may be subcontracted is N/A.

1.6.3. The Offeror shall notify the State of any additional or substitute subcontractors hired during the term of this contract. If required, Offeror shall provide the State a copy of all such subcontracts within 15 days after execution of this contract or the subcontract, whichever occurs later.

1.6.4. Any subcontracts entered into prior to award of the Contract are done at the Vendor's and subcontractor's risk.

1.7. WHERE SERVICES ARE TO BE PERFORMED

1.7.1. Unless otherwise disclosed in this section, all services shall be performed in the United States. This information and the economic impact on Illinois and its residents may be considered in the evaluation. If the Offeror performs the services purchased hereunder in another country in violation of this provision, such action may be deemed by the State as a breach of the contract by Offeror.

1.7.2. Offeror shall disclose the locations where the services required shall be performed and the known or anticipated value of the services to be performed at each location. If the Offeror received additional consideration in the evaluation based on work being performed in the United States, it shall be a breach of contract if the Offeror shifts any such work outside the United States.

1.7.3. Location where services will be performed Unless approved by ISBE management, the data 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

Percentage of contract of services performed at this location: 100%