Invitation for Bid

Solicitation Number: 20-008

Temporary Information Technology (IT) Professional Services

TECHNICAL PROPOSAL

Submitted To:

Beaufort County School District

Procurement Office

P.O. Drawer 309

Beaufort, SC 29901-0309

Attn: Kaylee Yinger

Submitted By:

V Group Inc.

379 Princeton Hightstown Road, Bldg 3 Suite 2A,
Cranbury, NJ 08512
www.vgroupinc.com
Tel – 609-371-5400; Fax – 877-874-8942
Email – SCbids@vgroupinc.com

Due Date & Time: September 06, 2019; 02:00 P.M.

TABLE OF CONTENT

1. COVER LETTER 4
2. COVER PAGE (SIGNED) 6
3. SCOPE OF WORK 8
   - 3.1 UNDERSTANDING OF THE REQUIREMENT and PROPOSED SERVICES 8
   - 3.2 V GROUP RECRUITMENT PROCESS & PROCEDURES APPROACH 9
     - 3.2.1 RECRUITMENT PROCESS 9
     - 3.2.2 SELECTING AND ASSIGNING STAFF TO TASKS 10
     - 3.2.3 V GROUP'S EVALUATION AND QUALITY CONTROL PROCEDURES 11
     - 3.2.4 V GROUP'S METHODS OF QUALIFYING POTENTIAL CANDIDATES 12
     - 3.2.5 PROCEDURES AND TIMEFRAMES FOR ACQUIRING STAFF 15
     - 3.2.6 V GROUP'S BASIC STANDARDS AND PROCEDURES 16
     - 3.2.7 PROCESS FOR FINDING CANDIDATE ON THE DESIRABLE SKILL LEVEL 17
     - 3.2.8 OUR STRENGTHS 17
   - 3.3 OUR KEY STAFF QUALFICATION AND EXPERIENCE 18
     - 1.1.1 MONIKA ROHILA – PRESIDENT 20
     - 1.1.2 VIJAY KUMAR PALANDURKAR – CEO 20
     - 1.1.3 BRIJESH RAVI – ACCOUNT MANAGER 21
     - 1.1.4 SANDEEP SOMAN – CLIENT RELATIONSHIP MANAGER 22
     - 1.1.5 VINEETA WADHWANI – BID MANAGER 23
     - 1.1.6 BHUSHAN SHARMA – PROPOSAL WRITER 23
4. V GROUP INC QUALIFICATIONS 24
   - 4.1 V GROUP'S PERFORMANCE 27
   - 4.2 PRIOR WORK HISTORY FOR POLITICAL SUBDIVISIONS AND/OR PUBLIC ENTITIES 27
   - 4.3 MSP AND VMS EXPERIENCE 29
   - 4.4 OUR EDUCATION CONTRACTS 30
   - 4.5 ADDITIONAL EXPERIENCE 31
   - 4.6 CERTIFICATE OF GOOD STANDING 32
   - 4.7 V GROUP'S NEW JERSEY – CERTIFICATE OF GOOD STANDING 33
5. STATEMENT OF INTENT 34
6. EXHIBIT B - BID FORM TEMPORARY IT PROFESSIONAL SERVICES 35
7. APPENDIX 36

7.1 APPENDIX A – MINORITY BUSINESS ENTERPRISE CERTIFICATE COPY 36

7.2 APPENDIX B – RESUMES 37

1. COVER LETTER

To,

Kaylee Yinger,
Beaufort County School District
Procurement Office
P.O. Drawer 309
Beaufort, SC 29901-0309

Dear Kaylee,

V Group Inc. would like to provide the Beaufort County School District with the response to **Solicitation # 20-008 || Temporary IT Professional Services**, which is due on **September 6th, 2019; 02:00 P.M.**

V Group Inc. is an IT Services company with its main focus being the Public & Private Sector market. Our primary verticals are Federal / State / County / Municipal Agencies, E-Commerce and Pharmaceuticals. At V Group, we pride ourselves in successfully implementing complex software projects by providing the highest quality personnel and services to our customers.

V Group has current and past contracts with the following States: **NY, NJ, OH, MD, PA, TX, VA, SC, OR, FL, DE, NC, MI, GA**. Currently, we are awarded with **RFP # 060B2490023** from **Consulting And Technical Services + (CATS+)** for providing highly qualified IT resources quickly and efficiently on the Task Order Requests for Proposals (TORFP) or on the Requests for Resumes (RFR) for the period of about fifteen (15) years, beginning on April 22, 2013, and ending April 21, 2028.

We are **Certified, Disadvantaged, Minority and Women Owned Small Business Enterprise** and we are also **Minority Business Enterprise (MBE) certified enterprise** from **National Minority Supplier Development Council (NMSDC).** V Group holds **MWBE** certifications from various States.
We also have active diversity certification of WMBE, SBE, NMSDC, BENC, WBE, DBE, SWaM, NJ, NY, NYC, TX, IL, CA, OR, DC, PA, VA, MD. For more information please visit our website. www.vgroupinc.com

The undersigned confirms that, our response is to be bound by the terms of this RFP. The following are the offeror details and contact details of the executive who has the authority to contract with the organization.

Proposer's Name	:	**V Group Inc.**
Address	:	**379 Princeton Hightstown Road, Bldg. 3 Suite 2A, Cranbury, NJ 08512**
Names	:	[redacted]
[redacted]	:	[redacted]
[redacted]	:	[redacted]
[redacted]	:	[redacted]
[redacted]	:	[redacted]
[redacted]	:	[redacted]
[redacted]	:	[redacted]
[redacted]	:	[redacted]

Should you require more information, please contact Bhushan Sharma at 609-371-5400 ext. 313 or E-mail: bidmanager@vgroupinc.com

Sincerely,

Vijay Kumar Palandurkar,
CEO
V Group Inc.

2. COVER PAGE (SIGNED)

Beaufort County School District

	Solicitation Number:	20-008
Addendum 2	Date Printed:	August 15, 2019
	Date Issued:	August 29, 2019
	Procurement Officer:	Kaylee Yinger
	Phone:	843-322-2349
	Email:	Kaylee.yinger@beaufort.k12.sc.us

Invitation for Bid

DESCRIPTION: **Temporary Information Technology (IT) Professional Services**
SUBMIT OFFER BY (Opening Date & Time): **September 6, 2019; 2:00 PM**
QUESTIONS MUST BE RECEIVED BY: **August 30, 2019**
NUMBER OF COPIES TO BE SUBMITTED: **One (1) Original Signed Copy and One (1) Electronic Copy - Redacted**

Offers must be submitted in a sealed package. Solicitation Number & Opening Date must appear on package exterior.

SUBMIT YOUR SEALED OFFER TO EITHER OF THE FOLLOWING ADDRESSES:

MAILING ADDRESS:
Beaufort County School District
Procurement Office
P.O. Drawer 309
Beaufort, SC 29901-0309

PHYSICAL ADDRESS:
Beaufort County School District
Procurement Office
2900 Mink Point Blvd
Beaufort, SC 29902

CONFERENCE TYPE: LOCATION:

DATE & TIME:

AWARDS & AMENDMENTS:
Award will be posted at the Physical Address stated above on or after September 6, 2019. The award, this solicitation, and any amendments will be posted at the following web address: http://beaufortschools.net.

You must submit a signed copy of this form with Your Offer. By submitting a proposal or bid, You agree to be bound by the terms of the Solicitation. You agree to hold Your Offer open for a minimum of ninety (90) calendar days after the Opening Date.

NAME OF OFFEROR: (Full legal name of business submitting the offer) ENTITY TYPE:

V Group Inc. S Corporation

Bhushan

AUTHORIZED SIGNATURE (Person signing must be authorized to submit binding offer to enter contract on behalf of Offeror named above)

Bhushan Sharma Proposal Writer

PRINTED NAME TITLE

Instructions regarding Offeror's name: Any award issued will be issued to, and the contract will be formed with, the entity identified as the Offeror above. An offer may be submitted by only one legal entity. The entity named as the Offeror must be a single and distinct legal entity. Do not use the name of a branch office or a division of a larger entity if the branch or division is not a separate legal entity, i.e., a separate corporation, partnership, sole proprietorship, etc.

PAGE TWO

(Return Page Two with Your Offer)

HOME OFFICE ADDRESS (Address for Offeror's home office/ Principal place of business):	NOTICE ADDRESS (Address to which all procurement and contract related notices should be sent):
379 Princeton-Hightstown Road, Building 3, Suite 2A, Cranbury, NJ-08512	379 Princeton-Hightstown Road, Building 3, Suite 2A, Cranbury, NJ-08512
PHONE NUMBER: 609 371 5400	
EMAIL ADDRESS: SCBids@vgroupinc.com	

PAYMENT ADDRESS (Address to which payments will be sent):	ORDER ADDRESS (Address to which all purchase orders will be sent):
☒ Payment Address Same as Home Office Address ☐ Payment Address Same as Home Notice Address (check one only)	☒ Payment Address Same as Home Office Address ☐ Payment Address Same as Notice Address (check one only)

ACKNOWLEDGEMENT OF AMENDMENTS:	Amendment Number	Amendment Issue Date
Offeror acknowledges receipt of amendments by indicating amendment number and its date of issue.	Addendum 1	08-22-2019
	Addendum 2	08-29-2019

MINORITY PARTICIPATION- Are you a Minority Business Enterprise: Yes ☒ No ☐
If yes, please include a copy of your certification.

3. SCOPE OF WORK

3.1 UNDERSTANDING OF THE REQUIREMENT AND PROPOSED SERVICES

V Group Inc. understands that Beaufort County School District is looking for the qualified vendors to provide Temporary Information Technology (IT) Professional Services and meet the requirements as mentioned in the RFP document. V Group Inc. has highly skilled, experienced, certified pool of resources. Our IT staffing Services are aimed at supporting and providing experienced as well as skilled technology professionals to various public and private agencies. To meet the Beaufort County School District requirements, V Group Inc. has a qualified team of recruiters that has been assigned to the contract. If additional person power is required, we can add them at a very short notice by realigning the other groups within the organization.

The manpower assigned has technical understanding and are industry certified. They are trained on the tools and the contracts before being assigned to the actual work. In addition, we have Subject Matter Experts who provide guidance to the team on the deep understanding of the requirements and on the evaluation of candidates.

Here is the list of available candidates with the key expertise required. We have attached the resumes of the available individuals in Appendix A.

Labor Categories	Temporary Pool	Resource Currently Engaged
IT Laborer	92	88
AV/IWB Installer	4	3
Desktop Technician	19	18
Systems Administrator	9580	8795
Systems Engineer	53	53
Network Administrator	278	245
Network Engineer	4149	3732
Database Administrator	3950	3318
IT Security Engineer	45	20
Technical Writer	1108	954
Business Analyst	11977	10297
Training Specialist	8	8
Telecommunications	215	198
Web Developer	1240	1174

3.2 V GROUP RECRUITMENT PROCESS & PROCEDURES APPROACH

3.2.1 RECRUITMENT PROCESS

Our recruitment process is well-defined and documented. This has greatly contributed to our success. We would be building on the same process for this contract.

The following will provide an idea about the established structure we use to achieve the objective of providing the right IT resources.

- **Proactive:** Identify resources in anticipation of a need. Saves time, energy, and money.
- **Reactive:** Conduct recruitment after a position is released.

Proactive Recruitment

Proactive recruitment is the key for success in the delivery of the right resources at the right time. Following are the key features of the pro-active recruitment:

- Work closely with the clients to capture their general needs
- Understand the IT Infrastructure – present and proposed
- Identify the critical areas – technical environment, skills, prior hiring process, etc.
- Identify the candidates who match the needs and keep them "warm"
- Sourcing avenues: Internal Database; Suppliers' database, job boards, Department of Labor
- Thus, we are ready with a fast response and the right candidate – enabling a large cost savings to the client

Reactive Recruitment

Below is a brief discussion of the steps followed by our team once a position is released:

1. Receive a Task Order from our clients
2. Assign appropriate Technical Recruiter to the position/bid
3. Acquire understanding of the position/bid requirements. Ask questions (if applicable)
4. Break the role into several subdivisions
5. Search for candidates
   a. Internal database (Exelare – Applicant Tracking System)
   b. Referrals (candidate's references) & candidates sought through pro-active sourcing
   c. Job postings (on-line, in-house)
6. Receive and short list candidates for the position.
7. Qualify the candidates:
   - Telephone/Face to face meeting with the candidate;
   - Clarify the requirement
   - Gather all required information along with answers to the skill set matrix given, (depending on the agency's requirements: dates & years of experience, skill set etc.)
   - Qualify on following parameters:
     a) Technology – evaluation done by following means:
        1. Technical Interview by internal team
        2. Technical Test
        3. Certifications
        4. Sample of work

b) Interpersonal & Communication Skills – one on one interaction
c) Availability & willingness for in-person interview
d) Compensation
e) Reference Check

8. Format the resume to emphasize the required skills. Present a brief/matrix demonstrating candidate's match to the requirements
9. Fully inform the candidate about the submission
10. Quality Check: resume, rates, references, etc. conducted by Account Manager
11. Bid preparation / Submission

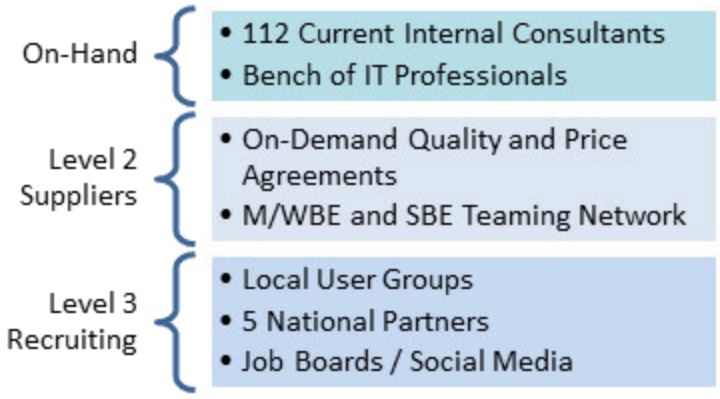
If we are unable to fill a Requisition with our On-Hand (In-House) candidate, we will seek to recruit the candidate via our recruitment team. We would also utilize our network of subcontractors.

3.2.2 SELECTING AND ASSIGNING STAFF TO TASKS

By closely managing and proactively developing our talent supply chain, we have process controls established that ensure our consultants will be available to report to the City of Sugar Land Engagements within 10 business days from award notification.

Our key value promise differentiator is this tightly controlled talent supply chain. By decomposing our talent supply into three distinct tiers, we are able to maximize the inherent value of each tier while proactively mitigating the risks of each tier by quickly engaging an established alternative tier.

We anticipate all of our Requisition awards will be filled with On-Hand or Level 2 suppliers, where we exercise the greatest degree of control with respect to the 10-business day fulfillment requirement.



In addition
- V Group will present the candidates who do not have a contractual obligation that requires more than 10 days of notice period
- We present only the candidates who would have the valid work visa
- With our strong relationship with our consultants and suppliers we get a commitment that the consultant would take up our position within the 10 working days

- Relocation logistics if any, are handled by the consultant and / or the sub-contractor

- Vendor Management System
- Internal Database

V Group has its presence in the following areas which will be instrumental in the recruitment of resources: **Albany, NY, New York, NY, Cranbury, NJ, Baltimore, MD, Washington, DC and Austin, TX**. The Contract Management and Account Management for the OGS contract will be done primarily from our operations in **Albany, NY, New York, NY & Cranbury, NJ.** The other locations provide excellent reach to the candidates in the other states.

The Requirement Zone
Our field office conducts daily meetings that motivate our fulfillment managers to discuss and prioritize your open requirements. For your highly time-sensitive requirements with significant business implications, we will deploy The Requirement Zone. This unique program focuses extensive recruiting resources on a single critical requirement. When a Requirement Zone request is submitted, the entire office coordinates recruiting efforts around that requirement. Through Requirement Zone, candidates are typically available for interviews within 1 to 4 business days.

Recruiting is an essential aspect of our Hourly-Based Staffing Services Delivery. Our recruiters focus on maintaining a stable of "IT Staffing Services" skill sets that are most in demand in the local regions. Recruiters are trained to seek Technical Professionals that are mid-to senior-level in experience and capability.

We invests significant time and funds to decrease its consultant turnover rate and nurture the most important and valued asset – our staff. As the cost per hire increases and the demand for skilled resources grows, retention becomes a vital ingredient to our success. We understand that ongoing skills development is key to retaining the top technical talent. Employees are continually encouraged to develop their skills to best meet client requirements.

3.2.3 V GROUP'S EVALUATION AND QUALITY CONTROL PROCEDURES

Finding a candidate who has the appropriate technical skills and experience and is a good cultural fit can be a time-consuming and a challenging undertaking. V Group has the proven experience in finding these candidates for our clients. V Group' recruiting, technical screening, and placement processes are focused on ensuring that our consultants have the technical skills, experience and personal qualifications that our clients have specified.

V Group' thorough screening process and testing procedures help ensure that we submit the right candidates to meet or exceed our clients' requirements. V Group clients frequently express their satisfaction with our ability to consistently provide consultants who have the exact skill sets required within the timeframe required by each client needs.

The reference validation process is as equally important as assessing technical skills. To ensure that our clients receive the most experienced, skilled, and qualified consultants, V Group uses a comprehensive system to assess and screen candidates' past employment, educational history, and

technical competency. Placement managers skilled in analyzing background information contact references before a candidate is considered for any position. Our reference check covers the candidate's prior performance, and every conversation with a reference, whether by telephone or in person is summarized in our database to develop and retain historical information used for thorough and consistent evaluations.

3.2.4 V GROUP'S METHODS OF QUALIFYING POTENTIAL CANDIDATES

As summarized in the recruitment process above the following steps are taken towards screening and interviewing the candidate before presenting to client. Our hiring process includes three types of candidate interviews: telephone screening, personal interview, and technical interview. The process includes several steps, summarized below:

Skills Analysis – Our trained and experienced placement managers and our technical support staff analyze applicant resumes for specific skills and platform experience. Applicants who have the appropriate skills are invited for in-depth interviews at V Group local offices (Albany and NY City).

Personal Interview – During a face-to-face interview, we share general aspects of the potential work with the applicant. After a V Group Placement Manager identifies the various skills an applicant possesses (which must be in levels appropriate and sufficient to perform well on assignment), we then thoroughly interview each applicant to evaluate his or her needs, likes/dislikes, and attitudes. We look for an interest in this type of work and for the proven capability to perform the requested skills. The information we obtain from testing and in-depth behavioral interviews allows us to successfully match the employees to the client's needs and corporate culture.

Qualify the Candidates:

- In-person / video / phone meeting with the candidate
- V Group prefers in-person interviews with the client. Should the client desire, the candidate is made available for the in-person interview.
- V Group Inc. has implemented a Video Conference System that allows our clients to interview candidates in an easier and faster way with better quality and performance. We have implemented this service in order to make our recruitment process more effective and efficient. This solution will help us to be more flexible and respond to the client's time constraints by making interview scheduling faster and reducing the waste of travel time.
- Our clients can now interview resources from various geographic locations. This gives them a greater pool of resources to choose from, which in turn helps them choose the right resource with the specific skill sets they are looking for.

- Clarify the requirement
- Gather all required information along with answers to the skill set matrix given, (depending on the Agency's requirements: dates & years of experience, skill set, etc.)
- Evaluation on the technology
- Validity of work visa
    - V Group checks the visa's validity and presents only those candidates whose visas will be valid for the entire duration of the project. Only those candidates will be presented who are willing to

be physically available at the client site from the start of an assignment through until the end date. Candidates who have other commitments or contingencies prior to starting the assignment are not presented, e.g. sale of their house prior to relocation, or leaving an existing assignment.

Resume Qualification:
Resumes shortlisted though our pro-active database or through reactive recruitment process are shortlisted. Our trained and experienced placement managers and our technical support staff analyze the resumes for specific skills and platform experience. Applicants who have the appropriate skills are invited for in-depth interviews over phone / video conferencing or at V Group local offices.

Technical Tests:
We have subscribed one of the nation's leading technical skill assessment systems. Through this system, candidates are evaluated through tests on the Internet. By utilizing this web-based system, test results are obtained real-time which enables placement managers, account managers, and V Group clients to quickly assess a candidate's skills.

Subject Matter Experts:
In addition to testing program, V Group Technical Subject Matter Experts (SME) conduct extensive interviews to evaluate each candidate's technical expertise and personality traits. These interviews are conducted by V Group SME members who are familiar with our client's industry, business line within an industry, technology base, project directions, and working environment.

Certifications
Candidates certified in the skills that the client is looking for are preferred.

Prior Work Experience:
We evaluate the past experience for
- Kind of work performed
- Technologies used
- Clients / Employers worked for a matching of these parameters with that of the agency results in a higher candidate match.

Reference Checks:
The reference validation process is as equally important as assessing technical skills. Our reference checks cover a candidate's prior performance. The reference thus collected is summarized in our database for future purposes.

Work Samples
Where appropriate, we ask candidates for work samples.

Education Verification - For Candidates who obtain an educational credential from a foreign institution, defined as institutions residing outside the United States, the credential must be verified by a company approved by the NYS CS. The Contractor shall retain this proof of degree equivalency at all times. The Contractor shall provide proof of degree equivalency to the State when responding to a Candidate placement request.

Interview:
After the technical screening, we thoroughly interview the applicant to evaluate his or her needs, likes/dislikes, and attitudes.

We look for an interest in this type of work and for the proven capability to perform the requested skills. The information we obtain from testing and in-depth behavioral interviews allows us to successfully match the employees to the client's needs and work culture. We encourage personal interview at our offices.

The screening and interview process is very helpful in disqualifying candidates who may have made not presented themselves accurately in the resume.

During the recruitment process, the candidate is provided as much information as possible about the client, project, work culture, duration, compensation, contract terms, etc. We also discuss other personal areas of interest like commute, cost of living, education, quality of life, etc. It has been our experience that candidates who are excited about the above apart from the project, tend to perform better and become our preferred candidates.

Security Clearances - When a candidate or consultant requires a security clearance, V Group provides Form SF86, tells the candidate or consultant how and where to have fingerprints taken, and reminds them that they will be asked for proof of citizenship. After all required material is completed and reviewed; it is sent to V Group' Facility Security Office (FSO). FSO enters the information in government-provided software and sends it to the Defense Industrial Security Clearance Office (DISCO) in Columbus, Ohio.

Background Checks - V Group' pre-employment screening can include criminal and credit checks and fingerprinting. For more extensive background screening, V Group uses HireRight Inc. or companies designated by our clients. Generally, county, city, and state repository records are checked for felony and misdemeanor convictions (other than minor traffic violations) and for guilty and nolo contendere pleas.

Drug Checks - V Group' pre-employment screening can include a NIDA five-, seven-, or 10-panel urine screening test for drugs and alcohol, as well as a positive CG/MS confirmation, using LabCorp Occupational Services' approved testing facilities. V Group uses companies such as Scientific America, Drug Testing Network, Medical Access, and the National Center for Forensic Science to conduct drug tests. The NIDA five-panel includes amphetamines, cocaine, marijuana, opiates, and phencyclidine. Testing is conducted within one week of commencing an assignment. All reports are kept in confidential files at the appropriate V Group branch.

Financial and Credit Checks - V Group' pre-employment screening can also include financial and credit checks. All reports are kept in confidential files at the appropriate V Group branch.

3.2.5 PROCEDURES AND TIMEFRAMES FOR ACQUIRING STAFF

PROCEDURE

The Requirement Zone

Our field office conducts daily meetings that motivate our fulfillment managers to discuss and prioritize your open requirements. For your highly time-sensitive requirements with significant business implications, we will deploy The Requirement Zone. This unique program focuses extensive recruiting resources on a single critical requirement. When a Requirement Zone request is submitted, the entire office coordinates recruiting efforts around that requirement. Through Requirement Zone, candidates are typically available for interviews within 1 to 4 business days.

Recruiting is an essential aspect of our Hourly-Based Staffing Services Delivery. Our recruiters focus on maintaining a stable of "IT Staffing Services" skill sets that are most in demand in the local regions. Recruiters are trained to seek Technical Professionals that are mid-to senior-level in experience and capability.

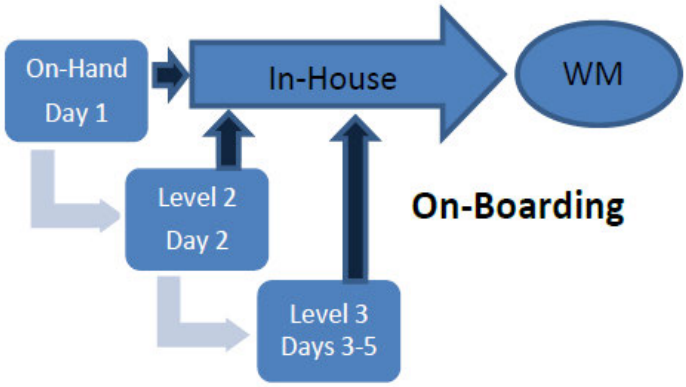
TIMEFRAAME

We invests significant time and funds to decrease its consultant turnover rate and nurture the most important and valued asset – our staff. As the cost per hire increases and the demand for skilled resources grows, retention becomes a vital ingredient to our success. We understand that ongoing skills development is key to retaining the top technical talent. Employees are continually encouraged to develop their skills to best meet client requirements.

It is in our business interest to identify and present the qualified candidate as early as possible. Thanks to our time - tested recruitment process, the typical time frame to identify and present a candidate is two to four days. Should a replacement be desired, such time frames will be helpful to the client as well as to V Group.

Identification of the candidate: (Day 1)

- In-house available candidates
- Prescreened On-Bench / Close to hand candidates in the database
- Candidates identified earlier for similar positions are contacted
- Well defined process enables publishing the position within one hour



Level 2 suppliers:

Suppliers with pre-qualified candidates meeting V Group's standards and agreed upon on-boarding salary targets ("Close-to-Hand" - skills inventory immediately know at Requisition release – **Day 2**)

Level 3 suppliers (M/WBE and SBE Subcontracting Network) with predetermined response SLAs and wide reach for which candidates need full on-boarding negotiations ("Out-of-Hand" - skills inventory and availability not known at Requisition release – **Days 3 to 5**)

3.2.6 V GROUP'S BASIC STANDARDS AND PROCEDURES

STANDARDS AND PROCEDURES

Recruitment Procedures

1. **Receiving requirement from the State Agency**
2. **Understanding of the position.**
3. **Break the role into several subdivisions:**
4. **Searching for candidates**
   a. Internal database and Applicant Tracking System
   b. Referrals (candidates references) & candidates sought through pro-active sourcing
   c. Job postings (on-line, in-house)
5. **Receiving and analyzing potential candidates' information subsequently creating short listing of candidates for the position.**
6. **Qualifying the Candidates:**
   - Telephone/Face to face meeting with the candidate;
   - Clarifying the requirement to the candidate
   - Gathering all required information along with data for the skill set matrix given, (depending on the agency's requirements: e.g. dates of experience, years of experience, skill set etc.)
   - Qualifying on following parameters:
     (a) Technology – evaluation done by following means:
         1. Technical Interview by internal team
         2. Technical Test
         3. Certifications
         4. Sample of work
     (b) Interpersonal & Communication Skills – one on one interaction
     (c) Availability & willingness to attend in-person interview
     (d) Compensation – upon negotiating the final rate, request the candidate to send you a rate confirmation email. This has to be obtained before the submission of the candidate occurs
7. **Formatting the resume to highlight the skills specified in the requirement. Combining a brief / matrix demonstrating candidate's match to the requirement**
8. **Informing the candidate about the submission**
9. **Final Quality Check: resume, rates, Right To Represent (RTR), any other submission material.**
   - We have prepared a check list of the documents that have to be presented to our client and we conduct the thorough check to meet the contract needs as well as our internal recruiting compliances.
   - For example, in case of **HBITS** we are required to provide the **FORM 2**, **references** and **other documents** as may be asked for. We conduct a thorough check on the Form 2 and have it

validated by the consultant apart from checking with the resume and the educational qualifications.

10. **Submission**
    - We ensure that the submission is done as per the contract.
    - In case of HBITS we present the Form 2 and the required documents well before the submission deadline.
    - In case of some other customers the documents have to be uploaded ahead of the deadline

3.2.7 PROCESS FOR FINDING CANDIDATE ON THE DESIRABLE SKILL LEVEL

3.2.7.1 V GROUP'S METHODS OF IDENTIFYING QUALIFIED PERSONNEL

As described in the process above the sources of candidates are as follows:
Internal Database: The internal database is a huge repository of candidates with whom we have interacted in the past through our pro-active or reactive recruitment process.
- History / notes / correspondence related to the candidate is linked to the candidate record.
- Candidates are classified in terms of skills, locations and industry.
- The availability of several of these candidates is noted.
- Technical and personality interview results are noted.
- Database is searchable on various parameters.
- The email system is integrated with the database which allows easy correspondence. This database helps in reaching out to the candidates thus shortlisted.

Referrals: We encourage our employees to refer good candidates to us. The candidates thus referred are qualified by our candidate in terms of technology, professional ism and interpersonal skills. We are members of several technology groups and our staff attends the networking events. We get several referrals through these sources as well

Job postings: We source candidates through various job boards and resume subscriptions. We also use social media to attract candidates.

3.2.8 OUR STRENGTHS

- Fast turnaround time
- Account Managers
- Trained AIRS Certified Recruiters with comprehensive industry knowledge
- In-house database
- Excellent Placement ratio
- Proven Recruitment process
- Excellent Internal Screening Process

3.3 OUR KEY STAFF QUALFICATION AND EXPERIENCE

Below mentioned is the list of staff that will provide placements under the resultant contract.

Account Manager	**1**
Bid Manager	**1**
Proposal Writer	**1**
Account Coordinator	**2**
Recruiting Team ***Recruiters (4)*** ***Recruiting Support (2)*** ***Sourcing Team (3)*** ***Quality Check (1)***	**10**
Accounting Staff	**1**
HR / Consultant Relationship	**1**
Supplier Relationship	**1**
Subject Matter Experts	**1**

V Group's fulfillment team consists of **Vineeta Wadhwani – Bid Manager, Bhushan Sharma – Proposal Writer, Brijesh Ravi, - Account Manager**, and **Client Relationship Manager – Sandeep Soman**.

Our management team has been providing direction for public sector-related business with state, local, and federal government for more than 30 years, and they have molded numerous teams to work with public sector clients.

V Group's core fulfillment team consists of:

- **Brijesh Ravi** – Account Manager for the state and local agencies.
- **Sandeep Soman –** Account Manager and Client Relationship Manager for the state and local agencies.
- **Vineeta Wadhwani –** Manages bids for the state, Local and private agencies.
- **Bhushan Sharma –** Lead partnership efforts for V Group Inc. Coordination with the subcontractor with the requisition

V Group's Principal:

- **Monika Rohila** – President
- **Vijay Kumar Palandurkar** – CEO

The roles of V Group staff will also aid in the smooth execution of the contract. Dedicated staff members have been instrumental in our successful operations and will be utilized for this contract. Such staff will include Recruiters, Sourcing team, Contracts Administrator, Supplier Relationship Manager, Finance & Accounting department, and the services of a Human Resources & Administrative department.

Specific activities of our staff include:

- Sourcing: Shivam Yadav, Yash Thakur
- Quality Check: Brijesh Ravi
- Recruitment: Sandeep Soman, Ritwik Shrivastava, Mohammed Amir, Viju Vibudhan
- Reference Check: Sandeep Soman
- Bids: Vineeta Wadhwani
- Proposal Writer: Bhushan Sharma
- Resume submission: Brijesh Ravi, Sandeep Soman
- Interview Coordination: Brijesh Ravi, Sandeep Soman
- Delivery: Brijesh Ravi, Sandeep Soman
- Contract Coordinator: Freddy Bara, Afraz Khan

V Group has a strong organization to support our staff augmentation and project business as shown below. In addition to the recruiting organization, the Finance and Administration organization administers the contracts, performs accounting functions, administers company benefits programs, and performs all payroll functions. The IT Projects organization acts as a resource to consultants, while bidding for and delivering projects.

V Group's fulfillment team consists of **Brijesh Ravi, - Account Manager**, and **Client Relationship Manager – Sandeep Soman**. With more than 30 years of experience between them, they lead a team of recruiters who have profound understanding of the process of the contract and our team of recruiters is able to work with the City of Sugar Land team on a consistent basis.

Our key personnel have been providing direction for public sector-related business with state, local, and federal governments for more than 30 years, and they have molded numerous teams to work with public sector clients. The roles of V Group staff will also aid in the smooth execution of the contract. Dedicated staff members have been instrumental in our successful operations and will be utilized for this contract. Such staff will include Recruiters, Sourcing team, Contracts Administrator, Supplier Relationship Manager, Finance & Accounting department, and the services of a Human Resources & Administrative department.

V Group's core fulfillment team consists of:

- **Brijesh Ravi** – Account Manager for the state and local agencies.
- **Sandeep Soman –** Account Manager and Client Relationship Manager for the state and local agencies.
- **Vineeta Wadhwani**- Manages bids for the state and local agencies
- **Bhushan Sharma –** Proposal Writer.

V Group's Principal:

- **Monika Rohila** – President
- **Vijay Kumar Palandurkar** – CEO

Below are the profiles of the Key personnel who will be responsible for the execution and delivery:

1.1.1 *MONIKA ROHILA – PRESIDENT*

Mrs. Rohila brings several years of Business Management experience to the table. Over the past 16 years she has performed several functions including: Technical Lead, Project Management, Account Management, and Business Administration. She is actively involved in the following:

- Provides direction for Public Sector-related business with State, Local, and Federal governments
- Executes contracts for staffing services directly and through teaming arrangements for various state and Federal Agencies
- Develops and maintains relationship with various State agencies and Commercial clients
- Establishes relationships with large suppliers to the Government e.g. Verizon Business, Lockheed
- Martin, Symantec, etc.
- Firm believer in partnering; a champion for promoting the Small and Diversity Businesses
- Initiated the contracts and subsequently cultivated the team to handle the contracts with various states including State of New York, State of New Jersey, Commonwealth of Pennsylvania, State of Virginia, State of Arkansas, State of Maryland, and other government agencies
- Made commitment towards the Public Sector as a business focus
- Provided the vision that of creating sub groups within the organization that would be profit centers
- Created the 4D model for Project Execution: Define – Design – Develop – Deploy
- Initiated the ISO 9000 certification; she is a strong believer of Quality and processes
- Built partnerships with large OEMs like Oracle, Microsoft and Amazon
- Developed relationships with large Government Contractors like Lockheed Martin, Computer Aid, Verizon, ACS and others
- Goal-orientation and management of recruiting teams of various ranges.

Mrs. Rohila Holds a Bachelor's degree in English and has undertaken courses in Business Administration as well as Software.

1.1.2 *VIJAY KUMAR PALANDURKAR – CEO*

Mr. Kumar brings several years of experience of Business Management experience. Over the past 16 years, Mr. Kumar has performed several functions including: Technical Lead, Project Management, Account Management, and Business Administration.

Experience:

As the CEO of V Group, Mr. Kumar has been involved in the following:

- Provide directions for Public Sector related business with State, Local and Federal government
- Executed contracts for staffing services directly and through teaming arrangements for various state and Federal Agencies
- Developed and maintained relationship with various State agencies and Commercial clients
- Established relationships with large suppliers to the Government e.g. Verizon Business, Lockheed
- Martin, Symantec, etc.
- Initiated the contracts and subsequently cultivated the team to handle the contracts with various states including State of New York, State of New Jersey, Commonwealth of Pennsylvania, State of Virginia, State of Maryland, and other government agencies
- Made commitment towards the Public Sector as a business focus

- Provided the vision that of creating sub groups within the organization that would be profit centers
- Created the 4D model for Project Execution: Define – Design – Develop – Deploy
- Initiated the ISO 9000 certification; he is a strong believer of Quality and processes
- Firm believer in partnering; a champion for promoting the Small Businesses
- Built partnerships with large OEMs like Oracle, Microsoft and Amazon
- Developed relationships with large Government Contractors like Lockheed Martin, Computer Aid, Verizon, ACS and others
- Goal-orientation and management of recruiting teams of various ranges.

Education:

Mr. Kumar Holds a Master's in Business Administration from IIM Calcutta a world-renowned Management Institute and Bachelor's degree in Electrical Engineering

1.1.3 *BRIJESH RAVI – ACCOUNT MANAGER*

Mr. Ravi is Key Personnel who would be assigned the role of Account Manager should V Group be awarded this contract. He firmly believes that excellent Client service brings benefits not only to the client, but also to the supplier, resources and subcontractors. Given the changing environment, thanks to the present economic changes as well as the technical upgrades, Mr. Ravi strives to bring solutions to the client that would benefit in the long run.

Mr. Ravi has undergone the training in Business Analysis which helps his in understanding the business situations from the perspective of the client as well as the resources. Some of his salient achievements and experiences are listed below.

Government Contracts:

- Championed the contract; liaison with the State agencies for the following
- HBITS & PBITS Contract with State of NY OGS
- DIR Contract for State of Texas
- CATS II Program for State of Maryland
- Stars II Program
- Contract vehicles for other states namely: NY OGS, NJ, OH, MD, DC, TX, PA, AR, VA, SC, NC, OR, WA, FL, ME, DE

Major Responsibilities:

- Excellent understanding of the contracts and the recruiting process followed by various Public Sector Agencies
- Current focus in the geographies of the Maryland, DC, Virginia, North Carolina, and South Carolina.
- Undergone the Recruitment cycle for the IT Professional Services positions
- Demonstrate selling skills and general technical knowledge in technologies listed: .NET, Java, C++, SQL Server, Oracle, Cisco, Windows, Exchange/Active Directory, UNIX, Linux, SAP, JDEdwards, and PeopleSoft. Sound knowledge of general responsibilities for the following positions: Developer/Programmer, DBA, Project Manager, Business Analyst, Quality Assurance, Network Admin/Engineer, System Admin/Engineer
- Utilize proactive recruiting techniques and develop industry contacts to hire qualified and talented individuals who mirror the culture and brand of clients
- Placement of permanent and contract staff within specific temporary and temp-to-hire assignments by complete understanding of job requirements

- Negotiation of hourly and conversion rates
- Thorough follow up with client and employees for ongoing satisfaction
- Specialized recruitment of qualified Technology/IT professionals, interviewing and alliance building for exclusive representation.
- Presented training and coaching to candidates to improve interviewing and recruiting skills
- Research, sourcing and cold calling to potential candidates through networking events and different technical tools.

Brijesh Ravi will be day-to-day point of contact for Beaufort County School District:

Name	Title	Communications
[redacted]	[redacted]	[redacted]

1.1.4 *SANDEEP SOMAN – CLIENT RELATIONSHIP MANAGER*

More than 10 years of total experience working on Project and Staffing based requirement for various government assignments; Excellent understanding of the contracts and the recruiting process followed by various Public Sector Agencies

- Current focus in the geographies of the New York, Maryland, DC, Virginia, North Carolina, and South Carolina.
- Undergone the Recruitment cycle for the IT Professional Services positions
- Demonstrate selling skills and general technical knowledge in technologies listed: .NET, Java, C++, SQL Server, Oracle, Cisco, Windows, Exchange/Active Directory, Unix, Linux, SAP, JDEdwards, and PeopleSoft. Sound knowledge of general responsibilities for the following positions: Developer/Programmer, DBA, Project Manager, Business Analyst, Quality Assurance, Network Admin/Engineer, System Admin/Engineer
- Utilize proactive recruiting techniques and develop industry contacts to hire qualified and talented individuals who mirror the culture and brand of clients
- Placement of permanent and contract staff within specific temporary and temp-to-hire assignments by complete understanding of job requirements
- Negotiation of hourly and conversion rates
- Thorough follow up with client and employees for ongoing satisfaction
- Specialized recruitment of qualified Technology/IT professionals, interviewing and alliance building for exclusive representation.
- Presented training and coaching to candidates to improve interviewing and recruiting skills
- Research, sourcing and cold calling to potential candidates through networking events and different technical tools.
- Partner with client to identify their needs, resolve issues and identify effective solutions
- Relationship building with the hiring managers and procurement officers towards providing excellent solutions
- Execute effective problem escalation and resolution
- Practice effective teaming with OEMs and other suppliers to provide desired solutions to the customer

- Partner with diverse teams to analyze needs, define risks, design solutions and drive profitable execution of technical, business and operational strategies within the state/local governments

1.1.5 *VINEETA WADHWANI – BID MANAGER*

Vineeta has over 8 years of experience in responding and managing the proposal responses for the State and Federal agencies.

Major roles include:

- Responsible for the proposal of bids to existing or prospective clients for projects.
- Responsible to identity the most appropriate and relevant solutions for each bid are effectively pulled together from all parts of the business
- Determine the scope and timeline of new bids. Lead and coordinate the preparation of the bid ensuring that other contributors provide information on time to the correct standard answering the client's needs
- Develop knowledge of business, its products and services by reading and review previous bid and design documents and spending time with pre sales, technical and commercial functions
- Review and improve other customer materials and develop a consistent set of standards for other commercial functions to follow
- Develop a set of standard templates for less complex bids
- Management of all aspects of the bid process to ensure deadlines are met
- Ensure the smooth running of the bid for a project within the correct time and financial parameters, and manage the relationship with the client.
- Develop business relationships with external parties to support responses to bids
- Oversee and lead bid teams in the planning and delivery of bid submissions in line with agreed strategies
- support the operational teams in the transition period of new contracts or as required
- Develop best practice business development processes across the Business Prepare bids in a timely manner, in accordance with Company procedures

1.1.6 *BHUSHAN SHARMA – PROPOSAL WRITER*

Bhushan brings several years of experience of handling practically all aspects of Staffing Services related business for State and Federal Agencies.

Government Contracts:

- Designed, implemented, and managed full-scale sales and marketing plan geared to State/Local Government clients
- Managed V Group Inc. multi-year government contract vehicles

Customer Relationship:

- Partner with client to identify their needs, resolve issues, and identify effective solutions
- Relationship building with the Hiring managers, Procurement officers towards providing excellent solutions

- Effective Problem escalation and resolution
- Effective teaming with OEMs and other suppliers to provide desired solutions to the customer
- Partner with diverse teams to analyze needs, define risks, design solutions and drive profitable execution of technical, business and operational strategies within the State/Local Government.

4. V GROUP INC QUALIFICATIONS

V Group, Inc. is an Information Technology (IT) Services company with its main focus being the Public & Private Sector. Our primary verticals are Federal, state, county, and municipal agencies. At V Group, we pride ourselves on successfully implementing complex software projects by providing the highest quality personnel & services to our customers and providing highly qualified consultant on the staff augmentation service.

Since **1999**, V Group, Inc.'s sole mission has been providing Hourly Based Staffing Services and Professionals to Governmental Agencies. We are the premium staffing service provider to multiple governmental agencies. Our core competencies include but are not limited to the following:

• Project Management	• Systems/Data Administration
• Software and Application Development	• Network and System Integration
• Technical and Network Support Services	• Service Desk and Customer Care
• Documentation/Technical Writing	• Information System Security
• Business Analysis	• E-Commerce
• Systems/Network Integration	• Web and Internet Systems
• IT Management Consulting	• Business Process Consulting
• Quality Assurance Services	• IT Professional Services

V Group Inc. is certified by **Small Business Administration** Office. We are Disadvantaged, Minority and Women Owned Small Business Enterprise and we are also **Minority Business Enterprise (MBE)** certified enterprise from **National Minority Supplier Development Council (NMSDC).**

V Group also holds **MWBE** certifications from various States. V Group is certified by **State of New York** as **W/MBE**. We are also certified as **W/MBE, DBE, SBE, and WBE** by various other agencies.

V Group prides itself in its resources, several of whom are industry certified e.g. **PMP, AIRS, Microsoft, Oracle, HP**, and **Cisco**, among others. We also bring to the table the benefits of our **partnership** with various **Fortune 500 clients**.

V Group Consulting's Best Value Promise: Our organizational commitment to Staffing Services best practices defines our corporate culture. Our core competency is continually being developed by all of our employees and supported by our internal organizational processes. We know that consultant satisfaction drives customer satisfaction. Our innovative talent supply chain is structured for reach, responsiveness, and the acquisition of new long-term human capital assets. This organizational consistency will deliver best value.

The overall mission of V Group is to provide the highest quality personnel and deliverables to our clients, in a dependable, efficient, and cost effective manner, thereby maximizing the clients' return on investment. Our successful implementation of this mission has made V Group a highly respected company in the staffing services and software market and we will make sure to continue our effort for further enhancing the services. We also bring to the table the benefits of our key business relationship through our partnerships with various Fortune 500 clients. These partnerships help us keep our clients ahead of the curve.

Our Strengths

- Fast turnaround time
- Account Managers
- Trained AIRS Certified Recruiters with comprehensive industry knowledge
- In-house database
- Excellent Placement ratio
- Proven Recruitment process

Since 2012, V Group has been a contractor for the HBITS Contract through NYS OGS for providing Hourly **Based Information Technology Services (HBITS).** Since 2011, we have been a contractor for the Texas DIR Contract (DIR-SDD-1245) for providing **Hourly Based Information Technology Services** which is similar in scope and magnitude as the NYS HBITS Contract and this RFP

For the past **eight (8)** years, we are providing Hourly Based IT Services to the **State of North Carolina on ITS contract.** V Group has also been on the CATS+ contract for the State of MD since 2012 for providing the **Hourly Based Information Technology Services** which is similar in scope and magnitude as the NYS HBITS Contract and this RFP

State / Agency Name	**Years of experience**
Total experience in providing Hourly Based IT Service	**20 Years**
State of New York	15 Years
HBITS Contract, NYS OGS	6 Years
PBITS Contract, NYS OGS	6 Years
NYC Metropolitan Transit Authority	3 Years
WSSC, DC	6 Years
CATS+, MD	5 Years
MD Health and Benefit Exchange	3 Years
State of OH	7 Years
State of NJ	12 Years
State of TX	7 Years
State of NC	8 Years
State of GA	8 Years
State of PA	10 Years
State of DE	8 Years
State of OH	7 Years
State of VA	10 Years

State of VA	8 Years
State of OR	12 Years
State of FL	8 Years
State of MD	5 Years
State of MA	5 Years
State of CA	4 Years

Below mentioned are the partial list of Departments where we have worked on Hourly Based IT Services. This demonstrates our domain experience with not only the services to government agencies, but also to the various departments

Department / Agencies
Office Of` Temporary and Disability Assistance
Information Technology Services
Department of Health
Port Authority
Education Department
Insurance Department
Environmental Infrastructure Trust
Department Of Justice
Department Of Transportation
Department Of Health and Human Services
Division Of Employment Security
Department Of Public Instruction,
Health Benefit
Department of Motor Vehicle
Miami-Dade County
Transit Authority
Health and Hospitals
Transportation And Motor Bus Authority
Compensation Board
Employees' Retirement System
School Districts
Universities
Public Schools

We feel confident that V Group, along with our team of trained, dedicated and industry experienced professionals, is capable to cater to the needs of the **RFP** and provide the required resources for Hourly-Based IT Services within the time frame and the process as specified in the RFP provided by the agency.

4.1 V GROUP'S PERFORMANCE

Below are samples of past statistics provided for the contracts with the selective State Clients. A description of each table in also included below.

State of Pennsylvania Performance Matrix
V Group was ranked 2nd. Provided 268 candidate submissions, and out of this 87% (234) were considered unique and qualified by the State. Of these candidates, 5.22% (5) were selected for their respective positions.

State of Delaware Performance Matrix
V Group was ranked 7th. Provided 73 candidate submissions, and out of this 97.26% (71) were considered unique and qualified by the State. Of these candidates, 13.70% (10) were selected for their respective positions.

State of New Jersey Performance Matrix
V Group was ranked 1st. Provided 493 candidate submissions, and out of this 78.70% (388) were considered unique and qualified by the State. Of these candidates, 9.74% (8) were selected for their respective positions.

State of Texas Performance Matrix
On V Group's contract with State of Texas's Department of Internal Revenue (DIR) was a performance based contract where vendors must meet a minimum of 70% submissions to maintain the contract. During this period V Group had a performance rating of 63.3 and was deemed "Acceptable".

4.2 PRIOR WORK HISTORY FOR POLITICAL SUBDIVISIONS AND/OR PUBLIC ENTITIES

Since **1999**, V Group, Inc.'s sole mission has been providing Hourly Based Staffing Services and Professionals to Governmental Agencies. We are the premium staffing service provider to multiple governmental agencies.

Provided below is a partial list of the governmental contracts held by our company. These contracts demonstrate our qualifications by other State and Federal Entities to provide similar hourly-based IT services and that we have been successful in providing the same.

HBITS Hourly Based Information Technology Services	New York State - Hourly Based Information Technology Services **Contract # 22439**
	State of North Carolina **ITS-002441-OE3**
NEW YORK STATE OF OPPORTUNITY. Office of General Services | Procurement Services	PBITS State of New York **Contract No. PR65950**
OGS	New York State Office of General Services **Contract # CMS447A**

DIR	State of Texas DIR-TSO-4226
MTA	MTA City of New York Contract # 14357
NYC.gov always open	New York City Mayor's Office of Contract Services.
Washington Suburban Sanitary Commission	WSSC (Washington Suburban Sanitary Commission)
The Official Web Site for The State of New Jersey	State of New Jersey Tier 1 Supplier
Virginia.gov	State of Virginia Tier 1 Supplier
metro	Washington Metropolitan Area Transit Authority
CATS Consulting and Technical Services+ (CATS+) Master Contract	CATS+ State of Maryland Contract # 060B2490023
Maryland Health Benefit Exchange	Maryland Health Benefits Exchange
Atlanta Public Schools Making A Difference	Atlanta Public Schools
UMASS	University of Massachusetts
Florida Department of Education	Florida Department of Education
Miami-Dade County Public Schools giving our students the world	Miami Dade Public Schools
PA pennsylvania STATE OF INDEPENDENCE	State of Pennsylvania Tier 1 Supplier

MARYLAND	State of Maryland 060B9800035 / CATS II
	State of South Carolina 5400000822
	State of Florida

4.3 MSP AND VMS EXPERIENCE

V Group has extensive experience working with a variety of Vendor Management Systems as well as MSPs to provide IT supplemental staff for state agencies similar in scope and value to this contract. For example, through CAI's Vendor Management System, People Fluent, we have provided resources to the states of New Jersey, Pennsylvania, Delaware, Ohio, and Virginia. We use the various Vendor Management Systems in conjunction with our clients for requirement creation, candidate submission and selection, timesheet and expense approval, invoicing, and periodic engagement evaluation.

CLIENT / CONTRACT	VMS	MSP	START YEAR
State of NC	Vector VMS	Computer Aid Incorporated (CAI)	2005
State of NJ	People Fluent	Computer Aid Incorporated (CAI)	2008
State of PA	Vector VMS	Optimal Solutions and Technologies (OST)	2008
State of GA	Vector VMS	Computer Aid Incorporated (CAI)	2019
State of DE	Vector VMS	Computer Aid Incorporated (CAI)	2010
State of OH	DOT Staff	Computer Aid Incorporated (CAI)	2011
State of VA	Vector VMS	Computer Aid Incorporated (CAI)	2008
State of SC	Beeline	TAPFIN	2010
State of OR	Covendis	Covendis	2006
Comsys	Beeline	Comsys	2007
CAI	iCIMS	Computer Aid Incorporated (CAI)	2006

4.4 OUR EDUCATION CONTRACTS

New York State Education Department (NYSED)	NYSED.gov
New York City Department of Education (NYC DOE)	NYC Department of Education
The State University of New York (SUNY)	SUNY The State University of New York
Pennsylvania Department of Education	pennsylvania DEPARTMENT OF EDUCATION
New Jersey Department of Education	State of New Jersey Department of Education
Delaware Department of Education	Delaware Department of Education
Maryland State Department of Education	Maryland State Department of Education – Preparing World Class Students
North Carolina Department of Education	The State Board of Education – North Carolina
Clemson University	Clemson University
University of Texas at Austin	The University of Texas at Austin

Texas Department of Education	
Georgia Department of Education	
Oregon Department of Education	
Colorado Department of Education	
Atlanta Public Schools	
Florida Department of Education	
University of Massachusetts	
Wake County Public School	

4.5 ADDITIONAL EXPERIENCE

V Group also holds substantial experience in providing services of this type and scope to non-public sector organizations. Some past clients of ours include Fortune 500 clients like Sears, Boeing, Michael Kors and Amazon.

4.6 CERTIFICATE OF GOOD STANDING

We are based in Cranbury, NJ. V Group Inc. is an **Information Technology (IT) Services company** with its main focus being the Public Sector. Our primary verticals are Federal / State / County / Municipal Agencies.

Formed in 1999, V Group Inc. began as a staff augmentation and consulting firm and worked successfully to strengthen these offerings during our first year. With more than **18 years of IT industry experience** behind us, we bring technical knowledge and expertise to deliver high-quality personnel, projects, and solutions to our customers. IT Staff Augmentation is the core of our business and we have performed very well in State Master Contracts. We have been ranked as one of the top companies based on performance on the New Jersey state contract, as well as Pennsylvania's. In Texas, where vendors are given pass/fail grades, V Group has a satisfactory ranking.

Our Strengths

- Fast turnaround time
- Account Managers and trained / AIRS Certified Recruiters with comprehensive industry knowledge
- In-house database
- Excellent Placement ratio
- Proven Recruitment process

Since 2005 and consistently over the past 10 years V Group Inc. has placed a number of Project Management Operations consultants in different State Agencies and with commercial sector clients. Our extensive experience has involved our consultants and contractors in matters ranging from business analysis and technical writing to quality assurance and project management. Our Project Management Subject Matter Experts can provide with the information and support that will further assist in V Group successfully executing the tasks.

V Group has its presence in the following areas which will be instrumental in the recruitment of resources: **Albany, NY, New York, NY, Cranbury, NJ, Baltimore, MD, Washington, DC and Austin, TX**. The Contract Management and Account Management for the OGS contract will be done primarily from our operations in **Albany, NY, New York, NY & Cranbury, NJ.** The other locations provide excellent reach to the candidates in the other states.

Ownership Structure	:	Corporation
Firm Established Date	:	7/30/1999
Address from which service will be provided to LIPA	:	379 Princeton Hightstown Road, Bldg. 3 Suite 2A, Cranbury, NJ 08512
Telephone Number	:	609-371-5400
Staff at this location	:	23
Total number of staff	:	70

4.7 V GROUP'S NEW JERSEY – CERTIFICATE OF GOOD STANDING

STATE OF NEW JERSEY
DEPARTMENT OF THE TREASURY
DIVISION OF REVENUE AND ENTERPRISE SERVICES
SHORT FORM STANDING

V GROUP INC.
0100789097

I, the Treasurer of the State of New Jersey, do hereby certify that the above-named New Jersey Domestic For-Profit Corporation was registered by this office on July 30, 1999.

As of the date of this certificate, said business continues as an active business in good standing in the State of New Jersey, and its Annual Reports are current.

I further certify that the registered agent and office are:

MONIKA ROHILA
379 PRINCETON HIGHTSTOWN ROAD
BLDG 3, SUITE 2 A
CRANBURY, NJ 08512

IN TESTIMONY WHEREOF, I have hereunto set my hand and affixed my Official Seal at Trenton, this 11th day of February, 2019

Elizabeth Maher Muoio
State Treasurer

Certificate Number : 6094915105

Verify this certificate online at

https://www1.state.nj.us/TYTR_StandingCert/JSP/Verify_Cert.jsp

5. STATEMENT OF INTENT

Statement of Intent

We, the undersigned have prepared and submitted all the documents required for this project. We have prepared these documents with a full understanding of the Beaufort County School District's goal to ensure equal opportunities in the proposed work to be undertaken in performance of this project. Specifically the BCSD seeks to encourage and promote on an inclusionary basis contracting opportunities without regard to the race, gender, national origin or ethnicity of the ownership or management of any business and that it is an equal opportunity employer and contracting entity. We certify that the representations contained in the Minority/Woman Business Enterprise (M/WBE) Utilization Report, which we have submitted with this solicitation, are true and correct as of this date. We commit to undertake this contract with the Minority/Woman Business utilization Report we have submitted, and to comply with all non-discrimination provisions of the Minority/Woman Business Enterprise Program in the performance of this contract.

Bhushan

Signature

08-29-2019

Date

Name: Bhushan Sharma

Title: Proposal Writer

Project: Temporary IT Professional Services

6. EXHIBIT B - BID FORM TEMPORARY IT PROFESSIONAL SERVICES

EXHIBIT B

BID FORM
TEMPORARY IT PROFESSIONAL SERVICES

Please provide not less than three reference accounts including: Company Name, Address, City, State & Zip Code, Contact Name, Contact Telephone Number, Contact E-mail Address. Provide a brief description of the work performed and indicate the length of time for the engagement. Please use additional pages – if necessary.

1. City of New York - Department of Education, 335 Adams Street, 28th Fl., Brooklyn, NY 11201
Kesse Wallace, 718-935-2058, kwallace7@schools.nyc.gov
Project Description: Student Attendance Data Integration Project, Office of Safety of Youth Development Project and Legal Services Project. Consultant Name and position: Robert Diagle Project Manager. The length of time for the engagement : 5 months

2. City of New York - Department of Education, 2 Metro Tech Center, Brooklyn, NY 11201
Marianela Pina, 718-935-5605, Mpina3@schools.nyc.gov
Project Description: The DOE will assign a Field Project Manager/Survey Engineer to manage and oversee work needed at school sites. Consultant Name and position: Mark Freels, Project Manager. The length of time for the engagement : 18 months

3. State of South Carolina - Clemson University, 934 Old Clemson Highway, Seneca, SC 29672
Cynthia Hoyt, 208-914-5760, cynthia.hoyt@tapfin.com
Project Description: Mainframe, MVS Cobol, JCL, Software Testing, Creation Of Test Scenarios
Consultant Name and position: Deepthi Mantri, Quality Assurance Analyst
The length of time for the engagement : 12 months

V Group Inc. — 08-30-2019
Firm's Name — Date

379 Princeton-Hightstown Rd Building 3, Suite 2A Cranbury, NJ 08512
Mailing Address

(609) 371-5400 /
Phone

Authorized Signature: 

Printed Name: Sandeep Soman

7. APPENDIX

7.1 APPENDIX A – MINORITY BUSINESS ENTERPRISE CERTIFICATE COPY



THIS CERTIFIES THAT

V Group, Inc.

NMSDC
National Minority Supplier Development Council

* Nationally certified by the: **NEW YORK & NEW JERSEY MINORITY SUPPLIER DEVELOPMENT COUNCIL**

*NAICS Code(s): 541511; 541512; 541519

* Description of their product/services as defined by the North American Industry Classification System (NAICS)

06/21/2019	NY04630
Issued Date	**Certificate Number**
06/16/2020	Adrienne Trimble
Expiration Date	**Terrence Clark, President & CEO**

By using your password (NMSDC issued only), authorized users may log into NMSDC Central to view the entire profile: http://nmsdc.org

Certify, Develop, Connect, Advocate.

* MBEs certified by an Affiliate of the National Minority Supplier Development Council, Inc.®