



GEORGE N. COPADIS, COMMISSIONER

April 3, 2013

Her Excellency, Governor Margaret Wood Hassan  
 and the Honorable Council  
 State House  
 Concord, NH 03301

**Requested Action**

To authorize New Hampshire Employment Security (NHES) to enter into a contract amendment with Geographic Solutions, Inc. (VC# 171714), Palm Harbor, FL, increasing the contract amount by \$423,204 from \$1,060,880 to \$1,484,084 for an additional two years of ongoing maintenance of the Job Match & Labor Exchange System from July 1, 2013 through June 30, 2014. The original contract submission was approved by Governor and Council as item # 36 on September 17, 2008 and amended as item # 32 on May 25, 2011. 100% Federal Funds.

Federal funds available for these services will be expended as follows, contingent upon availability and continued appropriations for fiscal years 2014 forward with the authority to adjust encumbrances in each of the State fiscal years through the Budget Office if needed and justified:

<b>02 - 27 - 27 - 270010 - 8041 DEPT OF EMPLOYMENT SECURITY</b>					
				FY 2014	FY 2015
10 -	02700 -	80410000 -	030 - 500312 Computer Software,	\$ 211,602.00	\$ 211,602.00
			Major		
			Vendor Code: 171714 Geographic Solutions, Inc.		
			RQ #: TBD		

**Explanation**

NHES is requesting approval of the attached contract amendment for an additional two years of maintenance and support of the new the Job Match & Labor Exchange System. Geographic Solutions, Inc. is the only vendor that can provide this service as they are the developer and owner of this software package and the sole organization that is allowed to support the software package.

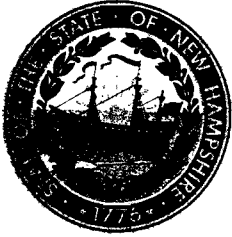
The purpose of this contract amendment is to assure non-disjunctive operation of the Job Match & Labor Exchange System for two additional years.

Attached is the approval letter from the Office of Information Technology (#DoIT 2009-013B).

Respectfully submitted,

George N. Copadis  
 Commissioner

GNC/jdr  
 Attachments



**STATE OF NEW HAMPSHIRE**  
**DEPARTMENT OF INFORMATION TECHNOLOGY**  
27 Hazen Dr., Concord, NH 03301  
Fax: 603-271-1516 TDD Access: 1-800-735-2964  
[www.nh.gov/doit](http://www.nh.gov/doit)

**Peter C. Hastings**  
*Acting Commissioner*

March 15, 2013

George N. Copadis, Commissioner  
State of New Hampshire  
New Hampshire Employment Security  
32 South Main St  
Concord, NH 03301-4857

Dear Commissioner Copadis:

This letter represents formal notification that the Department of Information Technology (DoIT) has approved your agency's request to amend contract 2009-013 with Geographic Solutions, Inc., Palm Harbor, FL, (Vendor # 171714) for an additional two years of ongoing maintenance and support for the Job Match and Labor Exchange System as described below and referenced as DoIT No. 2009-013B.

This request is to enter into a contract amendment to provide ongoing maintenance and support for the Job Match and Labor Exchange System for the Department of Employment Security. The current contract amount will increase by \$423,204 from \$1,060,880, to a new total of \$1,484,084. Upon Governor and Council approval, the new contract period will begin on July 1, 2013 and extend through June 30, 2015.

A copy of this letter should accompany the Department of Employment Security submission to the Governor and Executive Council for approval.

Sincerely,

A handwritten signature in black ink that reads "Peter C. Hastings".

Peter C. Hastings

PCH/ltn  
DoIT 2009-013B

cc: William Laycock, DoIT  
Leslie Mason, DoIT

**STATE OF NEW HAMPSHIRE  
NEW HAMPSHIRE EMPLOYMENT SECURITY  
JOB MATCH LABOR EXCHANGE SYSTEM  
2009-013  
CONTRACT AMENDMENT B**

WHEREAS, pursuant to an Agreement approved by Governor and Council, as a result of RFP #2009-013, on September 17, 2008, Item #36, hereinafter referred to as "Agreement", Geographic Solutions, Inc., hereinafter referred to as Vendor, agreed to supply certain services upon terms and conditions specified in Agreement and in consideration of payment by New Hampshire Employment Security, hereinafter referred to as NHES, acting for the benefit of the Agency, certain sums as specified therein;

WHEREAS, pursuant to an Amended Agreement, Contract #2009-013A, approved by Governor and Council, on May 11, 2011, Item #32, hereinafter referred to as Amended Agreement, Vendor agreed to supply certain services upon terms and conditions specified in Amended Agreement and in consideration of payment by NHES, acting for the benefit of the Agency, certain sums as specified therein;

WHEREAS, pursuant to Agreement Section 13.16: Agreement may be modified or amended only by a written instrument executed by the parties thereto and approved by Governor and Executive Council;

WHEREAS, Vendor and NHES have agreed to amend Contract 2009-013A in certain respects;

WHEREAS, NHES wishes to extend Contract 2009-013A from its current completion date of June 30, 2013 to June 30, 2015;

WHEREAS, NHES wishes to increase contract price by \$423,204.00, increasing Amended Agreement amount from \$1,060,880.00 to a new total amount of \$1,484,084.00 to cover the cost of additional services through new completion date;

WHEREAS, NHES and the Vendor seek to clarify the Agreement.

NOW THEREFORE, in consideration of the foregoing, and the covenants and conditions contained in Amended Agreement and set forth herein, parties agree as follows:

General Provisions of Amended Agreement, including but not limited to, P-37 Form, Statement of Work, Contract Term, and Exhibit B are hereby amended as follows below, in word and in tables one and two:

1. Amend Section 1.6 of Amended Agreement P-37 Form to reflect a new completion date of June 30, 2015.
2. Amend Section 1.8 of Amended Agreement P-37 Form by increasing contract price of \$1,060,880.00 to \$1,484,084.00.
3. Amend Section 1.4 of Amended Agreement Statement of Work by increasing Price Limitation by \$423,204.00 from contract amount of \$1,060,880 to \$1,480,880.00.

**Table 1**

<b>Contract # 2009-013B - Statement of Work</b>	<b>AMENDED TEXT</b>
<b>Contract Term Section 2.1 Term</b>	<p><b>Currently reads:</b> <b>Term</b> The Contract shall take effect after full execution by the parties, and the receipt of required governmental approvals, including, but not limited to, Governor and Executive Council approval ("Effective Date").</p> <p>The Contract shall begin on the Effective Date and extend through <b>June 30, 2013</b>. The Term may be extended for <b>one (1) additional</b> two (2) year period, ("Extended</p>

**STATE OF NEW HAMPSHIRE  
NEW HAMPSHIRE EMPLOYMENT SECURITY  
JOB MATCH LABOR EXCHANGE SYSTEM  
2009-013  
CONTRACT AMENDMENT B**

Term”) at the sole option of the State, subject to the parties’ prior written agreement on applicable fees for the extended term, up to but not beyond June 30, 2015.

**Replace with:**  
**Term**  
 The Contract shall take effect after full execution by the parties, and the receipt of required governmental approvals, including, but not limited to, Governor and Executive Council approval (“Effective Date”).

The Contract shall begin on the Effective Date and extend through **June 30, 2015, with no additional extensions allowed.**

**Contract # 2009-013B-Exhibit A** **AMENDED TEXT**

**Section 2.1 Implementation Schedule-Activities/Deliverables/Milestones**

**ADD:**

Reference Number	Activity, Deliverable. Or Milestones	Deliverable Type	Projected Delivery Date
46	Ongoing Maintenance and Support	Software	July 1, 2013- June 30, 2014
47	Ongoing Maintenance and Support	Software	July 1, 2014- June 30, 2015

**Contract # 2009-013B -Exhibit B** **AMENDED TEXT**

**Section 1.1 Not to Exceed**

**Currently reads:**  
 This is a Not to Exceed (NTE) Contract totaling **\$1,060,880** for the period between the Effective Date through **June 30, 2013**. Geographic Solutions, Inc. shall be responsible for performing its obligations in accordance with the Contract. This Contract will allow Geographic Solutions, Inc. to invoice the State for the following Activities, Deliverables, or Milestones appearing in the price and payment tables below.

**Replace with:**  
 This is a Not to Exceed (NTE) Contract totaling **\$1,484,084.00** for the period between the Effective Date through **June 30, 2015**. Geographic Solutions, Inc. shall be responsible for performing its obligations in accordance with the Contract. This Contract will allow Geographic Solutions, Inc. to invoice the State for the following Activities, Deliverables, or Milestones appearing in the price and payment tables below.

**ADD:**

Reference Number	Activity, Deliverable, or Milestone	Deliverable Type	Projected Delivery Date	Payment Amount
46	Ongoing Maintenance and Support	Software	July 1, 2013- June 30, 2014	\$211,602.00

**STATE OF NEW HAMPSHIRE  
NEW HAMPSHIRE EMPLOYMENT SECURITY  
JOB MATCH LABOR EXCHANGE SYSTEM  
2009-013  
CONTRACT AMENDMENT B**

	47	Ongoing Maintenance and Support	Software	July 1, 2014 - June 30, 2015	\$211,602.00
<b>Section 2 Total Contract Price</b>	<p><b>Currently reads:</b> Notwithstanding any provision in the Contract to the contrary, and notwithstanding unexpected circumstances, in no event shall the total of all payments made by the State exceed <b>\$1,060,880.00</b>. ("Total Contract Price"). The payment by the State of the total Contract price shall be the only, and the complete reimbursement to Geographic Solutions, Inc. for all fees and expenses, of whatever nature, incurred by Geographic Solutions, Inc. in the performance hereof. The State will not be responsible for any travel or out of pocket expenses incurred in the performance of the Services performed under this Contract.</p> <p><b>Replace with:</b> Notwithstanding any provision in the Contract to the contrary, and notwithstanding unexpected circumstances, in no event shall the total of all payments made by the State exceed <b>\$1,484,084.00</b>. ("Total Contract Price"). The payment by the State of the total Contract price shall be the only, and the complete reimbursement to Geographic Solutions, Inc. for all fees and expenses, of whatever nature, incurred by Geographic Solutions, Inc. in the performance hereof. The State will not be responsible for any travel or out of pocket expenses incurred in the performance of the Services performed under this Contract.</p>				

**Table 2 Contract 2009-013B - JOB MATCH LABOR EXCHANGE SYSTEM**

<b>CONTRACT AND AMENDMENT NUMBER</b>	<b>AMENDMENT TYPE</b>	<b>END DATE</b>	<b>CONTRACT AMOUNT</b>
2009-013	Original Job Match Labor Exchange Contract	June 30, 2011	\$ 650,000
2009-013A	First Amendment to the Job Match Labor Exchange System Contract	June 30, 2013	\$ 410,888
2009-013B	Second Amendment to the Job Match Labor Exchange System Contract	June 30, 2015	\$ 423,204
	<b>CONTRACT TOTAL</b>		<b>\$1,484,084</b>

Let the intent of amended monies, dates, and expectations be fully realized as stated and carry full weight and force throughout Amended Agreement even if not specified due to human error.

Except as provided herein, all provisions of Amended Agreement will remain in full force and effect. This modification will take effect upon approval date from Governor and Executive Council.

**STATE OF NEW HAMPSHIRE  
NEW HAMPSHIRE EMPLOYMENT SECURITY  
JOB MATCH LABOR EXCHANGE SYSTEM  
2009-013  
CONTRACT AMENDMENT B**

IN WITNESS WHEREOF the parties have hereunto set their hands as of the day and year first above written.

[Signature]  
Paul Toomey, President  
Geographic Solutions, Inc.

Date: 3/12/2013

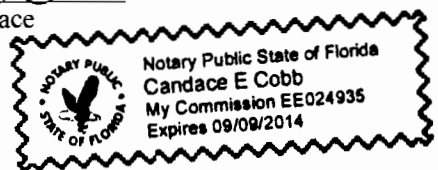
Corporate Signature Notarized: STATE OF Florida  
COUNTY OF Pinellas

On this the 12 day of March, 2013 before me, Candace Cobb,  
the undersigned Officer Paul Toomey, personally appeared and acknowledged her/himself to be the  
President, of Geographic Solutions, Inc. a corporation, and that  
she/he, as such Paul Toomey being authorized to do so, executed the foregoing  
instrument for the purposes therein contained, by signing the name of the corporation by her/himself as  
Geographic Solutions, Inc.

IN WITNESS WHEREOF I hereunto set my hand and official seal.

[Signature]  
Notary Public/Justice of the Peace

My Commission Expires:  
(SEAL)



**State of New Hampshire**  
[Signature]  
Commissioner, New Hampshire Employment Security

Date: 3/14/13

**Approved by the Attorney General (Form, Substance and Execution)**

[Signature]  
State of New Hampshire, Department of Justice

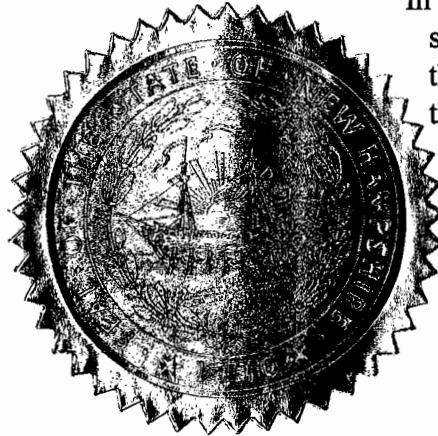
Date: 3/19/13

Initial all pages  
Vendor Initials [Initials]

# State of New Hampshire Department of State

## CERTIFICATE

I, William M. Gardner, Secretary of State of the State of New Hampshire, do hereby certify that GEOGRAPHIC SOLUTIONS, INC. a(n) Florida corporation, is authorized to transact business in New Hampshire and qualified on March 13, 2001. I further certify that all fees and annual reports required by the Secretary of State's office have been received.



In TESTIMONY WHEREOF, I hereto set my hand and cause to be affixed the Seal of the State of New Hampshire, this 14<sup>th</sup> day of March, A.D. 2013

A handwritten signature in cursive script, appearing to read "William M. Gardner".

William M. Gardner  
Secretary of State

## CERTIFICATE TO VOTE

(Corporation with Seal)

I, Candace E Cobb, Clerk/Secretary of Geographic Solutions, Inc., do hereby certify that:

- (1) I am duly elected and acting Clerk/Secretary of Geographic Solutions, Inc., a Florida Corporation;
- (2) I maintain and have custody and am familiar with the minute books for the Corporation;
- (3) I am duly authorized to issue certificates with respect to the contents of such books;
- (4) The following are true, accurate and complete copies of the resolutions adopted by the Board of Directors of the Corporation at a meeting of the said Board of Directors held on the 12 day of March, 2013, which meeting was duly held in accordance with Florida law and the by-laws of the Corporation:

RESOLVED: That this corporation enter into a contract with the State of New Hampshire, acting by and through the Department of Information Technology, providing for the performance of certain IT Consulting services, and that the President be and hereby is authorized and directed for and on behalf of the Corporation to enter into the said contract with the State and to take any and all such actions and to execute, acknowledge and deliver for and on behalf of this Corporation any and all documents, agreements, and other instruments (and any amendments, revisions or modifications thereto) and he may deem necessary, desirable or appropriate to accomplish the same;

RESOLVED: That the signature of any Officer of this Corporation affixed to any instrument or document in or contemplated by these resolutions shall be conclusive evidence of the authority of said officer to bind this Corporation thereby;

- (5) the foregoing resolutions have not been revoked, annulled, or amended in any manner whatsoever and remain in full force and effect as of the date hereof;
- (6) the following person has been duly elected to and now occupy the office(s) indicated below:

<u>Paul Toomey</u>	President
<u>Paul Toomey</u>	Vice President
<u>Paul Toomey</u>	Treasurer

- (7) the corporation has seal.



IN WITNESS WHEREOF, I have hereunto set my hand as the Clerk/Secretary of the Corporation this 12 day of March, 2013.

Candace E Cobb Clerk/Secretary

STATE OF Florida

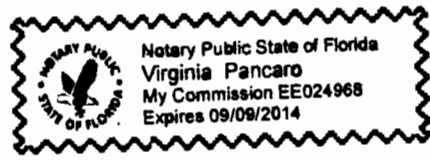
COUNTY OF Pinellas

On this the 12 day of March, 2013, before me, Virginia Pancaro, the undersigned Officer, personally appeared Candace E Cobb, who acknowledged herself to be the Secretary, of Geographic Soltuions, Inc., a corporation, and that she as such Secretary being authorized to do so, executed the foregoing instrument for the purposes therein contained, by signing the name of the corporation by herself as Secretary.

IN WITNESS WHEREOF I hereunto set my hand and official seal.

Virginia Pancaro  
Notary Public/Justice of the Peace

My Commission Expires: 9/9/2014





# CERTIFICATE OF LIABILITY INSURANCE

GEOGR-1 OP ID: KB

DATE (MM/DD/YYYY)

03/13/13

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.

**IMPORTANT:** If the certificate holder is an ADDITIONAL INSURED, the policy(ies) must be endorsed. If SUBROGATION IS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).

<b>PRODUCER</b> Stahl Ross & Associates Inc. 3939 Tampa Road Oldsmar, FL 34677 Michael Pagano, AAI	727-784-8554	<b>CONTACT NAME:</b> PHONE (A/C, No, Ext): 813-818-5300	FAX (A/C, No): 813-818-5396
	727-789-2823	<b>E-MAIL ADDRESS:</b> INSURER(S) AFFORDING COVERAGE NAIC # INSURER A : Federal Insurance Co. INSURER B : Alterra America Insurance Co INSURER C : INSURER D : INSURER E : INSURER F :	
<b>INSURED</b> Geographic Solutions, Inc. Candace Cobb 1001 Omaha Circle Palm Harbor, FL 34683			

**COVERAGES** CERTIFICATE NUMBER: REVISION NUMBER:

THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

INSR LTR	TYPE OF INSURANCE	ADDL INSR	SUBR WVD	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS
A	<input checked="" type="checkbox"/> GENERAL LIABILITY			35935113	05/25/12	05/25/13	EACH OCCURRENCE \$ 1,000,000
	<input checked="" type="checkbox"/> COMMERCIAL GENERAL LIABILITY						DAMAGE TO RENTED PREMISES (Ea occurrence) \$ 1,000,000
A	<input type="checkbox"/> CLAIMS-MADE <input checked="" type="checkbox"/> OCCUR			35935113	05/25/12	05/25/13	MED EXP (Any one person) \$ 10,000
	<input checked="" type="checkbox"/> Professional Liab						PERSONAL & ADV INJURY \$ 1,000,000
	Aggregate			\$2,000,000			GENERAL AGGREGATE \$ 2,000,000
	GEN'L AGGREGATE LIMIT APPLIES PER:						PRODUCTS - COMP/OP AGG \$ 2,000,000
	<input checked="" type="checkbox"/> POLICY <input type="checkbox"/> PRO-JECT <input type="checkbox"/> LOC						\$
A	<input checked="" type="checkbox"/> AUTOMOBILE LIABILITY			99486726	05/25/12	05/25/13	COMBINED SINGLE LIMIT (Ea accident) \$ 1,000,000
	<input checked="" type="checkbox"/> ANY AUTO						BODILY INJURY (Per person) \$
	<input type="checkbox"/> ALL OWNED AUTOS		<input type="checkbox"/> SCHEDULED AUTOS				BODILY INJURY (Per accident) \$
	<input type="checkbox"/> HIRED AUTOS		<input type="checkbox"/> NON-OWNED AUTOS				PROPERTY DAMAGE (Per accident) \$
							\$
A	<input checked="" type="checkbox"/> UMBRELLA LIAB			79880107	05/25/12	05/25/13	EACH OCCURRENCE \$ 1,000,000
	<input checked="" type="checkbox"/> EXCESS LIAB		<input checked="" type="checkbox"/> OCCUR				AGGREGATE \$ 1,000,000
	<input type="checkbox"/> DED <input type="checkbox"/> RETENTION \$		<input type="checkbox"/> CLAIMS-MADE				\$
A	<b>WORKERS COMPENSATION AND EMPLOYERS' LIABILITY</b>			71743072	05/25/12	05/25/13	<input checked="" type="checkbox"/> WC STATUTORY LIMITS   <input type="checkbox"/> OTHER
	ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? (Mandatory in NH)	Y/N	N/A				E L EACH ACCIDENT \$ 1,000,000
	If yes, describe under DESCRIPTION OF OPERATIONS below						E L DISEASE - EA EMPLOYEE \$ 1,000,000
							E L DISEASE - POLICY LIMIT \$ 1,000,000
B	Equipment Floater			MAXA3IM0048084	04/13/12	04/13/13	EDP Limit 4,371,516

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (Attach ACORD 101, Additional Remarks Schedule, if more space is required)

CERTIFICATE HOLDER CANCELLATION

NEWHA-1  New Hampshire Dept. of Employment Security 32 S. Main St. Concord, NH 03301	SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS.  AUTHORIZED REPRESENTATIVE <i>Robert L. Stahl</i>
---	---

© 1988-2010 ACORD CORPORATION. All rights reserved.



New Hampshire  
Employment  
Security

www.nh.gov/nhes

We're working to keep New Hampshire working

ADMINISTRATIVE OFFICE

32 SOUTH MAIN STREET  
CONCORD, NH 03301-4857



TARA G. REARDON, COMMISSIONER

DARRELL L. GATES, DEPUTY COMMISSIONER

May 10, 2011

His Excellency, Governor John H. Lynch  
and the Honorable Council  
State House  
Concord, NH 03301

Requested Action

To authorize New Hampshire Employment Security (NHES) to enter into a contract amendment with Geographic Solutions, Inc. (VC# 171714), Palm Harbor, FL, increasing the contract amount by \$410,880 from \$650,000 to \$1,060,880 for an additional two years of ongoing maintenance of the Job Match & Labor Exchange System from July 1, 2011 through June 30, 2013. The original contract submission was approved by Governor and Council as item # 36 on September 17, 2008. 100% Federal Funds.

Federal funds available for these services will be expended as follows, contingent upon availability and continued appropriations for fiscal years 2012 forward with the authority to adjust encumbrances in each of the State fiscal years through the Budget Office if needed and justified:

	<u>FY 2012</u>	<u>FY 2013</u>
10 - 02700 - 80410000 - 030 - 500312 Computer Software	\$ 205,440.00	\$ 205,440.00
Vendor Code: 171714 Geographic Solutions, Inc.		
RQ#: 119155		

Explanation

NHES is requesting approval of the attached contract amendment for an additional two years of maintenance and support of the new the Job Match & Labor Exchange System. Geographic Solutions, Inc. is the only vendor that can provide this service as they are the developer and owner of this software package and the sole organization that is allowed to support the software package.

The purpose of this contract amendment is to assure non-disjunctive operation of the Job Match & Labor Exchange System for two additional years.

Attached is the approval letter from the Office of Information Technology (#DoIT 2009-013A).

Sincerely,

Tara G. Reardon  
Commissioner

TGR/jdr  
Attachments



Employment  
SECURITY

32 SOUTH MAIN STREET  
CONCORD, NEW HAMPSHIRE 03301-4857

RS 10/676

#36  
9/17/08

CE 060730

RICHARD S. BROTHERS, Commissioner  
DARRELL L. GATES, Deputy Commissioner

September 3, 2008

His Excellency, Governor John H. Lynch  
and the Honorable Council  
State House  
Concord, NH 03301

REQUESTED ACTION

To authorize New Hampshire Employment Security (NHES) to enter into a contract with Geographic Solutions, Inc. (VC# 49812), Palm Harbor, FL in the amount not to exceed \$650,000.00 for a new Job Match and Labor Exchange System from the date of Governor and Council approval through June 30, 2011. 100% Federal funds.

Federal funds available for these services will be expended as follows, contingent upon availability and continued appropriations for fiscal years 2009 forward with the authority to adjust encumbrances in each of the State fiscal years through the Budget Office if needed and justified:

	<u>FY 2009</u>	<u>FY 2010</u>	<u>FY 2011</u>
010 - 027 - 8041 - 030 - 0312 Computer Software,	\$ 254,048.00	\$ 196,500.00	\$ 199,452.00

171714 Major

Vendor Code: 49812 Geographic Solutions, Inc.

EXPLANATION

NHES is requesting approval of the attached contract for a new Job Match and Labor Exchange System. The current Job Match System (JMS) is a homegrown system that is approximately ten (10) years old and at the end of its life cycle. The proposed new system is a commercial off the shelf (COTS) software package that will replace the current JMS providing a fully operational server-based Internet Job Matching and Labor Exchange System that will be able to provide a job matching process, case management and reporting capabilities for the United States Department of Labor (USDOL) programs, and allow for flexibility to include other programs. Geographic Solutions was the winning bidder on RFP 2009-013 (please see attached). As outlined in the RFP, this project is funded with 100% Federal funds and the total cost of the contract is not to exceed \$650,000. Funds are available as identified in the Approvals and Expenditures (A&E) System, RID 6705. The project shall

begin upon Governor and Executive Council approval, and have an implementation date of March 16, 2009. This project is identified in the New Hampshire Employment Security Technology Plan 2005-2009.

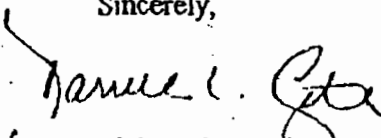
NHES believes this would be more costly and more time consuming to try to enhance the current system to meet current USDOL standards or to develop its own Job Match and Labor Exchange System than to purchase an already built and proven software package. This software package is being used by many other states and it already meets all USDOL standards and guidelines. A major benefit will be having an updated system with new technology and feature sets that are easy to use and that meet USDOL requirements. In addition, the new system will provide improved e-services to the NHES customer-base. This will aid in the effort to get unemployed individuals back to work quicker.

If this product is not procured, then agency operations and State citizens and employers are adversely affected. This application is currently the exclusive means for all client (job seekers and employers) job matching processes, case management and job posting capabilities. This application is responsible for getting unemployed citizens back to work as quickly as possible, and/or providing the training they need to enter a different career path. It is also responsible for all reporting capabilities for the USDOL programs. Without the upgraded system, NHES would not meet the federal requirements for reporting to the USDOL, and that could also cause a potential Federal funding loss for NHES. There is no financial impact on any other municipal or state agency, or the state general fund, as the project is 100% Federally funded.

Attached is the approval letter from the Office of Information Technology (#OIT-2009-013)

Also attached is a list of individuals on the scoring committee, their qualifications and the respective scores of submitted bids.

Sincerely,

  
for: Richard S. Brothers  
Commissioner

RSB/jr  
Attachments