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MJT



STATE OF NEW HAMPSHIRE
DEPARTMENT OF HEALTH AND HUMAN SERVICES
OFFICE OF INFORMATION SERVICES

Nicholas A. Toumpas
Commissioner

William L. Baggeroer
Chief Information Officer/Director

129 PLEASANT STREET, CONCORD, NH 03301-3857
603-271-4814 1-800-852-3345 Ext. 4814
Fax: 271-7100 TDD Access: 1-800-735-2964

August 28, 2013

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

REQUESTED ACTION

40% Medical Info's
40% General Info's

Authorize the Department of Health and Human Services, Office of Information Services, to enter into an amendment (Amendment I) that is a **retroactive** no-cost extension to an existing contract (Purchase Order #7000840) with NexJ Systems Inc. (formerly Broadstreet Data Solutions Inc.), Vendor #230842, 10 York Mills Road, Suite 700, Toronto, Ontario, M2P2G4 for Service Delivery Transformation-Data Repository software and services in the amount of \$907,854 effective upon Governor and Council approval through June 30, 2014. The Governor and Executive Council approved the original contract on October 17, 2012 (Item #31B).

Funding is available in SFY 2014, with authority to adjust encumbrances between State fiscal years through the Budget Office if needed and justified.

05-95-95-954010-0969 HEALTH AND SOCIAL SERVICES, DEPT OF HEALTH AND HUMAN SERVICES, HHS: COMMISSIONER, OFFICE OF INFORMATION SERVICES, REGIONAL ASSESSMENT DATABASE II

State Fiscal Year	Class/Object Code	Class Title	Current Budget	Increase/ Decrease	Revised Budget
2014	034-500099	Capital Projects	\$907,854	\$0	\$907,854
			<u>\$907,854</u>	<u>\$0</u>	<u>\$907,854</u>

EXPLANATION

This request is retroactive because there were unexpected delays in processing required documentation.

The Department of Health and Human Services is requesting approval of a no-cost extension to the NexJ Systems Inc. contract that is needed to complete the Master Data Repository Project. Delays to this project occurred due the additional time needed to complete development of the increasingly complex data analysis and reporting tool. The Department of Health and Human Services seeks to integrate the data with four (4) systems: Bridges, New Heights, New England Child Support System and Options.

The Department seeks greater integration and management of client services within the medical/clinical care services system with the Care Management initiative. The Department seeks to design a new service

delivery model of care that bridges client services gaps and fully integrates its non-Medicaid specific program data that lie within the human service area. In order to improve the Department of Health and Human Services'

ability to measure client outcomes, provide seamless integration of services, and meet the challenge of budget reductions and increasing caseloads, the Department of Health and Human Services needs to maximize its ability to analyze financial and utilization data. To accomplish this, the Department of Health and Human Services intends to continue the development and implementation of a Master Client-Centric Data Analysis and Repository tool.

Benefits to the Department of Health and Human Services include a software tool that will provide a robust client-centered and integrated data management approach to analyze data. This will result in improved measurement of client outcomes and provide more detailed reporting for budgeting and other purposes. The solution will integrate data sources into a common view that will facilitate departmental analysis and policy evaluation. It will also provide the framework for future consolidation of services to reduce redundant delivery of services and allow the Department of Health and Human Services to react pro-actively to emerging trends in service needs. The implementation of the Master Client-Centric Data Analysis and Repository tool is intended to provide client-centered and integrated data management approach to:

- 1) Analyze vendor performance based on population and client outcomes.
- 2) Provide performance driven analysis of our current contracts.
- 3) Enable geo-mapping capacity assessing client utilization of services by region, vendor, and across multiple Department of Health and Human Services' programs.
- 4) Assure efficient use of Department of Health and Human Services' resources (funding, staff, etc.).
- 5) Coordinate and integrate the services delivered based on client population needs.
- 6) Inform policy.
- 7) Track vendor capacity to meet the contract performance metrics and standards.
- 8) Provide a greater level of financial accountability.

NexJ Systems Inc.'s continuing work includes data repository implementation, configuration and integration, knowledge transfer, and staff training. The contract includes one year of maintenance and support of the system as well as 400 hours of consultative services for all aspects of data mining and predictive analytics practices, and dashboard development.

Should the Governor and Executive Council decide not approve this request, the Department of Health and Human Services will not be able to meet its goal of improving its ability to measure client outcomes, providing seamless integration of services, and meeting the challenge of budget reductions and increasing caseloads through maximization of its ability to analyze financial and utilization data. This will also inhibit the Department of Health and Human Services' goal of implementing a new service delivery model of care that bridges client services gaps and fully integrates its non-Medicaid specific program data that lie within the human service area.

This contract is the result of a competitive bidding process. The Service Delivery System Transformation-Data Repository, Analysis, Design and Planning Project Request for Proposal were competitively bid through Request for Proposal #2012-081. Request for Proposal #2012-081 was withdrawn and an amended Request for Proposal, #2013-005, was issued on March 8, 2012. Advertisement was through posting of the Request for Proposal on both the Department of Health and Human Services and the Department of Administrative Services websites. The Department of Health and Human Services received eleven (11) letters of intent in response to the second Request of Proposal. The Department of Health and Human Services ultimately received three (3) proposals in response to the Request for Proposal. The bidders included Broadstreet Data Solutions (currently NexJ Systems Inc.), IBM and Dynamics Resource Corporation.

Five (5) Department of Health and Human Services staff reviewed the proposals. (*See Attached Bid Summary, Table 1*). The reviewers based their evaluation criteria on the bidder's proposed solution, technical services, project management, company and staff qualifications and pricing. After reviewing and scoring, Broadstreet Data Solutions, Inc., and IBM were invited to oral presentations that were held on May 11, 2012. Dynamics Research Corporation was not invited because their proposal indicated that they could not meet all of the technical requirements set forth in the Request for Proposal.

All three proposals were scored. Out of a total possible 100 points, Broadstreet Data Solution, Inc. received a score of 90.4, IBM received a score of 77.4, and Dynamics Research Corporation received a score of 46.2. Scoring and selection was consistent with that set forth in the Request for Proposal. Broadstreet Data Solutions, Inc. was selected as the applicant who had the highest score based on their proposal and oral presentation. Their solution best addressed factors such as learning curve, complexity of the solution, suitability of the solution to meet desired goals, and independence from the vendor subsequent to deployment. (*See Attached Bid Summary, Table 2*).

The Request for Proposal provided for up to a one (1) year extension, pending satisfactory delivery of services by the vendor and Governor and Executive Council approval.

Area served: statewide.

Source of Funds: 40% Federal Funds and 60% General Funds.

In the event that the federal funds become no longer available, general funds will not be requested to support this service.

Respectfully submitted,



William L. Baggeroer
Chief Information Officer/Director

Approved by: 
Nicholas A. Toumpas
Commissioner

BID SUMMARY

Table 1: SDST-DR Proposal Evaluation Team		
Evaluator	Position	Expertise
William Baggeroer	Chief Information Officer	Mr. Baggeroer's background includes serving as both an Information Technology Consultant and Chief Information Officer in several companies.
Mary Ann Cooney	Associate Commissioner	Ms. Cooney's background includes ten (10) years of New Hampshire State Service where she has served as the Director of Public Health and is currently an Associate Commissioner in the Department of Health and Human Services
Richard Regan	Managing Analyst, Office of Information Services	Mr. Regan's background includes serving as a Chief Technology Officer in several companies.
Jeffrey Silver	Business Systems Analyst II Data Warehouse Services, Project Manager	Mr. Silver's background includes ten (10) years of New Hampshire State Service serving as a as a data systems analyst and he is currently the supervisor of the Department of Health and Human Services' Enterprise Data Warehouse.
Shanthi Venkatesan	Director of Reorganization Planning	Ms. Venkatesan's background includes eighteen (18) years of New Hampshire state service where she has served in several financial management roles of increasing responsibility.

Table 2: RFP Scoring for SDST-DR (Summary)	IBM BDO DRC		
	Score	Score	Score
Proposed Solution			
Topic 0 - Product Literature	20	20	5
Topic 1 - Software Architecture	40	60	10
Topic 2 - Software Releases	40	40	10
Topic 3 - Ad Hoc / Structured Reporting	35	75	5
Topic 4 - System Security	65	70	10
Topic 5 - Hardware System Architecture	50	65	20
Total Proposed Solution (Divided by 10)	25.0	33.0	6.0

Technical Services and Proj Mgmt Exp			
Topic 6 - IT Standards	5	5	1
Topic 7 - Interface Standards	10	10	2
Topic 8 - Backup and Recovery	5	5	5
Topic 9 - Assurance of Business Continuity	10	10	10
Topic 10 - Archiving	5	5	5
Topic 11 - Environment Setup	4	5	1
Topic 12 - Technical Knowledge Transfer	20	25	5
Topic 13 - Implementation Approach	5	10	2
Topic 14 - Testing	15	15	3
Topic 15 - Migration Strategy	14	16	1



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

Peter C. Hastings
Commissioner

August 28, 2013

Nicholas Toumpas, Commissioner
State of New Hampshire
Department of Health and Human Services
129 Pleasant Street
Concord, NH 03301-3857

Dear Commissioner Toumpas:

This letter represents formal notification that the Department of Information Technology (DoIT) has approved your agency's request to enter into a contract amendment with NextJ Systems, Inc. of Toronto, Ontario, CA (formerly Broadstreet Data Solutions Inc.), as described below and referenced as DoIT No. 2013-005A.

This is a request to enter into a contract amendment to allow for more time for NextJ to complete the development of a Master Data Repository and Analysis tool to support the Department of Health and Human Services' Service Delivery System Transformation initiative. This tool will enable the Department to create a central repository for client data across agency programs and improve client services delivery through the analysis of this data. The expiration date of the contract shall extend from September 30, 2013 to June 30, 2014. No additional funding is required.

A copy of this letter should be included with the Department of Health and Human Services' submission to the Governor and Executive Council.

Sincerely,

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

PCH/ltn
RFP2013-005A

State of New Hampshire
Department of Health and Human Services
Amendment 1 to the NexJ Systems Inc. Contract #2013-005

This 1st Amendment to the NexJ Systems Inc. (formerly Broadstreet Data Solutions, Inc.) contract (hereinafter referred to as "Amendment 1") dated this 26th day of August 2013, is by and between the State of New Hampshire, Department of Health and Human Services (hereinafter referred to as the "State" or "Department") and NexJ Systems Inc., (hereinafter referred to as "NexJ Systems Inc." or "the Contractor"), a company with a place of business at 10 York Mills Road, Suite 700, Toronto, Ontario, Canada.

Whereas NexJ Systems Inc. has acquired Broadstreet Data Solutions Inc., effective November 1, 2012, all rights and obligations under the contract 2013-005 formerly held by Broadstreet Data Solutions Inc. have been wholly assumed by NexJ Systems Inc.

WHEREAS, pursuant to an agreement (the "Contract") approved by the Governor and Executive Council on October 17, 2012, the Contractor agreed to perform certain services based upon the terms and conditions specified in the Contract and in consideration of certain sums specified; and

WHEREAS, the State and the Contractor have agreed to make changes to the scope of work, payment schedules and terms and conditions of the contract; and

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

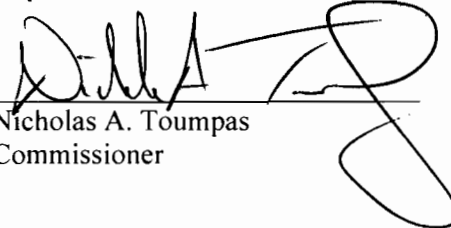
1. Except as specifically amended and modified by the terms and conditions in this Amendment, the obligations of the parties shall remain in full force and effect in accordance with the terms and conditions set forth in the Contract, as referenced above.
2. The Contract Agreement-Part 1, General Provisions are hereby amended as follows:
 - 2.1. Block 1.3, Contractor Name, is changed from "Broadstreet Data Solutions Inc." to "NexJ Systems Inc."
 - 2.2. Block 1.4, Contractor Address, is changed from "260 Peachtree Street, North West Suite #2200, Atlanta GA 30303 to "10 York Mills Road, Suite 700, Toronto, Ontario, Canada M2P2G4".
 - 2.3. Block 1.7, Completion Date, is changed from "September 30, 2013" to "June 30, 2014".
3. The Contract Agreement-Part 2, Terms and Definitions are hereby amended as follows: add the Term "Work Order" with the definition, "Work Orders are issued by the Department for vendor tasks in accordance with the terms and conditions of the contract."
4. The Contract Agreement – Department of Health and Human Service Required Documents "Exhibit O - Certificates and Attachments," Attachment D, (i) is hereby extended through June 30, 2014.

IN WITNESS WHEREOF, the parties have set their hands as of the date written below.

Contractor Initials: 

Date: August 26, 2013

State of New Hampshire
Department of Health and Human Services



Nicholas A. Toumpas
Commissioner

9/6/13
Date

NexJ Systems Inc.



NAME Rick Broley
TITLE COO

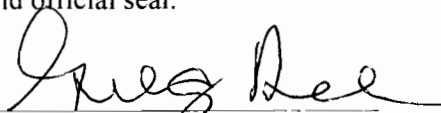
August 26, 2013
Date

NexJ Systems Inc.

City
STATE OF Toronto
Province
COUNTY OF Ontario

On this the 26th day of August 2013, before me, Rick Broley the undersigned officer,
personally appeared before me who acknowledged himself/herself to be the
Chief Operating Officer of NexJ Systems, Inc. and that he/she, as such _____
being authorized to do so, executed the foregoing instrument for the purposes therein contained, by signing
the name of the corporation by himself/herself as Chief Operating Officer.

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



Notary Public/Justice of the Peace

My commission expires: NA

Contractor Initials: MB
Date: August 26, 2013

The preceding Amendment, having been reviewed by this office, is approved as to form, substance, and execution.

OFFICE OF THE ATTORNEY GENERAL

By: *John C. Henick*
John C. Henick, Attorney

Date: *6 Sep. 2013*

I hereby certify that the foregoing contract was approved by the Governor and Council of the
State of New Hampshire at the Meeting on: _____ (date of meeting)

OFFICE OF THE SECRETARY OF STATE

By: _____

Title: _____

Date: _____

Contractor Initials: *MS*
Date: *Aug 26, 2013*

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 NexJ Systems Inc, a(n) Canada corporation, is authorized to transact business in New Hampshire and qualified on September 10, 2013. I further certify that all fees 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 10th day of September, A.D. 2013

A handwritten signature in black ink, appearing to read "Wm Gardner", written in a cursive style.

William M. Gardner
Secretary of State

CERTIFICATE OF AUTHORITY

I, Errol Singer, Chief Financial Officer of NexJ Systems Inc., do hereby certify that:

- (1) I am the duly elected and acting Chief Financial Officer of NexJ Systems Inc., a federally incorporated Canadian corporation (the "Corporation");
- (2) I maintain and have custody of and am familiar with the minute books of the Corporation;
- (3) I am duly authorized to issue certificates;
- (4) By-Law Number 4 of the Corporation enacted May 10, 2011 and effective on the date hereof, in full force and effect, unamended as of the date hereof, there being no other by-laws of the Corporation in effect, does give authority to any senior officer of the Corporation set out below to enter into a contract with the State of New Hampshire, acting by and through the Department of Health and Human services, providing for the performance by the Corporation of certain Information Technology Consulting services, and that said By-Law Number 4 authorizes any said senior officer of the Corporation 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) as any of them may deem necessary, desirable or appropriate to accomplish the same;
- (5) The signature of any said senior officer of the Corporation affixed to any instrument or document or document described in or contemplated by this certificate shall be conclusive evidence of the authority of said officer to bind this Corporation thereby;

(6) The following persons have been duly elected as senior officers of the Corporation, authorized to enter into contracts and sign on behalf of the Corporation, and now occupy the offices indicated below:

William Tatham, Chief Executive Officer

Errol Singer, Senior Vice President and Chief Financial Officer

Rick Broley, Senior Vice President and Chief Operating Officer

David Shepherd, Senior Vice President and Chief Technology Officer

IN WITNESS WHEREOF, I have signed below as the Chief Financial Officer of the Corporation this 26th day of August, 2013.

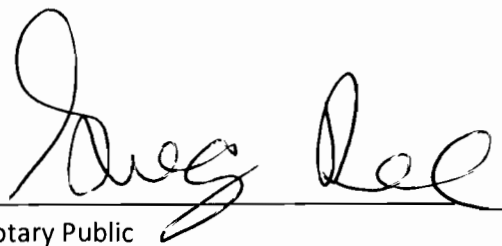


City of Toronto

Province of Ontario

On this 26th day of August, 2013, Errol Singer, the Chief Financial Officer of NexJ Systems Inc., personally appeared before me and as the Chief Financial Officer of NexJ Systems Inc. being authorized to do so, executed the foregoing instrument for the purposes therein contained, by signing his signature on behalf of and for NexJ Systems Inc.

IN WITNESS WHEREOF I hereunto set my hand and official seal as a Notary Public duly appointed and holding office in the Province of Ontario.



Notary Public

**Certificate of Insurance****No. 05****Dated: August 23, 2013**

This document supersedes any certificate previously issued under this number

This is to certify that the Policy(ies) of insurance listed below ("Policy" or "Policies") have been issued to the Named Insured identified below for the policy period(s) indicated. This certificate is issued as a matter of information only and confers no rights upon the Certificate Holder named below other than those provided by the Policy(ies).

Notwithstanding any requirement, term or condition of any contract or any other document with respect to which this certificate may be issued or may pertain, the insurance afforded by the Policy(ies) is subject to all the terms, conditions and exclusions of such Policy(ies). This certificate does not amend, extend or alter the coverage afforded by the Policy(ies). Limits shown are intended to address contractual obligations of the Named Insured.

Limits may have been reduced since Policy effective date(s) as a result of a claim or claims.

Certificate holder:

Department of Health and Human Services
ATTN: Commissioner
129 Pleasant Street
Concord, NH, 03301

Named Insured and Address:

NexJ Systems Inc.
& its subsidiary, Broadstreet Data Solutions America Inc.
10 York Mills Rd., Suite 706
Toronto, ON M2P 2G4

This certificate is issued regarding: Contract for Information Management Consulting

Type(s) of Insurance	Insurer(s)	Policy No	Dates	Sums Insured Or Limits of Liability	
COMMERCIAL GENERAL LIABILITY • Bodily Injury and Property Damage • \$5MM Products & Completed Operations/Annual Aggregate • Personal Injury and Advertising Injury • Owners & Contractors Protective • \$5MM CN Employers Liability • World Wide Territory • Contractual Liability Subject to policy terms, conditions, limitations & exclusions	Travelers Insurance Company	TRV0330262	August 1, 2013 to August 1, 2014	Per Occurrence and in the aggregate where applicable	CDN 5,000,000
PROPERTY INSURANCE • All risks of direct physical loss or damage subject to Policy terms, conditions, limitations & exclusions. • Additional Perils: Sewer Backup, Flood, Earthquake	Travelers Insurance Company	TRV0330262	August 1, 2013 to August 1, 2014	Unnamed Locations:	CDN 10,000

Additional information:**General Liability**

Certificate holder is included as additional insured but only as respects to liability arising out of the operations of the Named Insured.

Property Insurance

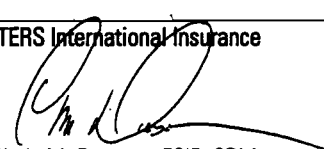
Certificate holder is included as loss payee but only as their interests may appear in connection with property provided to and in the care custody and control of the Named Insured

HUNTERS International Insurance

22 St. Clair Avenue East, Suite 401
Toronto, ON Canada M4T 2S3
Telephone: 416-323-8209
Fax: 416-323-9994

HUNTERS International Insurance

By:


Cindy M. Dawson, FCIP, CRM



Nicholas A. Toumpas
Commissioner

William L. Baggeroer
Chief Information Officer/Director

STATE OF NEW HAMPSHIRE 10/2 PM 1:03 PM
DEPARTMENT OF HEALTH AND HUMAN SERVICES
OFFICE OF INFORMATION SERVICES

129 PLEASANT STREET, CONCORD, NH 03301-3857
603-271-9469 1-800-852-3345 Ext. 9469
Fax: 271-4912 TDD Access: 1-800-735-2964 www.dhhs.nh.gov

October 4, 2012

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

REQUESTED ACTION

Authorize the Department of Health and Human Services (Department), to enter into a contract with Broadstreet Data Solutions, Inc., (Broadstreet), 260 Peachtree Street, NW. Suite # 2200, Atlanta, GA 30303 (Vendor # 228877) in the amount of \$907,854.00 to provide a Master Data Repository and Analysis tool to support the Department's Service Delivery System Transformation initiative, effective October 17, 2012, or upon date of Governor and Executive Council approval, whichever is later, through September 30, 2013. The funding for this contract was authorized in Chapter 253 of the Laws of 2011, making appropriation for Capital Improvements.

Funds are available in State Fiscal Year 2013 as follows:

40% FED 60% GEN

030-095-09690000-034-500099 OFFICE OF INFORMATION SERVICES, DEPARTMENT OF HEALTH AND HUMAN SERVICES: (Agency Class 034):

DHHS Account	Budget Line	Description	Fiscal Year	Amount
030-095-09690000-034-500099	1	11-253:1 VII-H REG ASSESS DBII	2013	\$907,854
		Total		\$907,854

EXPLANATION

The Department is responsible for administering all of the State's health and human services programs. The Department's human service delivery system is complex and data is stored and retrieved from numerous information systems throughout the organization. Several databases across the Department hold data of considerable value to these divisions but these databases have little capacity for integration, cross-organizational sharing, and/or analysis. As a result, the Department's ability to maximize financial and service utilization analysis is limited.

The Department seeks greater integration and management of client services within the medical/clinical care services system with the Care Management initiative. The Department seeks to design a new service delivery model of care that bridges client services gaps and fully integrates its non-Medicaid specific program data that lie within the human service area. In order to improve the Department's ability to measure client outcomes, provide seamless integration of services, and meet the challenge of budget reductions and increasing caseloads, the Department needs to maximize its ability to analyze financial and utilization data. To accomplish this, the Department intends to acquire and implement a Master Client-Centric Data Analysis and Repository tool and integrate it with five systems: Bridges, New Heights, NECSES, Options and Lawson.

Benefits to the Department include a software tool that will provide a robust client-centered and integrated data management approach to analyze data. This will result in improved measurement of client outcomes and provide more detailed reporting for budgeting and other purposes. The solution will integrate data sources into a common view that will facilitate departmental analysis and policy evaluation. It will also provide the framework for future consolidation of services to reduce redundant delivery of services and allow the Department to react pro-actively to emerging trends in service needs. The implementation of the Data Analysis and Repository tool is intended to provide a client-centered and integrated data management approach to:

- (1) Analyze vendor performance based on population and client outcomes,
- (2) Provide a performance driven analysis of our current contracts,
- (3) Enable geo-mapping capacity assessing client utilization of services by region, vendor, and across multiple Departmental programs,
- (4) Assure efficient use of Departmental resources (funding, staff, etc),
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Broadstreet's work will include data repository implementation, configuration and integration, knowledge transfer, and staff training. The contract will also include one year of maintenance and support of the system as well as 400 hours of consultative services for all aspects of data mining and predictive analytics practices, and dashboard development.

Should the Governor and Executive Council decide not to approve this request, the Department will not be able to meet its goals of improving its ability to measure client outcomes, providing seamless integration of services, and meeting the challenge of budget reductions and increasing caseloads through maximization of its ability to analyze financial and utilization data. This will also inhibit the Department's goal of implementing a new service delivery model of care that bridges client services gaps and fully integrates its non-Medicaid specific program data that lie within the human service area.

This contract is the result of a competitive bidding process. The Service Delivery System Transformation-Data Repository, Analysis, Design and Planning Project Request for Proposal was competitively bid through Request for Proposal #2012-081. Request for Proposal #2012-081 was withdrawn and an amended Request for Proposal, #2013-005, was issued on March 8, 2012. Advertisement was through posting of the Request for Proposal on both the Department of Health and Human Services and the Department of Administrative Services websites. The Department received eleven (11) letters of intent in response to the second

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Area served: statewide.

Funding: General Funds 60% and Federal Funds 40%.

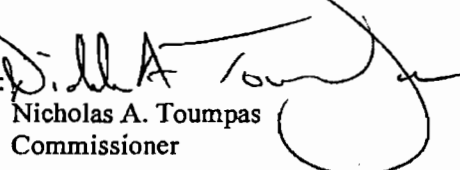
In the event that Federal Funds become no longer available, additional General Funds will not be requested to support this agreement.

Respectfully submitted,



William L. Baggeroer
Chief Information Officer

Approved by:



Nicholas A. Toumpas
Commissioner