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STATE OF NEW HAMPSHIRE
DEPARTMENT OF INFORMATION TECHNOLOGY
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 www.nh.gov/doit

Denis Goulet
 Commissioner

April 4, 2022

His Excellency, Governor Christopher T. Sununu
 and the Honorable Executive Council
 State House
 Concord, New Hampshire 03301

REQUESTED ACTION

Authorize the **Department of Information Technology, on behalf of the Department of Energy**, to enter into a project agreement with **TRN Digital, LLC. d/b/a TrnDigital (VC# 280281)** utilizing Statewide contract **8002852** under the Department of Administrative Services Statewide Master Agreements for **Microsoft/Office 365/Azure Cloud Solutions** in the amount not to exceed **\$86,226** for the purpose of **Dynamics 365 Support**, effective upon Governor and Council approval through **02/28/2023**. The Governor and Executive Council approved the Microsoft/Office 365/Azure Cloud Solutions Professional Services Contracts on April 7, 2021. 58% Transfer from Other Agency, 42% Federal Funds

Funds are available in the following accounts as follows for SFY 2022:

CAT#-DEPT#-AGENCY#-ACTIVITY#-ACCOUNTING UNIT #- DEPT NAME- AGENCY NAME -ACCOUNTING UNIT NAME CLASS- OBJECT - DESC	ACTIVITY CODE	FY 22
01-03-03-300010-76520000 DoIT-IT for Energy-046- 5000465 IT Consultants Non-benefit	03520013	\$50,000

100% Federal Funds

01-52-52-520010-11090000 ENGY-Office of the Commissioner 046-500464 Consultants – Damage Prevention Program		\$36,226
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EXPLANATION

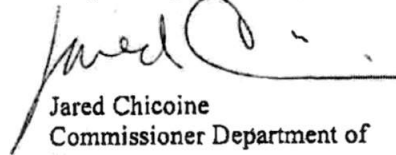
Contractor submissions were scored by a technical review team and TRNDigital was identified as the high scoring vendor. Further scoring details are included with this letter as Attachment A. This project is for the development and application support and enhancements of 3 Dynamics 365 applications on separate tenants within the State of NH Cloud for the Department of Energy. Contractor will work with Under Ground Damage Prevention

His Excellency, Governor Christopher T. Sununu
and the Honorable Executive Council
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Program (UGDPP) Business Owner and IT leadership to define the enhancements requested to the UGDPP Dynamics 365 application, develop and then implement them into production.

The Dept. of Information Technology in conjunction with the Dept. of Energy requests approval of this project agreement with TRN Digital.

Respectfully submitted,



Jared Chicoine
Commissioner Department of
Energy



Denis Goulet
Commissioner DOIT

DG/RA
DoIT Project Number: 2022-076
RID: 65249

D365 Support

The State used a scoring scale of 100 points. Points were distributed as follows:

- Cat 1 = Technical - 40
- Cat 2 = Interview - 30
- Cat 3 = Availability - 30

Note: Points must total 100.

Vendor	Ability to meet Technical requirements "Mandatory Expertise or Contractor Qualifications"	Ability to meet Availability "Key Staff Required with Subject Matter Expertise"	Interviews	TOTAL POINTS
	40 points	30 points	30 points	100 Max Points
Catapult Systems, LLC. 8002857	No Response			
Peridot Solutions, LLC. 8002854	No Response			
Presidio Networked Solutions, Inc. 8002858	No Response			
Softchoice Corporation 8002855	No Response			
Spruce Technologies, Inc. 8002856	21	30	10	61
TRN Digital, LLC 8002852	35	30	22	87
Windows Management Experts, Inc. 8002853	Non-Compliant = 0	0	0	0

Individual Scorer - Name	Individual Scorer - Position/Agency
Todd Ringelberg	DoIT – IT Lead

Cindy Dotlich	DoIT –ASD Manager
Paul Kasper	Director – Dept. of Energy - Enforcement
Amanda Noonan	Director – Dept. of Energy
Randy Arrant Jr.	DoIT – ASD Developer

Department Of Energy
State Of New Hampshire

Dynamics 365
Staff Augmentation

January 18, 2022



TrnDigital

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1. About TrnDigital

TrnDigital is a Boston-based company specializing in Microsoft with most of our resources having over 10 years of experience working with Microsoft technologies. We provide end-to-end services starting from Strategy Roadmap, Establishing Governance models, Information Architecture, Modern Intranets, Dynamics 365 services, Migration Services, Change Management, Microsoft Cloud, Custom Development to post deployment support and Managed Services. TrnDigital resources carry multiple years of experience in helping their customers across domain to build and support their applications on Microsoft platform.

Value Propositions / Differentiators

- We have the breadth and depth of experience in handling large scale Office 365 and Dynamics projects.
- We have a strong relationship with Microsoft including multiple competencies tied to Microsoft's Cloud Platform.
- We have converted many Access Databases to SharePoint Lists / PowerApps and understand the intricacies in modernizing Access DBs, and modeling process flows with Visio.
- We have experience in deploying Power BI in different models across our customers and will be bringing all our learnings to the table
- TrnDigital has a large pool of Certified Microsoft 365 Professionals with experience in executing projects including Microsoft Cloud application development, Migrations and Support.
- TrnDigital's IP and frameworks ensure process-focused and continuously optimized delivery. This will help jump start and accelerate multiple aspects of the engagement and bring industry experiences and best practices.

2. Business Technical Response

Eligibility

TrnDigital has Microsoft Gold Partner competency in DevOps, Collaboration and Content, Cloud Productivity and Silver Partner competency for Application Development and Small and Midmarket Cloud Solutions.



Experience

TrnDigital's professionals has been providing Microsoft Professional Services since 2005 and we have worked extensively with Microsoft Cloud. Our expertise includes Consulting, Integration and Development of applications in Microsoft 365 and Azure.

TRNDigital co-founded the Boston Office 365 User Group in 2015 and continue to contribute time as well as sponsor the group at the Platinum Level. Our employees speak at Microsoft conferences around the country and contribute to the overall community through blogging.

TrnDigital's Core Business Competencies are built around the Microsoft Stack of Collaboration, Productivity, and Cloud Solutions.

Staffing Capability

At TrnDigital we strive to build high-performance teams tailored to meet the specific needs of our clients. Our solutions are proven combinations of people, process and technology. The success of the TrnDigital model can be attributed to, in part, our ability to scale up/down, depending upon the current workload. We carefully vet opportunities and decide strategically on our responses based on our ability to deliver to the client. **We are prepared to accept the responsibilities accompanied by the award of this engagement and are confident in our abilities to meet the goals outlined in this RFQ.**

3. Scope and Deliverables

Scope:

- TrnDigital will be providing Dynamics 365 Developer under Staff Augmentation Model.
- Developer should have minimum of 3 years experience working with Dynamics 365 proficient in below skills
 - Ability to apply and PowerApps component framework (PCF) to build customized User Interface (UI) to blend with out-of-the-box Dynamics 365 CRM UI
 - Understanding of the Microsoft Azure environment
 - Proficient knowledge in SQL Server Integration Services (SSIS)
 - Skilled use of Business Intelligence (BI) with Power BI

Deliverables:

1. Testing and Implementation of Dynamics 365 Updates and releases both major and minor. Work with agency business owner and IT lead for various assigned assignments, troubleshooting and implementation.
2. Testing, schedule upon business approval and implementation of DigSafe Enhancement Project (hours tracked separately). Work with agency business owner and IT lead for various assigned assignments, troubleshooting and implementation.

Resumes

Hughes_D365_Dev. pdf



Hemant_D365_Dev. pdf



Anjali_D365_Dev.pdf

4. Assumptions

- Resource will be available 40 hours per week billed monthly.
- Bill should specify the breakdown of hours and include a status report for all efforts.
- Any software license will be purchased by the State of New Hampshire through a third-party contract

5. Cost Response

Role / Title	Hourly Rate
Dynamics 365 Developer	\$130

- The payment will be on Net 30 term

State of New Hampshire
RFQ #2022-076
Closing Date: 1/18/2022 @ 4:00 PM
Department of Energy Dynamics 365 Support Project

Technical out of 30 points

<u>Vendor</u>	<u>Technical Section Score</u>		
TRN Digital	94.67		30
Spruce Technology	91		28.84

Interviews out of 40 points

<u>Vendor</u>	<u>Interviews Section Score</u>		
TRN Digital	92.2		30
Spruce Technology	70		22.78

Financial out of 30 points

<u>Vendor</u>	<u>Pricing Section Score</u>		
TRN Digital	\$130.00		29
Spruce Technology	\$125.00		30

Combined Score out of 100 points

<u>Vendor</u>	<u>Total Score</u>
TRN Digital	89
Spruce Technology	81.61

Indicates highest score	
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Non Compliant
 Windows Management Experts

MAR23'21 PM 2:40 RCVD

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State of New Hampshire

DEPARTMENT OF ADMINISTRATIVE SERVICES
25 Capitol Street - Room 120
Concord, New Hampshire 03301
Office@das.nh.gov

Charles M. Arlinghaus
Commissioner
(603) 271-3201

Joseph B. Bouchard
Assistant Commissioner
(603) 271-3204

Catherine A. Keane
Deputy Commissioner
(603) 271-2069

March 23, 2021

His Excellency, Governor Christopher T. Sununu
and the Honorable Council
State House
Concord, New Hampshire 03301

REQUESTED ACTION

Authorize the Department of Administrative Services to enter into a contract with TRN Digital LLC of Boston, MA. (Vendor No. 280281), for an aggregate price limitation of \$10,000,000.00 among all awarded vendors, for Microsoft/Office 365/Azure Cloud Solutions Professional Services. The term shall be effective upon Governor and Council approval and ending on December 31, 2023 with the option to extend for two (2) additional one-year extension terms.

Funding shall be provided through individual agency expenditures, none of which shall be permitted unless there are sufficient appropriated funds to cover the expenditure.

EXPLANATION

The Department of Administrative Services, through the Bureau of Purchase and Property, and in collaboration with the Department of Information Technology, issued a request for proposal on April 24, 2020 with responses due on June 11, 2020. There were 10 compliant responses received.

It is the Department's intent to enter into contracts with the seven (7) highest scoring vendors where through a Request for Quote (RFQ) and Statement of Work (SOW) process the Department of Administrative Services, on behalf of a requesting State agency, will issue RFQ/SOW to all contractors. Each SOW will detail various requirements related to the services, planning and implementation of new projects. The project engagement will be based upon the lowest cost qualified quote. Project engagements under the agreements with a dollar value exceeding \$10,000 shall be brought before the Executive Council for approval prior to proceeding with the engagements.

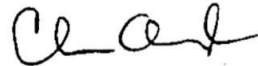
Microsoft tools, products and other cloud services have been deployed and extended to all Executive branch agencies within NH in FY2020. These deployments have enabled agencies to expand collaboration within and outside their agencies and will provide the ability to enhance business processes in ways previously not possible to support NH citizens. These capabilities have been especially beneficial given the need over the past year to increase collaboration throughout State government, while reducing the stress and agency reliance on the State's core infrastructure.

State agencies have already experienced increased productivity using technology that supports remote meetings, instant chat and messaging, project management tools and activity alert, document (storage, management, and collaboration), the ability to capture meeting videos, and many other functions. In addition, efforts are moving forward to deploy integrated email functions and other capabilities that will allow State agencies to provide citizen centric services and functions in new and creative ways.

The Microsoft 365 and other cloud platforms enable the State to react more quickly during times of crisis and provide base platforms that can be used as the State expands its future Digital Government Services that will drive process and product usage efficiencies, which will ultimately lead to improved citizen services and interoperability with NH Businesses and trusted partners. Through the proposed contracts, the State anticipates improvements in the following areas: automating business processes, providing prompt responses to tracking or delivering constituent needs, refining business operations based on access to insightful data, securing information within compliance of State and Federal regulations, and deploying rapid solutions throughout the State of New Hampshire's IT environment.

Enabling these capabilities will often require the use of expert resources that can assist the State to efficiently design, govern, maintain and provide ongoing management of these platforms in a secure, responsible and effective manner. Contracting mechanisms that shorten the "time to value" are needed to procure resources to work with State agencies and IT staff to supplement existing constrained resources that are needed to provide the skills necessary for the State to excel in its Digital Government Initiatives. Based on the foregoing, I am respectfully recommending approval of the contract with TRN Digital LLC.

Respectfully submitted,



Charles M. Arlinghaus
Commissioner