



HUB SUBCONTRACTING PLAN (HSP)

In accordance with Texas Gov't Code §2161.252, the contracting agency has determined that subcontracting opportunities are probable under this contract. Therefore, all respondents, including State of Texas certified Historically Underutilized Businesses (HUBs) must complete and submit this State of Texas HUB Subcontracting Plan (HSP) with their response to the bid requisition (solicitation).

NOTE: Responses that do not include a completed HSP shall be rejected pursuant to Texas Gov't Code §2161.252(b).

The HUB Program promotes equal business opportunities for economically disadvantaged persons to contract with the State of Texas in accordance with the goals specified in the 2009 State of Texas Disparity Study. The statewide HUB goals defined in 34 Texas Administrative Code (TAC) §20.13 are:

- **11.2 percent for heavy construction other than building contracts,**
- **21.1 percent for all building construction, including general contractors and operative builders contracts,**
- **32.7 percent for all special trade construction contracts,**
- **23.6 percent for professional services contracts,**
- **24.6 percent for all other services contracts, and**
- **21 percent for commodities contracts.**

- - Agency Special Instructions/Additional Requirements - -

In accordance with 34 TAC §20.14(d)(1)(D)(iii), a respondent (prime contractor) may demonstrate good faith effort to utilize Texas certified HUBs for its subcontracting opportunities if the total value of the respondent's subcontracts with Texas certified HUBs meets or exceeds the statewide HUB goal or the agency specific HUB goal, whichever is higher. When a respondent uses this method to demonstrate good faith effort, the respondent must identify the HUBs with which it will subcontract. If using existing contracts with Texas certified HUBs to satisfy this requirement, only contracts that have been in place for five years or less shall qualify for meeting the HUB goal. This limitation is designed to encourage Vendor rotation as recommended by the 2009 Texas Disparity Study.

For assistance in completing the HSP, contact the HUB Coordinator, Bernadette Davis at bernadette.davis@dir.texas.gov .

SECTION 1 RESPONDENT AND REQUISITION INFORMATION

- a. Respondent (Company) Name: General Dynamics Information Technology, Inc State of Texas VID #: 15411943226
 Point of Contact: Brittney Loveless Phone #: 405-680-6995
 E-mail Address: Brittney.Loveless@gdit.com Fax #: 405-680-8912
- b. Is your company a State of Texas certified HUB? - Yes - No
- c. Requisition #: DIR-SSD-TMP-199 Bid Open Date: 01 / 31 / 2013
(mm/dd/yyyy)

SECTION 2 SUBCONTRACTING INTENTIONS

After dividing the contract work into reasonable lots or portions to the extent consistent with prudent industry practices, and taking into consideration the scope of work to be performed under the proposed contract, including all potential subcontracting opportunities, the respondent must determine what portions of work, including goods and services, will be subcontracted. Note: In accordance with 34 TAC §20.11., an "Subcontractor" means a person who contracts with a prime contractor to work, to supply commodities, or to contribute toward completing work for a governmental entity.

a. Check the appropriate box (Yes or No) that identifies your subcontracting intentions:

- **Yes**, I will be subcontracting portions of the contract. (If **Yes**, complete Item b, of this SECTION and continue to Item c of this SECTION.)
- **No**, I will not be subcontracting any portion of the contract, and I will be fulfilling the entire contract with my own resources. (If **No**, continue to SECTION 3.)

b. List all the portions of work (subcontracting opportunities) you will subcontract. Also, based on the total value of the contract, identify the percentages of the contract you expect to award to Texas certified HUBs, and the percentage of the contract you expect to award to Vendors that are not a Texas certified HUB (i.e., Non-HUB).

Item #	Subcontracting Opportunity Description	HUBs		Non-HUBs
		Percentage of the contract expected to be subcontracted to HUBs with which you have had contracts in place for <u>five (5) years or less</u> .	Percentage of the contract expected to be subcontracted to HUBs with which you have had contracts in place for <u>more than five (5) years</u> .	Percentage of the contract expected to be subcontracted to non-HUBs .
1	Cloud Infrastructure as a Service (IaaS). The capability provided to the consumer is to provision processing, storage, networks, and other fundamental computing resources where the consumer is able to deploy and run arbitrary software, which can include operating systems and applications. The consumer does not manage or control the underlying cloud infrastructure but has control over operating systems, storage, deployed applications, and possibly limited control of select networking components (e.g., host firewalls).	0%	0%	5%
2	Cloud Platform as a Service (PaaS). The capability provided to the consumer is to deploy onto the cloud infrastructure consumer-created or acquired applications created using programming languages and tools supported by the provider.	0%	0%	5%
3	Cloud Broker. A cloud broker is an entity that manages the use, performance and delivery of cloud services, and negotiates relationships between cloud providers and cloud consumers. A cloud broker acts as the intermediary between consumer and provider and will help consumers through the complexity of cloud service offerings and may also create value-added cloud services.	15%	0%	10%
4	Cloud Assessment. The purpose of the cloud assessment is to assist an organization in establishing a strategy and roadmap for moving applications to the cloud. The assessment will enable the customer to identify candidates for cloud services, identify risks and benefits based on a set of criteria such as operational readiness, security, application characteristics, complexity, cost, etc. The cloud assessment may be provided as a service, as a tool to be used by the customer or a combination.	10%	0%	5%
Aggregate percentages of the contract expected to be subcontracted:		25%	%	25%

c. Check the appropriate box (Yes or No) that indicates whether you will be using only Texas certified HUBs to perform all of the subcontracting opportunities you listed in SECTION 2, Item b.

- **Yes** (If **Yes**, continue to SECTION 4 **and** complete an "HSP Good Faith Effort - Method A (Attachment A)" for each of the subcontracting opportunities you listed.)
- **No** (If **No**, continue to Item d, of this SECTION.)

d. Check the appropriate box (Yes or No) that indicates whether the **aggregate expected percentage** of the contract you will subcontract with Texas certified HUBs with which you have had contracts in place with for five (5) years or less **meets or exceeds** the HUB goal the contracting agency identified on page 1 in the "Agency Special Instructions/Additional Requirements".

- **Yes** (If **Yes**, continue to SECTION 4 **and** complete an "HSP Good Faith Effort - Method A (Attachment A)" for each of the subcontracting opportunities you listed.)
- **No** (If **No**, continue to SECTION 4 **and** complete an "HSP Good Faith Effort - Method B (Attachment B)" for each of the subcontracting opportunities you listed.)

Enter your company's name here: General Dynamics Information Technology, Inc.

Requisition #: DIR-SSD-TMP-199

SECTION 3 SELF PERFORMING JUSTIFICATION (If you responded "No" to SECTION 2, Item a, you must complete this SECTION and continue to SECTION 4.)

Check the appropriate box (Yes or No) that indicates whether your response/proposal contains an explanation demonstrating how your company will fulfill the entire contract with its own resources.

- **Yes** (If **Yes**, in the space provided below **list the specific page(s)/section(s)** of your proposal which explains how your company will perform the entire contract with its own equipment, supplies, materials and/or employees.)
- **No** (If **No**, in the space provided below **explain how** your company will perform the entire contract with its own equipment, supplies, materials and/or employees.)

SECTION 4 AFFIRMATION

As evidenced by my signature below, I affirm that I am an authorized representative of the respondent listed in SECTION 1, and that the information and supporting documentation submitted with the HSP is true and correct. Respondent understands and agrees that, if awarded any portion of the requisition:

- The respondent will provide notice as soon as practical to **all** the subcontractors (HUBs and Non-HUBs) of their selection as a subcontractor for the awarded contract. The notice must specify at a minimum the contracting agency's name and its point of contact for the contract, the contract award number, the subcontracting opportunity they (the subcontractor) will perform, the approximate dollar value of the subcontracting opportunity and the expected percentage of the total contract that the subcontracting opportunity represents. A copy of the notice required by this section must also be provided to the contracting agency's point of contact for the contract no later than ten (10) working days after the contract is awarded.
- The respondent must submit monthly compliance reports (Prime Contractor Progress Assessment Report – PAR) to the contracting agency, verifying its compliance with the HSP, including the use of and expenditures made to its subcontractors (HUBs and Non-HUBs). (The PAR is available at <http://www.window.state.tx.us/procurement/prog/hub/hub-forms/progressassessmentrpt.xls>).
- The respondent must seek approval from the contracting agency prior to making any modifications to its HSP, including the hiring of additional or different subcontractors and the termination of a subcontractor the respondent identified in its HSP. If the HSP is modified without the contracting agency's prior approval, respondent may be subject to any and all enforcement remedies available under the contract or otherwise available by law, up to and including debarment from all state contracting.
- The respondent must, upon request, allow the contracting agency to perform on-site reviews of the company's headquarters and/or work-site where services are being performed and must provide documentation regarding staffing and other resources.

signature on file	Terrance M. Ward	Staff Vice President, Contracts	31 January 2013
Signature	Printed Name	Title	Date

- REMINDER:**
- If you responded "**Yes**" to **SECTION 2, Items c or d**, you must complete an "HSP Good Faith Effort - Method A (Attachment A)" for **each** of the subcontracting opportunities you listed in SECTION 2, Item b.
 - If you responded "**No**" **SECTION 2, Items c and d**, you must complete an "HSP Good Faith Effort - Method B (Attachment B)" for **each** of the subcontracting opportunities you listed in SECTION 2, Item b.

HSP Good Faith Effort - Method B (Attachment B)

Enter your company's name here: General Dynamics Information Technology, Inc

Requisition #: DIR-SDD-TMP-199

IMPORTANT: If you responded "No" to SECTION 2, Items c and d of the completed HSP form, you must submit a completed "HSP Good Faith Effort - Method B (Attachment B)" for **each** of the subcontracting opportunities you listed in SECTION 2, Item b of the completed HSP form. You may photo-copy this page or download the form at <http://www.window.state.tx.us/procurement/prog/hub/hub-forms/HUBSubcontractingPlanAttachment-B.doc>

SECTION B-1 SUBCONTRACTING OPPORTUNITY

Enter the item number and description of the subcontracting opportunity you listed in SECTION 2, Item b, of the completed HSP form for which you are completing this attachment.

Item #: 1 Description: Cloud Infrastructure as a Service (IaaS)

SECTION B-2 MENTOR PROTÉGÉ PROGRAM

If respondent is participating as a Mentor in a State of Texas Mentor Protégé Program, submitting its Protégé (Protégé must be a State of Texas certified HUB) as a subcontractor to perform the subcontracting opportunity listed in SECTION B-1, constitutes a good faith effort to subcontract with a Texas certified HUB towards that specific portion of work.

Check the appropriate box (Yes or No) that indicates whether you will be subcontracting the portion of work you listed in SECTION B-1 to your Protégé.

- Yes (If Yes, to continue to SECTION B-4.)
- No / Not Applicable (If No or Not Applicable, continue to SECTION B-3.)

SECTION B-3 NOTIFICATION OF SUBCONTRACTING OPPORTUNITY

When completing this section you **MUST** comply with items a, b, c and d, thereby demonstrating your Good Faith Effort of having notified Texas certified HUBs and minority or women trade organizations or development centers about the subcontracting opportunity you listed in SECTION B-1. Your notice should include the scope of work, information regarding the location to review plans and specifications, bonding and insurance requirements, required qualifications, and identify a contact person.

When sending notice of your subcontracting opportunity, you are encouraged to use the attached HUB Subcontracting Opportunity Notice form, which is also available online at <http://www.window.state.tx.us/procurement/prog/hub/hub-subcontracting-plan/>

Retain supporting documentation (i.e., certified letter, fax, e-mail) demonstrating evidence of your good faith effort to notify the Texas certified HUBs and minority or women trade organizations or development centers.

- a. Provide written notification of the subcontracting opportunity you listed in SECTION B-1, to three (3) or more Texas certified HUBs. Unless the contracting agency specified a different time period, you must allow the HUBs at least seven (7) working days to respond to the notice prior to your submitting your bid response to the contracting agency. When searching for Texas certified HUBs, ensure that you use the State of Texas' Centralized Master Bidders List (CMBL) and Historically Underutilized Business (HUB) Search directory located at <http://www.window.state.tx.us/procurement/cmb/cmbhub.html>. HUB Status code "A" signifies that the company is a Texas certified HUB.
- b. List the three (3) Texas certified HUBs you notified regarding the subcontracting opportunity you listed in SECTION B-1. Include the company's Vendor ID (VID) number, the date you sent notice to that company, and indicate whether it was responsive or non-responsive to your subcontracting opportunity notice.

Company Name	VID #	Date Notice Sent (mm/dd/yyyy)	Did the HUB Respond?
Esolvit, Inc	1205835431200	11 / 28 / 2012	<input checked="" type="checkbox"/> - Yes <input type="checkbox"/> - No
Connecttel, Inc	1742771048200	11 / 28 / 2012	<input checked="" type="checkbox"/> - Yes <input type="checkbox"/> - No
Rhyan Technology Services	1742993828900	11 / 28 / 2012	<input checked="" type="checkbox"/> - Yes <input type="checkbox"/> - No

- c. Provide written notification of the subcontracting opportunity you listed in SECTION B-1 to minority or women trade organizations or development centers to assist in identifying potential HUBs by disseminating the subcontracting opportunity to their members/participants. Unless the contracting agency specified a different time period, you must provide your subcontracting opportunity notice to minority or women trade organizations or development centers at least seven (7) working days prior to submitting your bid response to the contracting agency.

A list of trade organizations and development centers that have expressed an interest in receiving notices of subcontracting opportunities is available on the Statewide HUB Program's webpage at <http://www.window.state.tx.us/procurement/prog/hub/mwb-links-1/>

- d. Enter the name of the minority or women trade organizations or development centers you notified regarding the subcontracting opportunity you listed in SECTION B-1. Include the date when you sent notice to it and indicate if it accepted or rejected your notice.

Minority/Women Trade Organizations or Development Centers	Date Notice Sent (mm/dd/yyyy)	Was the Notice Accepted?
Women's Business Enterprise Alliance	11 / 28 / 2012	<input checked="" type="checkbox"/> - Yes <input type="checkbox"/> - No

HSP Good Faith Effort - Method B (Attachment B) *Cont.*

Enter your company's name here: General Dynamics Information Technology, Inc

Requisition #: DIR-SDD-TMP-199

SECTION B-4 SUBCONTRACTOR SELECTION

- a. List the subcontractor(s) you selected to perform the subcontracting opportunity you listed in SECTION B-1. Also identify whether they are a Texas Certified HUB and their VID number, the approximate dollar value of the work to be subcontracted, the expected percentage of work to be subcontracted, and indicate whether the company is a Texas certified HUB.

Company Name	Texas Certified HUB	VID # (Required if Texas Certified HUB)	Approximate Dollar Amount	Expected Percentage of Contract
Esolvit, Inc	<input checked="" type="checkbox"/> - Yes <input type="checkbox"/> - No	1205835431200	\$NA (IDIQ)	0%
Connecttel, Inc	<input checked="" type="checkbox"/> - Yes <input type="checkbox"/> - No	1742771048200	\$NA (IDIQ)	0%
Rhyan Technology Services	<input checked="" type="checkbox"/> - Yes <input type="checkbox"/> - No	1742993828900	\$NA (IDIQ)	0%
Gravitant	<input type="checkbox"/> - Yes <input checked="" type="checkbox"/> - No	1200717145200	\$NA (IDIQ)	5%
NJVC	<input type="checkbox"/> - Yes <input checked="" type="checkbox"/> - No		\$NA (IDIQ)	0%
	<input type="checkbox"/> - Yes <input type="checkbox"/> - No		\$NA (IDIQ)	0%
	<input type="checkbox"/> - Yes <input type="checkbox"/> - No		\$NA (IDIQ)	0%

Note: Cloud Infrastructure as a Service (IaaS) is an emerging area of technology and, as more HUB vendors start providing those services, we hope to identify HUBs, and with approval from the contracting agency, subcontract opportunities to them.

- b. If any of the subcontractors you have selected to perform the subcontracting opportunity you listed in SECTION B-1 is **not** a Texas certified HUB, provide written justification for your selection process (attach additional page if necessary):

Gravitant

After more than a year of extensive market research aimed at identifying a technology partner with which to launch GDIT Cloud Brokerage and deliver Cloud Infrastructure as a Service (IaaS), GDIT found Gravitant to be the clear leader. Not only did Gravitant have the only deployed *true* cloud brokerage in the nation, it happened to be deployed for the Texas Department of Information Resources approximately 2 years ahead of many market research projections. Since that time, GDIT and Gravitant have worked closely to establish a secure cloud brokerage designed specifically to meet the needs of our State and Local, Federal, and DoD customers.

Gravitant delivers Cloud IaaS. Through Gravitant's agreements, cloud services brokerage experience, technology, business and financial model, Gravitant empowers enterprise IT to overcome the complexity and risks of cloud services across a multitude of providers with different kinds of services as well as different ways to use, operate, and cost those services.

Gravitant has worked with DIR and DIR Customers on the **Pilot Texas Cloud Offering (PTCO)** and was a contributor to the PTCO Lessons Learned Whitepaper. Texas State Agencies were able to simulate cross provider provisioning and estimate cost prior to deployment. The portal also allowed Agencies to establish complete command and control into their cloud IT.

REMINDER: As specified in SECTION 4 of the completed HSP form, if you (respondent) are awarded any portion of the requisition, you are required to provide notice as soon as practical to **all** the subcontractors (HUBs and Non-HUBs) of their selection as a subcontractor. The notice must specify at a minimum the contracting agency's name and its point of contact for the contract, the contract award number, the subcontracting opportunity it (the subcontractor) will perform, the approximate dollar value of the subcontracting opportunity and the expected percentage of the total contract that the subcontracting opportunity represents. A copy of the notice required by this section must also be provided to the contracting agency's point of contact for the contract no later than ten (10) working days after the contract is awarded.

HSP Good Faith Effort - Method B (Attachment B)

Enter your company's name here: General Dynamics Information Technology, Inc

Requisition #: DIR-SDD-TMP-199

IMPORTANT: If you responded "No" to SECTION 2, Items c and d of the completed HSP form, you must submit a completed "HSP Good Faith Effort - Method B (Attachment B)" for **each** of the subcontracting opportunities you listed in SECTION 2, Item b of the completed HSP form. You may photo-copy this page or download the form at <http://www.window.state.tx.us/procurement/prog/hub/hub-forms/HUBSubcontractingPlanAttachment-B.doc>

SECTION B-1 SUBCONTRACTING OPPORTUNITY

Enter the item number and description of the subcontracting opportunity you listed in SECTION 2, Item b, of the completed HSP form for which you are completing this attachment.

Item #: 2 Description: Cloud Platform as a Service (PaaS)

SECTION B-2 MENTOR PROTÉGÉ PROGRAM

If respondent is participating as a Mentor in a State of Texas Mentor Protégé Program, submitting its Protégé (Protégé must be a State of Texas certified HUB) as a subcontractor to perform the subcontracting opportunity listed in SECTION B-1, constitutes a good faith effort to subcontract with a Texas certified HUB towards that specific portion of work.

Check the appropriate box (Yes or No) that indicates whether you will be subcontracting the portion of work you listed in SECTION B-1 to your Protégé.

- Yes (If Yes, to continue to SECTION B-4.)
- No / Not Applicable (If No or Not Applicable, continue to SECTION B-3.)

SECTION B-3 NOTIFICATION OF SUBCONTRACTING OPPORTUNITY

When completing this section you **MUST** comply with items a, b, c and d, thereby demonstrating your Good Faith Effort of having notified Texas certified HUBs and minority or women trade organizations or development centers about the subcontracting opportunity you listed in SECTION B-1. Your notice should include the scope of work, information regarding the location to review plans and specifications, bonding and insurance requirements, required qualifications, and identify a contact person.

When sending notice of your subcontracting opportunity, you are encouraged to use the attached HUB Subcontracting Opportunity Notice form, which is also available online at <http://www.window.state.tx.us/procurement/prog/hub/hub-subcontracting-plan/>

Retain supporting documentation (i.e., certified letter, fax, e-mail) demonstrating evidence of your good faith effort to notify the Texas certified HUBs and minority or women trade organizations or development centers.

- a. Provide written notification of the subcontracting opportunity you listed in SECTION B-1, to three (3) or more Texas certified HUBs. Unless the contracting agency specified a different time period, you must allow the HUBs at least seven (7) working days to respond to the notice prior to your submitting your bid response to the contracting agency. When searching for Texas certified HUBs, ensure that you use the State of Texas' Centralized Master Bidders List (CMBL) and Historically Underutilized Business (HUB) Search directory located at <http://www.window.state.tx.us/procurement/cmb/cmbhub.html>. HUB Status code "A" signifies that the company is a Texas certified HUB.
- b. List the three (3) Texas certified HUBs you notified regarding the subcontracting opportunity you listed in SECTION B-1. Include the company's Vendor ID (VID) number, the date you sent notice to that company, and indicate whether it was responsive or non-responsive to your subcontracting opportunity notice.

Company Name	VID #	Date Notice Sent (mm/dd/yyyy)	Did the HUB Respond?
Esolvit, Inc	1205835431200	11 / 28 / 2012	<input checked="" type="checkbox"/> - Yes <input type="checkbox"/> - No
Connecttel, Inc	1742771048200	11 / 28 / 2012	<input checked="" type="checkbox"/> - Yes <input type="checkbox"/> - No
Rhyan Technology Services	1742993828900	11 / 28 / 2012	<input checked="" type="checkbox"/> - Yes <input type="checkbox"/> - No

- c. Provide written notification of the subcontracting opportunity you listed in SECTION B-1 to minority or women trade organizations or development centers to assist in identifying potential HUBs by disseminating the subcontracting opportunity to their members/participants. Unless the contracting agency specified a different time period, you must provide your subcontracting opportunity notice to minority or women trade organizations or development centers at least seven (7) working days prior to submitting your bid response to the contracting agency.

A list of trade organizations and development centers that have expressed an interest in receiving notices of subcontracting opportunities is available on the Statewide HUB Program's webpage at <http://www.window.state.tx.us/procurement/prog/hub/mwb-links-1/>

- d. Enter the name of the minority or women trade organizations or development centers you notified regarding the subcontracting opportunity you listed in SECTION B-1. Include the date when you sent notice to it and indicate if it accepted or rejected your notice.

Minority/Women Trade Organizations or Development Centers	Date Notice Sent (mm/dd/yyyy)	Was the Notice Accepted?
Women's Business Enterprise Alliance	11 / 28 / 2012	<input checked="" type="checkbox"/> - Yes <input type="checkbox"/> - No

HSP Good Faith Effort - Method B (Attachment B) *Cont.*

Enter your company's name here: General Dynamics Information Technology, Inc

Requisition #: DIR-SDD-TMP-199

SECTION B-4 SUBCONTRACTOR SELECTION

- a. List the subcontractor(s) you selected to perform the subcontracting opportunity you listed in **SECTION B-1**. Also identify whether they are a Texas Certified HUB and their VID number, the approximate dollar value of the work to be subcontracted, the expected percentage of work to be subcontracted, and indicate whether the company is a Texas certified HUB.

Company Name	Texas Certified HUB	VID # (Required if Texas Certified HUB)	Approximate Dollar Amount	Expected Percentage of Contract
Esolvit, Inc	<input checked="" type="checkbox"/> - Yes <input type="checkbox"/> - No	1205835431200	\$NA (IDIQ)	0%
Connecttel, Inc	<input checked="" type="checkbox"/> - Yes <input type="checkbox"/> - No	1742771048200	\$NA (IDIQ)	0%
Rhyan Technology Services	<input checked="" type="checkbox"/> - Yes <input type="checkbox"/> - No	1742993828900	\$NA (IDIQ)	0%
Gravitant	<input type="checkbox"/> - Yes <input checked="" type="checkbox"/> - No	1200717145200	\$NA (IDIQ)	0%
NJVC	<input type="checkbox"/> - Yes <input checked="" type="checkbox"/> - No		\$NA (IDIQ)	5%
	<input type="checkbox"/> - Yes <input type="checkbox"/> - No		\$NA (IDIQ)	0%
	<input type="checkbox"/> - Yes <input type="checkbox"/> - No		\$NA (IDIQ)	0%

Note: Cloud Platform as a Service (PaaS) is an emerging area of technology and, as more HUB vendors start providing those services, we hope to identify HUBs, and with approval from the contracting agency, subcontract opportunities to them.

- b. If any of the subcontractors you have selected to perform the subcontracting opportunity you listed in SECTION B-1 is **not** a Texas certified HUB, provide written justification for your selection process (attach additional page if necessary):

NJVC

NJVC supports customers at 160 locations on six continents. NJVC accomplishes its mission by: using commercial best practices and innovations to provide the highest level of IT solutions; providing dynamic transformation in alignment with each customer's mission, strategies, and vision; approaching their responsibilities with the intensity expected of a mission-critical IT provider; and working within a framework of people, processes, and technologies. NJVC delivers Cloud Platform as a Service (PaaS).

Cloudcuity (also powered by Gravitant software) is the NJVC framework for delivering secure cloud service offerings. Cloudcuity helps users transition their technology applications to a cloud environment, while cutting spending, improving process and billing inefficiencies while complying with a myriad of regulatory and security requirements.

AppDeployer (www.appdeployer.com) is a new and innovative PaaS that allows software developers to quickly create and publish marketable software as a service applications. Using AppDeployer, developers and independent software vendors can start building applications at no cost, and deploy enterprise-class software systems in weeks instead of years. Although AppDeployer is designed for ease of use, it can support the development of complex software applications for DIR customers. AppDeployer has been utilized by the U.S. government and commercial and academic organizations to build applications for a wide variety of functions, including catalog management, nonprofit management, team management, and collaboration and long-term care logistics.

NJVC has free Whitepapers and Case Studies posted on their website to help educate and market customers on the DIR Cloud Services offered. NJVC has cloud computing workshops and seminars that are designed to help customers improve their understanding of cloud computing concepts and technologies. NJVC's Kevin Jackson is a thought leader on Cloud Computing and uses social media outlets for promotion of cloud services. For example, he has promoted the DIR Pilot Texas Cloud Offering (PTCO) within a blog on Forbes.com.

REMINDER: As specified in SECTION 4 of the completed HSP form, if you (respondent) are awarded any portion of the requisition, you are required to provide notice as soon as practical to **all** the subcontractors (HUBs and Non-HUBs) of their selection as a subcontractor. The notice must specify at a minimum the contracting agency's name and its point of contact for the contract, the contract award number, the subcontracting opportunity it (the subcontractor) will perform, the approximate dollar value of the subcontracting opportunity and the expected percentage of the total contract that the subcontracting opportunity represents. A copy of the notice required by this section must also be provided to the contracting agency's point of contact for the contract no later than ten (10) working days after the contract is awarded.

HSP Good Faith Effort - Method B (Attachment B)

Enter your company's name here: General Dynamics Information Technology, Inc

Requisition #: DIR-SDD-TMP-199

IMPORTANT: If you responded "No" to SECTION 2, Items c and d of the completed HSP form, you must submit a completed "HSP Good Faith Effort - Method B (Attachment B)" for **each** of the subcontracting opportunities you listed in SECTION 2, Item b of the completed HSP form. You may photo-copy this page or download the form at <http://www.window.state.tx.us/procurement/prog/hub/hub-forms/HUBSubcontractingPlanAttachment-B.doc>

SECTION B-1 SUBCONTRACTING OPPORTUNITY

Enter the item number and description of the subcontracting opportunity you listed in SECTION 2, Item b, of the completed HSP form for which you are completing this attachment.

Item #: 3 Description: Cloud Broker

SECTION B-2 MENTOR PROTÉGÉ PROGRAM

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Check the appropriate box (Yes or No) that indicates whether you will be subcontracting the portion of work you listed in SECTION B-1 to your Protégé.

- Yes (If Yes, to continue to SECTION B-4.)
- No / Not Applicable (If No or Not Applicable, continue to SECTION B-3.)

SECTION B-3 NOTIFICATION OF SUBCONTRACTING OPPORTUNITY

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- b. List the three (3) Texas certified HUBs you notified regarding the subcontracting opportunity you listed in SECTION B-1. Include the company's Vendor ID (VID) number, the date you sent notice to that company, and indicate whether it was responsive or non-responsive to your subcontracting opportunity notice.

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Esolvit, Inc	1205835431200	11 / 28 / 2012	<input checked="" type="checkbox"/> - Yes <input type="checkbox"/> - No
Connecttel, Inc	1742771048200	11 / 28 / 2012	<input checked="" type="checkbox"/> - Yes <input type="checkbox"/> - No
Rhyan Technology Services	1742993828900	11 / 28 / 2012	<input checked="" type="checkbox"/> - Yes <input type="checkbox"/> - No

- c. Provide written notification of the subcontracting opportunity you listed in SECTION B-1 to minority or women trade organizations or development centers to assist in identifying potential HUBs by disseminating the subcontracting opportunity to their members/participants. Unless the contracting agency specified a different time period, you must provide your subcontracting opportunity notice to minority or women trade organizations or development centers at least seven (7) working days prior to submitting your bid response to the contracting agency.

A list of trade organizations and development centers that have expressed an interest in receiving notices of subcontracting opportunities is available on the Statewide HUB Program's webpage at <http://www.window.state.tx.us/procurement/prog/hub/mwb-links-1/>

- d. Enter the name of the minority or women trade organizations or development centers you notified regarding the subcontracting opportunity you listed in SECTION B-1. Include the date when you sent notice to it and indicate if it accepted or rejected your notice.

Minority/Women Trade Organizations or Development Centers	Date Notice Sent (mm/dd/yyyy)	Was the Notice Accepted?
Women's Business Enterprise Alliance	11 / 28 / 2012	<input checked="" type="checkbox"/> - Yes <input type="checkbox"/> - No

HSP Good Faith Effort - Method B (Attachment B) *Cont.*

Enter your company's name here: General Dynamics Information Technology, Inc

Requisition #: DIR-SDD-TMP-199

SECTION B-4 SUBCONTRACTOR SELECTION

- a. List the subcontractor(s) you selected to perform the subcontracting opportunity you listed in **SECTION B-1**. Also identify whether they are a Texas Certified HUB and their VID number, the approximate dollar value of the work to be subcontracted, the expected percentage of work to be subcontracted, and indicate whether the company is a Texas certified HUB.

Company Name	Texas Certified HUB	VID # (Required if Texas Certified HUB)	Approximate Dollar Amount	Expected Percentage of Contract
Esolvit, Inc	<input checked="" type="checkbox"/> - Yes <input type="checkbox"/> - No	1205835431200	\$NA (IDIQ)	7%
Connecttel, Inc	<input checked="" type="checkbox"/> - Yes <input type="checkbox"/> - No	1742771048200	\$NA (IDIQ)	6%
Rhyan Technology Services	<input checked="" type="checkbox"/> - Yes <input type="checkbox"/> - No	1742993828900	\$NA (IDIQ)	2%
Gravitant	<input type="checkbox"/> - Yes <input checked="" type="checkbox"/> - No	1200717145200	\$NA (IDIQ)	9%
NJVC	<input type="checkbox"/> - Yes <input checked="" type="checkbox"/> - No		\$NA (IDIQ)	1%
	<input type="checkbox"/> - Yes <input type="checkbox"/> - No		\$NA (IDIQ)	0%
	<input type="checkbox"/> - Yes <input type="checkbox"/> - No		\$NA (IDIQ)	0%

- b. If any of the subcontractors you have selected to perform the subcontracting opportunity you listed in SECTION B-1 is **not** a Texas certified HUB, provide written justification for your selection process (attach additional page if necessary):

Gravitant

After more than a year of extensive market research aimed at identifying a technology partner with which to launch GDIT Cloud Brokerage, GDIT found Gravitant to be the clear leader. Not only did Gravitant have the only deployed *true* cloud brokerage in the nation, it happened to be deployed for the Texas Department of Information Resources approximately 2 years ahead of many market research projections! Since that time, GDIT and Gravitant have worked closely to establish a secure cloud brokerage designed specifically to meet the needs of our State and Local, Federal, and DoD customers.

Gravitant delivers transformational cloud brokerage services & management enabling enterprises to optimize cloud consumption across public, private and hybrid clouds. Through Gravitant's cloud services brokerage experience, technology, business and financial model, Gravitant empowers enterprise IT to overcome the complexity and risks of cloud services across a multitude of providers with different kinds of services as well as different ways to use, operate, and cost those services.

Gravitant has worked with DIR and DIR Customers on the **Pilot Texas Cloud Offering (PTCO)** and was a contributor to the PTCO Lessons Learned Whitepaper. Gravitant's cloudMatrix technology offered Texas the ability to stand up a powerful and dynamic web-based cloud brokerage portal for government agencies to plan, procure, and manage IT services across providers. Texas State Agencies were able to simulate cross provider provisioning and estimate cost prior to deployment. The portal also allowed Agencies to establish complete command and control into their cloud IT. Gravitant's cloud brokerage solution; therefore, maximized the opportunity for Agencies to leverage cloud computing for improving government efficiency.

NJVC

NJVC supports customers at 160 locations on six continents. NJVC accomplishes its mission by: using commercial best practices and innovations to provide the highest level of IT solutions; providing dynamic transformation in alignment with each customer's mission, strategies, and vision; approaching their responsibilities with the intensity expected of a mission-critical IT provider; and working within a framework of people, processes, and technologies.

Cloudcuity (also powered by Gravitant software) is the NJVC framework for delivering secure cloud service offerings. Cloudcuity helps users transition their technology applications to a cloud environment, while cutting spending, improving process and billing inefficiencies while complying with a myriad of regulatory and security requirements.

AppDeployer (www.appdeployer.com) is a new and innovative Platform as a Service (PaaS) that allows software developers to quickly create and publish marketable software as a service applications. Using AppDeployer, developers and independent software vendors can start building applications at no cost, and deploy enterprise-class software systems in weeks instead of years. Although AppDeployer is designed for ease of use, it can support the development of complex software applications for DIR customers. AppDeployer has been utilized by the U.S. government and commercial and academic organizations to build applications for a wide variety of functions, including catalog management, nonprofit management, team management and collaboration and long-term care logistics.

NJVC has free Whitepapers and Case Studies posted on their website to help educate and market customers on the DIR Cloud Services offered. NJVC has cloud computing workshops and seminars that are designed to help customers improve their understanding of cloud computing concepts and technologies. NJVC's Kevin Jackson is a thought leader on Cloud Computing and uses social media outlets for promotion of cloud services. For example, he has promoted the DIR PTCO within a blog on Forbes.com.

REMINDER: As specified in SECTION 4 of the completed HSP form, if you (respondent) are awarded any portion of the requisition, you are required to provide notice as soon as practical to all the subcontractors (HUBs and Non-HUBs) of their selection as a subcontractor. The notice must specify at a minimum the contracting agency's name and its point of contact for the contract, the contract award number, the subcontracting opportunity it (the subcontractor) will perform, the approximate dollar value of the subcontracting opportunity and the expected percentage of the total contract that the subcontracting opportunity represents. A copy of the notice required by this section must also be provided to the contracting agency's point of contact for the contract no later than ten (10) working days after the contract is awarded.

HSP Good Faith Effort - Method B (Attachment B)

Enter your company's name here: General Dynamics Information Technology, Inc Requisition #: DIR-SDD-TMP-199

IMPORTANT: If you responded "No" to SECTION 2, Items c and d of the completed HSP form, you must submit a completed "HSP Good Faith Effort - Method B (Attachment B)" for **each** of the subcontracting opportunities you listed in SECTION 2, Item b of the completed HSP form. You may photo-copy this page or download the form at <http://www.window.state.tx.us/procurement/prog/hub/hub-forms/HUBSubcontractingPlanAttachment-B.doc>

SECTION B-1 SUBCONTRACTING OPPORTUNITY

Enter the item number and description of the subcontracting opportunity you listed in SECTION 2, Item b, of the completed HSP form for which you are completing this attachment.

Item #: 4 Description: Cloud Assessment

SECTION B-2 MENTOR PROTÉGÉ PROGRAM

If respondent is participating as a Mentor in a State of Texas Mentor Protégé Program, submitting its Protégé (Protégé must be a State of Texas certified HUB) as a subcontractor to perform the subcontracting opportunity listed in SECTION B-1, constitutes a good faith effort to subcontract with a Texas certified HUB towards that specific portion of work.

Check the appropriate box (Yes or No) that indicates whether you will be subcontracting the portion of work you listed in SECTION B-1 to your Protégé.

- Yes (If Yes, to continue to SECTION B-4.)
 - No / Not Applicable (If No or Not Applicable, continue to SECTION B-3.)

SECTION B-3 NOTIFICATION OF SUBCONTRACTING OPPORTUNITY

When completing this section you **MUST** comply with items a, b, c and d, thereby demonstrating your Good Faith Effort of having notified Texas certified HUBs and minority or women trade organizations or development centers about the subcontracting opportunity you listed in SECTION B-1. Your notice should include the scope of work, information regarding the location to review plans and specifications, bonding and insurance requirements, required qualifications, and identify a contact person.

When sending notice of your subcontracting opportunity, you are encouraged to use the attached HUB Subcontracting Opportunity Notice form, which is also available online at <http://www.window.state.tx.us/procurement/prog/hub/hub-subcontracting-plan/>

Retain supporting documentation (i.e., certified letter, fax, e-mail) demonstrating evidence of your good faith effort to notify the Texas certified HUBs and minority or women trade organizations or development centers.

- a. Provide written notification of the subcontracting opportunity you listed in SECTION B-1, to three (3) or more Texas certified HUBs. Unless the contracting agency specified a different time period, you must allow the HUBs at least seven (7) working days to respond to the notice prior to your submitting your bid response to the contracting agency. When searching for Texas certified HUBs, ensure that you use the State of Texas' Centralized Master Bidders List (CMBL) and Historically Underutilized Business (HUB) Search directory located at <http://www.window.state.tx.us/procurement/cmb/cmbhub.html>. HUB Status code "A" signifies that the company is a Texas certified HUB.
- b. List the three (3) Texas certified HUBs you notified regarding the subcontracting opportunity you listed in SECTION B-1. Include the company's Vendor ID (VID) number, the date you sent notice to that company, and indicate whether it was responsive or non-responsive to your subcontracting opportunity notice.

Company Name	VID #	Date Notice Sent (mm/dd/yyyy)	Did the HUB Respond?
Esolvit, Inc	1205835431200	11 / 28 / 2012	<input checked="" type="checkbox"/> - Yes <input type="checkbox"/> - No
Connecttel, Inc	1742771048200	11 / 28 / 2012	<input checked="" type="checkbox"/> - Yes <input type="checkbox"/> - No
Rhyan Technology Services	1742993828900	11 / 28 / 2012	<input checked="" type="checkbox"/> - Yes <input type="checkbox"/> - No

- c. Provide written notification of the subcontracting opportunity you listed in SECTION B-1 to minority or women trade organizations or development centers to assist in identifying potential HUBs by disseminating the subcontracting opportunity to their members/participants. Unless the contracting agency specified a different time period, you must provide your subcontracting opportunity notice to minority or women trade organizations or development centers at least seven (7) working days prior to submitting your bid response to the contracting agency.

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- d. Enter the name of the minority or women trade organizations or development centers you notified regarding the subcontracting opportunity you listed in SECTION B-1. Include the date when you sent notice to it and indicate if it accepted or rejected your notice.

Minority/Women Trade Organizations or Development Centers	Date Notice Sent (mm/dd/yyyy)	Was the Notice Accepted?
Women's Business Enterprise Alliance	11 / 28 / 2012	<input checked="" type="checkbox"/> - Yes <input type="checkbox"/> - No

HSP Good Faith Effort - Method B (Attachment B) *Cont.*

Enter your company's name here: General Dynamics Information Technology, Inc

Requisition #: DIR-SDD-TMP-199

SECTION B-4 SUBCONTRACTOR SELECTION

- a. List the subcontractor(s) you selected to perform the subcontracting opportunity you listed in **SECTION B-1**. Also identify whether they are a Texas Certified HUB and their VID number, the approximate dollar value of the work to be subcontracted, the expected percentage of work to be subcontracted, and indicate whether the company is a Texas certified HUB.

Company Name	Texas Certified HUB	VID # (Required if Texas Certified HUB)	Approximate Dollar Amount	Expected Percentage of Contract
Esolvit, Inc	<input checked="" type="checkbox"/> - Yes <input type="checkbox"/> - No	1205835431200	\$NA (IDIQ)	5%
Connecttel, Inc	<input checked="" type="checkbox"/> - Yes <input type="checkbox"/> - No	1742771048200	\$NA (IDIQ)	4%
Rhyan Technology Services	<input checked="" type="checkbox"/> - Yes <input type="checkbox"/> - No	1742993828900	\$NA (IDIQ)	1%
Gravitant	<input type="checkbox"/> - Yes <input checked="" type="checkbox"/> - No	1200717145200	\$NA (IDIQ)	2%
NJVC	<input type="checkbox"/> - Yes <input checked="" type="checkbox"/> - No		\$NA (IDIQ)	3%
	<input type="checkbox"/> - Yes <input type="checkbox"/> - No		\$NA (IDIQ)	0%
	<input type="checkbox"/> - Yes <input type="checkbox"/> - No		\$NA (IDIQ)	0%

- b. If any of the subcontractors you have selected to perform the subcontracting opportunity you listed in SECTION B-1 is **not** a Texas certified HUB, provide written justification for your selection process (attach additional page if necessary):

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