



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.

Prelude Systems, Inc.'s HUB Goal for this bidding opportunity is 24.6%

SECTION 1 RESPONDENT AND REQUISITION INFORMATION

- a. Respondent (Company) Name: Prelude Systems, Inc. State of Texas VID #: 13308466534
 Point of Contact: Vince Burns Phone #: 512-582-7507
 E-mail Address: vburns@preludesys.com Fax #: 909-801-2369
- b. Is your company a State of Texas certified HUB? - Yes - No
- c. Requisition #: DIR-SDD-TMP-197 Bid Open Date: 9-17-2012

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 and SECTION 4.)

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 a <u>continuous contract</u> * in place for five (5) years or less.	Percentage of the contract expected to be subcontracted to HUBs with which you have a <u>continuous contract</u> * in place for more than five (5) years.	Percentage of the contract expected to be subcontracted to non-HUBs .
1	Staff Augmentation: Business Analysis	5%	%	0%
2	Staff Augmentation: Database Admin. And Support	5%	%	0%
3	Staff Augmentation: Application Development	5%	%	0%
4	Staff Augmentation: Application Support	5%	%	0%
5	Staff Augmentation: Legacy system development and support (Powerbuilder, Mainframe, Model 204)	5%	%	0%
6		%	%	%
7		%	%	%
8		%	%	%
9		%	%	%
10		%	%	%
11		%	%	%
12		%	%	%
13		%	%	%
14		%	%	%
15		%	%	%
Aggregate percentages of the contract expected to be subcontracted:		25%	%	%

(Note: If you have more than fifteen subcontracting opportunities, a continuation sheet is available online at <http://window.state.tx.us/procurement/prog/hub/hub-subcontracting-plan/>)

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 a continuous contract* 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.)

***Continuous Contract:** Any existing written agreement (including any renewals that are exercised) between a prime contractor and a HUB vendor, where the HUB vendor provides the prime contractor with goods or service under the same contract for a specified period of time. The frequency the HUB vendor is utilized or paid during the term of the contract is not relevant to whether the contract is considered continuous. Two or more contracts that run concurrently or overlap one another for different periods of time are considered by CPA to be individual contracts rather than renewals or extensions to the original contract. In such situations the prime contractor and HUB vendor are entering (have entered) into "new" contracts.

Enter your company's name here: <u>Prelude Systems, Inc.</u>	Requisition #: <u>DIR-SDD-TMP-197</u>
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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	Vince Burns	V.P IT Business Solutions	9-24-12
Signature (mm/dd/yyyy)	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: <u>Prelude Systems, Inc.</u>	Requisition #: <u>DIR-SDD-TMP-197</u>
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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 #: _____ Description: _____

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 and SECTION B-4.)

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. Also, be mindful that a working day is considered a normal business day of a state agency, not including weekends, federal or state holidays, or days the agency is declared closed by its executive officer. The initial day the subcontracting opportunity notice is sent/provided to the HUBs and to the minority or women trade organizations or development centers is considered to be "day zero" and does not count as one of the seven (7) working days.

- 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?
			<input type="checkbox"/> - Yes <input type="checkbox"/> - No
			<input type="checkbox"/> - Yes <input type="checkbox"/> - No
			<input type="checkbox"/> - Yes <input type="checkbox"/> - No

- c. Provide written notification of the subcontracting opportunity you listed in SECTION B-1 to two (2) or more minority or women trade organizations or development centers in Texas 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. List two (2) 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?
		<input type="checkbox"/> - Yes <input type="checkbox"/> - No
		<input type="checkbox"/> - Yes <input type="checkbox"/> - No

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

Enter your company's name here: Prelude Systems, Inc.

Requisition #: DIR-SDD-TMP-197

SECTION B-4 SUBCONTRACTOR SELECTION

- a. Enter the item number and description of the subcontracting opportunity for which you are completing this Attachment B continuation page.

Item #: _____ Description: _____

- b. 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 # <small>(Required if Texas certified HUB)</small>	Approximate Dollar Amount	Expected Percentage of Contract
	<input type="checkbox"/> - Yes <input type="checkbox"/> - No		\$	%
	<input type="checkbox"/> - Yes <input type="checkbox"/> - No		\$	%
	<input type="checkbox"/> - Yes <input type="checkbox"/> - No		\$	%
	<input type="checkbox"/> - Yes <input type="checkbox"/> - No		\$	%
	<input type="checkbox"/> - Yes <input type="checkbox"/> - No		\$	%
	<input type="checkbox"/> - Yes <input type="checkbox"/> - No		\$	%
	<input type="checkbox"/> - Yes <input type="checkbox"/> - No		\$	%
	<input type="checkbox"/> - Yes <input type="checkbox"/> - No		\$	%
	<input type="checkbox"/> - Yes <input type="checkbox"/> - No		\$	%
	<input type="checkbox"/> - Yes <input type="checkbox"/> - No		\$	%

- c. 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):

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.

HUB Subcontracting Opportunity Notification Form

In accordance with Texas Gov't Code, Chapter 2161, each state agency that considers entering into a contract with an expected value of \$100,000 or more shall, before the agency solicits bids, proposals, offers, or other applicable expressions of interest, determine whether subcontracting opportunities are probable under the contract. The state agency I have identified below in **Section B** has determined that subcontracting opportunities are probable under the requisition to which my company will be responding.

34 Texas Administrative Code, §20.14 requires all respondents (prime contractors) bidding on the contract to provide notice of each of their subcontracting opportunities to at least three (3) Texas certified HUBs (who work within the respective industry applicable to the subcontracting opportunity), and allow the HUBs at least seven (7) working days to respond to the notice prior to the respondent submitting its bid response to the contracting agency. In addition, the respondent must provide notice of each of its subcontracting opportunities to minority/women trade organizations or development centers at least seven (7) working days prior to submitting its bid response to the contracting agency.

We respectfully request that vendors interested in bidding on the subcontracting opportunity identified in **Section C** reply no later than the date and time identified in **Section C, Item 1**. Submit your response to the point-of-contact referenced in **Section A**.

Section A	PRIME CONTRACTOR'S INFORMATION	
Company Name:	Prelude Systems, Inc.	State of Texas VID #: 1330846653400
Point-of-Contact:	Vince Burns	Phone #: 512-582-7507
E-mail Address:	vburns@preludesys.com	Fax #: 909-801-2369

Section B	CONTRACTING STATE AGENCY AND REQUISITION INFORMATION	
Agency Name:	_____	
Point-of-Contact:	_____	Phone #: _____
Requisition #:	_____	Bid Open Date: _____

Section C	SUBCONTRACTING OPPORTUNITY RESPONSE DUE DATE, DESCRIPTION, REQUIREMENTS AND RELATED INFORMATION	
1. Potential Subcontractor's Bid Response Due Date:	<p>Our firm must receive your bid response to this subcontracting opportunity no later than 5:00 P.M., Central Daylight Standard Time on: _____ 9-24-2012 (Date)</p> <p>(Note: In accordance with 34 TAC §20.14, each notice of subcontracting opportunity shall be provided to <u>at least three (3)</u> Texas certified HUBs, and allow the HUBs <u>at least seven (7) working days</u> to respond to the notice prior to submitting our bid response to the contracting agency. In addition, we must provide the same notice to minority/women trade organizations or development centers <u>at least seven (7) working days</u> prior to submitting our bid response to the contracting agency.)</p>	
2. Scope of Work:	Business Systems and Analysis, Application Development, Application Support, Database Administration and Support, Legacy Systems Development and Support	
3. Required Qualifications: <input type="checkbox"/> - Not Applicable	Expertise in providing qualified and skilled resources for Java/J2EE, .NET, SQL Server, Oracle 11, Model 204, ILOG Rule Engine, Service Oriented Architecture (SOA), Business Intelligence/Data Warehouse, Quality Assurance and Testing	
4. Bonding/Insurance Requirements: <input type="checkbox"/> - Not Applicable	Responding firms are subject to all DIR insurance and workers compensation requirements. Proof of insurance must be provided upon contract award.	

<p>5. Location to review plans/specifications: <input type="checkbox"/> - Not Applicable</p>	<p>3520 Executive Center Drive, Suite 140, Austin, TX 78731</p>
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Appendix A – Supporting Documentation

Opportunity Solicitation Email to HUB Organizations

Begin forwarded message:

From: Vince Burns <vburns@preludesys.com>

Subject: HUB partner and teaming opportunity for DBITS

Date: September 16, 2012 11:33:44 PM PDT

Bcc: Roy Mata <rmata@tgsaustin.com>, "info@texashubs.org" <info@texashubs.org>, "bids@wbea-texas.org" <bids@wbea-texas.org>, "asteele@wbcsouthwest.org" <asteele@wbcsouthwest.org>

PreludeSys is requesting assistance in identifying HUB partners for our DIR response to RFO DIR-SDD-TMP-197 for Deliverables Based Information Technology Services (DBITS).

Please distribute this opportunity to your participating list of members.

The solicitation notice attached in PDF format. Please let me know if another format is required.

Thanking you in advance!

Appendix A – Supporting Documentation

Opportunity Solicitation Email Attachment sent to HUB Organizations



**Notice for HUB Opportunity
(Request for Offer DIR-SDD-TMP-197)**

HUB responses due by EOD Monday September 24th, 2012

Dear HUB Vendor,

PreludeSys is interested in partnering you. We are preparing our response for Deliverables Based Information Technology Services (DBITS) submitted by the Department of Information Resources.

PreludeSys intends to develop teaming agreements with qualified HUB vendors to provide specialized support and staff augmentation for one or more of the following categories.

1. Application Maintenance and Support
2. Application Development
3. Service Oriented Architecture (SOA)
4. Business Intelligence and Data Warehouse
5. Technology Migration – Upgrade and Transformation

Your response should include the following if your company is interested this opportunity.

1. A written notice confirming your interest in partnering with PreludeSys as a HUB vendor.
2. Your firms Core Competencies, Relevant Project Work and Agency or Customer Experience.
3. Your HUB Certification and Vendor ID numbers.

Responses should be sent vburns@preludesys.com.

Feel free to Vince Burns at the above email with any questions regarding this inquiry.

Thank you for reviewing this opportunity and we look forward to receiving your response.

Appendix A – Supporting Documentation: HUB Partner Confirmation 1



C&T Information Technology Consulting, Inc.

201 S. Lakeline Blvd, Suite 803, Cedar Park, TX 78613

Ph: 512-610-0040, Fax: 512-231-8044, Email: sales@candttech.com

www.candttech.com

C&T Information Technology Consulting

**Opportunity for
Historically Underutilized Business to Participate with
PreludeSys**

**Texas Department of Information Resources
Deliverables-Based Information Technology Services
(DBITS)**

Request for Offer DIR-SDD-TMP-197

September 20, 2012

Prepared for:

Prelude Systems, Inc.

Attn: Vince Burns

Prepared by:

Jennifer Conway

C&T Information Technology Consulting, Inc.

201 S. Lakeline Blvd, Suite 803,

Cedar Park, TX 78613

512-610-0040

sales@candttech.com



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www.candttech.com

September 20, 2012

Mr. Burns:

C&T Information Technology Consulting, Inc. (C&T Info Tech) is pleased to respond to DIR-SDD-TMP-197 as a HUB subcontractor for Staff Augmentation services on the DBITS contract with PreludeSys Consultants and the State of Texas. C&T Info Tech is uniquely qualified to work with the PreludeSys on this endeavor. C&T is driven by its core values in all that we do; People, Knowledge, Integrity and Success. As you review our proposal, please note the factors that distinguish us from other organizations.

Commitment to Quality

C&T InfoTech specializes in staff augmentation and provides a wide variety of IT services in support of government entities and commercial businesses, with an objective to optimize their clients' performance and productivity through the use of our carefully qualified professionals. Solid interpersonal and communication skills, along with appropriate work experience, are the common denominator of C&T Info Tech's technical staff, which typically hold advanced degrees and have worked extensively in IT systems development and/or management capacities. C&T InfoTech has the ability to respond to clients' staffing requirements with limited notice at competitive prices, which has earned C&T InfoTech a loyal client base.

C&T InfoTech has earned the status of a top performing vendor working with the State of Texas, among nearly 130 competitors, based on successful placement of qualified individuals, quality and caliber of our contractors, customer satisfaction, compliance with varying complex requirements and our responsiveness to customer needs. C&T's performance and reputation can be ascertained through the Department of Information Resources and our quarterly evaluation metrics. C&T InfoTech has established a reputation for integrity and ethical business practices, as well as the ability to offer comprehensive solutions in a variety of hardware and software environments.

C&T Info Tech has assembled an outstanding team of professionals with senior-level credentials who have successfully completed various implementation projects. Our team has worked in similar technology environments specific to each agency, and is skilled in requirements development, technical architecture, database design, and systems integration, as well as in leading and managing the implementation efforts of vital public-sector systems.

Commitment to Excellence

C&T Info Tech has a proven record of successful accomplishment with over 9 years of history, providing IT consulting, including design, development, implementation, and operations and maintenance services to Texas State and Local Government clients. We understand risk mitigation for IT projects through ongoing commitment to the Project Management Body of Knowledge (PMBOK) and have delivered similar projects on time and within budget by using our rigorous management approach. We know that our Clients require a vendor to meet project timelines and schedules and be responsive to its project needs. C&T Info Tech will bring the same level of commitment and expertise to all of PreludeSys's efforts.

What sets C&T apart from our competitors is that our clients are our business, and our consultants are our reputation. We take every step possible to get to know you, your business and your philosophy, so that we can make sure that the expertise we provide is a perfect fit, both technically and personally. We help you build bridges to both the future and the past, right here in the present.

Commitment to the State of Texas and HUB Partnering

C&T Info Tech has been working with the State of Texas since 2003 servicing nearly all of the State and local agencies that maximize their use of various DIR contract vehicles. In turn, as a certified HUB and WBE, C&T Info Tech supports diversified business and encourages, stimulates and fosters the growth of all minority and small businesses, supporting their full participation in procurement activities and by affording them a full and fair

opportunity to work with C&T Info Tech.

To enhance our capabilities, C&T Info Tech has strategically selected Subcontractors and HUB partners, with Texas State experience who share our commitment to quality. These relationships will assist in providing highly skilled resources of exceptional quality that are familiar with our Clients' environments.

Additionally, C&T Info Tech just wrapped up a project as a HUB subcontracting partner on a DBITS contract with the Texas Commission of Environmental Quality. This contract was made possible specifically by C&T Info Tech's reputation and experience with TCEQ's variety of technical requirements, programs and projects. C&T has completed other projects with TCEQ, Texas Guaranteed Student Loans, the Texas Department of Transportation, Texas Education Agency, Texas Department of Motor Vehicles, IBM, Texas Office of the Attorney General, Texas Health & Human Services Commission, Texas Department of Aging & Disability Services, Texas Comptroller's Office, Texas Department of Assistive & Rehabilitative Services, Texas Department of Public Safety, Texas Department of Family & Protective Services, Southwest Airlines, and Texas Mutual. C&T Info Tech has also worked with several other Texas State Agencies and Texas-based companies over the past 9 years, where we have built and managed mutually beneficial relationships.

C&T Info Tech's commitment to fulfilling project needs has made us a trusted and reliable name amongst our Clients. This same attention and professionalism will be guaranteed to all of PreludeSys's customers. We look forward to working with you and your staff on this important effort.

We are thankful for your support of small, local, and HUB business, and look forward to strategic alliances, and your continued support of our growth in Texas. Below is an experience summary of C&T Info Tech's various State of Texas clients and project experience.

Jennifer Conway

C&T **IN**formation **TECH**nology Consulting Inc.

201 S. Lakeline Blvd., Suite 803

Cedar Park, Texas 78613

Ph: 512-610-0040, Fax: 512-231-8044, Cell: 708-705-2366

1) Company Information

Company Name: C&T Information Technology Consulting Services, Inc.

**Point-of-contact information: Jennifer Conway,
Account Manager
512-610-0040
sales@candttech.com**

HUB category: WBE

Vendor ID: 0800164355

2) Proof of Insurance and/or Bonding

Provide proof of insurance and/or
bondability.

C&T has been working with the State of Texas since 2003. In order to do so, our insurance is required to be up to date and compliant with the State of Texas and the Department of Information Resources requirements.

3) List each of the nine Service categories for which vendor wants to team with PreludeSys:

1. Applications Maintenance & Support
2. Enterprise Resource Planning
3. Project Management
4. Technology Upgrade/Migration & Transformation
5. Applications Development
6. Information Technology and Assessments and Planning
7. Service Oriented Architecture
8. IV&V
9. Business Intelligence and Data Warehouse

References Available Upon Request

Applications Maintenance & Support

We are seeking vendors to provide consulting services and augment PreludeSys staff in Application Maintenance and Support opportunities as they become known.

C&T has worked on several Maintenance and Support projects. Some examples include, but are not limited to:

TEA

TCEQ

OAG

Texas Guaranteed Student Loans

TxDOT

Enterprise Resource Planning (ERP)

We are seeking vendors to provide consulting services and augment PreludeSys staff in providing ERP services.

C&T has worked on several ERP projects. Some examples include, but are not limited to:

**CPA
Collin County**

Project Management

We are seeking vendors to provide consulting services and augment PreludeSys staff in Project Management opportunities as they become known.

C&T has worked on several Project Management projects. Some examples include, but are not limited to:

**DARS
TxDOT
Texas Guaranteed Student Loans
TEA
Austin Energy
Fire Firefighters Pension Commission**

Technology Upgrade/Migration & Transformation

We are seeking vendors to provide consulting services and augment PreludeSys staff in Technology Upgrade/Migration & Transformation opportunities as they become known.

C&T has worked on several Technology Upgrade/Migration and Transformation projects. Some examples include, but are not limited to:

**DADS
OAG
HHSC
TEA
Texas Guaranteed Student Loans**

Applications Development

We are seeking vendors to provide consulting services and augment PreludeSys staff in Applications Development opportunities as they become known.

C&T has worked on several Application Development projects. Some examples include, but are not limited to:

**TxDOT
DMV
DPS
TCEQ
Texas Guaranteed Student Loans
TIERS – HHSC
MCATS/Medicaid - HHSC**

Information Technology and Assessments and Planning

We are seeking vendors to provide consulting services and augment PreludeSys staff in Information Technology and Assessment Planning opportunities as they become known.

C&T has worked on several IT Assessment and planning projects. Some examples include, but are not limited to:

TxDOT

**TEA
DADS
DARS**

C&T has also provided resources for IT Assessment and Planning to both Travis County and the City of Austin for proposals not yet awarded.

Service Oriented Architecture

We are seeking vendors to provide consulting services and augment PreludeSys staff in Service Oriented Architecture opportunities as they become known.

C&T has worked on several Service Oriented Architecture projects. Some examples include, but are not limited to:

**TG
TEA
TG
DADS
TEA**

IV&V

We are seeking vendors to provide consulting services and augment PreludeSys staff in IV&V opportunities as they become known.

C&T has worked on several IV&V projects. Some examples include, but are not limited to:

**TEA
OAG
DADS
DARS
TEA**

Business Intelligence and Data Warehouse

We are seeking vendors to provide consulting services and augment PreludeSys staff in Business Intelligence and Data Warehouse opportunities as they become known.

C&T has worked on several Business Intelligence and Data Warehouse projects. Some examples include, but are not limited to:

**TEA
TG
TxDOT**

Appendix A – Supporting Documentation: HUB Partner Confirmation 2

From: "Michael L. Baudler" <Michael.Baudler@ptg.com>
Subject: RE: HUB opportunity DBITS (PreludeSys)
Date: September 20, 2012 7:14:09 PM CDT
To: Vince Burns <vburns@preludesys.com>

Vince,

Thanks for contacting PTG regarding the HUB partnering for DBITS. Please see below regarding the requested information:

1. Yes, PTG would like to be considered in PreludeSys
2. Precision Task Group, Inc. (PTG) is an information technology (IT) services, solutions and integration firm headquartered in Houston, Texas. PTG has successfully provided integrated technology solutions to commercial and public sector clients since 1980. We are continually selected by our clients and strategic partners for our exemplary record of delivering innovative and cost-effective solutions, as we offer a broad range of expertise including Enterprise Resource Planning (ERP), Business Intelligence, Wireless Integration Solutions, Workforce Management, IT Managed Services, Web Application Development, Solution Design, Application Delivery and IT Staff Augmentation or Hourly-Based IT.

PTG's mission is to provide customers with the IT solutions, tools and resources required to meet their goals. PTG achieves excellence by utilizing teams of knowledgeable and technologically-diverse information systems specialists, and by ensuring adherence to its ISO certification protocols and standards, which have been maintained by PTG for the past six years including its current ISO 9001:2008 certification.

From a partnership perspective, throughout PTG history it has had an evolving and very successful relationship with a select number of technology leading companies such as in the case of SAP and IBM. In the case of SAP, PTG has achieved the status and designation as a SAP Services Partner, in fact with this designation and program membership since May 2005. PTG's SAP Services Partner role has led it to successful project implementation efforts across a variety of commercial and public sector end clients with a lead technological experiential role across functional knowledge areas of SAP including SAP Controlling (CO), Materials Management (MM), Sales and Distribution (SD), Property, and Financial Accounting (FI) module components. PTG has also maintained an active and mutually rewarding partnership relationship with IBM, having had the fortune of serving in a Mentor/Protégé DoD sanctioned role with IBM as well as having been designated as a Small Business core IBM team member on major Federal IDIQ awards, such as in the case of EAGLE, ENCORE II, ALLIANT and ITES-2S.

3. HUB Certification/Vendor ID 1742131973600 / 66234

Thanks for selecting PTG and we look forward to developing our relationships. Please let me know the next time you are in Texas.

Regards,

Michael Baudler
Precision Task Group, Inc.
9801 Westheimer, Ste. 803
Houston, Texas 77042

713-787-1112 (Direct)
713-781-7481 (Main)
713-787-1132 (Fax)
281-804-3980 (Cell)

michael.baudler@ptg.com

www.ptg.com
ISO 9001:2008 Certified
GSA IT Schedule 70 Contract GS-35F-0552P
DUNS 784558702

From: Vince Burns [<mailto:vburns@preludesys.com>]
Sent: Wednesday, September 19, 2012 2:41 PM
To: Michael L. Baudler
Subject: HUB opportunity DBITS (PreludeSys)

Hi Mike,

Thank you for taking the time today to discuss the HUB partnering opportunity for Deliverable Based Information Technology Services (DBITS) under the Department of Information Resources (DIR).

I'm pleased that PTG has agreed to partner with PreludeSys in a HUB subcontracting capacity. I have attached the HUB solicitation notice we initiated to announce this opportunity.

We need some additional information from PTG to include in our proposal response.

Please provide the following information as soon as possible.

1. A reply confirming your interest in partnering with PreludeSys
2. A brief response highlighting your company's core competencies, relevant client or agency experience.
3. Your HUB certification/Vendor ID number.

Thanking you in advance!



VINCE BURNS
V.P. IT Business Solutions

949.390.5486 • Direct
310.766.3079 • Cell
909.801.2369 • eFax

Appendix A – Supporting Documentation: HUB Partner Confirmation 3

From: Ahmed Moledina <amoledina@soaltech.com>
Subject: Re: HUB-DBITS Partnership with PreludeSys
Date: September 14, 2012 3:56:50 PM CDT
To: Vince Burns <vbums@preludesys.com>

Thanks Vince. Looking forward to working with you.

Good luck!

Ahmed Moledina



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Austin, TX 78759
Cell: 512.413.0397
www.soaltech.com

Soal Technologies, LLC. is a Texas HUB Vendor, Certified Minority Business Enterprise (MBE) and a Certified Disadvantaged Business Enterprise (DBE).

From: Vince Burns <vbums@preludesys.com>
To: amoledina@soaltech.com
Date: 09/14/2012 03:48 PM
Subject: HUB-DBITS Partnership with PreludeSys

Hi Ahmed,

Thanks for the time. I will circle-back with you soon with updates.



VINCE BURNS
V.P. IT Business Solutions

949.390.5456 - Direct
310.766.3079 - Cell
909.801.2369 - other