

Statement of Work (SOW) Results

As part of its SMSA contract with the Virginia Information Technology Agency (VITA), Computer Aid, Inc. (CAI) has performed an in-depth evaluation of vendors to determine which firms can be relied upon to successfully complete SOW projects through the SMSA contract. This document describes this process in greater detail.

Process

- CAI developed a standardized questionnaire that focused on the following four key areas:
 - Company Information** such as years in business, certifications, D&B score, etc.
 - Financial Information** based on financial statements and legal actions
 - Personnel Details** such as number of staff, placements, training programs, turnover, experience in deliverables-based work, etc.
 - Firm Experience** in the following 15 specialty areas:

SPECIALTY AREAS		
Application Development	Back Office Solutions	Business Continuity Planning
Business Intelligence	Business Process Re-engineering	Enterprise Architecture
Enterprise Content Mgmt.	GIS	Information Security
IT Infrastructure	IT Strategic Planning	Project Management
Public Safety Communications	Radio Engineering Services	IV&V

The questionnaire was created by leveraging CAI's experience as an information technology services firm familiar with managing projects of various size and scope, industry practice surveys, procurement research, and legal and financial subject matter experts. The questionnaire design allowed for a fair and objective evaluation process in which all vendors were given equal consideration.

- CAI sent out the questionnaire to a Commonwealth-provided list of more than 6,000 firms, utilizing an application specifically designed for such mass mailings.
- Vendors were given one month to respond to the questionnaire. During that time, CAI Account Managers (AMs) responded to vendor questions and reviewed submissions for completeness. If any information was missing from a firm's response, CAI gave them an opportunity to provide the necessary information.
- 116 vendors submitted complete surveys to CAI by the response deadline. The responses were then reviewed and evaluated by CAI's team of ten senior level project managers as well as its Corporate Attorney and Chief Financial Officer, who provided guidance on evaluating a firm's financial capabilities. Firms were scored on the four criteria above, resulting in an initial list of qualified vendors.
- CAI then developed a tiering structure based on the firms' project experience and financial capacity. Tier 1 firms were pre-qualified to respond to Statements of Requirement (SORs) with estimated budgets up to \$300K; Tier 2 firms were pre-qualified to respond to SORs up to \$800K; and Tier 3 firms were pre-qualified to respond to SORs up to \$2M.
- The initial list of qualified vendors was then reviewed for overall consistency of evaluation and compliance to the Commonwealth's procurement history.
- CAI completed its comprehensive evaluation and determined the final list of vendors that will be able to compete for the chance to provide SOW solutions under the SMSA contract.

The list of qualified SOW vendors appears on the following pages, with an "X" denoting the tier and the specialty areas in which they qualify.

VENDOR	TIER			SPECIALTY AREA														
	1	2	3	App Dev	Bus Cont. Planning	Bus Intellig	Bus Process Reengineer	Enterprise Arch	Enterprise Content Mgt	Back Office Solutions	GIS	Information Security	IT Infrastructure	IT Strategic Planning	Project Mgt	Public Safety Commun.	Radio Eng. Services	IV&V
APEX Systems, Inc.	X			X											X			
Applied Geographics, Inc.		X									X							
Assura, Inc.		X			X							X						
Avanco International, Inc.			X	X		X												
BranCore Technologies	X			X														
BuddoBot Inc.	X											X	X					
C. C. Pace Systems, Inc.	X			X											X			
CACI, Inc.			X	X	X		X					X		X	X			X
CapTech			X	X		X	X	X				X		X	X			
Celerity			X	X			X								X			
CIBER Inc.			X	X		X								X	X			
ClientFirst Consulting Group, LLC	X													X				
Code X, Inc.			X	X		X	X			X		X	X		X			
Comsys (aka Experis a Manpower Group)			X	X	X				X	X		X			X			
Core Consulting	X			X			X							X	X			
Cyret Technologies, Inc.	X			X											X			
Data Concepts		X		X														
Data Directions, Inc.	X			X											X			
DATA Inc.			X	X														
Desktop Service Center, Inc. tba TECHEAD	X			X											X			
Dewberry & Davis, LLC							X				X							
Dominion Digital		X		X			X	X	X	X				X				
DominionTek, Inc.	X												X					
Eiden Sytems Corporation			X	X	X			X	X			X	X		X			
ETELIC INC.	X			X		X	X	X				X			X			
Fahrenheit Technology			X	X		X									X			
Fugro EarthData, Inc.			X								X							
GeoComm Inc.			X								X					X	X	
Idea Integration Corp			X	X		X		X	X	X	X	X						
Impact Makers	X			X		X						X		X	X			X
IndraSoft, Inc.	X			X														
Infolinx System Solutions	X			X					X									
Integrity Consulting	X				X							X			X			
Intekras, Inc			X		X							X			X			X
IPC Technologies, Inc.	X												X					
Ironworks			X	X		X			X					X	X			

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Keiter, Stephens, Hurst, Gary & Shreaves, P.C.	X				X							X		X				
Kinsail Corporation	X			X			X	X						X	X			
KPMG			X	X	X	X	X	X				X	X	X	X			X
KST Data Inc.			X									X						
LanceSoft, Inc.			X	X		X			X				X		X			
Michael Baker Jr., Inc.			X	X							X							
Momentum, Inc.		X					X							X	X			
Morton Consulting	X			X					X									
Navigator Management Partners LLC			X	X		X	X	X		X				X	X			
Netvision Resources	X			X														
Networking Technologies and Support, Inc.													X	X				
OpenSource Connections, LLC	X			X														
PCC Technology Group, LLC			X	X	X	X									X			
Planet Technologies			X	X		X			X	X			X					
PLANIT Technology Group			X					X				X	X	X	X			
Ricoh Americas	X								X				X					
Ryan Consulting Group	X					X												
Sapphire Technologies U.S., a Randstad Company	X			X									X		X			
Spy Pond Partners		X		X		X	X	X	X						X			
SyCom Technologies			X					X					X					
Synch-Solutions			X	X		X							X		X			
TCSC – The Computer Solution Company		X		X		X			X									
TechCaliber Consulting, LLC		X												X				
Technisource			X	X				X					X	X	X			
The IQ Business Group		X		X					X						X			
The North Highland Company			X		X	X	X	X	X			X	X	X	X			X
The Northridge Group, Inc.		X												X				
Timmons Group			X								X							
Transcend Spatial Solutions		X		X				X			X			X				
Tri-Force Consulting Services, Inc.		X		X														
U.S. Information Technologies Corporation			X	X		X							X					
Unisys			X	X			X	X	X	X		X	X	X	X	X		
Universal Adaptive Consulting Services, Inc.		X										X	X					
V Group, Inc.		X		X		X	X	X				X	X					
Veris		X		X				X			X			X	X			X
WorldView Solutions, Inc.			X	X							X			X				