

Approved Suppliers for VA Statement of Work (SOW) Network

As part of the IT Contingent Labor (ITCL) contract with the Virginia Information Technology Agency (VITA), Computer Aid, Inc. (CAI) annually performs an in-depth evaluation of suppliers to determine which firms can be relied upon to successfully complete SOW projects through the Contract. The list below shows the firms that are currently approved to compete for fixed price, deliverable-based projects under \$2 million. Each firm's financial tier is shown and their approved specialty areas are marked by X's.

VENDOR	TIER	SPECIALTY AREA													
		App Dev	Back Office Solutions	Bus Cont. Planning	Bus Intellig	Bus Process Reengineer	Enterprise Arch	Enterprise Content Mgt	GIS	Information Security	IT Infrastructure	IT Strategic Planning	Project Mgt	Public Safety Commun	Radio Eng Services
AAC Utility Partners	2										X	X			
Aecom	3							X		X	X		X	X	
Aeon Nexus Corporation	2	X			X										
AKA Enterprise Solutions	2	X	X		X		X			X		X			
American Internet Services Network	1	X							X	X					
Anderson & Associates	1							X							
APEX Systems, Inc.	1	X			X					X		X			
Application Software Technology Corporation	3	X	X		X		X	X							
Applied Geographics, Inc.	2	X						X			X				
Assura, Inc.	2			X					X						
Astyra	1	X								X					
B2B Solutions	1	X								X	X				
BranCore Technologies	1	X						X							
BuddoBot Inc.	1								X						
CapTech	3	X			X	X	X		X		X	X			
Cedarbridge Group	1					X					X				
Celerity IT	3	X						X							
CGI	3	X	X	X	X	X	X	X	X	X	X	X	X		
Chesapeake Conservancy	2							X							
CIBER Inc.	3	X			X		X	X			X	X			
Cirdan Group	1					X					X	X			X
Cognosante Consulting, LLC	3										X	X			X
Core Consulting	1	X			X					X	X	X			
Creative Information Technology, Inc.	1	X			X		X								
CSG Government Solutions	3				X	X					X	X			X
Data Concepts	2	X						X							
DATA Inc.	2	X													
Daybreak IT Solutions	1	X													
Delasoft, Inc.	1	X						X							
Deloitte Consulting LLP	3	X	X	X	X	X	X	X	X	X	X	X	X	X	X
Dixon Hughes Goodman LLP	3			X		X			X		X				X
Document Access Systems	1						X								
Eiden Systems Corporation	2	X		X			X	X		X	X	X			
Ennas Technology Integration Systems, Inc. dba Entec Systems	1									X					
ePlus Technology, Inc.	3						X		X	X	X	X	X		
Ernst and Young LLP	3	X	X	X	X	X	X		X	X	X	X			X

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ETELIC INC.	1	X			X	X	X					X			
Experis	3	X	X	X	X	X		X				X			
Forsyte IT Solutions	1									X					
Fugro Geospatial Inc.	2							X							
GeoComm, Inc.	3							X					X		
GeoDecisions	2	X						X							
Grant Thornton LLP	3				X	X			X		X	X			X
HyperGen, Inc.	1	X	X							X		X			
Impact Makers	3	X		X	X	X			X	X	X	X			X
INFIAN LLC	2									X					
Infosys Publics Services, Inc.	3	X			X	X	X					X			
Inspired Data Solutions	1					X	X			X	X		X	X	
Institute for Data Research, Inc. (Data Blueprint)	1	X			X		X				X	X	X		
Integrity Consulting Solutions	2			X		X			X		X	X	X		X
International Consulting Services, LLC	1										X	X			X
iQuasar LLC	1	X	X		X	X						X			
iWorks Corporation	2	X										X			
JMT Technology Group	3	X				X		X	X			X			
Kimble Associates	1						X		X						
Kinsail Corporation	1	X				X	X			X	X	X			
L.R. Kimball	2							X			X		X	X	
LanceSoft, Inc.	3	X			X			X		X		X			
Michael Baker Jr., Inc.	3	X						X					X		
Mission Critical Partners, Inc.	2									X	X		X	X	
Morgan Franklin Consulting	3		X		X	X			X		X	X			
Mythics, Inc.	3	X	X		X			X	X	X		X			
Networking Technologies and Support, Inc.	2									X	X				
NTT Data	3	X	X		X		X		X	X	X	X			X
Open Roads	3	X								X					
Patriot Consulting DBA Thought Logic	1				X	X					X	X			
PCMG Inc	2						X			X					
Planet Technologies	3	X	X		X			X		X					
Powersolv, Inc.	1	X			X										
Presidio Networked Solutions LLC	3						X		X	X	X		X		
Project Performance Company, LLC	2	X					X		X	X		X			
Public Knowledge LLC	2											X			X
Quantum Spatial Solutions	3	X						X				X			
RADGOV	1	X													
RCC Consultants, Inc.	3											X	X	X	
RICOH USA, Inc.	2		X			X		X		X					

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Rising Tides	1	X														
RPI Group, Inc.	1								X	X						
Sahasra Technologies Corp. dba STLogics	1				X		X									
Sanborn	3							X								
SAP Public Services, Inc.	3	X	X		X	X	X	X	X	X	X	X	X			X
Single Stone Consulting (formerly Dominion Digital)	3	X	X			X	X	X				X	X			
Sitevision	1	X						X	X							
SLAIT Consulting	3			X			X		X	X	X	X				
SLI Global Solutions	2											X				X
Speridian Technologies	3									X						
Spy Pond Partners	2	X			X	X		X			X					
Stefanini	3	X			X			X		X						
Summit Information Solutions	2	X				X										
Surdex Corporation	3								X							
SyCom Technologies	3						X		X	X	X					
TCSC – The Computer Solution Company	2	X			X			X								
TechDynamism	1	X			X							X				
Techead	1	X										X				
TEKSystems	3	X			X			X		X	X					
Telaforce	2				X				X	X						
The Digital Decision, LLC (LETSS)	1										X	X	X			
The IQ Business Group Inc.	2	X						X			X					
The North Highland Company	3			X	X	X	X	X	X	X	X	X				X
Timmons Group	3	X			X		X		X	X	X		X			
TowerStrides, Inc.	1	X							X			X				
Transcend Spatial Solutions	2	X						X			X					
TreCom Systems Group, LLC	1	X														
TSI VA, LLC	1	X					X			X						
U.S. Information Technologies Corporation	3	X		X	X					X	X					
UDig, LLC	2	X					X									
Universal Adaptive Consulting Services, Inc.	1								X	X						
Uptime Solutions Professional Services Group Inc.	2						X		X	X						
Vaco Technology	1	X							X	X						
Vert Mobile	1	X														
Weris	1	X									X	X				
West Cary Group	1	X														
Worldgate, LLC	1				X							X				
Worldview Solutions Inc.	3	X						X			X					
Xcelerate Solutions	3	X	X			X	X		X		X	X				

Overview of Annual Qualification and Enrollment Process

1. CAI has developed a standardized questionnaire that focuses 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 allows for a fair and objective evaluation process in which all suppliers are given equal consideration.

2. CAI sends out the questionnaire to current SOW suppliers, as well as those who communicate an interest in becoming an SOW supplier.
3. Suppliers are given one month to respond to the questionnaire. During that time, CAI Account Managers (AMs) respond to supplier questions and review submissions for completeness. If any information is missing from a firm’s response, the firm is an opportunity to provide the necessary information.
4. The responses are reviewed by CAI’s evaluation team. Firms are scored on the four criteria above, resulting in an initial list of qualified suppliers.
5. CAI then uses a tiering structure based on the firms’ project experience and financial capacity. Tier 1 firms are pre-qualified to respond to Statements of Requirement (SORs) with estimated budgets up to \$300K; Tier 2 firms are pre-qualified to respond to SORs up to \$800K; and Tier 3 firms are pre-qualified to respond to SORs up to \$2M.
6. The initial list of qualified suppliers is then reviewed for overall consistency of evaluation and compliance to the Commonwealth’s procurement history.
7. CAI completes its comprehensive evaluation and determines the final list of suppliers that will be able to compete for the chance to provide SOW solutions under the ITCL contract.