



**Response for Request for Proposal No. 075.18.B5**  
**For**  
**Solutions and Business Intelligence Architect Services**

**Submitted to:**



**10910 Clarksville Pike**  
**Ellicott City, MD 21042**

**Submitted by:**

**AJACE Inc**

**14159A Robert Paris Ct,**  
**Chantilly, VA 20151**  
**Phone: 703-232-1567/888-612-6260**  
**Email: [info@ajace.com](mailto:info@ajace.com)**  
**[www.ajace.com](http://www.ajace.com)**

**Proposal Point of Contact:**

**Antony Johan**  
**CEO-AJACE INC**  
**Contact NO: 703-989-5321**  
**Email id: [antonyj@AJACE.com](mailto:antonyj@AJACE.com)**

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## 1.0. Executive Summary

AJACE Inc is an IT Services, Solutions & consulting firm with its principal office located in 14159A Robert Paris Ct., Chantilly, VA 20151 in the State of Virginia. We provide dynamic, cost-effective and state-of-the-art IT Consulting, Custom Software Development, Staff Augmentation services & much more. AJACE's primary business is in IT Consulting and Software development.

The **core values** of the AJACE team include **accountability, integrity, innovation and commitment to our clients**. AJACE employees derive this commitment and dedication from years of providing excellent service to our clients. In preparing this proposal, our team has carefully reviewed the RFP requirements and we have established a solid understanding of the requirements of HCPSS.

## Qualifications to Serve for the Project

AJACE with its rich experience in the enterprise market since the inception from the year 2005, for the past 13 years is very confident in providing the services requested in this RFP by HCPSS. AJACE specialize in providing technical services to Education institutions with core emphasis to K-12 schooling systems.

AJACE offers the best staff augmentation services by providing excellent technical staffing for different IT requirements of clients. We ensure that the staff meet or exceed the expected credential levels of experience and talent. We also cater to majority of clients in the DC Metro area in the Staff augmentation area.

Most of the clients that we handle range from the Fortune IT consulting companies like Deloitte, Tech Mahindra, Syntel, Larsen & Turbo (L&T), RFID Inc., Salem InfoTech, Hexaware Technologies, Digital Intelligence Systems LLC, Accenture to the companies in Mortgage business like Fannie Mae and Freddie Mac and few government contracts- Office of the State Superintendent of Education-OSSE, Department of Employment Services-DOES.

## 1.1. Company Profile

AJACE Inc. established in 2005 is an IT services & consulting firm providing dynamic, cost-effective and state-of-the-art IT Consulting, Custom Software Development, Staff Augmentation services and more. Backed with a rich resource pool of efficient, self-motivated business consultants & IT professionals. Our strength lies in employing continuous research to understand the strategic business goals of clients, extending the purview of our findings along with our expertise in the latest IT trends to deliver 'Just-The-Right' kind of solutions for streamlining their IT processes.

Our IT and Consulting services include K-12 education systems management, Enterprise Consulting, Project Management, IT Architecture & Strategic Services, Latest to Legacy Services, IT Staff Augmentation, and Direct Placements & Global Engagement. All offices of AJACE are owned and operated by experienced business executives who have provided IT services and staffing to major corporations including Fortune 1000 companies, both locally and nationally since 1998. AJACE is a Minority certified (SWaM) services organization offering solutions and services across verticals and technologies and E-Verified. AJACE is specialized in K-12 education systems.



To be a consistent, high-quality service provider for the best IT solutions, consulting and Outsourcing services in the market.



Affiliating with our clients to comprehend their needs and achieve their strategic business goals by deploying latest cutting-edge technologies to develop cost effective and robust solutions.



We believe that people are key to our success. Be it our employees who are empowered to excel in their job or our satisfied clients who place their trust in us!

**Company Details:****AJACE INC**

Federal Identification number [REDACTED]

Primary Operations: 14159A Robert Paris Ct., Chantilly, VA 20151

President: Anita Johan

Chief Executive Officer: Antony Johan

Manager Business Development: Gurucharan Chitna

Human Resource Manager: Shalini Devasahayam

Type of Business entity: S Corporation, Minority Owned – SWaM certified

State of Incorporation: Virginia (2005)

Phone: 703-232-1567/888-612-6260

Fax: 888-612-6360

**Management Brief**

Anita Johan is the President of the company comes with a wealth of knowledge in the Information Technology industry, specifically in Project Management, Scrum Certified and Quality Assurance. She holds a wide range of technical and management assignments at various telecom and mortgage verticals. Anita has been with the company since its inception.

Antony Johan is the Chief Executive Officer for AJACE. He has been keenly involved in the Information technology industry for the past 20 years. Before founding AJACE in 2005, he held key IT Management positions in various fortune companies, being responsible for technology strategies and the development of several intellectual property assets.

**Products and Services****Products:-OneTeam**

OneTeam is a Project Management, Budget monitoring, Schedule tracking and collaborating software used in small to large sized enterprises. OneTeam is an integrated solution that helps and manages projects, finances, tasks and solutions efficiently. OneTeam easily integrates with any existing enterprise systems such as ERP, HR, reporting systems, etc., and hand-held services with our readily available plug-in components. OneTeam is also a highly scalable application that can be used by small to enterprise size organizations OneTeam will assure that the business operates at its maximum capabilities encouraging growth and success. OneTeam application is being developed in two technologies -.NET technology and Salesforce technology.

OneTeam has a built-in access control and approval workflow engine with a flexible real-time reporting feature. OneTeam is now being recommended by most PMOs and is embraced by the project managers in the IT and construction industries, because of its effectiveness and user-friendly access to capital program managers, and to the project team in line with the stakeholders.

**Products: -Asset Manager**

AssetManager is a Cloud based application on the Force.com platform that consolidates all your asset information in one place. It is easy to manage, alerts you on reorder, warranty and service of assets. It is an organizational application, powered by force.com, which is web based and located in the cloud Salesforce. You can now utilize Asset Manager for all asset-related business activities to assist in reducing clerical errors and diminish common oversights.

Asset Manager reduces asset's loss and errors, as well as provides you with a snapshot of information for percipient decision-making. With this, your business can reduce the misallocation of resources, asset failure, productivity loss and unforeseen vulnerabilities.

- User-friendly interface and single sign on features make utilizing Asset Manager secure accessible only within the organization
- The Dashboard features produce graphical snapshots / charts of reports
- Task reminders and email alert aid in keeping track of important warranty information
- Offers support for Salesforce1 mobile app to have control from any mobile devices.

**Services:****Staff Augmentation –**

AJACE offers the best staff augmentation services by providing excellent technical staffing for different IT requirements of clients. We ensure that the staff meet or exceed the expected credential levels of experience and talent. Our proficient IT consultants have the experience and expertise in staffing you with the best professionals in the market.

**Services Offered**

- **Consulting services** – AJACE provides top consulting talent quickly and at no additional cost. We work on W2, C2C, 1099 contracts and take care of all the hassles like payroll, taxes, time tracking, and workers comp insurance. Each candidate of ours is well screened and referenced for our client's satisfaction.
- **Full-time employees** – We provide the best possible talent for your full-time hiring needs without leaving your pockets empty. We beat all the competition fees and guarantee the best talent.
- **Temp-to-perm hires** – You need to fill a role but before that you want to be doubly sure that it is the right fit. No problem at all, we provide temp-to-hire resources who can work for you on a short-term contract. If everything goes well they can be hired as a full-time resource.
- **Consulting/Project Based Engagements** -Consulting projects typically last one to three months, based on the engagement. Depending on your needs, consultants will be drawn from our pool staff to serve your need.

**Our Core competencies in Staffing Industry**



We connect qualified professionals to opportunities at small, medium and large companies in virtually every industry. Our candidates possess a multitude of skill sets, including:

- **.NET Technologies**-ASP.NET, ADO.NET.NET Enterprise servers, .NET (WPF, WCF, Windows presentation Foundation (WPF), Silverlight, Visual Basic, .NET, C#, .NET compact framework, Web forms, web services and web server controls.
- **Mobile Application Development**- Java, HTML5, Objective-C, C++, C#, Python and Swift.
- **SaaS in the Cloud-Virtualization** -Amazon AWS, Microsoft Hyper-V and VMware for private cloud hosting.
- **Big Data Technologies:** Apache Hadoop, Microsoft HDInsight, NoSQL, Hive.
- **Applied Machine Learning--** Data Science, R programming.
- **Business Intelligence**- Data Warehouse and Reporting (Reporting tools – Crystal reports, SSRS, SSIS), Tableau, QlikView, Tibco, IBM Cognos.
- **ETL** (Informatica, Ab Initio, Ascential DataStage, BO Data Integrator, Oracle Warehouse Builder)
- **Database Technologies**-Amazon RedShift, Microsoft SQL Server, Oracle, IBM DB2, SAP Sybase ASE, PostgreSQL, MariaDB Enterprise, MySQL.
- **ERP Technologies**- Oracle E-Business Suite, PeopleSoft, JD Edwards Enterprise One, JD Edwards World,SAP
- **CRM Technologies**- Sales force, Microsoft Dynamics CRM, Oracle Sales Cloud, and SugarCRM.
- **Networking Skills**-LAN, WAN, Intranet, Data communicating system.
- **Software Testing**-Selenium Web Driver using Java, Selenium Web Driver using Dot Net, Selenium IDE, AutoIT, Cucumber.

#### **1.4. Insurance and Equal Employment Opportunity Practices**

AJACE has an adequate coverage of insurance that includes workers compensation, umbrella, auto, emissions and errors and crime insurance as required.

AJACE shall provide equal opportunity to its employees and applicants for employment based on fitness and merit, without regard to race, color, religion, national origin, sex, age, disability, sexual orientation or any other basis prohibited by law. This policy shall be followed in recruitment, selection, promotion, termination, transfer, layoff, compensation, training, benefits, and other terms and conditions of employment.



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**PART II: Enclosures - AJACE Response to Point-by-Point Requirements**

**2.0. Transmittal Letter**

**Transmittal Letter**

May 25, 2018

**Ted Ludicke**  
**Purchasing Office**  
**Howard County Public School System**  
**10910 Clarksville Pike**  
**Ellicott City, MD 21042**

Dear Mr. Ludicke,

On behalf of AJACE, Inc, I am pleased to represent the HCPSS with our response to the Request for Proposal No. 075.18.B5 for Solutions and Business Intelligence Architect Services.

AJACE is a privately held corporation incorporated in the State of Virginia with Federal Identification number [REDACTED] AJACE commits in fulfilling the entire service requested within the scope required by HCPSS to effectively manage funds and budget allocated to schools and colleges.

I will serve as the primary contact for all RFP-related communications, including any requests for clarification or other communication needed between the AJACE staff and HCPSS. My contact information is as follows:

**Antony Johan**  
**Chief Executive Officer**  
AJACE INC  
14159A Robert Paris Ct., Chantilly, VA 20151  
Contact NO: 703-989-5321  
Email id: antonyj@ajace.com

As instructed, we have provided one (1) original and 1 USB Flash Drive with RFP name and number 075.18.B5

We also cater to majority of clients in the DC Metro area in the Staff augmentation area. AJACE offers the best staff augmentation services by providing excellent technical staffing for latest skills .NET, C and C#, SQL Server-SSIS,SSRS ,Java/J2ee ,Web services, Business Intelligence, Salesforce, Machine Learning, Big Data, Hadoop, UI/UX Design ,Full stack Java Development, Cyber security , Amazon Web services , Sharpoint,O365, Manhattan Omni, Biztalk, Python and C++ for different IT requirements of our clients. We ensure that the staff meet or exceed the expected credential levels of experience and talent. Most of the clients that we handle range from the Fortune IT consulting companies like Deloitte, Tech Mahindra, Syntel, Larsen & Turbo (L&T), RFID Inc., Salem InfoTech, Digital Intelligence Systems LLC, Hexaware, Brillio, Accenture to the companies in Mortgage business like Fannie Mae and Freddie Mac and few government contracts- Office of the State Superintendent of Education-OSSE, Department of Employment Services-DOES.

This response to the Request for Proposal No. 075.18.B5 is valid for 90 days from the date of receiving the same. AJACE accepts the terms and conditions of HCPSS as specified in Section 2 -TERMS AND CONDITIONS and HCPSS Standard Contract appears as Section 3-SPECIAL TERMS AND CONDITIONS of the RFP No. 075.18.B5.

Yours Sincerely,



Antony F Johan

CEO-Ajace Inc

Contact NO: 703-989-5321

Email id:antonyj@ajace.com

**2.1 Signed Forms**

Proposal has been signed by the CEO of AJACE INC and attached along with the proposal.

### 3. Technical Proposal:

#### 3.1 Summary

AJACE offers a wide and complete range of world-class professionals with wide industry-specific experience and rich expertise. Our skilled resources can work and excel to fulfill your needs. We excel in creating experience for our clients using the best strategies.

This includes but is not limited to the following:

✓ **Is an established professional services firm.**

With over 13 years of business experience, AJACE team offers a broad range of consulting services designed to help our clients maximize their business achievements. We focus on creative ways to keep staff motivation and morale high and develop strategies to attract – and keep – the best and brightest professionals. Our strength lies in employing continuous research to understand the strategic business goals of clients, extending the purview of our findings along with our expertise in the latest IT trends to deliver ‘Just-The-Right’ kind of solutions/resources for streamlining their IT processes.


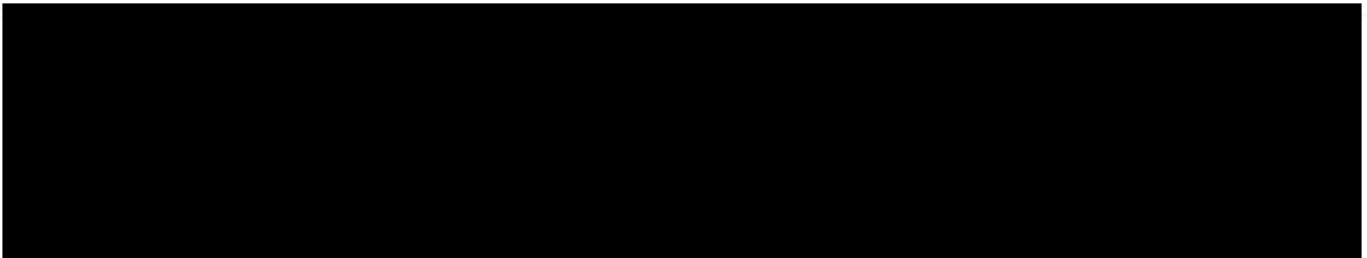
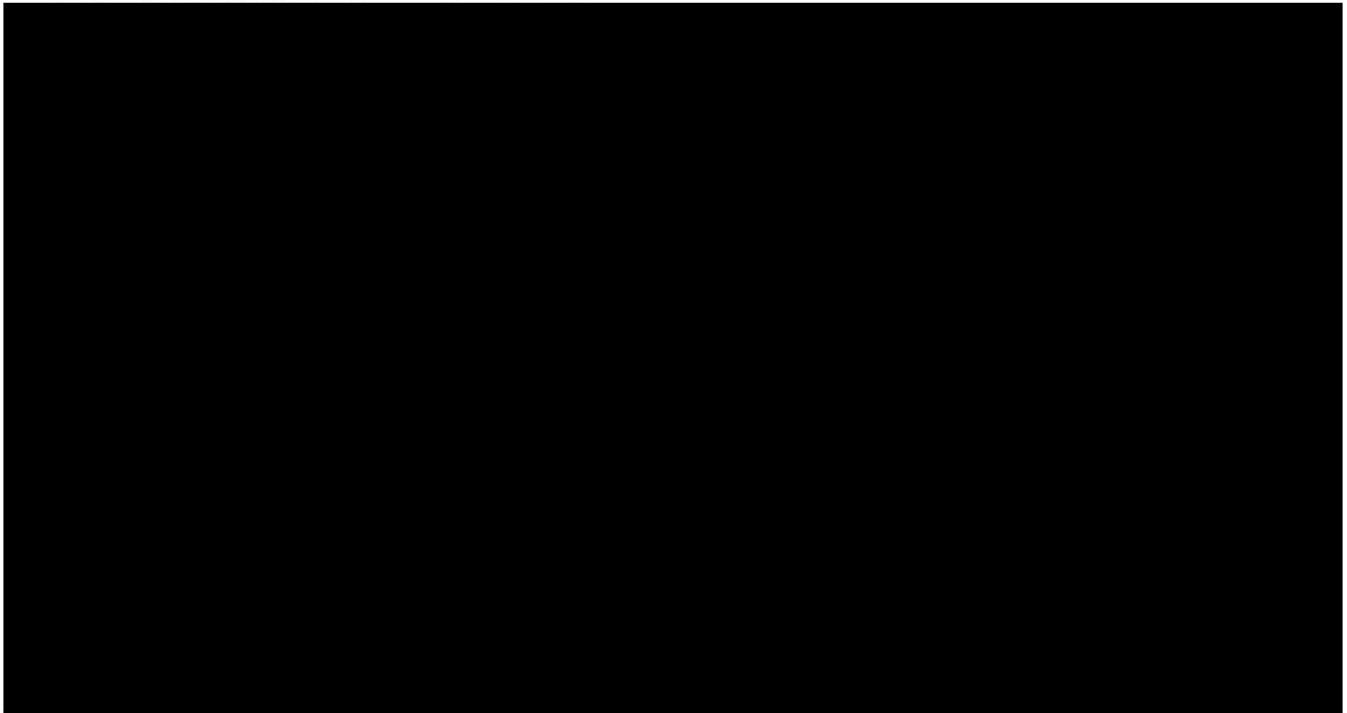
✓ **Has the ability to provide experienced personnel.**

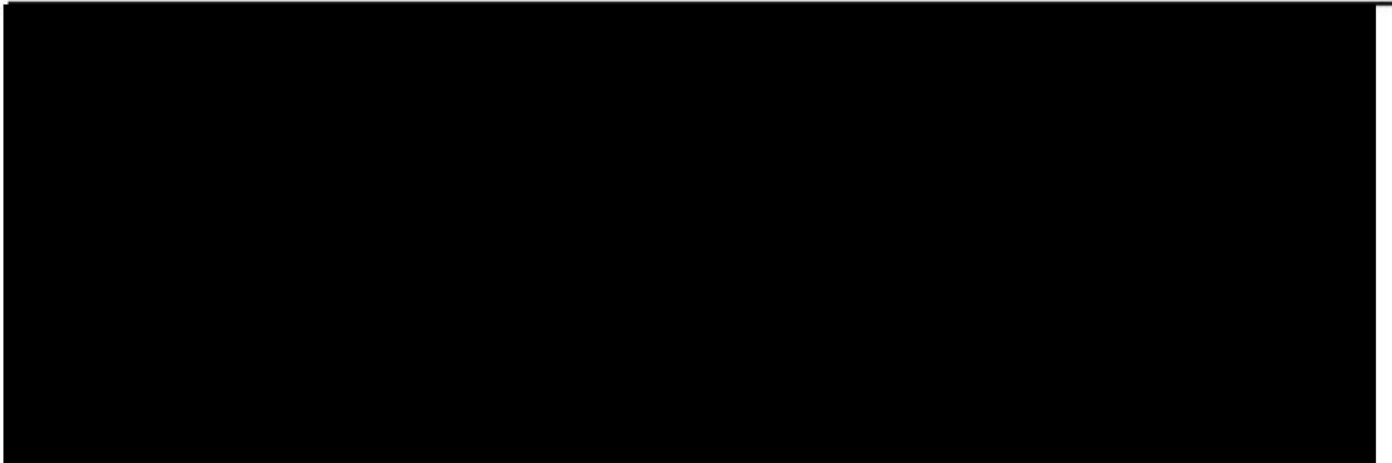
Proven ability to leverage technology and identify high quality resources meeting the client needs. At AJACE, we go beyond job boards through internet recruiting, classified jobsites, relationship building through social media, incentive/referral programs, and regular searches through community networks, relevant networking events, and deployment to ensure the continual availability of qualified technical resources.

We do not compromise our standard for quality and we will deliver qualified candidates in the marketplace.

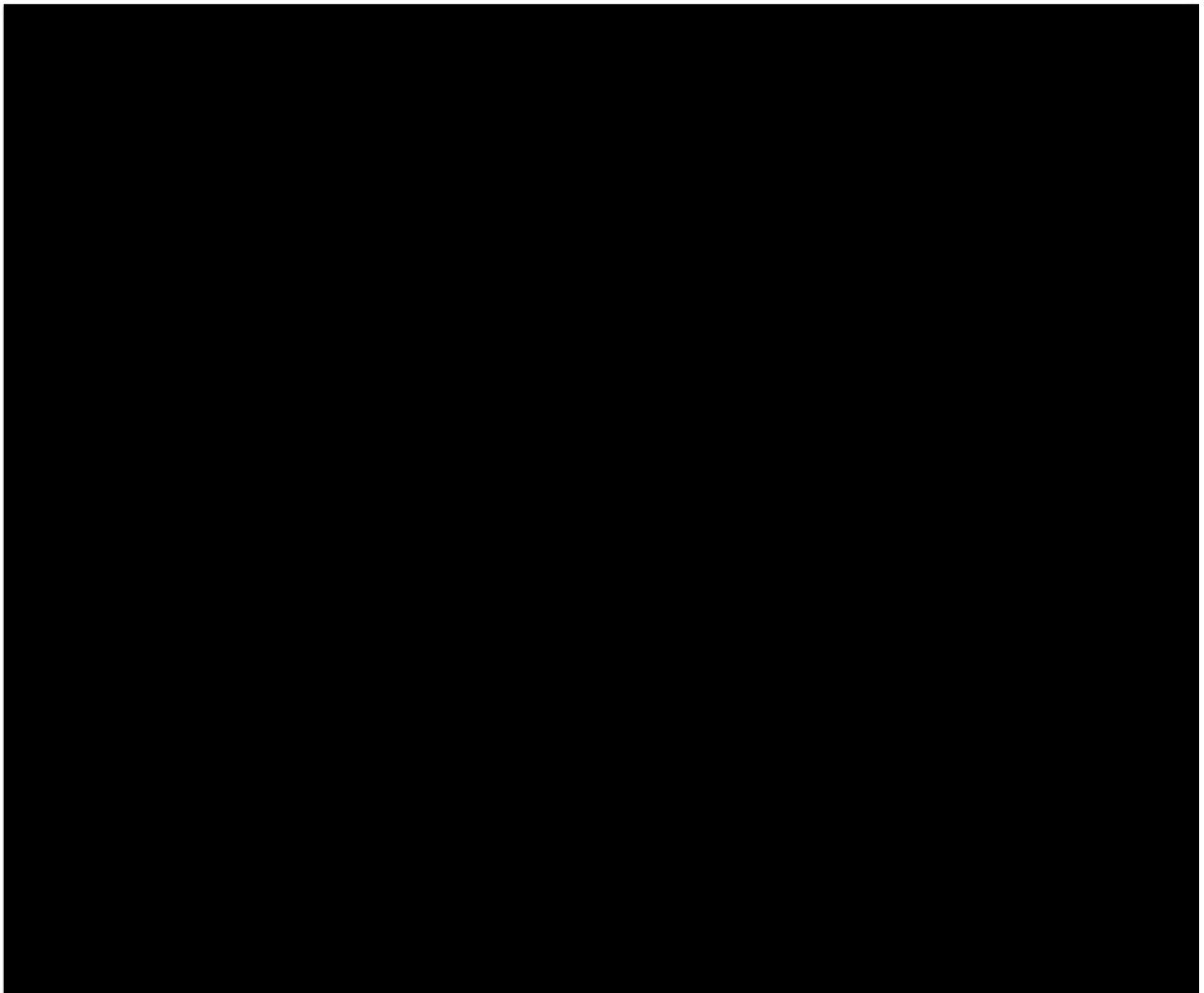
**3.2. Staffing Qualifications:**

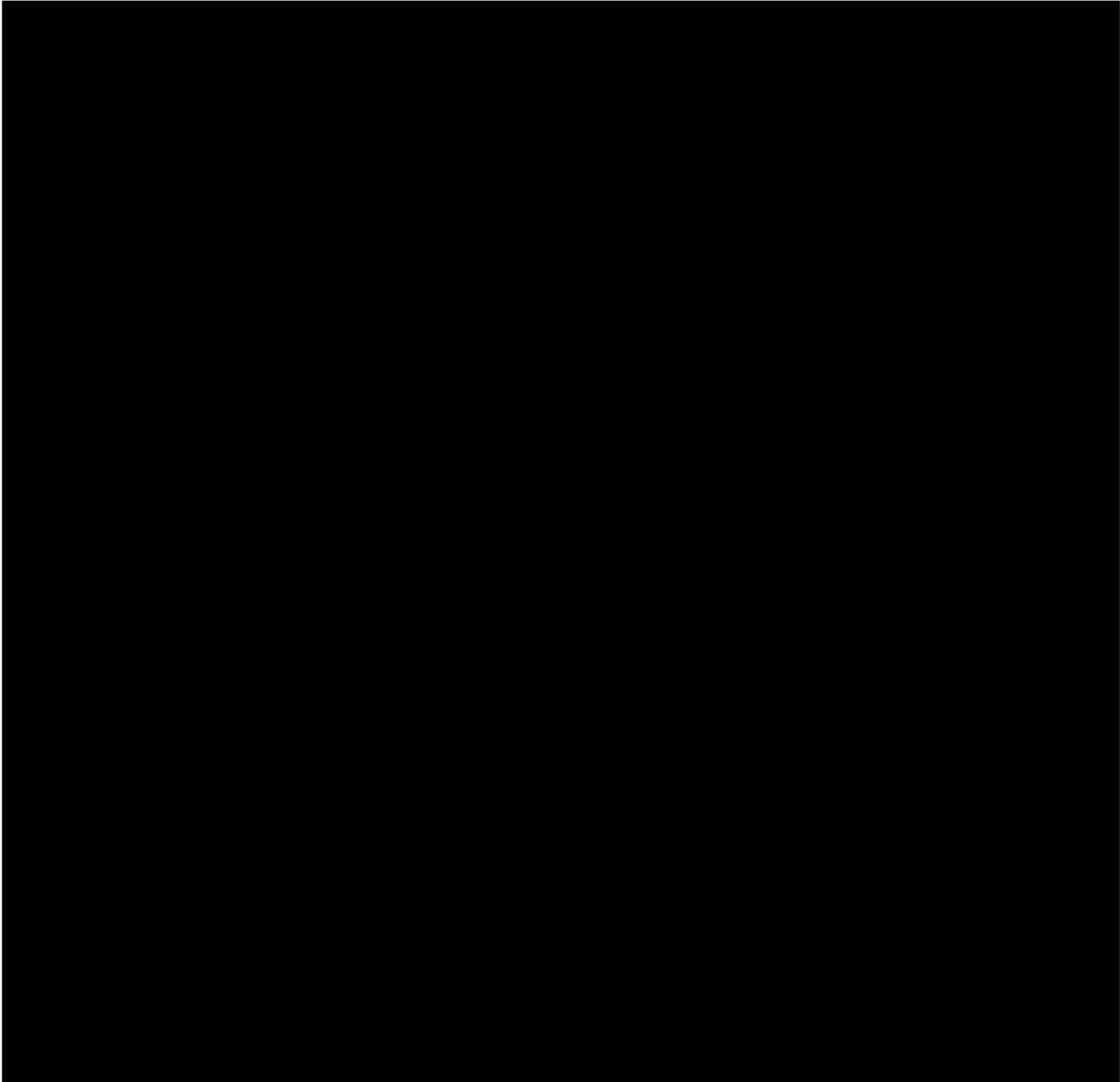
Our team of IT staffing and recruiting professionals work diligently to find the right people to join the AJACE team through an industry-leading recruiting process. This enables us to deliver the right talent companies need, when they need it, so they can get started on their initiatives quickly.

**3.3. Unique Qualifications:****3.4. Demonstration of Prior Work:**

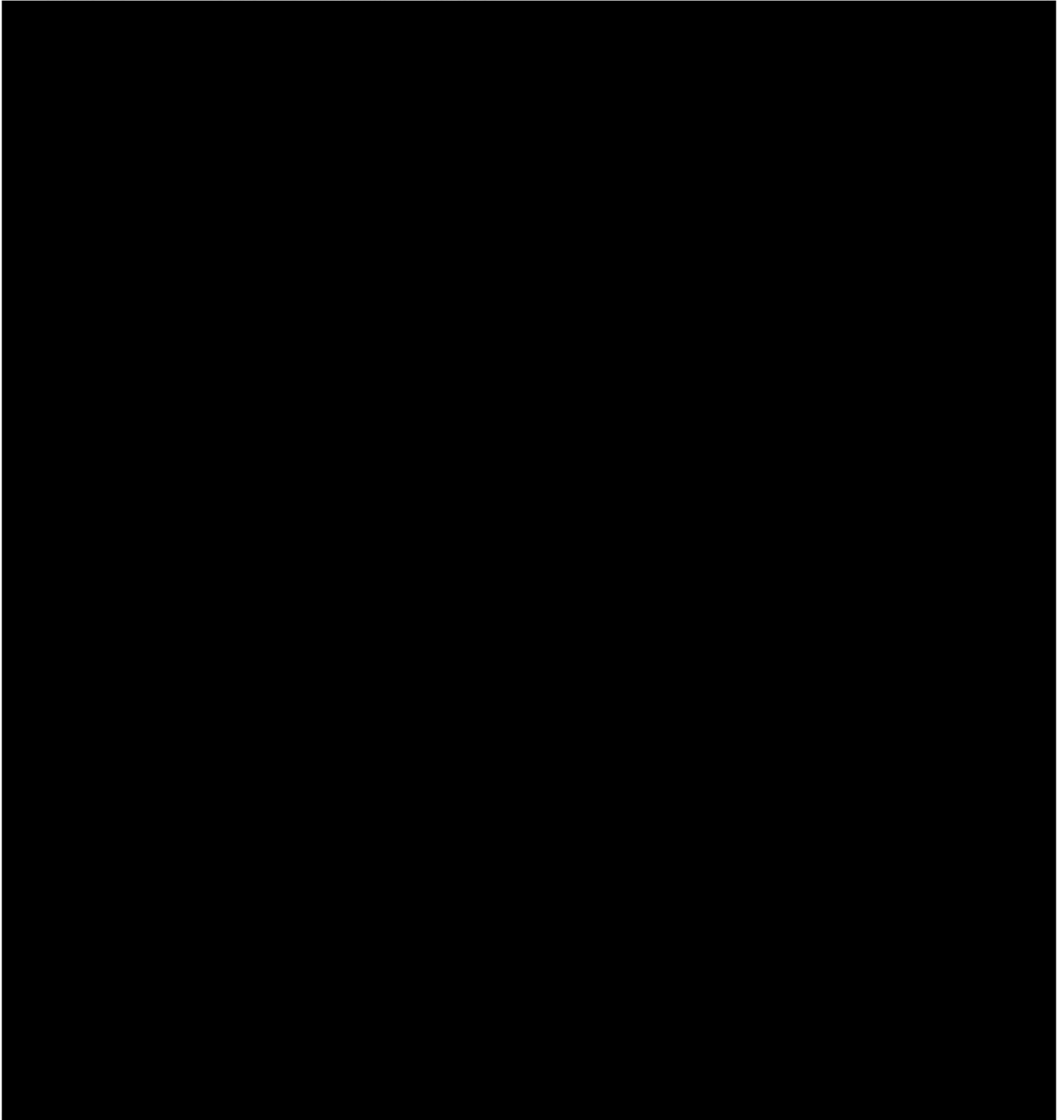


**3.5. REFERENCES**





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**3.6. AJACE Account Representative:**



**3.7. RFP Signature Sheet (Attachment B)**

**3.8. Compliance with HCPSS Insurance Requirements (Attachment C).**

**3.9. Compliance with HCPSS Client Data Privacy (Attachment D)**

**3.10. Receipt of Addenda Form**

**3.11. Proposal Affidavit: (Attachment F)**

**3.12. Acknowledgement: Review of Contract**

## 4. Price Proposal

### Fee Structure

Consultants working onsite within HCPSS are billed on an hourly basis as listed below. The billing rates include all overhead, travel, accommodations, administrative fees and any direct or indirect costs.

<i>Personnel/Staff</i>	<i>Hourly Rate</i>
[REDACTED]	94.00
	98.00
	98.00
	98.00
	88.00
	88.00
	88.00
	88.00

**5. Resumes**

Attached resumes of the following personnel:

