

RESPONSE FOR RFP NO. 114.24.B6**SENIOR SOLUTIONS AND BUSINESS INTELLIGENCE ARCHITECT SERVICE****Submitted to:**

Office of Purchasing
Howard County Public School System
10910 Clarksville Pike
Ellicott City, MD 21043
Phone: 410-313-5644

Submitted by:

AJACE Inc
14159A Robert Paris Ct. Suite-A
Chantilly, VA 20151
Phone: 703-592-9829/[REDACTED]
Email: info@ajace.com
www.ajace.com

Proposal Point of Contact:

Antony Johan
Chief Executive Officer
AJACE INC
Contact NO: [REDACTED]
Email: antonyj@AJACE.com

EXECUTIVE SUMMARY (Tab A)

AJACE Inc is a reputable IT service, solution, and consulting firm headquartered at 14159 Robert Paris Ct, Suite-A, Chantilly, VA 20151, in the State of Virginia. Established in 2005, AJACE specializes in providing dynamic, cost-effective, and cutting-edge IT Consulting, Custom Software Development, Staff Augmentation services, and more. With a skilled team of business consultants and IT professionals, AJACE excels in augmenting clients' strategic business objectives. Leveraging their expertise in the latest IT trends, AJACE delivers tailored solutions to streamline clients' IT processes.

AJACE Inc responds to the RFP Bid (#114.24.B6) issued by Howard County Public School System (HCPSS), to seek Senior Solutions and Business Intelligence Architect Services. In accordance with the specifications detailed in the RFP Bid (#114.24.B6), we are delighted to submit this proposal, meticulously crafted to not only align with but surpass HCPSS requirements. Our comprehensive solution is designed to propel HCPSS towards the attainment of its objectives delineated in the **Strategic Call to Action: Learning and Leading with Equity**.

AJACE possesses extensive experience in serving school system clients, local government entities, public sectors, and federal agencies. We have a deep understanding of the unique challenges encountered by public entities and have consistently provided customized solutions to facilitate IT services within the public sector.

AJACE has over a decade of experience in providing specialized services to K-12 Education Systems. AJACE staff have an enormous knowledge base in K-12 Enterprise application, functionality, and integration of systems including Student Information, Learning Management, Data warehouse, Business Intelligence, Hiring, Recruitment and Performance platforms. AJACE also provides Enterprise Consulting, Project Management, IT Architecture & Strategic Services, Latest to Legacy Services, IT Staff Augmentation, and Direct Placements & Engagement. AJACE Inc's contracts are managed by experienced business executives who have offered IT services and staffing to major corporations, including Fortune 1000 companies, both locally and nationally. AJACE is a certified Minority (SWaM) services organization, providing solutions and services across various verticals and technologies.

At the heart of the AJACE team are core values including accountability, integrity, innovation, and unwavering commitment to clients. The dedication and commitment of AJACE employees are grounded in years of delivering excellent services to clients.

Qualifications to Serve for the Project

AJACE stands out for its expertise in crafting customized technical solutions tailored specifically to the needs of educational institutions, with a particular emphasis on K-12 schooling systems. With over a decade of specialized focus on K-12 education and a solid 19-year track record in the enterprise technology market since our inception in 2005, we possess unwavering confidence in our ability to fulfill the requirements outlined in the RFP by HCPSS. Our team members not only bring technical proficiency but also possess a deep understanding of how school systems operate. They boast extensive experience in the education domain, coupled with a thorough comprehension of functional and operational aspects of educational systems and integrations.

K-12 School System Experience	Education Technology
Service Education Institutions	Education System operations and integrations
Maryland local government and State Contracts and Clients	Government and Public Sector Experience

AJACE specializes in offering expertise in a wide array of cutting-edge technologies and experience in K-12 systems. Our services encompass technical architecture, software development, Business Intelligence and Reporting, Quality Assurance, Project and Program management, Infrastructure modernization, and cloud migration. [REDACTED]

In addition to our expertise in education systems, AJACE boasts extensive industrial knowledge across various domains, cultivated through our partnerships with a diverse clientele. [REDACTED]

AJACE stands out for its provision of superior staff augmentation services, precisely tailored to fulfill the diverse IT requirements of our clients. We swiftly deliver top-tier consulting talent in a manner that is both cost-effective and time-efficient, ensuring that our staff not only meet but exceed the expected levels of experience and expertise. Our adept IT consultants possess the requisite knowledge and skills to connect clients with the finest professionals in the market. Handling various contract types such as W2, C2C, and 1099, we adeptly manage all administrative intricacies including payroll, taxes, time tracking, and workers' compensation insurance. Each candidate undergoes meticulous screening and referencing to ensure our clients' utmost satisfaction. Across industries ranging from small to large enterprises, we adeptly link skilled professionals with job opportunities, facilitating success for both clients and candidates.

Management Brief

Anita Johan serves as the Chief Operating and Chief Financial Officer of the company, leveraging her vast experience in the Information Technology sector. Specializing in Project Management, Scrum Certification, and Quality Assurance, Anita brings a wealth of expertise to her leadership positions. To

ensure dedicated focus on the HCPSS project, Anita will serve as the designated Account Representative for this RFP contract, guaranteeing personalized attention and strategic oversight to meet the client's needs effectively.

Antony Johan serves as the Chief Executive Officer and is a visionary leader with a passion for innovation and education. With extensive experience in the tech industry and a deep understanding of the unique challenges faced by educational institutions, the CEO drives AJACE's mission to provide tailored solutions to K-12 schools. His strategic guidance and commitment to excellence have propelled AJACE to the forefront of the industry, earning accolades for its innovative approach and customer-centric ethos.

Additional other executives include Dr. Murali Madhavan, serving as Director of Recruitment and Project Management, and Isaac Vallabai, overseeing HR and Legal Services. Supported by a team of five recruiters, each possessing extensive experience in comparable roles, our collective expertise enables us to consistently deliver high-quality services that surpass clients' expectations.

In the preparation of this proposal, the AJACE team meticulously reviewed the RFP requirements, ensuring a solid understanding of the needs of HCPSS. In Summary AJACE response to this RFP is in alignment with the format of Technical Proposal requirements

Note: This proposal contains proprietary information belonging to AJACE business and its principals. Therefore, if there is a need to release this proposal under the Maryland Public Information Act (MPIA), please contact us, and we will furnish a redacted version.

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Transmittal Letter (Tab C)**March 28, 2024**

Purchasing Office
Howard County Public School System
10910 Clarksville Pike
Ellicott City, MD 21042
Subject: Senior Solutions and Business Intelligence Architect Service Bid #114.24.B6

Dear Ms. Tisdale,

AJACE Inc extends its gratitude for the opportunity to respond to the Howard County Public School System's RFP #114.24.B6 for Senior Solutions and Business Intelligence Architect Service. As a privately held corporation based in Virginia, AJACE takes pride in its commitment to fulfilling all requirements with unwavering dedication, diligence, flexibility, and productivity. In this response, we emphasize our intent to collaborate with HCPSS on various aspects of this engagement.

AJACE believes that it is the most qualified firm to fulfill the services mentioned in the RFP, since AJACE has a proven track record of delivering staffing and technical services and products to K-12 School Systems, local, state and federal government agencies in the areas of Technical Architecture, Business Intelligence, Database Management, Managed Services, Software Development, and Staffing Augmentation, AJACE ensures customer satisfaction and delivering high-quality services. We are confident that AJACE can assist HCPSS in achieving its objectives mentioned in the Strategic Call to Action: Learning and Leading with Equity.

I hereby verify that AJACE has diligently examined the RFP requirements #114.24.B6 and is fully dedicated and assured in delivering all the services specified by HCPSS RFP No. #114.24.B6. This submission for Request for Proposal No. #114.24.B6 is valid for 120 days from the date of the response submission. AJACE accepts all the terms and conditions including all the addenda as specified by HCPSS in the RFP No #114.24.B6.

If you require further clarification or additional details about our response, please feel free to reach out to me. We appreciate the opportunity to present our response to HCPSS RFP #114.24.B6 and demonstrate our capabilities.

Yours Sincerely,



Antony Johan, CEO
AJACE Inc.

Executed Solicitation Document (Tab D)

Office of Purchasing
10910 Clarksville Pike, Ellicott City, Maryland 21042-6198
(410) 313-5644

Request For Proposal
Senior Solutions and Business Intelligence
Architect Service Bid #114.24.B6

Solicitation Number: Bid #114.24.B6
Proposal Issued Date: March 4, 2024
Pre-Proposal Conference: N/A
Question Deadline: March 15th, 2024
Proposal Due Date and Time: March 27th, 2024

Return To: **Howard County Public School System**
Office of Purchasing
Attn: Afua Tisdale
10910 Clarksville Pike
Ellicott City, MD 21043

Public Opening: **Not Public**
Anticipated Contract Start: July 1, 2024

NOTE: MINORITY & SMALL BUSINESS ENTERPRISES AND VETERAN-OWNED BUSINESSES ARE ENCOURAGED TO RESPOND TO THIS RFP.

This proposal must be signed by an offeror authorized to make a binding commitment for the firm submitting the proposal. By submitting a proposal in response to this RFP, the offeror selected for award agrees that it shall comply with all federal, State, and local laws, and HCPSS policies and regulations applicable to its activities under the resulting contract. Any offeror selected for award, including businesses outside of the State, must comply with registration/verification requirements of the Maryland Department of Assessments and Taxation. www.dat.maryland.gov

Your signature on this page provides HCPSS your acknowledgment and acceptance of the terms and conditions contained in the Request for Proposals and will abide by all of its terms and conditions. Unauthorized exceptions, amendments, or deviations in the response may result in disqualification of the submittal.

Offeror Name: AJACE Inc

Address: 14159 Robert Paris ct. Suite-A, Chantilly, VA 20151

Phone: [REDACTED] Fax: [REDACTED] e-mail: antonyj@ajace.com

DGS Small Business Certification # (if any): N/A

Signature of Offeror: Antony Johan

Printed Name, Title and Date: ANTONY JOHAN, CEO, 03/28/2024

Offeror Response to RFP Requirements and Proposed Work Plan (TAB E)

A. Provide a comprehensive, detailed narrative describing how the Offeror plans to address and provide all the desired services outlined in Section 3.1.

A. AJACE's Proposed Work Plan

AJACE understands that HCPSS seeks highly skilled Senior Solutions/Business Intelligence Architect candidates to work in the Information Technology Department under complex enterprise application systems and Business Intelligence platforms. AJACE Inc is well aware of HCPSS technology requirements, as outlined in Section 3.1, and candidate skill qualifications, as outlined in Section 3.2 and 3.2.1. AJACE is confident that the candidates submitted possess the desired skills through its tried-and-tested work plan model to recruit, train, deploy and provide ongoing support for Senior Solutions/Business Intelligence Architect staffing needs at HCPSS. We are offering our 5 best candidates for these positions, as per the requirement to acknowledge that candidates will be onsite in HCPSS to do the work and will be working 20-40 hours per week as mentioned in the RFP. [REDACTED]

Understanding HCPSS's requirement:

Understanding HCPSS' current technology needs is an important aspect of the engagement; as outlined in the RFP Section 3.1, technology is an ever-changing landscape. The AJACE account representative will ensure for every hire that the requirements are set and aligned so AJACE can meet or exceed expectations. Within less than 24 hours of engagement commencement, AJACE will promptly initiate contact with the client to kickstart the collaboration.



Staffing: Hiring Process

Our tried-and-tested hiring process is tailored to help HCPSS excel in its outcomes, we strive to prevent any resource gaps by recruiting the best talent and maintaining ongoing communication with HCPSS stakeholders.



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B. Experience and Qualifications of Proposed Staff (Bonfire Questionnaire)

- 1. Provide five resumes of proposed Senior Solutions and Business Intelligence Architect and include experiences outline in section 3.2 and 3.2.1*
- 2. The Offeror shall identify the number of staff proposed to be utilized under the Contract.*
- 3. The Offeror shall describe in detail how the proposed staff's experience and qualifications relate to their specific responsibilities, including any staff of proposed subcontractor(s), as detailed in the Work Plan.*
 - a. Provide a narrative to elaborate on any special/unique qualifications, expertise, and/or experiences of the Offeror and/or any member of its team, which make it uniquely capable to provide a solution to HCPSS.*

With our unwavering focus on delivering a diverse and highly qualified team, every candidate submitted by AJACE embodies unique qualifications, skills, talents, expertise, and experience. This rich diversity enables us to provide HCPSS with the best possible candidates tailored to HCPSS' needs. We are committed to excelling in aligning each candidate's skills and experiences with the specific job requirements and responsibilities outlined in the Work Plan. Through meticulous attention to detail and personalized matching, we ensure that every candidate we present is well-suited to contribute effectively to HCPSS's objectives and success.

AJACE is submitting 5 candidates for the Senior Solutions and Business Intelligence Architect Services.

AJACE (offeror) minimum Qualifications as outlined in Section 3.3

No	Requirement	AJACE Response	AJACE Meets Requirements
A	Offeror shall have at least 10 years' experience in providing work similar in scope and complexity to those described herein. The most recent experience must be within the past 48 months. HCPSS may consider relevant individual experience of key personnel when assessing the responsibility of the Offeror.	AJACE Inc. is a distinguished IT services, solutions, and consulting firm with over 19 years of experience, catering to a diverse clientele including K-12 school systems, government organizations, federal agencies, and commercial clients. As a women-owned and minority small business, AJACE takes pride in its commitment to excellence and diversity in serving its clients.	Yes, AJACE meets requirements
B	Is an established professional service firm.	AJACE is a reputable and well-established firm known for its commitment to exceeding client expectations. With a proven track record of success, we boast a robust team and maintain operational and financial stability.	Yes, AJACE meets requirements
C	Must have experienced personnel available to work onsite in HCPSS's offices.	AJACE candidates will work in any HCPSS locations onsite all five days and more if needed by HCPSS. AJACE candidates are local to HCPSS.	Yes, AJACE meets requirements
D	Offeror must have positive references from other K-12 school systems and/or government organizations.	AJACE has positive references from K-12 school systems, local and state government agencies.	Yes, AJACE meets requirements

Candidates special/unique qualifications, expertise, and/or experiences:

Each of our candidates brings in a wealth of knowledge and experience in Solutions and Business Intelligence Architect Services. Some of the key differentiators are outlined below. Together, our team's diverse qualifications and expertise offer a comprehensive approach to fulfilling the specific responsibilities outlined in the Work Plan.

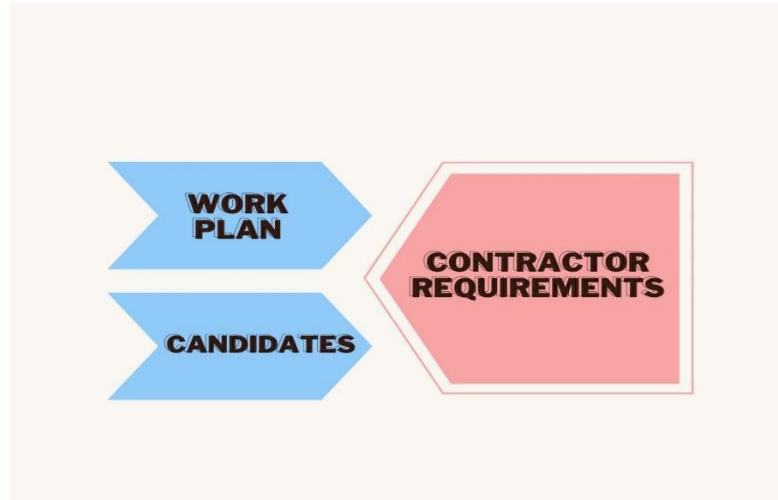
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Below are the resumes of our five candidates submitted for the Senior Solutions and Business Intelligence positions. We are confident that our candidates will not only meet but also exceed HCPSS expectations.

[illegible]

Contractor requirements

We are confident that given our work plan and proven hiring strategies along by submitting highly skilled talented candidates we will be able to fulfil all the Contractor requirements outlined in Section 3.1



Contractor requirements	AJACE Meets Requirement
Lead development teams and be responsible for the detailed application architecture includes activities of plan, design, development, modification, administration, support, testing, adaption, integration, and implementation of software solutions to all technology initiatives that are of moderate to high complexity levels with integrations.	Yes, AJACE Meets Requirement
Lead and develop, maintain and support all database related activities. Provide leadership in relational database management systems, including database design, stored procedures, views, triggers, functions, tables, indexes, data import and export processes, schema creation, data dictionaries, master and meta data management and reporting.	Yes, AJACE Meets Requirement
Set standard and develop SQL programming and SQL objects, including stored procedures, views, triggers, functions, tables, indexes. Execute database solutions, ensuring their stability, reliability, and performance, establishing best practices, and working with other developers in optimizing database and applications.	Yes, AJACE Meets Requirement
Lead, design, develop, maintain, administer, and support ongoing needs of enterprise business intelligence platform, including the dashboard development, data warehousing data model development, extract transform load(ETL) activates, and reporting and analytical development	Yes, AJACE Meets Requirement

Lead, architect, develop, maintain and support the Enterprise reporting needs, including but not limited to Parameterized, Linked, Snapshot, ad hoc, Click Through, Drill Down, Drill Through and Sub reports. Work directly with business owners in the development of various reports and respond to ad hoc reporting requests. Lead and develop data collection and analysis methods and report production.	Yes, AJACE Meets Requirement
Lead data collection methods, data analysis and report production. Ensure a seamless integration of new and existing systems to eliminate potential problems and maintain data structure and integrity.	Yes, AJACE Meets Requirement
Provides guidance in the area of user security management, software release management, end user and technical issue troubleshooting, system software upgrade, and dashboard portal design	Yes, AJACE Meets Requirement
Develop business requirements and tools for process development, system enhancements and continuous improvement. Works with groups of users to define needs and translates user requirements. Responsible for ensuring application, database meets business requirements by working with stakeholders and translating user requirements into system requirements.	Yes, AJACE Meets Requirement
Provide viable solutions/recommendations leveraging industry standards & best practices, taking into account current environment, disaster recovery, data integrity, and security. Ensuring feasibility by building prototypes. Ensure architecture is effectively and efficiently designed and successfully implemented. Create high and low-level design documents for systems and applications.	Yes, AJACE Meets Requirement
Provide training and help to express and unify understanding of architecture. 1. Experience working with Agile Scrum development in a fast paced highly technical environment. 2. The number of hours shall be between 20-40 per individual per week.	Yes, AJACE Meets Requirement

Offeror's Qualifications and Capabilities (Tab F)

- 1. The Offeror shall include a completed and accurate Qualification/Experience Affidavit completed in Bonfire Questionnaire.*
- 2. The Offeror shall include information on past experience with similar projects and/or services.*
- 3. The Offeror shall describe how its organization can meet the requirements of this RFP and shall include the following information:*
- a. The number of years the Offeror has provided the similar services;*
 - b. The number of clients/customers and geographic locations that the Offeror currently serves;*
 - c. The names and titles of headquarters or regional management personnel who may be involved with supervising the services to be performed under this Contract;*
 - d. The Offeror's process for resolving billing errors; and*
 - e. An organizational chart that identifies the complete structure of the Offeror, including any parent company, headquarters, regional offices, and subsidiaries of the Offeror.*

No	Requirement	AJACE Response	AJACE Meets Requirement
1	The Offeror shall include a completed and accurate Qualification/Experience Affidavit completed in Bonfire Questionnaire.	AJACE has completed Qualification/Experience Affidavit completed in Bonfire Questionnaire	Yes, AJACE meets requirement
2	The Offeror shall include information on past experience with similar projects and/or services	Please see section Past and Current client information with similar services	Yes, AJACE meets requirement
3	The Offeror shall describe how its organization can meet the requirements of this RFP and shall include the following information	AJACE meets all the requirements listed in the RFP Section 3.1 By using its work plan and proven hiring strategies along by submitting highly skilled talented candidates AJACE will be able to fulfill all the Contractor requirements.	Yes, AJACE meets requirement
3a	The number of years the Offeror has provided the similar services;	AJACE has been providing similar services for over 19 years	Yes, AJACE meets requirement

3b	The number of clients/customers and geographic locations that the Offeror currently serves;	AJACE offers services to clients in several locations. Please see section Current Client list with Geographic Locations	Yes, AJACE meets requirement
3c	The names and titles of headquarters or overall management personnel who may be involved with supervising the services to be performed under this Contract.	Anita Johan – COO and CFO Antony Johan – CEO Dr. Murali Madhavan – Director and Project Management Isaac Vallabai - Human resources and Legal Services	Yes, AJACE meets requirement
3d	The Offeror's process for resolving billing errors; and	Please see section Process for resolving billing errors	Yes, AJACE meets requirement
3e	An organizational chart that identifies the complete structure of the Offeror, including any parent company, headquarters, regional offices, and subsidiaries of the Offeror.	Please see section Organizational chart.	Yes, AJACE meets requirement

Past and Current client information with similar services

Our work with the below clients closely aligns with the current requirement.

1. Howard County Public School System, Maryland



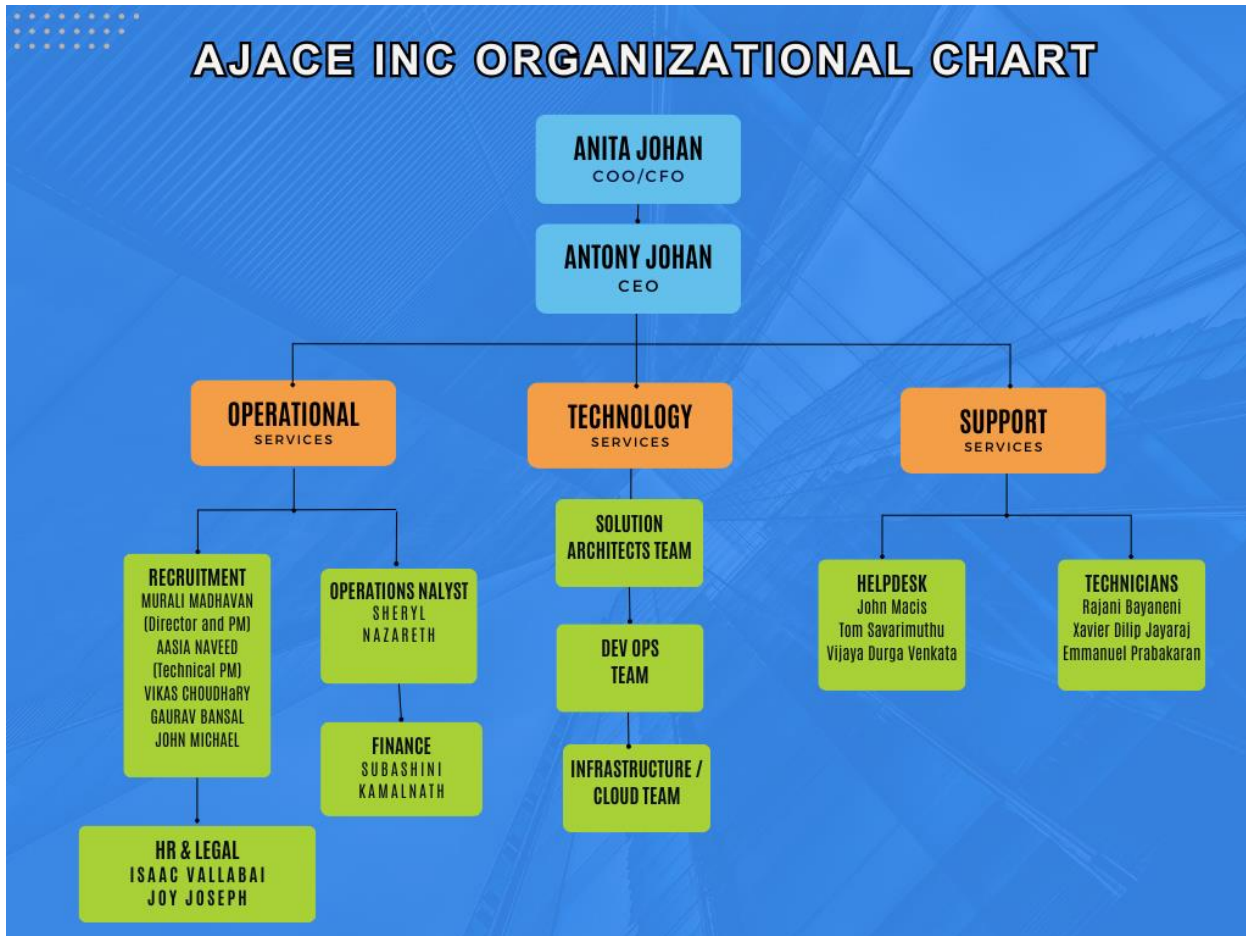
Below are the details of AJACE with these clients:

Howard County Public School System	Solutions / Business Intelligence Architect Services
ELLICOTT CITY, MARYLAND	06/2018 to Present
<p>Work description:</p> <p>AJACE candidates provide comprehensive services in Business Intelligence and Technical Architecture who help leading development teams and overseeing intricate application architectures. Their expertise spans various critical areas, ensuring the smooth functioning and optimization of technology initiatives across different complexity levels, complete with integrations. Moreover, candidates take the helm in enterprise business intelligence, steering the development and maintenance of comprehensive solutions. This includes dashboard development, data warehousing, ETL processes, and reporting and analytical development, ensuring businesses have access to actionable insights. Our candidates also lead in database management. They adeptly handle all aspects, from design to maintenance, ensuring the reliability and performance of relational database management systems. Their proficiency extends to SQL programming and objects, where they establish standards and execute solutions, optimizing databases and applications for peak efficiency. In the realm of enterprise reporting, AJACE candidates stand out by architecting and developing various report types, catering to diverse business needs. They work closely with stakeholders to craft meaningful reports and streamline data collection and analysis methods for enhanced decision-making. Furthermore, AJACE consultants play a pivotal role in ensuring seamless system integration and maintaining data integrity. They provide guidance on user security management, software release management, troubleshooting, and system upgrades, ensuring a robust and secure IT environment. AJACE's candidates' commitment to continuous improvement is evident in their involvement in process development and system enhancements. They collaborate with user groups to define needs and translate requirements into viable solutions, leveraging industry best practices and standards. In essence, AJACE candidates offer a holistic approach to technology solutions,</p>	

[illegible]

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Organizational chart



6. F.1 Company Profile

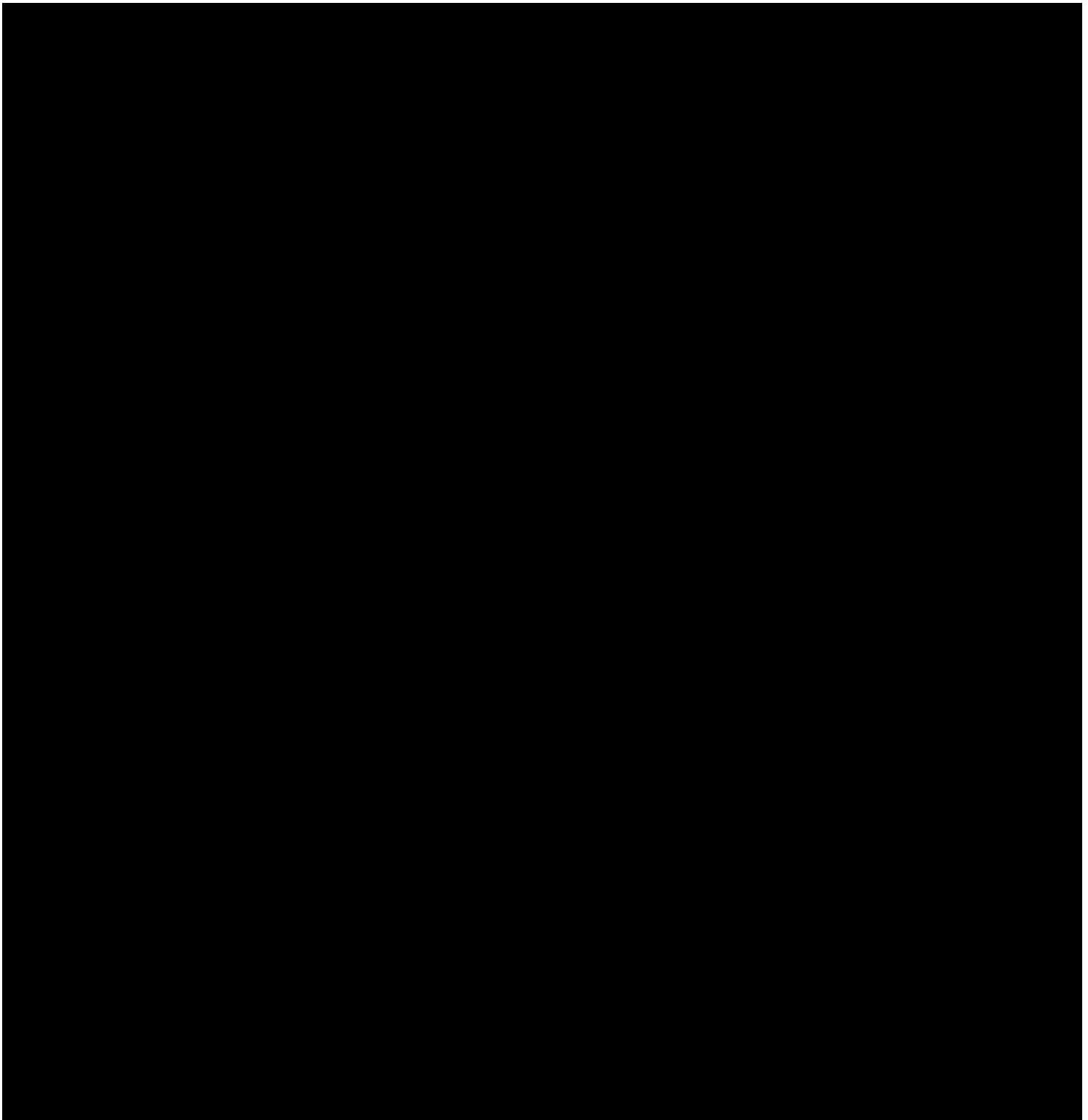
Company profile, to include:

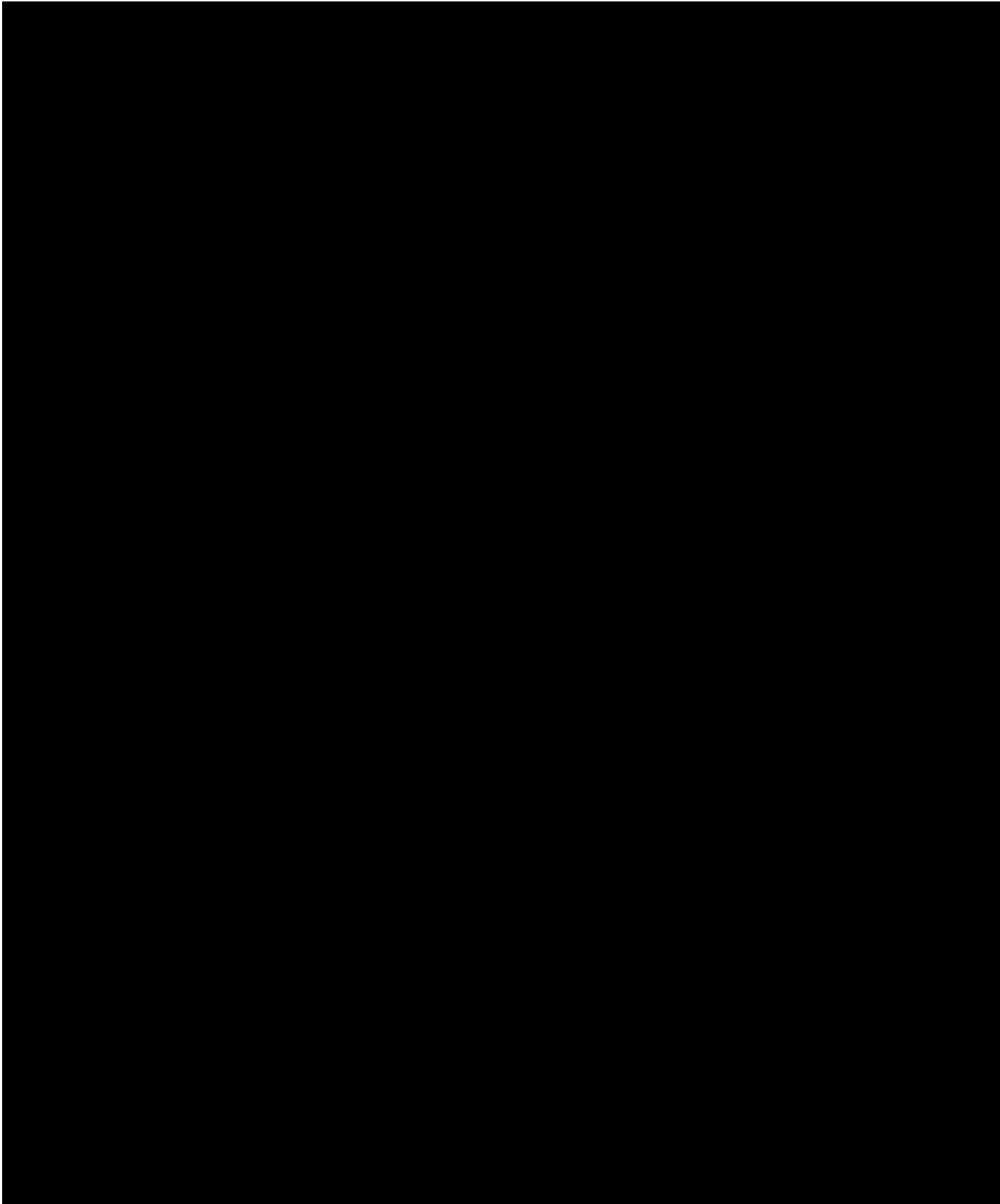
- 1. How long in business under the current name.*
- 2. Business contact information.*
- 3. Resume of Account Representative(s)/Key Personnel that will be assigned to this HCPSS contract for the duration of this contract.*
- 4. Candidates broken down by positions*
- 5. Statement as to business and/or principals' involvement in any legal action pending or resolved regarding failure to perform in the state of Maryland during the previous three years, furnish details and outcome.*
- 6. Certification that the Contractor is not listed on the System for Award Management (SAM) under the Excluded Parties Listing System (EPLS) federal registry.*

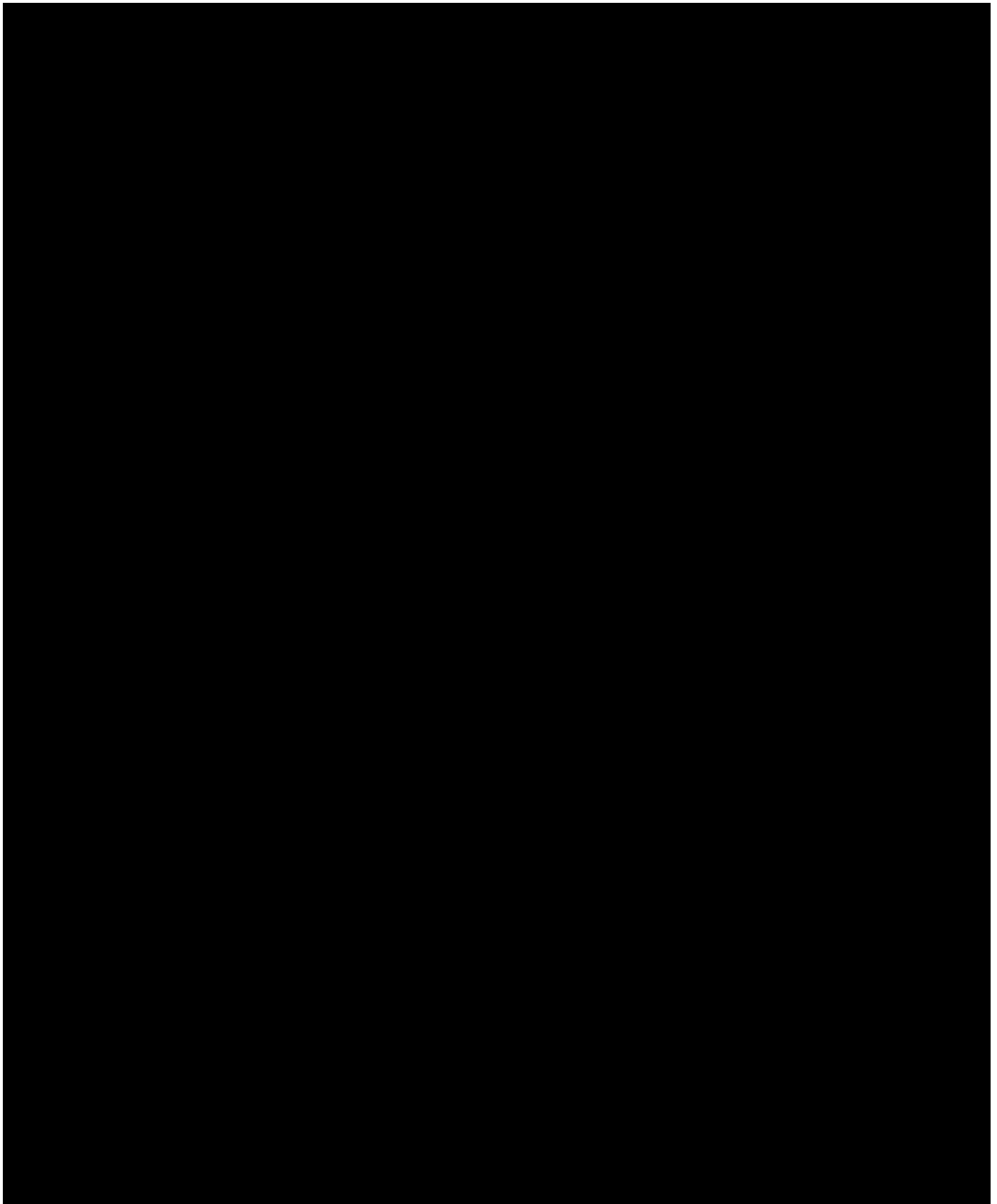
No	Requirement	AJACE Response	AJACE Meets Requirement
1	How long in business under the current name.	AJACE Business has been under its current name for 19 years	Yes, AJACE meets requirement
2	Business contact information.	Anita Johan, COO and CFO Phone : [REDACTED] Address: 14159 Robert Paris Ct #A, Chantilly VA 20151 Email: anitaj@ajace.com	
3	Resume of Account Representative(s)/Key Personnel that will be assigned to this HCPSS contract for the duration of this contract.	Resume of Account Representative Anita Johan is given below.	
4	Candidates broken down by positions	5 candidates are submitted for Senior Solutions and Business Intelligence Architect Services. Resumes are under Tab E	Yes, AJACE meets requirement
5	Statement as to business and/or principals' involvement in any legal action pending or resolved	AJACE has no pending legal action. AJACE has maintained a strong track record of performance and compliance.	Yes, AJACE meets requirement

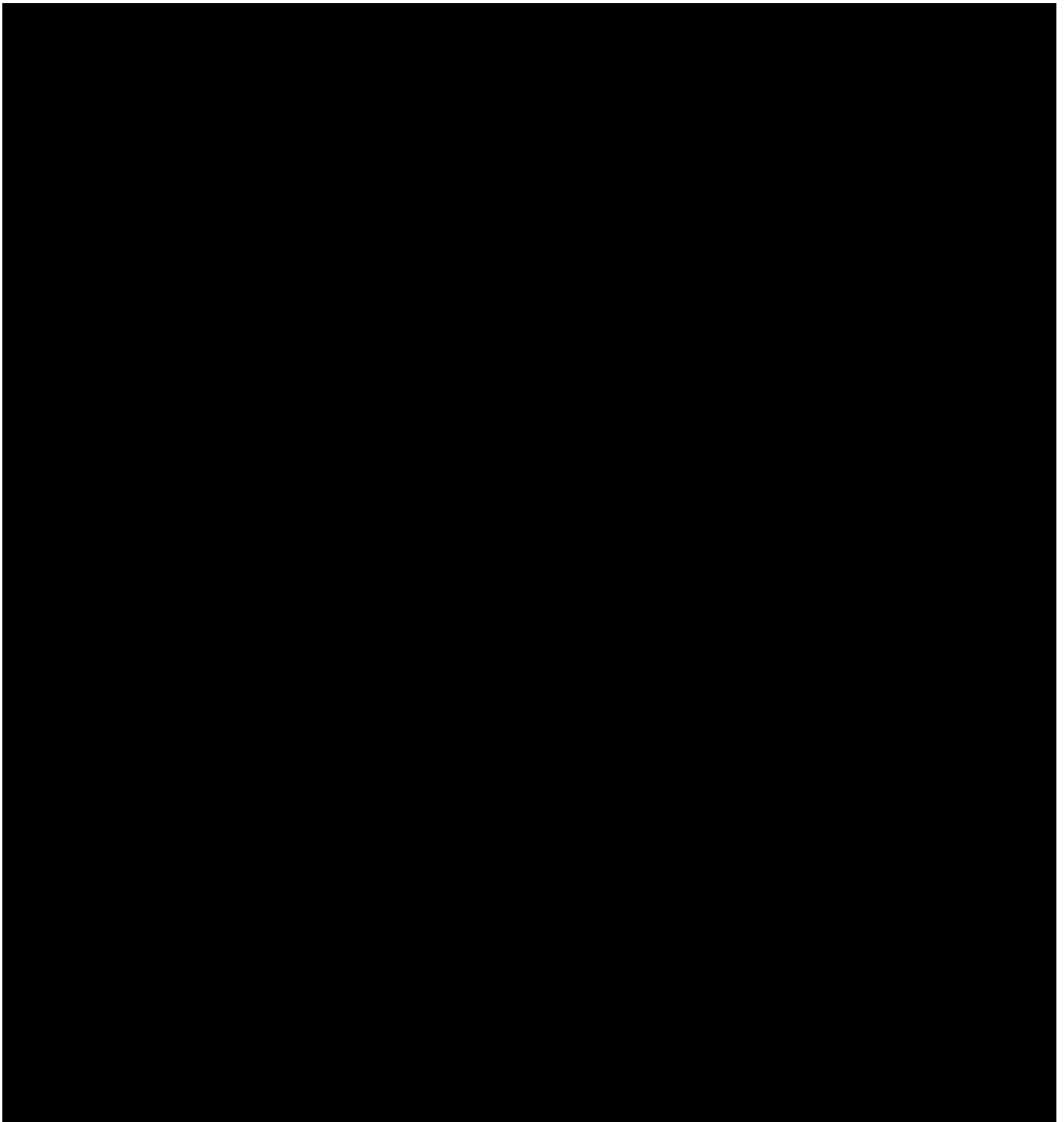
	<p>regarding failure to perform in the state of Maryland during the previous three years, furnish details and outcome.</p>	<p>Our management and staff have maintained a clean track record with no legal actions pending or resolved regarding failure to perform in Maryland during the previous three years related to failure to perform. Our commitment to excellence and dedication to meeting our obligations to clients and partners have been central to our operations. This clean record underscores our commitment to professionalism and reliability in all our endeavors.</p>	
6	<p>Certification that the Contractor is not listed on the System for Award Management (SAM) under the Excluded Parties Listing System (EPLS) federal registry.</p>	<p>AJACE, the contractor is not listed on the System for Award Management (SAM) under the Excluded Parties Listing System (EPLS) federal registry. (Find Signed Appendix I)</p>	<p>Yes, AJACE meets requirement</p>

Resume of Account Representative(s)/Key Personnel that will be assigned to this HCPSS contract for the duration of this contract.









G. Equal Employment Opportunity Statement (TAB G)

By submitting this statement, the Offeror confirms that AJACE Inc (Offeror) meets or exceed the goal of 25 percent participation by organizations majority owned by Native American/Alaskans, Asian/Pacific Islanders, Blacks, Hispanics, persons with disabilities, and/or women. AJACE Inc has been certified as a Small, Minority and Woman Owned organization by SBSDE.

By: (Antony Johan - Authorized Representative and affiant)



Antony Johan, CEO
AJACE Inc.

Date: 03/28/2024

H. Conflict of Interest (TAB H)

No Conflict of Interest as there is no existing business or personal relationship between Offeror, its principal, or any affiliate or subcontractor, with HCPSS or any other entity or person involved in any way in the Contract.

By submitting this proposal, the Offeror agrees that, if selected, it will be independent and not be unduly influenced by any group or individuals, public or private, to include the HCPSS, Maryland State Department of Education, Maryland State Government, or any of its respective employees, members, or representatives.

By: (Antony Johan - Authorized Representative and affiant)



Antony Johan, CEO
AJACE Inc.

Date: 03/28/2024



Office of Purchasing
10910 Clarksville Pike, Ellicott City, Maryland 21042-6198
(410) 313-5644

Request For Proposal
Senior Solutions and Business Intelligence
Architect Service Bid #114.24.B6

Solicitation Number: Bid #114.24.B6
Proposal Issued Date: March 4, 2024
Pre-Proposal Conference: N/A
Question Deadline: March 15th, 2024
Proposal Due Date and Time: March 27th, 2024

Return To: **Howard County Public School System**
Office of Purchasing
Attn: Afua Tisdale
10910 Clarksville Pike
Ellicott City, MD 21043

Public Opening: **Not Public**
Anticipated Contract Start: July 1, 2024

NOTE: MINORITY & SMALL BUSINESS ENTERPRISES AND VETERAN-OWNED BUSINESSES ARE ENCOURAGED TO RESPOND TO THIS RFP.

This proposal must be signed by an offeror authorized to make a binding commitment for the firm submitting the proposal. By submitting a proposal in response to this RFP, the offeror selected for award agrees that it shall comply with all federal, State, and local laws, and HCPSS policies and regulations applicable to its activities under the resulting contract. Any offeror selected for award, including businesses outside of the State, must comply with registration/verification requirements of the Maryland Department of Assessments and Taxation. www.dat.maryland.gov

Your signature on this page provides HCPSS your acknowledgment and acceptance of the terms and conditions contained in the Request for Proposals and will abide by all of its terms and conditions. Unauthorized exceptions, amendments, or deviations in the response may result in disqualification of the submittal.

Offeror Name: AJACE Inc

Address: 14159 Robert Paris ct. Suite-A, Chantilly, VA 20151

Phone: [REDACTED] Fax: e-mail: antonyj@ajace.com

DGS Small Business Certification # (if any): N/A

Signature of Offeror: Antony Johan

Printed Name, Title and Date: ANTONY JOHAN, CEO, 03/28/2024

APPENDIX A – QUALIFICATIONS/EXPERIENCE AFFIDAVIT**APPENDIX A – QUALIFICATIONS/EXPERIENCE AFFIDAVIT****Submitted by:**

Information furnished in response to this Affidavit and any verification made by HCPSS provides a basis for determining the responsibility of Offerors. If the experience or background of the Offeror is deemed insufficient or the Offeror's references inadequate, the Offeror may be determined not responsible, and its proposal rejected.

Offeror shall have at least 5 years' experience in providing work similar **in scope and complexity** to those described herein. The most recent experience must be within the past 48 months. HCPSS may consider relevant individual experience of key personnel when assessing the responsibility of the Offeror.

1. How many years has your firm been in the business of providing similar services/scope of work under your present legal name? 19 Years of relevant experience.

1a. Under a different legal name? 0 Years of relevant experience.

2. List at least three contracts/references similar to the work described herein, in which your organization has completed within the last five years (include company names, firm or government agency, address, contact person, phone number and email address). At least one contract must have been awarded within the past 24 months.

A. Project: **075.18.B5 Solutions / Business Intelligence Architect Services**

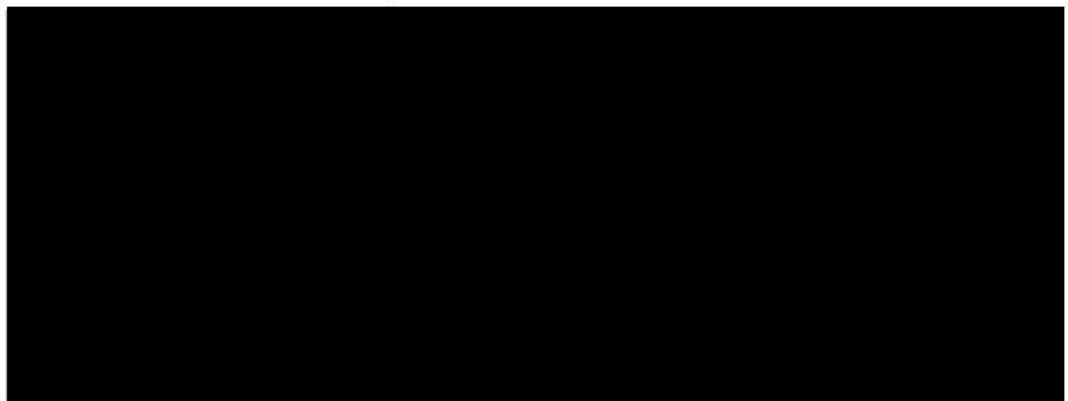
Beginning and End Date of Contract: **06-2018 to Present**

Address: **10910 Clarksville Pike, Ellicott City, MD 20142**




School District or Organization: **Howard County Public School System**

Contact Person: **Afua Tisdale**

Phone Number: **410-313-5644**






3. What is your Dunn and Bradstreet Rating? 
4. How many people does your company currently employ on a:
A. Full-Time basis? 42 B. Part-Time basis? 20
5. Has your organization performed any contract, not included in #2 above, for any unit of the State of Maryland or Howard County Government over the last five years? (Please list names, addresses, dates and the government employee responsible for accepting the work). 
- 
6. Has your company or any of its officers or employees ever been found guilty of any criminal act in regard to the performance of a government contract or subjected to any penalty or liquidated damages arising out of poor or non-performance? Explain.
No
7. Has your company ever been suspended or debarred from bidding on contracts by the Board of Public Works or any other local, state or federal organization for any reason? Explain.
No
8. Has your company ever filed for bankruptcy/receivership or any other similar defalcation? Explain.
No

The signatory of this form hereby affirms that the information as set forth is accurate, truthful, and complete, to the best of his/her knowledge and belief.

No



Antony Johan, CEO
AJACE Inc

Date: 03/28/2024

APPENDIX C - INFORMATION AND COST PROPOSAL
APPENDIX C – INFORMATION AND COST PROPOSAL
A. GENERAL

1. Offeror's Name: AJACE INC
 Address: 14159 Robert Paris Ct, Suite-A,
Chantilly, VA 20151
 Telephone: 703-989-5321
2. Person Responsible for completing this form:
 Name: Antony Johan
 Title: Chief Executive Officer

B. CONTRACT FOR INSIDE CONTRACT ADMINISTRATION

In the event your Organization receives a contract as a result of this Invitation for Bid, please designate an inside person whom we may contact during the period of the contract for prompt contract administration:

Name <u>Antony Johan</u>	Title <u>Chief Executive Officer</u>
Address <u>14159 Robert Paris Ct, Suite-A</u>	Phone <u>[REDACTED]</u>
<u>Chantilly, VA 20151</u>	Fax <u>[REDACTED]</u>
Email <u>AntonyJ@ajace.com</u>	Pager/cellular <u>[REDACTED]</u>

C. RECEIPT OF ADDENDA

Submitting provider must acknowledge receipt of all addenda issued below:

Addendum: <u>1</u>	Dated: <u>03/13/2024</u>	Received: <input checked="" type="checkbox"/>
Addendum: <u>2</u>	Dated: <u>03/22/2024</u>	Received: <input checked="" type="checkbox"/>
Addendum: _____	Dated: _____	Received: <input type="checkbox"/>
Addendum: _____	Dated: _____	Received: <input type="checkbox"/>
Addendum: _____	Dated: _____	Received: <input type="checkbox"/>

D. FORM FOR COST PROPOSAL

Note: Billing rates offered shall be inclusive of all overhead, profit, travel, accommodations, administrative fees, and direct and indirect costs and shall represent onsite staff work within Howard County, MD.

Complete Bid Table Provided in Bonfire.

Appendix C.1 – COST PROPOSAL SIGNATURE SHEET**THE HOWARD COUNTY PUBLIC SCHOOL SYSTEM****A. Bidder's Certification**

1. I/we hereby propose to furnish and deliver supplies, equipment, or services, in accordance with specifications and stipulations contained herein, and at the prices quoted. I/we certify that this bid is made without any previous understanding, agreement, or connection with any person, firm, or corporation making a bid for the same supplies, materials, or equipment and is in all respects fair and without collusion or fraud.

2. I/we certify that this bid is made without having contacted any employee within The Howard County Public School System unless such contacts were previously authorized by the Purchasing Officer.

3. I/we certify that this bid is genuine and not collusive or sham; that said bidder has not colluded, conspired, connived and agreed, directly or indirectly, with any bidder or person to put in a sham bid or to refrain from bidding and is not in any manner, directly or indirectly, sought by agreement of collusion or communication or conference, with any person to fix the bid prices of the affidavit or any other bidder, or to fix any overhead, profit or cost element of said bid price, or that of any bidder, or to secure any advantage against the Board of Education of Howard County or any other person interested in the proposed contract; and that all statements in said proposal or bid are true.

4. I/we affirm that this firm will not knowingly employ an individual to work at a school if the individual is a Registered Sexual Offender, pursuant to section 11-722 (C) of the Criminal Procedure Article of the Annotate Code of Maryland. A firm or person who violates this section is guilty of a misdemeanor and on conviction is subject to imprisonment not exceeding 5 years or a fine not exceeding \$5,000 or both.

5. I hereby certify that I am authorized to sign for the bidder.

B. Vendor/Contractor Disqualification - Bribery

1. A person convicted for bribery, attempted bribery, or conspiracy to bribe shall be disqualified from entering into a contract with any county or other subdivision of the state. Every business entity upon submitting a bid or otherwise applying for a contract shall submit an affidavit stating whether it, its officers, directors, or partners, or its employees have been convicted of bribery, attempted bribery, or conspiracy to bribe under the laws of any state or federal government.

Submitted by:

AJACE Inc

(company name)

Antony Johan

(person authorized to sign bids)

Chief Executive Officer

(title of authorized representative)

Antony Johan

(signature of authorized representative)

03/28/2024

(date)

APPENDIX D – PROPOSAL AFFIDAVIT**Appendix D – PROPOSAL AFFIDAVIT**

Senior Solutions and Business
Intelligence Architect Services
Bid #114.24.B6

Date: 03/28/2024Bidder/Offeror: AJACE Inc**CONTACT FOR INSIDE CONTRACT ADMINISTRATION**

In the event your Organization receives a contract as a result of this Invitation for Bid, please designate an inside person whom we may contact during the period of the contract for prompt contract administration:

Name Anita JohanTitle COOAddress 14159 Robert Paris Ct, Suite-APhone [REDACTED]Chantilly, VA 20151Fax e-mail AnitaJ@ajace.comPager/cellula [REDACTED]**ADDENDA**

Receipt of the following Addenda is acknowledged:

Addendum No. 1 Dated 03/13/2024 Addendum No. Dated Addendum No. 2 Dated 03/22/2024 Addendum No. Dated

AFFIDAVIT

Special Instructions: An authorized representative of the bidder shall complete the following affidavit in accordance with these bid documents and insert an answer to paragraphs 1 and 3.

Statutory Affidavit and Non-Collusion Certification

I, Antony Johan, being duly sworn, depose and state:

1. I am the Chief Executive Officer (officer) and duly authorized representative of the organization named AJACE Inc whose address is 14159 Robert Paris Ct, Suite-A Chantilly, VA 20151 and that I possess the authority to make this affidavit and certification on behalf of myself and the firm for which I am acting.
2. Except as described in Paragraph 3 below, neither I, nor to the best of my knowledge, the above firm, nor any of its officers, directors, or partners, or any of its employees who are directly involved in obtaining or performing contracts with any public bodies has:
 - (a.) Been convicted of bribery, attempted bribery, or conspiracy to bribe, under the laws of any state or the federal government;
 - (b.) Been convicted under the laws of the state, another state, or the United States of: a criminal offense incident to obtaining, attempting to obtain, or performing a public or private contract; or fraud, embezzlement, theft, forgery, falsification or destruction of records, or receiving stolen property;
 - (c.) Been convicted of a criminal violation of an antitrust statute of the State of Maryland, another state, or the United States;
 - (d.) Been convicted of a violation of the Racketeer Influenced and Corrupt Organization Act, or the Mail Fraud Act, for acts in connection with the submission of bids or proposals for a public or private contract; (e.) Been convicted of any felony offenses connected with obtaining, holding, or maintaining a minority business enterprise certification, as prohibited by Section 14-308 of the State Finance and Procurement Article;
 - (f.) Been convicted of conspiracy to commit any act or omission that would constitute grounds for conviction under any of the laws or statutes described in Paragraph (a) through (e) above; or
 - (g.) Been found civilly liable under an antitrust statute of this State, another state, or the United States for acts or omissions in connection with the submission of bids or proposals for a public or private contract.
3. The only conviction, plea, or admission by any officer, director, partner, or employee of this firm to involvement in any of the conduct described in Paragraph 2 above is as follows:

If none, write "None" below. If involvement, list the date, count, or charge, official or administrative body, the individuals, their position with the firm, and the sentence or disposition of the charge.

None

(you may attach an explanation as necessary)
4. I affirm that this firm will not knowingly enter into a contract with a public body under which a person or business debarred or suspended under Maryland State Finance and Procurement Title 16, subtitle 3, Annotated Code of Maryland, as amended, will provide, directly or indirectly, supplies, services, architectural services, construction-related services, leases of real property, or construction.
5. I affirm that this proposal or bid to the Board of Education of Howard County Maryland is genuine and not collusive or a sham; that said bidder has not colluded, conspired, connived and agreed, directly or indirectly, with any bidder or person to put in a sham bid or to refrain from bidding and is not in any manner, directly or indirectly, sought by agreement of collusion or communication or conference, with any person to fix the bid prices of the affidavit or any other bidder, or to fix any overhead, profit or cost element of said bid price, or that if any bidder, or to secure an advantage against the Board of Education of Howard County Maryland or any other person interested in the proposed contract; and that all statements in the proposal or bid are true. I acknowledge that, if the representations set forth in this affidavit are not true and correct, the Board of Education of Howard County Maryland may terminate

any contract awarded and take any other appropriate action.

6. I affirm that this firm will not knowingly employ an individual to work at a school if the individual is a Registered Sexual Offender, pursuant to section 11-722 (C) of the Criminal Procedure Article of the Annotate Code of Maryland. A firm or person who violates this section is guilty of a misdemeanor and on conviction is subject to imprisonment not exceeding 5 years or a fine not exceeding \$5,000 or both.

CONFLICT OF INTEREST – FINANCIAL DISCLOSURE STATEMENT

As used below, the following terms have the meaning indicated:

A. "Financial interest" means: (1) Ownership of any interest as the result of which the owner has received, within the past three years, or is presently receiving, or in the future is entitled to receive, more than \$1000 per year; or

(2) Ownership of more than three percent of a business entity, by a Board member or school system employee.

B. "Qualified Relative" means a spouse, domestic partner, parent, child, and sibling.

Except as disclosed below, the bidder has examined its business records and states that to the best of its knowledge:

1. No Board of Education member or school system employee, or their Qualified Relative, has a Financial Interest in the company or its holding company or a subsidiary;
2. No Board of Education member or school system employee, or their Qualified Relative, is an officer, director, trustee, partner, or employee of the company or its holding company or a subsidiary; and
3. No Board of Education member or school system employee, or their Qualified Relative, is negotiating or has any arrangement concerning prospective employment with the company or its holding company or a subsidiary.

DISCLOSURES:

Attach as necessary.

The statements contained in this affidavit shall be incorporated into the awarded contract as material provisions and shall be effective throughout the life of the contract. The firm has a continuing obligation through the life of the contract to submit a revised affidavit should the firm discover information, or events occur, which render the contents of this affidavit erroneous or incomplete or which would result in the firm providing a different response. The firm's failure to submit a revised affidavit within three (3) working days of either its awareness of any error, change of circumstances, incompleteness, etc., or request by the owner shall constitute breach of contract. Upon submission of a revised affidavit, the owner has the right to take such actions as may be necessary, in the judgement of the owner, to maintain and enforce the provisions of the affidavit, including termination of the contract.

I DO SOLEMNLY DECLARE AND AFFIRM under the penalties of perjury that the contents of these affidavits (Statutory and Non-Collusion) are true and correct, that I am executing this Affidavit in compliance with Section 16-311 of the State Finance and Procurement Article, Annotated Code of Maryland, and the Non-Collusion Certification in compliance with requirements of the Board of Education of Howard County Maryland, and that I am executing and submitting this Form of Proposal on behalf of and as authorized by the bidder named below.

(Signature of Bidder)



(Date) 03/28/2024

(Title of Bidder) CEO

SUBSCRIBED AND SWORN to before me on this

28th

day
of

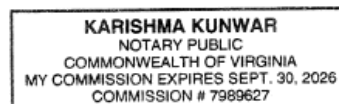
March, 2024.

NOTARY PUBLIC

Name

Karishma Kunwar

Seal:



APPENDIX F – EDUCATION ARTICLE 6-113.2 AFFIDAVIT**APPENDIX F – EDUCATION ARTICLE 6-113.2 AFFIDAVIT****A. AUTHORITY**

I HEREBY AFFIRM THAT:

I, (print name) Antony Johan possess the legal authority to make this Affidavit on behalf of AJACE Inc (Name of company).

B. SCREENING APPLICANTS FOR EMPLOYMENT UNDER A HOWARD COUNTY PUBLIC SCHOOL SYSTEM (HCPSS) CONTRACT

Effective July 1, 2019, Maryland Law requires contractors to screen all applicants for a position involving direct contact with minors as defined in Section 6-113.2 of the Education Article, Maryland Annotated Code ("statute").

Screening requires the applicant to submit to the contractor the following:

1. Contact information of:
 - The current employer
 - All former school employers; and
 - All former employers of the applicant in which the applicant was employed in a position involving direct contact with minors.
2. Written consent form signed by applicant to release all records relating to child sexual abuse or sexual misconduct.
3. A written statement of whether the applicant:
 - Has been the subject of a child sexual abuse or sexual misconduct investigation by any employer, arbitrator, county board, state licensing agency, law enforcement agency, or child protective services agency, unless the investigation resulted in any of the findings listed in Section 6-113.2(B)(3)(i)(1-5), of the statute.
 - Has ever been disciplined, discharged, non-renewed, or asked to resign from employment, or has ever resigned from, or otherwise separated from, any employment while allegations of child sexual abuse or sexual misconduct were pending or were under investigation, or due to an adjudication or findings of child sexual abuse or sexual misconduct; or
 - Has ever had a license, professional license, or certificate suspended, surrendered, or revoked while allegations of child sexual abuse or sexual misconduct were pending or under investigation, or due to an adjudication or findings of child sexual abuse or sexual misconduct.

Before hiring an applicant for a position involving direct contact with minors, the Contractor shall:

1. Review an applicant's employment history by contacting employers listed by the applicant and requesting ~~dates~~ dates of employment and answers to questions regarding child sexual abuse or sexual misconduct required by the statute;

- and
2. Request a report from the Maryland State Department of Education regarding the applicant's eligibility for employment or certification status to determine whether the applicant a) holds a valid and active certification appropriate for the position and is otherwise eligible for employment; and b) has been the subject of professional discipline related to child sexual abuse or sexual misconduct.

If the information from an applicant's employer includes an affirmative response to the child sexual abuse or sexual misconduct questions, and the Contractor wants to further consider the applicant for employment, the Contractor shall request additional information from the employer including records related to the child sexual abuse or sexual misconduct.

Contractor shall conduct the employment history review of the applicant: 1) at the time of initial hiring of the employee; or 2) before the employee is assigned to work for a school entity in a position involving direct contact with minors.

Contractor shall maintain a record of each employee's employment history review required by the statute; and provide to HCPSS access to the employee's records upon request.

Before assigning an employee to perform work for HCPSS in a position involving direct contact with minors, Contractor shall provide notice to HCPSS of any affirmative responses to the child sexual abuse or sexual misconduct questions required by the statute.

Contractor may not assign an employee to perform work for HCPSS in a position involving direct contact with minors if HCPSS objects to the assignment after receiving notice required by the statute.

Notwithstanding any other remedies available under the Contract, Contractor may be subject to disciplinary action by the Maryland State Department of Education for willful violations of the statute.

I FURTHER AFFIRM THAT:

I am aware of, and the above business will comply with, the requirements of Section 6-113.2 of the Education Article, Annotated Code of Maryland.

Violations of any of these provisions may result in immediate termination for cause.

I DO SOLEMNLY DECLARE AND AFFIRM UNDER THE PENALTIES OF PERJURY THAT THE CONTENTS OF THIS AFFIDAVIT ARE TRUE AND CORRECT TO THE BEST OF MY KNOWLEDGE, INFORMATION, AND BELIEF.

Date: 03/28/2024

By: ANTONY JOHAN (printed name of Authorized Representative and affiant)

Antony Johan (signature of Authorized Representative and affiant)

APPENDIX I - Certification Regarding Debarment, Suspension, and Other Responsibility Matters**APPENDIX I – CERTIFICATION REGARDING DEBARMENT, SUSPENSION, AND OTHER RESPONSIBILITY MATTERS**

This certification is required by the Federal Regulations Implementing Executive Order 12549, Debarment and Suspension, 45 CFR Part 93, Government-wide Debarment and Suspension, for the Department of Agriculture (7 CFR Part 3017), Department of Labor (29 CFR Part 98), Department of Education (34 CFR Parts 85, 668, 682), Department of Health and Human Services (45 CFR Part 76).

The prospective bidder, AJACE Inc certifies to the best of its knowledge and belief that it and its principals:

- (a) Are not presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from covered transactions by any Federal department or agency;
- (b) Have not within a three year period preceding this proposal been convicted of or had a civil judgement rendered against them for commission of fraud or a criminal offense in connection with obtaining, attempting to obtain, or performing a public (Federal, State, or local) transaction or contract under a public transaction; violation of Federal or State antitrust statutes or commission of embezzlement, theft, forgery, bribery, falsification or destruction of records, making false statements, or receiving stolen property;
- (c) Are not presently indicted for or otherwise criminally or civilly charged by a government entity (Federal, State, or local) with commission of any of the offenses enumerated in paragraph (b) of this certification; and
- (d) Have not within a three-year period preceding this application/proposal had one or more public transactions (Federal, State, or local) terminated for cause or default.

I understand that a false statement on this certification may be grounds for rejection of this proposal or termination of the award. Any exceptions provided will not necessarily result in denial of award but will be considered in determining bidder responsibility and whether or not the system will enter into contract with the party. For any exception noted, indicate on an attached sheet to whom it applies, initiating agency, and dates of action. Providing false information may result in criminal prosecution or administrative sanctions.

Antony Johan, Chief Executive Officer

Typed Name & Title of Authorized Representative

Antony Johan
Signature of Authorized Representative

03/28/2024

Date

I am unable to certify to the above statement. My explanation is attached.

Signature _____ Date _____

MBE Form: Small Woman And Minority Owned Business Certificate



Certificate of Good Standing

Commonwealth of Virginia



State Corporation Commission

CERTIFICATE OF GOOD STANDING

I Certify the Following from the Records of the Commission:

That Ajace Inc. is duly incorporated under the law of the Commonwealth of Virginia;

That the corporation was incorporated on January 7, 2005;

That the corporation's period of duration is perpetual; and

That the corporation is in existence and in good standing in the Commonwealth of Virginia as of the date set forth below.

Nothing more is hereby certified.



Signed and Sealed at Richmond on this Date:

January 10, 2024

A handwritten signature in black ink, appearing to read "Bernard J. Logan".

Bernard J. Logan, Clerk of the Commission

MD State Department of Assessments and Taxation Registration

Wes Moore | Governor
Aruna Miller | Lt. Governor
Michael Higgs | Director
Marcus Alzona | Deputy Director

Date: 1/12/2024

ANTONY JOHAN
14159 ROBERT PARIS CT SUITE A
CHANTILLY VA 20151

THIS LETTER IS TO CONFIRM ACCEPTANCE OF THE FOLLOWING FILING:

ENTITY NAME	: AJACE Inc
DEPARTMENT ID	: [REDACTED]
TYPE OF REQUEST	: Non-Maryland Corporation Qualification
DATE FILED	: 1/10/2024
TIME FILED	: 5:07 PM
FILING NUMBER	: [REDACTED]
CUSTOMER ID	: [REDACTED]
WORK ORDER NUMBER	: [REDACTED]

PLEASE VERIFY THE INFORMATION CONTAINED IN THIS LETTER. NOTIFY THIS DEPARTMENT IN WRITING IF ANY INFORMATION IS INCORRECT. INCLUDE THE CUSTOMER ID AND THE WORK ORDER NUMBER ON ANY INQUIRIES. EVERY YEAR THIS ENTITY MUST FILE A PERSONAL PROPERTY RETURN IN ORDER TO MAINTAIN ITS EXISTENCE EVEN IF IT DOES NOT OWN PERSONAL PROPERTY. THE RETURN IS FOUND ON THE SDAT WEBSITE.

THE FEDERAL CORPORATE TRANSPARENCY ACT (31 U.S.C. §5336) REQUIRES THIS ENTITY TO REPORT OWNERSHIP INFORMATION OR OBTAIN AN EXEMPTION NO LATER THAN 90 DAYS FROM THE DATE OF THIS LETTER. THE REPORTING FORM MAY BE OBTAINED FROM (BENEFICIAL OWNERSHIP INFORMATION REPORTING | [FINCEN.GOV](https://fincen.gov)). MORE INFORMATION CAN BE FOUND AT [HTTPS://BUSINESSEXPRESS.MARYLAND.GOV/START/FILE-FEDERAL-BENEFICIAL-OWNERSHIP-INFORMATION](https://businessexpress.maryland.gov/start/file-federal-beneficial-ownership-information). THIS NOTIFICATION IS PURSUANT TO §(E)(2)(A)(I) OF THE ACT.

Department of Assessments and Taxation
301 W. Preston St., Room 801
Baltimore, MD 21201
www.dat.maryland.gov
410-767-1184 (Main) 1-888-246-5941 (Toll-Free)
1-800-735-2258 (Maryland Relay)

EFFECTIVE DATE : 1/10/2024
STATE OF FORMATION : VA
PRINCIPAL OFFICE : 14159 Robert Paris Ct Suite A
Chantilly VA 20151

RESIDENT AGENT : Department of Assessments and Taxation

301 West Preston Street
Baltimore MD 21201

Department of Assessments and Taxation
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