

# WSCA Software Value-Added Reseller Offeror Questionnaire Qualifications



**Presented by DLT Solutions**



**DLT SOLUTIONS**

April 15, 2011

This proposal includes data that shall not be disclosed outside the Customer and shall not be duplicated, used, or disclosed - in whole or in part - for any purpose other than to evaluate this proposal. If, however, a contract is awarded to this offeror as a result of - or in connection with - the submission of this data, the Customer shall have the right to duplicate, use, or disclose the data to the extent provided in the resulting contract. This restriction does not limit the Customer's right to use information contained in this data if it is obtained from another source without restriction.

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## Executive Summary

The management and staff of DLT Solutions (DLT) is pleased to submit its proposal to support the Western States Contracting Alliance (WSCA) on the Software Value Added Reseller contract. DLT's proposal is fully compliant with the State of Arizona's solicitation, ADSP011-00000358. DLT accepts the contract requirements and terms with only the noted exceptions included in the Offerors – Exceptions section. Upon notice of award DLT is prepared to execute a contract with the State of Arizona. DLT can provide all of the products requested in the WSCA solicitation. Based upon DLT's business model and the channel policies, DLT is the only true direct reseller for the following OEM software: Autodesk, Quest, and Solarwinds.

DLT is a Software Value Added Reseller (SVAR) and since its beginning in 1991 has delivered best-in-class technology solutions to federal, state and municipal governments, and businesses. In 2010, DLT's annual revenue exceeded \$780M. With its product portfolio, multiple procurement vehicles and award-winning track record, DLT confidently supports public sector clients in the technology implementation required to achieve their agency missions. Our distinctions and awards are numerous:

### Distinctions

- **Quest Software's Largest Government Partner & Largest Reseller in the U.S.**
- **Largest Government Reseller of Symantec Software**
- **Red Hat's Largest Government Reseller**
- **Oracle's Largest Reseller in the World and Largest Government Reseller**
- **Autodesk's Largest Government Partner**
- **Solarwinds' Largest Government Partner and Largest Reseller in the U.S.**

In 2010, DLT sold to more than 7,200 government clients with sales totaling over \$700M. Of these government clients, approximately 4,400 of them were State and Local customers totaling \$120M. Many of these customers have been purchasing from DLT since its inception in 1991. DLT transacts with each of the 50 states, including localities, counties, municipalities, and state agencies. Of the \$120M sold to state and local customers, over \$16M was transacted with the Participating Entities (PE) covered under this WSCA solicitation. This represents nearly 25% of the estimated \$70M annual purchases by the PE's under this solicitation.

Comparable to the other likely Offerors, DLT offers WSCA a unique and true value added contractual partnership in that DLT's business model is based on the establishment profound relationships with the premier software manufacturers. This allows DLT to maximize value for WSCA and its PE's buying capacity. As opposed to standard resellers, DLT attempts with every order to assist end users with true configuration and an assessment of whether the technology truly fits their needs. DLT is simply not an order taker, we are a true Value-Added Reseller. DLT believes this proposal represents a best-value solution for SVAR capabilities to WSCA and its PEs.

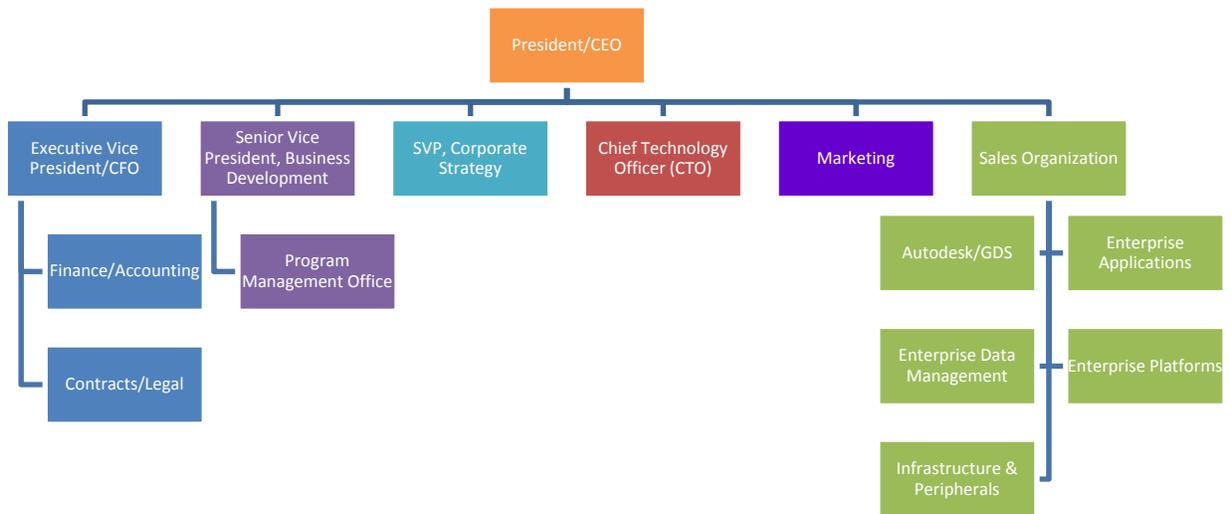
**QUALIFICATIONS:**

1. Provide an overview of the organization, including its structure, number and location of offices. Include an organizational chart to show the lines of responsibility at the highest levels. Provide a short history of your organization. Include number of years in business, industry awards, and corporate trade affiliations (publisher certifications are addressed in #2). This solicitation is for the products and services offered by a Software Value-Added Reseller (SVAR (Yes/No)). Is your organization a SVAR? If not, please describe the nature of your business (e.g., LAR)

DLT Solutions is a Software Value Added Reseller (SVAR) delivering best of class technology solutions to federal, state and municipal governments. Since its founding in 1991, DLT has tightly integrated itself with some of the most prominent IT software and hardware manufacturers in the world, including Autodesk, Google, NetApp, Oracle, Quest Software, Red Hat, SolarWinds and Symantec, among others. With its product portfolio, multiple procurement vehicles and award-winning track record, DLT confidently supports public sector clients in the technology implementation required to achieve their agency missions. DLT was recently honored as number one in the Term Software License category in the GSA IT Catalog of Top IT Contractors on GSA Schedule 70.

Currently, DLT has 240 employees, all at our headquarters in Herndon, Virginia. In 2010, 60% of DLT was purchased by the TZP Group, a private equity investment fund ([www.tzp.com](http://www.tzp.com)), and became DLT Solutions, LLC. DLT is a financially sound company, and has achieved a 20% growth, year over year, for the past 4 years. In 2010, DLT's revenues exceeded \$780M.

The following is a consolidated Organization Chart:



All functional areas will support the WSCA contract with the main work share residing within the sales organization. A discriminator of DLT against other SVARs is that DLT has based its sales organization around a particular technology type/software OEM. Each of these specific areas contain product-specialized sales representatives to better understand the needs of all WSCA customers. An example of one of these technology types is our Enterprise Applications team. The Enterprise Applications team is anchored by Oracle. DLT is the largest reseller of

Oracle in the world. Additionally, complementary database technology vendors are included within this sales team.

For the WSCA Contract, Participating Entities (PE) will have a point of contact for each sales team listed in the Organization Chart above, along with the Program Manager (Adam Shirvinski) and Contracts Manager (Harry Franks).

DLT proactively markets and sells only the leading products in each technology area. By partnering with only a few select manufacturers, DLT is able to focus on with each of those brands' products and services. Through the work of its technology professionals and partners, DLT has proudly received the following awards and distinctions:

### **Awards**

- ***Federal Computer Week Top 140 Schedule 70 Contractors***
  - ***Federal Computer Week Top 74 Systems Integrators***
  - ***Symantec U.S. VAR of the Year***
  - ***Washington Technology Top 100 Federal Prime Contractors***
  - ***GovernmentVAR 100***
  - ***CRN's Fastest Growth 100 List***
  - ***Red Hat Public Sector Partner of the Year***
  - ***North America's VAR 500 Top Technology Integrators, #96***
2. Using Excel file 'Questionnaire–Qualifications, RepPublishers', please advise of the publisher accounts for which you are an authorized reseller. Using this same Attachment, advise of those publishers for which you are not an authorized reseller, and briefly explain why you are not a reseller for those publishers. A contract requirement states that the Contractor must agree that there are no software publishers with whom they would refuse to do business if the Software Publisher is willing to do business with them. Please affirm that you agree with this requirement or state your objection and provide an explanation for requesting a modification of this requirement, providing names of publishers your organization would not represent and the reasons why. Provide written proof of your reseller status (certifications) with individual publishers as attachments to your response.

DLT has completed the required Excel spreadsheet "Questionnaire – Qualifications, RepPublishers denoting our reseller status, and certification level(s). DLT is authorized to resell all software products requested under this WSCA solicitation, and is able to provide additional software OEMs as noted at the end of the worksheet. For all software vendors not sold directly, DLT has negotiated an agreement with Ingram Micro to resell these products to WSCA customers. DLT affirms that there are no software publishers with whom DLT would refuse to do business with during the course of the WSCA contract performance. Finally, DLT has attached authorization letters from each of our software providers, as well as from Ingram Micro for all software vendors requested. The following chart separates the DLT direct OEM relationships from the Ingram Micro distribution relationships.



KEY ITEMIZED High Volume Publishers		
Symantec	Quest	Red Hat

OTHER ITEMIZED Publishers				
Bakbone	Autodesk	Guardian Edge	Oracle	Stellent

OTHER Publishers, not Itemized by WSCA				
Akamai	Application Security	ARCHIBUS	BDNA	Cyber-Ark Software
GeoEye	Google	Informatica	NetApp	PITTS
Power Analytics	ScriptLogic	SolarWinds	Solix Technologies	Tom Tom



KEY ITEMIZED High Volume Publishers					
Microsoft	Adobe	IBM	McAfee	Intel	VMWare
CA (Computer Assoc)	SAP Business Objects	Checkpoint	TrendMicro	BMC	Commvault

OTHER ITEMIZED Publishers					
AI Squared	Apple	Attachmate	Barracuda	Cisco	Citrix
Compuware	Corel	Doubletake	EMC	Enchoice	ESET
ESRI	Freedom Scientific	GW Micro	HumanWare	Hummingbird Exceed	ICM Conversions
HP	Information Builders	Kronos Software	LANDesk	Laserfishe	Lotus
Microfocus	Mindjet	MPS	MQSoftware	nCircle	Novel
Nuance	OSAM	Passpoint	SAS	Sophos	Splunk Software
Sun Gard	Sybase	Techsmith	Titus	Ultrabac	Websense

3. Describe the company's experience and expertise providing the following services.

a. License Management

For nearly 20 years, DLT has managed its database of over 300,000 contacts. Of these 300,000 contacts, more than 125,000 transactions were processed in 2010. DLT has the capability to maintain a robust database in order to provide the best resources available to WSCA. DLT utilizes a proprietary Customer Relations Management (CRM) tool in order to manage the increasing amount of contacts and

transactions. The CRM tool is called SMaRT (Sales Management and Reporting Tool). DLT’s license management capabilities through SMaRT can monitor all purchases from WSCA customers. DLT can monitor the following:

• Customer Contact	• Product Purchase
• Date of Purchase	• Total Dollar Amount Spent
• Name of Purchaser	• DLT Sales Point of Contact

**b. Account Management (assume ‘accounts’ as equivalent to a state contract, and to a using municipality)**

DLT’s ability to manage relationships and orders is first-class within the SVAR business. DLT can manage all customer accounts within our SMaRT system. Each customer contact becomes a standalone record within our system, called an opportunity. All additional quotations, purchase orders, and billing information are captured within each opportunity. This information is available to the entire DLT WSCA team, which can be scaled from individual customer to all WSCA PE’s.

**c. Training**

DLT offers training for all software sold under the WSCA contract through authorized service providers and vendor partners. All training is offered by certified professionals. Training schedules are available to all WSCA customers via DLT’s catalog on the website.

**d. Software Consultation**

DLT’s sales representatives work closely with the software manufacturers and are able to offer resources in order to provide software solutions to improve WSCA’s processes. For any professional services necessary, rates are provided on the pricing sheet attached. DLT has organic resources for software consultation, as well as a list of certified service providers to perform these consultations that fit within the labor categories provided.

**4. Clients**

**a. Provide information on your current government client list. In addition, explain the services you provide to each client and how long you have been working with each one.**

In 2010, DLT sold to more than 7,200 government clients. Of these government clients, approximately 4,400 of them were State and Local customers totaling \$120 Million. Many of these customers have been purchasing from DLT since its inception in 1991. The two charts below illustrate the 2010 sales to WSCA PE’s, along with the type of software purchased.

State	Sales 2010
AK	\$998,386
CO	\$4,985,894
DE	\$307,019
HI	\$501,003
LA	\$470,882
MT	\$102,887
ND	\$410,510
NE	\$778,972
NM	\$2,380,369
OH	\$3,122,646
OR	\$1,398,252
SD	\$165,469
UT	\$600,208
VT	\$27,489
<b>Grand Total</b>	<b>\$16,249,994</b>

Manufacturer	Sales 2010
ARCHIBUS	\$1,666
Autodesk	\$5,027,151
DLT Solutions	\$1,890,009
GeoEye	\$4,400
Oracle Corp.	\$5,182,894
Quest Software	\$2,668,008
Red Hat	\$377,892
ScriptLogic	\$329,227
Solarwinds	\$166,140
Symantec	\$442,610
TomTom	\$9,968
<b>Grand Total</b>	<b>\$16,249,994</b>

To further illustrate DLT's contractual relationship with State and Local customers, the following chart denotes contract vehicles, and products contained on them:

### DLT Procurement Vehicles - SLED

State	Contract	Contract #	ORCL	ADSK	QSFT	SYM	RH	NTAP	QTM	Other Vendors
FL	Miami Dade County	VA-030700-DLT-2		X						
OH	Ohio STS	534042	X	X	X		X			X
PA	GSA-PA	4400004713	X							
	COSTARS	Terminated		X						
MI	M State University	504046		X						
VA	Northrop Grumman	NG-VA-2007-0205	X	X	X					X
	VA-Quest	VA-041753-DLT			X					
	City of Arlington	109-07		X						
MD	COTS	05087800012	X	X	X	X	X	X	X	X
	Hardware	05087800023	X	X	X	X	X	X	X	X
CA	City of LA	58808		X						
	CMAS	3-99-U-1047A	X	X	X		X			X
	SLP	SLP-07-70-0068A	X							
	Deloitte EAMS	NA	X							
TX	DIR Oracle 018	DIR-VPC-03-018	X							
	DIR Autodesk 513 & 491	DIR-SDD-513 & DIR-SDD-491		X						
	DIR Other Software	DIR-SDD-917					X			X
	DIR Quest	DIR-SDD-293			X					X
WA	WA Autodesk	T98-TSD-309		X						
	King County	209684	X							
CO	City & County of Denver	07-948 (Professional Services)	X							
	University of CO	Various	X							
	Mesa State College	MSC062015	X							
NM	State of NM	90-000-00-04478	X	X	X		X			X
AK	State of AK	2003-9900-3581		X						
OK	State of OK	SW70118	X							
KY	State of KY	MA 758 0700021751 1		X						
WI	State of WI	07-2237								X
NV	Preferred Vendor List									
MS	Preferred Vendor List									
AZ	Preferred Vendor List									
Open Market			X	X	X	X	X	X	X	X
GSA Capable			X	X	X	X	X	X	X	X
Total										

- b. List government contracts you have gained over the past three years and provide an explanation of why your company was chosen.

The following is a list of 10 DLT contracts:

1. Air Force Autodesk BPA (GS04T10BFA0003)
  - Best value and best technical solution.
2. Department of Defense Red Hat BPA (HC102809A2003)
  - Best value and best technical solution.
3. New Mexico (90-000-00-04478)
  - Best value and best technical solution.
4. State of Tennessee Oracle Software and Support (20961)
  - Best value and best technical solution.
5. University of Connecticut Network Security & Security Software (UC-10-B001652-3)
  - Best value and best technical solution.
6. Texas Department of Information Resources (DIR-SDD-917)
  - Best value and best technical solution.
7. Texas Department of Information Resources (DIR-SDD-513)
  - Best value and best technical solution.
8. Miami Dade BPA (050B7800012)
  - Best value and best technical solution.
9. Texas Department of Information Resources (DIR-SDD-491) – (expired per term of contract)
  - Best value and best technical solution.
10. Texas Department of Information Resources (DIR-SDD-293) – (expired per term of contract)
  - Best value and best technical solution.

- c. List government contracts you have lost or resigned over the past three years and provide an explanation of why your company lost or resigned these accounts.

DLT has not lost or resigned any contract over the past three years.

- d. If you have no government clients, note this in your response and answer questions A, B, and C based on non-government clients.

N/A

- e. Provide the agency/company name, contact name, email address and telephone number for three client references. Providing this information shall constitute your

permission for the Procurement Officer to contact the clients to discuss your work and your working relationship with them.

Agency Name	U.S. Department of Energy
Contact Name	Alan Andon
Email Address	<a href="mailto:Alan.Andon@hq.doe.gov">Alan.Andon@hq.doe.gov</a>
Telephone Number	(202) 287-1532
Description	This IDIQ BPA was established between the Department of Energy (DoE), Office of the CIO, Enterprise Wide Agreements Program Office for the purpose of purchasing Red Hat software, training and support services. The base term of the IDIQ contract provides the entire DoE buying community with discounts. The agreement was subsequently modified to include Oracle software products, training and support services.

Agency Name	Social Security Administration
Contact Name	Tony Denikos
Email Address	<a href="mailto:Tony.Denikos@ssa.gov">Tony.Denikos@ssa.gov</a>
Telephone Number	(410) 965-1541
Description	DLT is a subcontractor to the prime contract holder, NAKNAN, Inc. This IDIQ BPA was established between the Social Security Administration (SSA) for the purpose of purchasing Symantec software, training and support services. The base term of the IDIQ contract provides the entire SSA buying community with discounts. The agreement was subsequently modified to incorporate the Symantec TSP support option, which reduced SSA's pricing by an additional 5%.

Agency Name	Maryland COTS
Contact Name	Joy Epstein
Email Address	<a href="mailto:jepstein@dbm.state.md.us">jepstein@dbm.state.md.us</a>
Telephone Number	(410) 260-7570
Description	In 2007, DLT was awarded an IDIQ BPA with the state of Maryland for which the entire DLT line card of vendor partners is available to the contract customers.

Agency Name	New Mexico General Services Department
Contact Name	Gerry Becker
Email Address	<a href="mailto:Gerrie.Becker@state.nm.us">Gerrie.Becker@state.nm.us</a>
Telephone Number	(505) 476-3121
Description	In 2010, DLT was awarded an IDIQ BPA with the state of New Mexico for which the entire DLT line card of vendor partners is available to the contract customers.

5. Accuracy in Quotes and Billings; Audits. Pricing for software in this contract is largely based on pre-order, firm quotes, which in turn are based on a contract rate multiplied by your cost from publishers. Such quotes may be automatically provided online, or may – as a result of SVAR's negotiation with the publisher for reduced cost – be less than a price that would be automatically calculated.

DLT has recognized the need to build solid and robust back office systems to operate in the public sector. A measure of the performance of these systems is the level of compliance coupled with the overall growth of DLT (20% organic revenue growth over the past 4 years). These back office systems include the C3 contracts management tool, the Quotation Validation Tool (QVT), the SMaRT system (internal – quotation and order tracking system) and FAMiS the internal accounting, finance and booking system. In addition, DLT manages an efficient and effective staffing plan that can handle all seasonal, contractual, quoting and booking requirements. This is evident in that in September of this year (2010), DLT processed over 2,984 orders totaling over \$145M in bookings. This was a 27% increase from the previous year (orders and bookings).

- a. Describe your system and controls to ensure your actual costs to obtain the product are used as a basis for the quotes and resultant invoices.

DLT's contractual discounted rate with our Vendors is dictated by our Master Reseller Agreements (MRA). DLT hold these Agreements with each of our vendor partners. The costs provided to DLT by the vendors, governed by the MRA's, are loaded into C3, and then pushed into SMaRT, which is utilized by all sales and accounting teams for quoting and billing purposes.

- b. Provide a sample invoice (of a product sold under a similar pricing model).

The DLT SMaRT system will accept the purchase, and then transfer it to the DLT FAMiS system to generate an invoice. Upon generating an invoice, DLT's finance team will send this to the customer for payment.

See the following examples of a product (left side) and services (right side) invoice.

**DLT SOLUTIONS**

Invoice Questions: 888-358-6946      Invoice No.: SI 149850  
 General Information: 703-705-7172      Order: 3526713  
 Fax: 866-353-6655      Customer: MID13

Suite 400      Tax ID No.: 54-1598032  
 13981 Sunrise Valley Dr.      CA Reseller: SC CH9 97-495811  
 Herndon, VA 20171      DB No.: 78-6481199

Bill To: Modesto Integration District      Ship To: Modesto Integration District  
 Attn: Accounts Payable      P.O. Number: 1201 1 19N 54  
 PO Box 4990      Modesto, CA 95354-0701  
 Modesto, CA 95353-4390      United States

Date	Period of Performance	ACT #	Terms	
04/04/11	02/08/11 - 02/27/12		Net 30 Days	
Purchase Order Number	Order Date	Shipperson	Our Order Number	
52672	02/28/11	Modesto-Caserman	3526713	
Quantity	CLIN No.	Item Number	Unit Price	Amount
30	35	7	22.00	480.00

One Year Software Update License & Support for  
 SOA Management Pack Enterprise Edition - Name  
 Use Plan  
 P/N# 02082011 to 02020012

**SAMPLE PRODUCT INVOICE**

REMIT TO: Attn: DLT Solutions      -OR- Attn: DLT Solutions  
 SunTrust Bank      PO Box 100549  
 ADA#0100004      Atlanta, GA 30366  
 Acct# 10000270666

Non Taxable Subtotal: 12,214.40  
 Taxable Subtotal: 0.00  
 Tax: 0.00  
 Total: 12,214.40

Invoices not paid within terms are subject to a 1.5% per month interest charge.

**DLT SOLUTIONS**

Invoice Questions: 888-358-6946      Invoice No.: 01123145  
 General Information: 703-705-7172      Order: 3592222  
 Fax: 866-353-6655      Customer: ABC01

Suite 400      Tax ID No.: 54-1598032  
 13981 Sunrise Valley Dr.      CA Reseller: SC CH9 97-495811  
 Herndon, VA 20171      DB No.: 78-6481199

Bill To: DLT Solutions      Ship To: DLT Solutions  
 13981 Sunrise Valley Drive      Attn: Program Manager  
 Herndon, VA 20171      13981 Sunrise Valley Drive  
 Herndon, VA 20171

Date	Period of Performance	ACT #	Terms	
04/12/11	03/01/11 - 03/31/11		Net 30 Days	
Purchase Order Number	Order Date	Shipperson	Our Order Number	
5212485729	03/01/11	Modesto-Vickson	3532022	
Quantity	CLIN No.	Item Number	Unit Price	Amount
150	00	0601	250.00	45,000.00

DLT1001  
 1002R Architectural Support Services Qtr Y1 TWD  
 Consultant Last Name, First Name

**SAMPLE INVOICE**

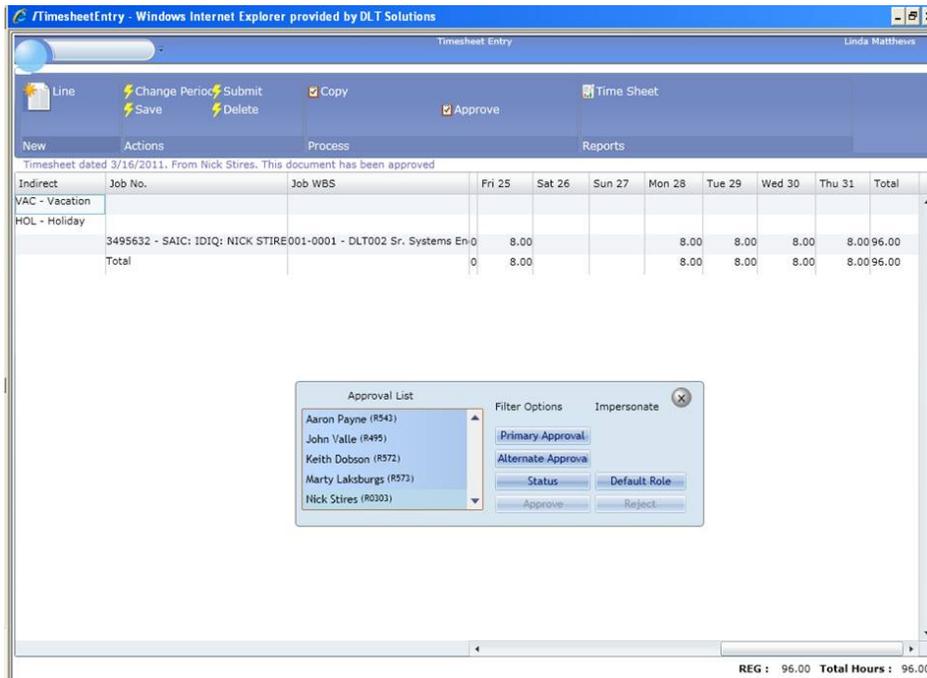
REMIT TO: Attn: DLT Solutions      -OR- Attn: DLT Solutions  
 SunTrust Bank      PO Box 100549  
 ADA#0100004      Atlanta, GA 30366  
 Acct# 10000270666

Non Taxable Subtotal: 45,000.00  
 Taxable Subtotal: 0.00  
 Tax: 0.00  
 Total: 45,000.00

Invoices not paid within terms are subject to a 1.5% per month interest charge.

- c. Describe your cost accounting system for tracking employee hours on an hourly service rate invoice, and provide a sample hourly-rate invoice.

DLT currently tracks time through our Microsoft Navision Web-time for direct charge engineers only. The screen shot below is a representation of the system.



- d. Describe how you audit your billings for accuracy. Explain how you would work with a Participating Entity (PE) who is conducting an audit of their purchases through you.

DLT Solutions is a Software Value Added Reseller (SVAR) that in 2010 had revenue over \$780M. DLT is a year privately held Corporation that predominantly resells COTS products on a Firm Fixed Price competitively awarded basis. The balance of DLT's annual revenue is based on T&M services. DLT is audited by GSA and DCAA. DLT is annually audited by DLT's banks, outside accounting firms, and periodically by vendor partners. DLT conducts a month-end sales audit to ensure that cost versus revenue is accurate in the accounting system.

DLT's financial systems are reviewed annually for adequate internal controls provided there are hundreds of prime and subcontractor awards. DLT has

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HERNDON, VA 20151  
MARTY.LAKS@DLT.COM  
703.700.0030

### Finance and Accounting Check List

**Invoicing**

- o Track Vendor invoices through processing and payment
  - Backup detail (included and correct)
  - Invoice by VPO CLIN?
  - T&E receipts?
  - Within PoP?
  - Proper Bill-to Address?
- o Track Customer invoices through processing and payment
  - Special invoicing instruction?
  - Distribution list for Customer invoices?
  - T&E receipts?
  - Correct Sales person of record
  - Vendor rates blanked out on Customer invoice (backup detail)?

**Collections**

- o Interact with DLT Collections
- o Customer and Vendor correspondence
- o Interact with Contracts as needed

**Vendor Payments**

- o Direct vendor liaison (providing payment status)
- o Prepayment requests
- o Interact with AP to schedule Vendor payments

**Contract Modifications**

- o PoP extensions
- o Additional funding
- o Movement of funds between CLINs

stringent accounting and financial controls in place to track hours, expenses and costs in accordance with applicable T&M procurement regulations. In addition, over the years, DLT has undergone a number of pre-award government audits. DLT has been deemed to have an adequate billing and accounting system for T&M awards.

6. Provide Key Personnel Information for this contract as a whole, and, as feasible, for any States who indicated their Intent to Participate, including brief biographies. Explain how the redundancy of account management will cover vacations, illness or resignations.

DLT is providing two resources to manage this contract as a whole, as well as support from the various sales team leads to provide a more product focused representative as illustrated in the organization chart below. There will be a business development representative, Mr. Adam A. Shirvinski, will be the Program Manager, and will be assisted by the Senior Contracts Administrator, Mr. Harry Franks. The two will coordinate time away from the office as that there is always a WSCA contact.

Mr. Adam Shirvinski is the Director of Business Development for DLT Solutions and has served in that capacity for over 4 years. Mr. Shirvinski has over 20 years of public sector expertise including functional responsibility for contracts management, operational performance and sales and business development support. Mr. Shirvinski has been the lead for a majority of the large federal and state procurement vehicles, including the U.S. Department of Energy (DoE) BPA, Social Security Administration (SSA) BPA and State of Maryland COTS contract. Upon award of a contract, Mr. Shirvinski will assume the role of the Program Manager for DLT's WSCA efforts.

Mr. Harry Franks is a Senior Contracts Administrator in DLT's Contracts Department and currently serves as the GSA contract manager. Harry has approximately 20 years experience in Contracts and Financial Program Management. Harry has over 4 years of experience managing GSA schedules and has completed training classes, "Multiple Award Schedules Boot Camp" and "Advanced Issues in Multiple Award Schedules Contracting". He has a very successful track record in managing DLT's GSA schedule and has developed and maintained a wonderful working relationship with the GSA Contracting Officer.

DLT will also provide WSCA with a designated Team Lead from each of DLT's five sales teams. These Team Leads, listed below, have sales representatives to cover each PE of the WSCA contract. DLT's sales support to WSCA customers will be in person and via the e-portal website, described in the Methodology section. Sales operations are integrated such that WSCA customers who choose to use the e-portal website will have their requests for quotation submitted to the appropriate sales team.

On a monthly basis, the Program Manager, Senior Contract Administrator, and Sales Team Leads will meet and review DLT's overall performance on the WSCA contract. The Program Manager will review all sales with each appropriate sales team. In these meeting, DLT will review all WSCA purchases to identify any trends and buying patterns. If DLT discovers any patterns, DLT will work with the appropriate WSCA customer to communicate possible volume savings and consolidations.

**TEAM DLT WSCA**



7. Provide information which demonstrates your organization’s financial stability, such as independent audited financial statements from the last three (3) years. The State may request additional information pertaining to your financial stability as deemed necessary. Proposals which do not include sufficient information regarding the organization’s financial stability may be negatively impacted.

DLT has attached audited financials for the past three years in the attachments section.

8. Provide information on any subcontractors you propose to use on this contract, including approximate percentage of work directed to subcontractor, proposed work that subcontractor will perform, subcontractors’ Minority or Woman-Owned Business status, resumes of their key personnel, etc.

There will be no subcontractors DLT plans to use on this contract for software purchases. If training or software consulting is required, it can be provided by organic DLT resources, the vendor partner, or a certified subcontractor. All subcontractors that DLT offers go through a vetting process to make sure we are providing WSCA users with competent and reliable service providers. References, financials, and certifications are all checked in order for a service provider to be vetted. DLT will strive to include all small business categories – small, small disadvantaged, women-owned, and veteran owned concerns.