

STATE OF NEW HAMPSHIRE

DEPARTMENT OF INFORMATION TECHNOLOGY 27 Hazen Dr., Concord, NH 03301 Fax: 603-271-1516 TDD Access: 1-800-735-2964 www.nh.gov/doit

**Denis Goulet** Commissioner

December 6, 2022

His Excellency, Governor Christopher T. Sununu and the Honorable Executive Council State House Concord, New Hampshire 03301

# **REQUESTED ACTION**

Authorize the **Department of Information Technology, on behalf of the Department of Energy,** to enter into a **Sole Source** project agreement amendment with **TRN Digital, LLC. d/b/a TrnDigital (VC# 280281)** utilizing Statewide contract **8002852** under the Department of Administrative Services Statewide Master Agreements for **Microsoft/Office 365/Azure Cloud Solutions** in the amount not to exceed **\$16,897.00**, by increasing the contract price of **\$86,226.00** to an amount not to exceed **\$103,123.00** and by extending the contract end date from February 28, 2023 to April 28, 2023, effective upon Governor and Council approval. The project agreement was originally approved by Governor and Council on April 20, 2022, Item #48.The Governor and Executive Council approved the Microsoft/Office 365/Azure Cloud Solutions Professional Services Contracts on April 7, 2021. Funds are available in the following accounts as follows for SFY 2022:

100% Federal Funds

CAT#-DEPT#-AGENCY#-ACTIVITY#-ACCOUNTING UNIT #- DEPT NAME- AGENCY NAME -ACCOUNTING UNIT NAME CLASS- OBJECT - DESC	ACTIVITY CODE	FY 23 (Federal)
02-52-52-520010-11090000 State Damage Prevention Program 046-500464 Consultants		\$16,897

## EXPLANATION

This request is Sole Source because TRN Digital, LLC. provided the initial application development and implementation. This request is to extend the project engagement with the purpose of continuing enhancement of 2 Dynamics 365 tenant applications within the Department's NH Cloud. The Vendor will work with Under Ground Damage Prevention Program (UGDPP/) Business Owner and IT leadership to integrate Apple iOS devices (iPads) for use within the Dynamics 365 - UGDPP/Pipeline Enforcement applications.

His Excellency, Governor Christopher T. Sununu and the Honorable Executive Council Page 2

The Dept. of Information Technology in conjunction with the Dept. of Energy requests approval of this project agreement with TRN Digital.

Respectfully submitted,

Jared Chicoine Commissioner Department of Energy

Denis Goulet Commissioner DOIT

DG/RA DoIT Project Number: 2022-076

Attachment A: Project Quote Evaluation Summary

His Excellency, Governor Christopher T. Sununu and the Honorable Executive Council Page 3

# D365 Support

The State used a scoring scale of 100 points. Points were distributed as follows:

Cat 1 = Technical - 40 Cat 2 = Interview - 30 Cat 3 = Availability - 30

### Note: Points must total 100.

Vendor	Ability to meet Technical requirements "Mandatory Expertise or Contractor Qualifications"	Ability to meet Availability "Key Staff Required with Subject Matter Expertise"	Interviews	TOTAL POINTS
*	40 points	30 points	30 points	100 Max Points
Catapult Systems, LLC.				
8002857	No Response			19. 19.
Peridot Solutions, LLC. 8002854	No Response			
Presidio Networked				204
Solutions, Inc. 8002858	No Response			
Softchoice Corporation 8002855	No Response			
Spruce Technologies, Inc. 8002856	21	30	10	. 61
TRN Digital, LLC 8002852	35	30	22	87
Windows Management	t))			• · ·
Experts, Inc. 8002853	Non-Compliant = 0	0	0	0

Individual Scorer -	1) 1)	
Name	Individual Scorer - Position/Agency	1 <sup>88</sup>

His Excellency, Governor Christopher T. Sununu and the Honorable Executive Council Page 4

Todd Ringelberg	DoIT IT Lead	
Cindy Dotlich	DoIT –ASD Manager	
Paul Kasper	Director - Dept. of Energy - Enforcement	
Amanda Noonan	Director – Dept. of Energy	
Randy Arrant Jr.	DoIT – ASD Developer	



# STATE OF NEW HAMPSHIRE

# DEPARTMENT OF INFORMATION TECHNOLOGY/DEPARTMENT OF ENERGY

# MICROSOFT/OFFICE/AZURE 365/AZURE CLOUD SOLUTIONS:

### DoIT - 2022-076

### PROJECT AGREEMENT AMENDMENT A

### INTRODUCTION

- WHEREAS, pursuant to an Agreement approved by Governor and Council, as a result of project agreement 2022-076 utilizing Statewide contract 8002852 under the Department of Administrative Services Statewide Master Agreement for Microsoft/Office 365/Azure Cloud Solutions, on April 20, 2022, Item #48, (herein after referred to as the "Agreement"), TRN Digital, LLC. d/b/a TrnDigital (hereinafter referred to as "Contractor") agreed to supply certain services upon the terms and conditions specified in the Agreement and in consideration of payment by the Department of Information Technology (hereinafter referred to as the "Department"), certain sums as specified therein; and
  - WHEREAS, pursuant to Section 17 of the Master Agreement, Agreements may be modified or amended only by a written instrument executed by the parties thereto and approved by the Governor and Executive Council; and

WHEREAS, the Vendor and the Department have agreed to amend the Agreement in certain respects; and

WHEREAS, the Department wishes to increase the contract price in the amount of \$16,897.00, from a contract amount of \$86,226.00 to a total contract amount of \$103,123.00;

WHEREAS, the Department of Administrative Services has confirmed that this increase in funding is consistent with the price limitation under the Master Agreement; and

WHEREAS, the Vendor is the competitively selected vendor for the Department's Dynamics 365 - improvement project. This request is to extend the project engagement with the Vendor for the purpose of continuing enhancement of 2 Dynamics 365 applications on separate tenants within the Department's NH Cloud. The Vendor will work with Under Ground Damage Prevention Program (UGDPP/) Business Owner and IT leadership to integrate Apple iOS devices (iPads) for use within the Dynamics 365 - UGDPP/Pipeline Enforcement applications.

NOW THEREFORE, in consideration of the foregoing, and the covenants and conditions contained in the Agreement and set forth herein, the parties agree as follows:

The Project Agreement is hereby amended as follows:

1. Amend project agreement 2022-076 by increasing the Price Limitation by \$16,897.00, from a contract amount of \$86,226.00 to a total contract amount of \$103,123.00;

(

2. Amend project agreement 2022-076 by extending the completion date to April 28, 2023.

State of NH Contract Date: <u>12/02/2022</u> Contractor's Initials Page

2 of 3

### CONTRACTOR

Except as provided herein, all provisions of the Agreement shall remain in full force and effect. This modification shall take effect upon the approval date from the Governor and the Executive Council.

IN WITNESS WHEREOF, the parties have hereunto set their hands as of the day and year first above written.

Date: 12/2/2022

Shailendra Singh, Principal TRN Digital, LLC. d/b/a TrnDigital

NEW HAMPSHIRE STATE

Denis Goulet, Commissioner State of New Hampshire Department of Information Technology

The preceding Amendment, having been reviewed by this office, is approved as to form, substance, and execution.

Approved by the Attorney General

151 Stacie M. Maeser

Date: 12/07/2022

Date: 12/2/2022

State of New Hampshire, Department of Justice

I hereby certify that the foregoing amendment was approved by the Governor and Executive Council of the State of New Hampshire at the Meeting on: \_\_\_\_\_\_ (date of meeting)

Office of the Secretary of State

Date:

State of New Hampshire, Department of Administration

State of NH Contract Date: \_\_\_\_\_\_12/02/2022 Contractor's Initials Page

3 of 3

# State of New Hampshire Department of State

### CERTIFICATE

I, David M. Scanlan, Secretary of State of the State of New Hampshire, do hereby certify that TRN DIGITAL LLC is a New Jersey Limited Liability Company registered to transact business in New Hampshire on July 10, 2017. I further certify that all fees and documents required by the Secretary of State's office have been received and is in good standing as far as this office is concerned.

Business ID: 774342 Certificate Number: 0005904727



IN TESTIMONY WHEREOF,

I hereto set my hand and cause to be affixed the Seal of the State of New Hampshire, this 6th day of December A.D. 2022.

David M. Scanlan Secretary of State

# CORPORATE RESOLUTION OF TRN DIGITAL LLC

We, the undersigned, being all the Directors of TRN DIGITAL LLC, organized and existing under the laws of New Jersey and having its principal place of business at 200 Portland Street, Floor 5, Boston, MA 02114 (the "Corporation"), hereby certify that the following is a true and correct copy of a resolution duly adopted at a meeting of the Directors of the Corporation duly held and convened on December 1, 2022, at which a quorum of the Board of Directors was' present and voting throughout, and that such resolution has not been modified, rescinded or revoked, and is at present in full force and effect:

Therefore, it is resolved:

The Board of Directors of said Corporation does hereby appoint Shailendra Singh to engage in any and all business with the State of New Hampshire on behalf of said Corporation effective December 1, 2022. This appointment will be for five years or until a change by a vote of the board of directors.

### CERTIFICATE OF SECRETARY

The Secretary of the Corporation hereby certifies the he/she is the duly elected and qualified Secretary of TRN DIGITAL LLC and certifies that the above is a true and correct record of the resolution that was duly adopted by the of the Corporation on December 1, 2022.

Dimitri Ayrapetov Secretary



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DEPARTMENT OF INFORMATION TECHNOLOGY 27 Hazen Dr., Concord, NH 03301 Fax: 603-271-1516 TDD Access: 1-800-735-2964 www.nh.gov/doit

STATE OF NEW HAMPSHIRE

Denis Goulet Commissioner

April 4, 2022

His Excellency, Governor Christopher T. Sununu and the Honorable Executive Council State House Concord, New Hampshire 03301

### **REQUESTED ACTION**

Authorize the Department of Information Technology, on behalf of the Department of Energy, to enter into a project agreement with TRN Digital, LLC. d/b/a TrnDigital (VC# 280281) utilizing Statewide contract 8002852 under the Department of Administrative Services Statewide Master Agreements for Microsoft/Office 365/Azure Cloud Solutions in the amount not to exceed \$86,226 for the purpose of Dynamics 365 Support, effective upon Governor and Council approval through 02/28/2023. The Governor and Executive Council approved the Microsoft/Office 365/Azure Cloud Solutions Professional Services Contracts on April 7, 2021. 58% Transfer from Other Agency, 42% Federal Eunds

Funds are available in the following accounts as follows for SFY 2022:

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100% Federal Funds			33
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Prevention Program	1		

### **EXPLANATION**

Contractor submissions were scored by a technical review team and TRNDigital was identified as the high scoring vendor. Further scoring details are included with this letter as Attachment A. This project is for the development and application support and enhancements of 3 Dynamics 365 applications on separate tenants within the State of NH Cloud for the Department of Energy. Contractor will work with Under Ground Damage Prevention

Department Of Energy State Of New Hampshire

> Dynamics 365 Staff Augmentation

> > January 18, 2022 ;

**Trn**Digital

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Table of Contents	•	2 <sup>10</sup> e *
1. About TrnDigital		
2. Business Technical Response		
3. Scope and Deliverables	, 	
4. Assumptions		
5. Cost Response	2	
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TrnDigital

# 1. About TrnDigital

TrnDigital is a Boston-based company specializing in Microsoft with most of our resources having over 10 years of experience working with Microsoft technologies. We provide end-to-end services starting from Strategy Roadmap, Establishing Governance models, Information Architecture, Modern Intranets, Dynamics 365 services, Migration Services, Change Management, Microsoft Cloud, Custom Development to post deployment support and Managed Services. TrnDigital resources carry multiple years of experience in helping their customers across domain to build and support their applications on Microsoft platform.

#### Value Propositions / Differentiators

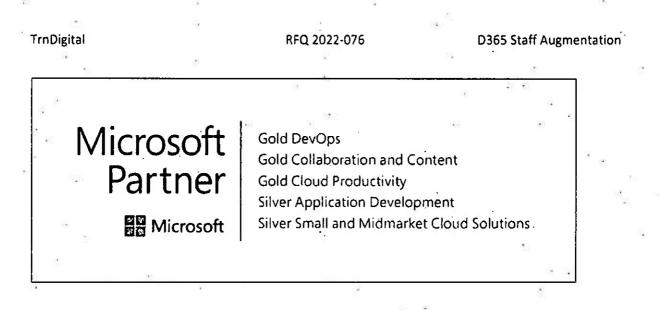
- We have the breadth and depth of experience in handling large scale Office 365 and Dynamics projects.
- We have a strong relationship with Microsoft including multiple competencies tied to Microsoft's Cloud Platform.
- We have converted many Access Databases'to SharePoint Lists / PowerApps and understand the
- intricacies in modernizing Access DBs, and modeling process flows with Visio.
- We have experience in deploying Power BI in different models across our customers and will be bringing all our learnings to the table
- TrnDigital has a large pool of Certified Microsoft 365 Professionals with experience in executing projects including Microsoft Cloud application development, Migrations and Support.
- TrnDigital's IP and frameworks ensure process-focused and continuously optimized delivery. This will help jump start and accelerate multiple aspects of the engagement and bring industry experiences and best practices.

# 2. Business Technical Response

### Eligibility

TrnDigital has Microsoft Gold Partner competency in DevOps, Collaboration and Content, Cloud Productivity and Silver Partner competency for Application Development and Small and Midmarket Cloud Solutions.

# © 2022 TrnDigital



### Experience

TrnDigital's professionals has been providing Microsoft Professional Services since 2005 and we have worked extensively with Microsoft Cloud. Our expertise includes Consulting, Integration and Development of applications in Microsoft 365 and Azure.

TRNDigital co-founded the Boston Office 365 User Group in 2015 and continue to contribute time as well as sponsor the group at the Platinum Level. Our employees speak at Microsoft conferences around the country and contribute to the overall community through blogging.

TrnDigital's Core Business Competencies are built around the Microsoft Stack of Collaboration, Productivity, and Cloud Solutions.

### Staffing Capability

At TrnDigital we strive to build high-performance teams tailored to meet the specific needs of our clients. Our solutions are proven combinations of people, process and technology. The success of the TrnDigital model can be attributed to, in part, our ability to scale up/down, depending upon the current workload. We carefully vet opportunities and decide strategically on our responses based on our ability to deliver to the client. We are prepared to accept the responsibilities accompanied by the award of this engagement and are confident in our abilities to meet the goals outlined in this RFQ.

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# 3. Scope and Deliverables

#### Scope:

- TrnDigital will be providing Dynamics 365 Developer under Staff Augmentation Model.
- Developer should have minimum of 3 years experience working with Dynamics 365 proficient in below skills
  - Ability to apply and PowerApps component framework (PCF) to build customized User Interface (UI) to blend with out-of-the-box Dynamics 365 CRM UI
  - o Understanding of the Microsoft Azure environment
  - Proficient knowledge in SQL Server Integration Services (SSIS)
  - o Skilled use of Business Intelligence (BI) with Power BI

### **Deliverables:**

- 1. Testing and Implementation of Dynamics 365 Updates and releases both major and minor. Work with agency business owner and IT lead for various assigned assignments, troubleshooting and implementation.
- 2. Testing, schedule upon business approval and implementation of DigSafe Enhancement Project (hours tracked separately). Work with agency business owner and IT lead for various assigned assignments, troubleshooting and implementation.

Resumes

Hughes\_D365\_Dev. Hemant\_D365\_Dev. Anjali\_D365\_Dev.pd pdf pdf f

# 4. Assumptions

- Resource will be available 40 hours per week billed monthly.
- Bill should specify the breakdown of hours and include a status report for all efforts.
- Any software license will be purchased by the State of New Hampshire through a third-party contract

TrnDigital

RFQ 2022-076

D365 Staff Augmentation

# 5. Cost Response

	9	3	6 10
Role / Title		Hourly Rate	3
÷	<u>8 ons</u>		(R)
Dynamics 365 Developer	34	\$130	8

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• The payment will be on Net 30 term

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(E)	State of New Hampshire
	RFQ #2022-076
	Closing Date: 1/18/2022 @ 4:00 PM
ŝ.	Department of Energy Dynamics 365 Support Project

Technical out of 30 points

Vendor	Technical Sec	tion Score
TRN Digital	94.67	臣缅30梁;
Spruce Technology	91	28.84

Interviews out of 40 points

Vendor	Interviews Section Score		
TRN Digital	92.2	a 30.5 d.	
Spruce Technology	70	22.78	
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Financial out of 30 points

Vendor	Pricing Section Score	29
TRN Digital	\$130.00	
Spruce Technology	\$125.00	9 T 30F
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# **Combined Score out of 100 points**

**Total Score** 

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Vendor TRN Digital			2.5 (89)
Spruce Technology	8	**	81.61
		_	3-
Indicates highest score			的形式

Non Compliant Windows Management Experts

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Charles M. Arlinghaus Commissioner (603) 271-3201 State of New Hampshire

DEPARTMENT OF ADMINISTRATIVE SERVICES 25 Capitol Street - Room 120 Concord, New Hampshire 03301 Office@das.nh.goy

> Joseph B. Bouchard Assistant Commissioner (603) 271-3204

> Catherine A. Kenne Deputy Commissioner (603) 271-2069

March 23, 2021

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His Excellency, Governor Christopher T. Sununu and the Honorable Council State House Concord, New Hampshire 03301

#### **REQUESTED ACTION**

Authorize the Department of Administrative Services to enter into a contract with TRN Digital LLC of Boston, MA. (Vendor No. 280281), for an aggregate price limitation of \$10,000,000.00 among all awarded vendors, for Microsoft/Office 365/Azure Cloud Solutions Professional Services. The term shall be effective upon Governor and Council approval and ending on December 31, 2023 with the option to extend for two (2) additional one-year extension terms.

Funding shall be provided through individual agency expenditures, none of which shall be permitted unless there are sufficient appropriated funds to cover the expenditure.

### EXPLANATION

The Department of Administrative Services, Ihrough the Bureau of Purchase and Property, and in collaboration with the Department of Information Technology, issued a request for proposal on April 24, 2020 with responses due on June 11, 2020. There were 10 compliant responses received.

It is the Department's intent to enter into contracts with the seven (7) highest scoring vendors where through a Request for Quote (RFQ) and Statement of Work (SOW) process the Department of Administrative Services, on behalf of a requesting State agency, will issue RFQ/SOW to all contractors. Each SOW will detail various requirements related to the services, planning and implementation of new projects. The project engagement will be based upon the lowest cost qualified quote. Project engagements under the agreements with a dollar value exceeding \$10,000 shall be brought before the Executive Council for approval prior to proceeding with the engagements.

His Excellency, Governor Christopher T. Sununu and the Honorable Council

Poge 2 of 2

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Microsoft tools, products and other cloud services have been deployed and extended to all Executive branch agencies within NH in FY2020. These deployments have enabled agencies to expand collaboration within and outside their agencies and will provide the ability to enhance business processes in ways previously not possible to support NH citizens. These capabilities have been especially beneficial given the need over the past year to increase collaboration throughout State government, while reducing the stress and agency reliance on the State's core infrastructure.

State agencies have already experienced increased productivity using technology that supports remote meetings, instant chat and messaging, project management tools and activity alert, document (storage, management, and collaboration), the ability to capture meeting videos, and many other functions. In addition, efforts are moving forward to deploy integrated email functions and other capabilities that will allow State agencies to provide citizen centric services and functions in new and creative ways.

The Microsoft 365 and other cloud platforms enable the State to react more quickly during times of crisis and provide base platforms that can be used as the State expands its future Digital Government Services that will drive process and product usage efficiencies, which will ultimately lead to improved citizen services and interoperability with NH Businesses and trusted partners. Through the proposed contracts, the State anticipates improvements in the following areas: automating business processes, providing prompt responses to tracking or delivering constituent needs, refining business operations based on access to insightful data, securing information within compliance of State and Federal regulations, and deploying rapid solutions throughout the State of New Hampshire's IT environment.

Enabling these capabilities will often require the use of expert resources that can assist the State to efficiently design, govern, maintain and provide ongoing management of these platforms in a secure, responsible and effective manner. Contracting mechanisms that shorten the "time to value" are needed to procure resources to work with State agencies and IT staff to supplement existing constrained resources that are needed to provide the skills necessary for the State to excel in its Digital Government Initiatives. Based on the foregoing, 1 am respectfully recommending approval of the contract with TRN Digital LLC.

TDD ACCESS: RELAY NH 1-800-735-2964

Respectfully submitted,

Charles M. Arlinghaus Commissioner