

# VERGENCE

## SOLUTIONS

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June 22, 2023

Re: MBE Commitment Letter ISO IN RFP 24-75743

To Whom It May Concern:

Please accept this letter as acknowledgement of our commitment to the subcontract for the above referenced Indiana Government solicitation.

Whereas Vergence, LLC commits to provide:

- The following project roles:
  - Database administrator
  - Data Migration Lead
  - Testing Lead
- Total contract amount of \$415,690 (for one-year implementation)
- An additional Subcontractor % in the amount of 10.49% (for one-year

cost) If there are any questions feel free to our office at 317-547-4417.

Sincerely,



Mike Gallagher

EVP

Vergence



# STATE OF INDIANA

Eric J. Holcomb, Governor

## DEPARTMENT OF ADMINISTRATION Division of Supplier Diversity

Indiana Government Center South  
402 West Washington Street, Room W462  
Indianapolis, IN 46204  
(317) 232 - 3061

June 10, 2021

Mr. Gabriel Browne  
**Vergence LLC**  
5670 Caito Drive, Suite 130  
Indianapolis, IN 46226

Subject: Application for MBE Certification

Dear Mr. Gabriel Browne,

**Congratulations!** The Indiana Department of Administration, Division of Supplier Diversity is pleased to inform you that **Vergence LLC** is hereby certified as a Minority Business Enterprise (MBE).

Your company provides a commercially useful function in the areas listed below. Only work performed in these areas will be counted towards Minority Business Enterprise participation:

### UNSPSC CODE(S)

<i>Code</i>	<i>Description</i>
80111606	Temporary medical staffing needs
80111608	Temporary information technology software developers
80111609	Temporary information technology systems or database administrators
80111610	Temporary information technology networking specialists

On September 13, 2010, the Governor's Commission on Supplier Diversity approved the department's effort to streamline its recertification process. Instead of conducting an onsite visit to each company seeking recertification, the department now has the discretion to waive the visit after a thorough review of the company's file and recertification documents. We have approved your recertification and it is valid through **June 30, 2024**. Please note that IDOA continues to reserve the right to conduct a site visit or phone interview at any time to certified companies.

Although your certification is valid for a three-year period, you are required to submit an annual ***Affidavit of Continued Eligibility (ACE)*** form, located at [www.in.gov/idoa/mwbe/files/ACE\\_Form.pdf](http://www.in.gov/idoa/mwbe/files/ACE_Form.pdf). Please remember you must notify us immediately if any changes occur. Failure to notify us of changes or to provide an ACE form annually will result in revocation of your certification. Changes include, but are not limited to, changes in location, contact information, ownership and control.

We encourage you to visit IDOA's procurement website, [www.in.gov/idoa/2464.htm](http://www.in.gov/idoa/2464.htm), and update your Business Registration Profile. It is important that you review and update your profile regularly, because state purchasing agents and prime contractors may use this information to contact you for business opportunities.

Referencing Vergence LLC

While this letter serves as notification of certification, it does not serve to prove continued eligibility. Please visit <https://www.in.gov/idoa/mwbe/2743.htm> to verify certification status. Please contact our office at (317) 232-3061 or [mwbe@idoa.in.gov](mailto:mwbe@idoa.in.gov) if you have any other questions or concerns about your letter.

Sincerely,

*Kesha Rich*

Kesha Rich, Director of Certification  
Indiana Department of Administration  
Division of Supplier Diversity

**ATTACHMENT A**  
**MINORITY & WOMEN'S BUSINESS ENTERPRISES RFP SUBCONTRACTOR**  
**COMMITMENT FORM**

In accordance with IC 4-13-16.5 and 25 IAC 5, it has been determined that there is a reasonable expectation of Minority and/or Women Business Enterprise subcontracting opportunities on a contract awarded under this RFP. The MWBE Subcontractor Commitment form is **Attachment A**. The MWBE Subcontractor Commitment Form is to be submitted as a part of the Respondent's proposal. In order for the subcontractor commitment to result in evaluation points for the Respondent, the entity must be on the State of Indiana Certified M/W/IVOSB list at <https://www.in.gov/idoa/mwbe>.

If participation is met through use of respondents who supply products and/or services directly to the Respondent, the Respondent must provide a description of products and/or services provided that are directly related to this proposal and the cost of direct supplies for this proposal. Respondents must complete the Subcontractor Commitment Form in its entirety. The amount entered in "**TOTAL BID AMOUNT**" should match the amount entered in the **Attachment D**, Cost Proposal Template, Cost Summary. The MBE and/or WBE subcontractor amount and subcontractor percentage is based on the initial term of the contract for scoring purposes only. The subcontractor commitment shall apply to the life of the contract including any time after the initial term.

Failure to meet these goals will affect the evaluation of your Proposal. The Department reserves the right to verify all information included on the MBE/WBE Subcontractor Commitment Form.

**Prime Contractors must ensure that the proposed subcontractors meet the following criteria:**

- Must be on the State of Indiana Certified M/W/IVOSB list at <https://www.in.gov/idoa/mwbe>, **on or before** the proposal due date
- Prime Contractor must include with their proposal the subcontractor's M/WBE Certification Letter provided by IDOA, to show current status of certification.
- Each firm may only serve as one classification – MBE, WBE, or IVOBS (see section 1.22)
- A Prime Contractor who is an MBE or WBE must meet subcontractor goals by using other listed certified firms. Certified Prime Contractors cannot count their own workforce or companies to meet this requirement (see 25 IAC 5-6-2(d))
- **Must serve a Valuable Scope Contribution (VSC). The firm must serve a value-added purpose on the engagement, as confirmed by the State.**
- Must provide goods or services only in the industry area for which it is certified.
- Must be used to provide the goods or services specific to the contract.
- National Diversity Plans are generally not acceptable

**MINORITY & WOMEN'S BUSINESS ENTERPRISES RFP SUBCONTRACTOR LETTER OF COMMITMENT (MWBE)**

A signed letter(s), on company letterhead, from the MBE(s) and/or WBE(s) must accompany the MWBE Subcontractor Commitment Form. Each letter shall state and will serve as acknowledgement from the MBE and/or WBE of its subcontract amount, a description of products and/or services to be provided on this project, and approximate date the subcontractor will perform work on this contract. The MBE and/or WBE subcontractor amount and subcontractor percentage is based on the initial term of the contract for scoring purposes only. The subcontractor commitment shall apply to the life of the contract including any time after the initial term.

The State may deny evaluation points if the letter(s) is/are not attached, not on company letterhead, not signed and/or does not reference and match the subcontract amount, subcontract amount as a percentage of the "**TOTAL BID AMOUNT**" and the anticipated period that the Subcontractor will perform work for this solicitation.

By submission of the Proposal, the Respondent acknowledges and agrees to be bound the rules and requirements of the State's M/WBE Program. Questions involving the regulations governing the MWBE Subcontractor Commitment Form should be directed to: Division of Supplier Diversity at (317) 232-3061 or the Supplier Diversity website at <https://www.in.gov/idoa/mwbe>.

# STATE OF INDIANA MBE/WBE SUBCONTRACTOR COMMITMENT FORM

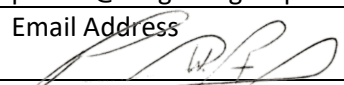
RFP#: 24-75743

**TOTAL BID AMOUNT:** \$ 12,102,426.33

<input checked="" type="checkbox"/> <b>MBE Firm</b> <input type="checkbox"/> <b>WBE Firm</b>			
<b>Company Name:</b> Vergence, LLC	<b>Contact Person:</b> Paul W. Smith		
<b>Address:</b> 5670 Caito Drive, Suite #130 Indianapolis, IN 46226	<b>E-mail:</b> psmith@vergencegroup.com		
<b>Sub-Contract Amount:</b> \$415,690 (for implementation year)	<table border="1" style="width: 100%; border-collapse: collapse;"> <tr> <td style="width: 50%;"><b>Telephone Number:</b> ( 317 ) 910-7254</td> <td style="width: 50%;"><b>Fax Number:</b> (317) 732-5609</td> </tr> </table>	<b>Telephone Number:</b> ( 317 ) 910-7254	<b>Fax Number:</b> (317) 732-5609
<b>Telephone Number:</b> ( 317 ) 910-7254	<b>Fax Number:</b> (317) 732-5609		
<b>Sub-Contract Percentage of Total Bid:</b> <div style="background-color: black; width: 50px; height: 15px; display: inline-block;"></div> 10.49%	<b>Describe service/product to be provided and how this is a Valuable Scope Contribution of the Contract:</b> Vergence will provide qualified and experienced talent for this effort in the form of a seasoned team consisting of a database administrator, data migration lead, and a testing lead. We will also provide professional consulting services related to a project of this scale in these critical function areas.		
<b>Provide approximate dates when Sub-Contractor will perform on this project:</b> Planned kickoff 9/18/2023 through planned M&O steady state – 12/31/2024.			

<input type="checkbox"/> <b>MBE Firm</b> <input type="checkbox"/> <b>WBE Firm</b>			
<b>Company Name:</b>	<b>Contact Person:</b>		
<b>Address:</b>	<b>E-mail:</b>		
<b>Sub-Contract Amount:</b>	<table border="1" style="width: 100%; border-collapse: collapse;"> <tr> <td style="width: 50%;"><b>Telephone Number:</b> (   )</td> <td style="width: 50%;"><b>Fax Number:</b> (   )</td> </tr> </table>	<b>Telephone Number:</b> (   )	<b>Fax Number:</b> (   )
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<b>Sub-Contract Percentage of Total Bid:</b>	<b>Describe service/product to be provided and how this is a Valuable Scope Contribution of the Contract:</b>		
<b>Provide approximate dates when Sub-Contractor will perform on this project:</b>			

Vergence, LLC  
 Respondent Firm  
 5670 Caito Drive Suite #130  
 Address  
 Indianapolis / IN / 46226  
 City/State/Zip Code  
 Paul W. Smith  
 Representative  
 6/25/2023  
 Date

(317) 547-4417  
 Telephone Number  
 (317) 732-5609  
 Fax Number  
 psmith@vergencegroup.com  
 Email Address  
  
 Authorizing Signature  
 Paul W. Smith, Director of Operations  
 Printed Name and Title

☐ Please check if additional forms are attached.

Page \_\_\_\_\_ of \_\_\_\_\_

**FORM MUST BE COMPLETED IN ITS ENTIRETY WITH COMPLETED LETTERS OF COMMITMENT.**