



Included, please find the Mainline Information Systems, Inc. proposal for a Workload Automation Solution in response to the State of Indiana - IOT RFP 22-70621. Mainline is an authorized BMC Silver Partner in good standing and has been providing quality information technology products and services with the highest degree of customer service available for over 30 years.

Over the past two decades Mainline has served a valued business partner to the State of Indiana providing information technology solutions and services to numerous state agencies including IDOA, IOT, DCS, DWD, IDH, ISP, and more and has operated in unison with State personnel for the past 16 years, implementing multiple successful projects on time and within budgets. Mainline has engaged with BMC Software, Inc. and VPMA Global Services, LLC to assess the State's current use of Workload Automation solutions and have provided various suggestions to the State, ultimately determining the solution presented herein is the best on-market application to fulfill the State's required and desired functions.

Mainline understands the State of Indiana's IOT currently uses Broadcom's CA7 workload scheduling tool to manage its batch automation across mainframe, UNIX, Linux, AIX, and Windows platforms. As the IOT organization continues to migrate off the mainframe, it will be crucial for the selected vendor to provide a future-proof solution that allows the IOT to stay current with new and emerging technologies and methodologies and support all Agencies in their business initiatives. No matter what the State of Indiana requires today or which direction the State will go in the future, a mission critical piece of the infrastructure, WLA, must scale and adopt to changes with zero business disruption. To that end, Mainline recommends BMC's Control-M as a solution that will assist the IOT in meeting its internal objectives. Control-M is BMC's innovative digital business automation solution that simplifies and automates diverse batch application workloads while reducing failure rates, improving SLAs, and accelerating application deployment.

VPMA Global Services will provide support and service as Mainline and BMC's chosen implementation partner for the engagement. VPMA will partner with the State on the rollout, beginning with day one planning and maintaining a hands-on presence throughout, ensuring the State will be self-sufficient in all aspects of the product and able to run day to day operations without third party assistance upon the completion of the engagement.

Control-M is portable; this technology can function on the mainframe, in the cloud, and on any and all distributed systems. Should there be any questions about the content provided in support of Mainline's offer to the State, we will be happy to provide clarifications.

Control- M Overview

Control-M provides integration, automation and orchestration for enterprise-wide application and data pipeline workflows regardless of platform. Key functionality includes: universal application, data, and infrastructure integration support; native out-of-the-box integration into major cloud, big data, ERP, ETL, Data Storage, and Business Intelligence platforms; optimized 'as-code' API support for DevOps practices;

event and time driven workflows; predictive problem and impact analysis; workflow archiving capabilities for compliance; mainframe job step restart ability; forecasting for future day scheduling; service level management; integrated file transfer workflow orchestration; self-service mobile interface for business users; single end-to-end enterprise view; and automated conversion tools.

Control-M is the flagship product of BMC, with over 265 employees in Control-M R&D and Customer Support, and more than 350 dedicated to Workload Automation. More than 25% of all Control-M revenue goes back into the product for enhancements. The published roadmap shows customers clear objectives / future plans of the product, with major releases taking place every 2 years. In addition, Gartner has named Control-M the “leader of Workload Automation” for the past 12 years. This demonstrates recognition that BMC has an unmatched track record and commitment to excellence in this space. **Note: Control-M is the industry leading enterprise job scheduling solution per Gartner’s Enterprise Job Scheduling Magic Quadrant.**

By embracing this automation framework, systems management capabilities like intelligent ticketing, exception alerting, automated recovery and service level management can all be applied and utilized with minimal effort using a standardized process across all application and maintenance processing. Control-M includes a simple workflow design tool, a Rest API, and integration with any API enabled application. Control-M also provides the simplistic approach to automation and orchestration and provides visibility into the applications from a single standardized focal point. BMC’s continued investment in Workload Automation has resulted in a product stacked with innovations intended to take job scheduling to the next level and truly improve your business. Control-M improves communication and operability between the business, IT, and developers through features like Self Service, and Workload Change Manager. Workload Archiving helps you breeze through audit requests, and Batch Impact Manager can significantly reduce service level performance. It’s this continued innovation that puts us in the top quadrant in Gartner ratings.

The Value of Partnering with BMC

BMC brings unparalleled experience and a proven record of excellence to support your business needs for flexible solutions, which react quickly to the changing needs of customers, employees, and shareholders.

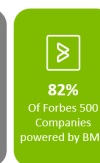
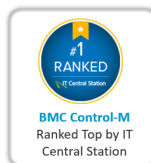
Why BMC?

Enterprise Management Associates® Radar Report—
Workload Automation Q4 2021

BMC is a Leader 6th Year in a Row
Control-M from BMC is once again a Value Leader and the overall highest-scoring product in this year’s WLA Radar Report

5 Aspects Rated by EMA:

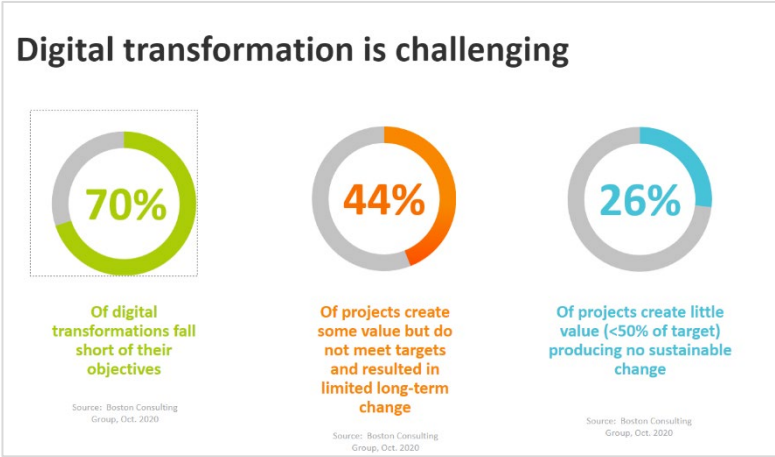
1. Functionality
2. Architecture and Integration
3. Deployment and Administration
4. Cost
5. Vendor’s strength



HOW BMC ENSURES OUR CUSTOMERS SUCCESS

BMC Customer Success partners with customers to advance them on their journey to become Autonomous Digital Enterprises. BMC possesses a valid understanding of how digital transformation is challenging and have aligned their experts and offerings to deliver the right services at the right time for helping clients run as they reinvent.

Sustaining focus on core objectives is what makes for successful goal achievement, and BMC strives to assist their clients achieve that goal. Customers often find they need assistance to navigate their journey across the spheres of strategy, deployment, and operations, and they want a partner who can not only fill their gaps but can also prescribe the approach toward value realization. BMC’s offerings span the spectrum of needs that arise and can be purchased individually or comprehensively as part of a tailored Success Path.



The Customer Success portfolio consists of the following service areas:

Strategic & Advisory Services: BMC reviews the customer’s current state and deliver a roadmap to achieve their desired, prioritized outcomes. Includes offerings such as Mainframe Security Assessments and the BMC Advantage Program.

Deployment & Education Services: BMC implements the use cases and capabilities that are most important to their clients with an approach that ensures they are optimized and ready for use. These range from individual solution deployments to full scale technology conversions. Additionally, an important part of any deployment is Education Services, and BMC provides modern, flexible training options to drive solution adoption and enable IT professional certification goals.

Enhanced Support & Managed Services: Specifically, Premier Support delivers enhanced technical expertise and faster support SLAs for customers’ mission-critical BMC solutions. Managed Services allow customers to



consume BMC solution capabilities as a service with flexible options for short-term or long-term application operations and administration.

BMC Customer Success focuses on ensuring there's a strategic roadmap aligned to critical business objectives, which accounts for the *technology* and *data* innovation.

Solution Overview: Control M

COMPLEX APPLICATION AND DATA WORKFLOWS? PROBLEM SOLVED

Control-M simplifies workflow orchestration, making it easy to define, schedule, manage and monitor application and data workflows, ensuring visibility and reliability, and improving SLAs.

END-TO-END ORCHESTRATION ACROSS MULTIPLE CLOUDS



Control-M integrates, automates, and orchestrates workflows on-premises, and in public and private clouds, so your jobs and business services are delivered on time, every time. With a single unified view, you can orchestrate all your workflows, including file transfers, applications, data sources and infrastructure with a rich library of plug-ins. Easily provisioned in any cloud, Control-M leverages the ephemeral capabilities of cloud compute services.

EMBEDDED IN YOUR DEVOPS TOOLCHAIN



Using a Jobs-as-Code approach with REST APIs and JSON, within the CI/CD toolchain, workflows become version-able, testable and maintainable, so developers and DevOps engineers can work collaboratively. With Control-M Workbench, a no-fee, personal sandbox, developers can unit-test their workflows before committing to a code repository

SIMPLIFY AND SCALE DATA PIPELINES



Control-M simplifies the creation, integration, and automation of data pipelines across on-premises and cloud technologies, allowing you to ingest and process data from platforms including Hadoop, Spark, Amazon EMR, Snowflake, Amazon Redshift, and others. Because most data is moved as a file transfer, Control-M provides a single interface to create, monitor and ensure delivery of files as part of your data pipeline.

WORKFLOW ORCHESTRATION THAT MEETS OPERATIONAL STANDARDS

Control-M provides advanced operational capabilities easily consumed by Dev, Ops and lines-of-business alike, including:

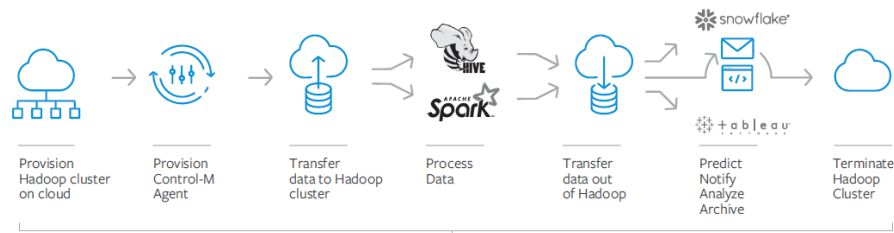
- ✓ **End-to-end workflow connectivity** – any application, any data source, and all your critical systems of record, mainframe to cloud
- ✓ **In-depth workflow observability** with intelligent predictive analytics and reports
- ✓ **Auditing** for compliance and governance

- ✓ **Logs and output** capture and management
- ✓ **Proven stability** with thousands of companies scaling from 10s to millions of jobs with zero downtime

Control-M's fully automated and event-driven workflows proactively prevent potential failures, delivering digital services on time, every time.

WORKFLOW ORCHESTRATION IN ACTION

A company that owns thousands of vehicles has a business goal to reduce vehicle downtime by 40% with a predictive model to enable preventive maintenance versus costly emergency repairs. This challenge requires ingesting real-time vehicle sensor data analyzed with multiple historical repair data records using machine learning algorithms to predict a failure before it happens. Then the system must correlate vehicle location to service depots with parts availability, directing drivers to complete the preventative repair in route vs. a roadside repair.



Control-M Workflow Orchestration

PUT CONTROL-M TO WORK FOR YOU



DEVELOPERS

Build multi-application workflows using a Jobs-as-Code approach. This allows you to build and test these workflows in a CI/CD pipeline.



OPERATIONS

Monitor and manage multi-application workflows from a single point of control with full access to logs and output.



BUSINESS USERS

Stay up to date on the status of critical services from a mobile app.

CONTROL-M CAPABILITIES

Control-M is an application and data workflow orchestration platform that makes it easy to define, schedule, manage and monitor workflows, ensuring visibility and reliability, and improving SLAs, mainframe to cloud. Explore its robust capabilities:

WORKFLOW ORCHESTRATION EMBEDDED IN YOUR DEVOPS TOOLCHAIN



- ✓ Take a Jobs-as-Code approach with REST APIs and JSON to accelerate app build, test, and validation times
- ✓ Cut costs and improve quality by finding defects and bugs earlier in the software development lifecycle

SIMPLIFY AND SCALE DATA PIPELINES



- ✓ Get a 360-degree view of data pipelines at every stage—from ingestion, to processing, to analytics
- ✓ Ingest and process data from platforms like Hadoop, Spark, EMR, Snowflake, and RedShift

EASILY MANAGE WORKFLOWS ACROSS CLOUD ENVIRONMENTS



- ✓ Leverage the flexibility and scalability of your cloud ecosystems
- ✓ Get out-of-the-box support for cloud resources like AWS Lambda, Step Functions and Batch, and Azure Logic Apps, Functions and Batch

CONSIDER YOUR FILE TRANSFERS DELIVERED



- ✓ Intelligently move internal and external file transfers from a central interface
- ✓ Improve visibility and control by integrating file transfers with all your applications

CONTINUOUSLY MONITOR AND IMPROVE APPLICATION AND DATA WORKFLOWS



- ✓ Optimize workflows to support critical business service delivery
- ✓ Visualize and measure the impact of workflow changes over time
- ✓ Ensure SLAs are consistently met by managing workflow changes

WHAT YOU DON'T KNOW CAN HURT YOU



- ✓ Identify and resolve issues faster with historical data
- ✓ Simplify audits and ensure compliance with easy-to-navigate historical records

SIMPLIFY AND AUTOMATE BUSINESS APPLICATION DELIVERY



- ✓ Increase business agility with a scalable solution that accelerates change requests by up to 80%
- ✓ Create drag-and-drop workflows that eliminate the need for manual scripting

ORCHESTRATE WORKFLOWS ANYTIME, FROM ANYWHERE



- ✓ Control-M's robust web interface makes it easy to deliver secure access for diverse roles
- ✓ Stay connected on your iOS or Android mobile devices wherever you go

DELIVER CRITICAL BUSINESS SERVICES ON TIME, EVERY TIME



- ✓ See what matters most with a clear graphical view of jobs as services
- ✓ Stay in the know with automated alerts and predictive SLA delay detection

EASILY INTEGRATE ANY APPLICATION WORKLOAD



- ✓ Improve critical application services by designing job types for your service needs
- ✓ Leverage crowd-sourced job types from a community of experts

DISCOVER AND CONVERT THIRD-PARTY SCHEDULERS AUTOMATICALLY



- ✓ Reduce errors that could occur during manual conversions
- ✓ Cut costs by decreasing conversion times
- ✓ Simplify conversion with automation

A SINGLE-SOURCE WORKFLOW ORCHESTRATION SOLUTION FOR YOUR MAINFRAME



- ✓ Improve productivity with an enterprise view of your mainframe
- ✓ Reduce manual intervention and risk with change impact forecasts
- ✓ Optimize workload based on cost reduction and SLA attainment

Summary

To maximize efficiency and minimize costs, modern environments must run 24x7. Tight schedules are common; many things must be done at once. Often, there are simply not enough people to achieve everything, leading certain tasks to slip through the cracks. To gain the ultimate efficiency, technology must be enabled to assist in those tasks that are manual, repetitive, and time-consuming. If a government requires manual processes or scripts, it's going to result in errors and delays, causing inefficiencies that have significant economic implications. The ability to schedule, track, and monitor all tasks from a single control point, with extensive historical output and log storage for better problem analysis and audit compliance, has been deemed crucial for

success. For additional information, please refer to the following link: <https://www.bmc.com/it-solutions/control-m.html>

Mainline registered to do business within the State by the Indiana Secretary of State as:

Name: Mainline Information Systems, Inc.
Bidder ID: 0000012371
FEIN: 59-2960721
Business Type: Corporation, State of Florida
NAICS Codes: 334111, 334112, **443120 (Primary)**, 541511, 541512, 541519, 517110

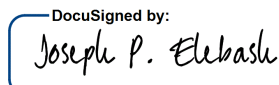
Mainline's central point of contact for all communications regarding the offer submitted herein is:

Name: Tony Ng
Address: 1700 Summit Lake Drive
Tallahassee, FL 32317
Email: tony.ng@mainline.com
Phone: (513) 708-4986

This proposal demonstrates our continued commitment to a successful, long-term relationship with State of Indiana - IOT. Exceptions and proposed modifications to certain terms and conditions in the Bid are included in Section 2.3.6 of Attachment E. Mainline is a remarketer of third-party hardware, software products, and maintenance support services. Performance of hardware, software products, and maintenance support services may be subject to a third-party agreement between State of Indiana - IOT and the OEM. Mainline's offer is valid for 180 days.

We look forward to discussing the elements of this proposal with you in detail. If you have any questions or require clarification, please feel free to contact Tony Ng at tony.ng@mainline.com or (513) 708-4986 for any additional information regarding this proposal.

Sincerely,

DocuSigned by:

A9FC98822028481
Joseph P. Elebash
Chief Financial Officer
Mainline Information Systems, Inc.