

Appendix A

Appendix A	i
1.1 Corporate Profiles.....	1
1.1.1 AMS Corporate Profile	1
1.1.2 Unisys Corporate Profile	3
1.1.3 MCI Corporate Profile	5
1.1.4 SiloSmashers Corporate Profile	6
1.1.5 GovConnect Corporate Profile	8
1.1.6 Belacorp Corporate Profile	10
1.2 Resumes	11
Caroline Rapping	13
Donna Morea	16
Alfred G. Binford	19
Michael A. Filak.....	23
Charles F. Gerhards	26
Michael Van Zetta.....	28
Carlton Gravatt.....	31
J. Paul Doty.....	34
Albert Lulushi	37
1.3 References.....	39
1.4 Annual Reports and Financial Statements.....	53

1.1 Corporate Profiles



1.1.1 AMS Corporate Profile¹

Update for current events; Founded in 1976, CGI is among the largest independent information technology and business process services firms in North America. CGI completed its acquisition of AMS in early May 2004. The corporate profile following pertains to American Management Systems, Inc., the wholly owned U.S. subsidiary of CGI, doing business as CGI-AMS.

Founded in 1970, AMS is a \$1 billion global business and IT consulting and services firm specializing in integrated IT solutions, outsourcing, and transformation. AMS is headquartered in Fairfax, Virginia, with 6,500 employees in 50 offices worldwide. In our 33-year history, we have conducted over 5,000 client engagements, and are recognized by the Gartner Group as a leader in e-government solutions.

Our experience is derived from strategic engagements with many of the world's leading public and private organizations. Through strategic business and technology planning, development, and implementation of mission-critical applications, and management of operations and facilities, AMS works with customers to achieve high value returns from their organizational, personnel, and information technology investments.

Public Sector. AMS is committed to helping governments streamline and automate their business and operations through smart investments that reduce costs and risk. Our innovative partnership approaches, such as benefits funding and strategic outsourcing, mean measurable results even in challenging times. With extensive knowledge of the business of government, AMS partners with leading companies to develop and integrate complex information technology systems.

Our focus on the public sector has been a constant since our founding. In 2002, AMS products and services revenues associated with state, federal, and local government organizations amounted to over 60% of our total corporate revenue. Our public sector clients include many of the largest state, federal, county, and city governments in the nation, including:

- 100% of U.S. military departments
- Over 90% of U.S. civilian and defense agencies
- 36 U.S. state governments
- More than 200 cities, counties, universities, and local agencies

Business Modernization. AMS's experience supporting large-scale business modernization engagements include the Virginia Department of Taxation (VA TAX) Partnership Project, New York City Financial Management System (FMS), Air Force Research Laboratory (AFRL) Enterprise Business System

¹ All references to "AMS" in this proposal refer to American Management Systems, Incorporated, a Delaware corporation which is a wholly-owned subsidiary of CGI Group, Inc.

(EBS), and the Department of Defense (DoD) Standard Procurement System (SPS).

- **VA TAX Partnership Project** – AMS assisted the Commonwealth of Virginia’s Department of Taxation in modernizing its business processes and web-enabling its tax systems. Under the benefits-funded contract, AMS helped VA TAX deliver better service to its clients and support the Commonwealth’s commitment to advancing electronic government. This includes the comprehensive re-engineering of the department’s business processes, workflow, and job functions, identifying “fast track” initiatives to create an early stream of benefits for project funding. In an effort to eliminate VA TAX’s paper files and web-enable tax services to its clients, AMS designed, developed and implemented iFile, which allows business to file sales and use taxes and withholding taxes online. The iFile systems also allows for individuals to pay their personal taxes online. As of March 2003, more than 35,000 businesses use iFile to file and pay their sales/use, withholding, and corporate returns. To date, iFile has collected more than \$400 million.
- **New York City FMS** – AMS supported New York City in replacing its 20-year-old custom financial management system, which AMS had previously implemented, along with ten other systems that supported various components of financial management and budgeting. FMS is a mission-critical financial and business management system that processes more than \$50 billion annually in City budget and expenditures across all funds, with more than 40,000 transactions processed each night. AMS implemented FMS, which ties together the City’s accounting, budgeting, and procurement functions. FMS leverages our ADVANTAGE 2000 solution, an AMS-developed application suite that addresses all major administrative requirements for state and local government agencies. AMS provided complete systems integration services, covering the development of the FMS application, support for implementation and on-going maintenance of the system, and the deployment of the hardware and network infrastructure required to operate FMS on a citywide basis.
- **AFRL EBS** – AMS is the EBS program’s project management and integration contractor to coordinate all AFRL business solution implementations, as a result of AFRL consolidating its 11 organizations (ten geographically dispersed technology directorates and headquarters) to establish an enterprise-wide information sharing service to serve its 9,000 employees. The AFRL EBS initiative is the major enabling component in a suite of Air Force initiatives developed in support of AFRL’s Corporate Business Strategy to modernize business information access, visibility, and analysis for decision support to the AFRL enterprise. AMS defined an overarching architecture of AFRL business functions that encompass documenting research, operations integration, planning, and programming, as well as managing finance, human resources, information, customer relationships, and corporate assets. AMS also provided oversight to the Build Contractor on delivering a web-based information sharing service, benefiting the research community with the means to accelerate exchange of vital research and development ideas and practices.
- **DoD SPS Program** – The SPS program is the cornerstone for DoD’s paperless acquisition initiative. To support it, AMS designed and implemented Procurement Desktop Defense (PD²), a COTS software package that provides comprehensive support for the procurement professional by weaving the entire

procurement/acquisition process together—from requirements definition and receipt to acquisition planning, solicitation, offer evaluation, award, administration, and closeout. AMS provides application software, deployment, maintenance, interfaces, and data conversion services. In partnership with DoD services and agencies, AMS provides change management, planning and oversight, business process improvement, customized training and documentation, and technical and implementation services. AMS also provides help desk support to SPS's 23,000 users. The overall goal of this modernization initiative is to support 44,000 users at 1,100 DoD sites with PD², retiring 14 major legacy systems and dozens of smaller "homegrown" systems. Currently, SPS has: 23,000 users at 800 sites; over 30 operational interfaces to external systems; and retired five major legacy systems. During FY02, over \$44 Billion was awarded on 420,000 contracting actions created in SPS.



1.1.2 Unisys Corporate Profile

Created in 1986 by the merger of the Burroughs (Founded 1886) and Sperry Corporations (Founded 1933), Unisys Corporation has developed, managed, and integrated solutions in complex, mission-critical environments for clients in financial services, government, communications, transportation, and commercial markets. More than 39,000 Unisys employees serve clients in 100 countries. Their 50,000 clients include many of the world's largest banks, commercial market leaders, and major airlines.

Today, systems integration represents more than half of Unisys worldwide services business. As the fourth largest systems integrator in the world, most of this business is performed by Unisys Enterprise Transformation Services (ETS), which designs, builds, and delivers client-specific business solutions that are integrated with new or existing hardware, packaged and custom software, and communications.

Public Sector. Unisys provides information services, hardware, and software to more than 1,500 government agencies worldwide, all 50 states in the U.S., and more than 900 city and county agencies. Unisys is also one of the top ten providers of commercial information services and technology to the federal government. They specialize in the development and implementation of large-scale systems and provide our clients with the highly skilled teams of information systems and management professionals required for success.

Unisys provides systems integration, software development, management consulting, and in-depth expertise to help their public sector clients use information to enhance their effectiveness and better serve their customers and stakeholders. They have a track record of successful large-development system integration projects, spanning the range of state and local government programs. Unisys is involved in almost every type of state program. They serve treasury, revenue, environmental, voter registration, election management, public safety, transportation, and labor agencies, as well as gubernatorial and legislative offices. They also provide systems to large local governments, including Henrico County, Virginia, Fairfax County, Virginia, Washington County, Oregon; Westchester and Suffolk Counties, New York; New York City; Chicago; and Los Angeles. The services they provide span the range of local government operations.

Business Modernization. Unisys has supported several large business modernization projects for state and federal governments, including: the Commonwealth of Pennsylvania Data PowerHouse, Centers for Disease Control and Prevention (CDC) Data Center Operations, Indiana Bureau of Motor Vehicles (BMV) Information Services for the 21st Century (IS-21), Transportation Security Administration (TSA) Information Technology Managed Services (ITMS), and the Louisiana Office of Motor Vehicles (OMV) Next Generation Motor Vehicles (NGMV) project.

- **Pennsylvania Data PowerHouse** – The Pennsylvania Data PowerHouse project is the first example of a state government successfully outsourcing the operation and maintenance of its data center resources on a large scale. At the “always open” Data PowerHouse, new Commonwealth web-based systems interface with enterprise server databases that are supported every day of the year around the clock. One example is the Women, Infant and Children’s Food Stamp program, which has been able to extend its evening and Saturday hours as a result of enhanced support from the Data PowerHouse. Unisys also helped the Commonwealth consolidate email systems from 60 to 20 servers. The Commonwealth recently projected ten-year savings to exceed \$140 million.
- **CDC Data Center Operations** – Unisys has recently been selected to build and manage a state-of-the-art data center operation at CDC headquarters in Atlanta. The modernization effort has been undertaken to help ensure the availability and security of information resources critical to CDC’s mission of promoting public health and safety. Unisys consulting teams will assess CDC data center operations, develop technology requirements, implement related monitoring and reporting systems, and transition core CDC applications to the data center.
- **Indiana BMV IS-21** – Indiana chose Unisys to assist in a strategic planning process that provided a guide for building an integrated information environment that supports future BMV business objectives and practices. The purpose of the IS-21 project was to evaluate existing business processes and current information system capabilities, and then to provide the BMV leadership with a recommended business model and a four-year information technology plan.
- **TSA ITMS** – Unisys is building an advanced IT infrastructure for TSA throughout 429 commercial airports. The modernization initiative will help to secure the safe transport of people throughout the U.S. Under the managed services contract, Unisys and its 30 partners will provide IT and telecommunications services, including hardware and software services, help desk, network/security operations, and business process re-engineering services for TSA.
- **Louisiana OMV NGMV Project** – Unisys is currently supporting Phase II of the NGMV system, which requires re-engineering of the processes and application solutions for the Drivers Services portion of OMV. The State of Louisiana is working with Unisys to modernize the OMV, making it more efficient, user friendly, customer-centric, adaptable, and open to rapid application development by implementing the NGMV system. The objective is to deploy the Drivers License Issuance, Driver Management, Compulsory Insurance, and Document Imaging and Workflow business processes.



1.1.3 MCI Corporate Profile

MCI is a leading global telecommunications company, headquartered in Ashburn, Virginia. The company provides converged communications and innovative solutions for more than 20 million residential and business customers. Its customers range from consumers and small businesses to government offices and elite members of the Fortune 500 worldwide.

MCI owns, operates, monitors and maintains one of the largest communications networks in the world. The company's network facilities are throughout North America, Latin America, Europe, Africa, and the Asia-Pacific region, in more than 125 countries and over 2,800 cities. Its 98,000-mile fiber optic network is designed to support the largest array of data communications and voice products in the world.

MCI owns the world's farthest-reaching global network (based on company-owned PoPs) and spans more than 4,500 Points of Presence (POPs) throughout the world. It has 3.2 million global dial modems and high-capacity connections to more than 91,000 lit buildings. The global IP network can circle the globe more than four times.

Public Sector. The SPECTRUM agreement with the Department of State is the latest in a series of all-new federal contract signings and extensions recently disclosed by WorldCom. Awarded at the conclusion of an extensive competitive bidding process, the 10-year agreement is valued at up to \$360 million.

The SPECTRUM program will deliver telecommunication services including, international private lines, satellite, Internet Protocols and ATM protocols, to Department of State agencies around the world. The contract emphasizes regional approaches, strong network management, vendor accountability, managed satellite services and support and maintenance. In addition, under terms of the contract, WorldCom will be a preferred provider for new Department of State communication programs.

WorldCom's award-winning global network- with the world's most expansive Internet Protocol backbone, provides connectivity in more than 100 countries and operates at speeds up to OC-192-enables WorldCom to immediately provide the U.S. Department of State with a full range of communications services, from the simplest transport to the most sophisticated networking. WorldCom is also one of the largest carriers of international voice traffic and has more than 3 million dial ports and access points connecting thousands of cities throughout the world.

WorldCom offers one of the industry's most comprehensive portfolios of Internet services, including Hosting, Internet Access, Managed Messaging, Private IP, Security Services, Voice Portal, VPN, and Web Center. By directly connecting these services to WorldCom's global IP network, WorldCom is able to offer its customers worldwide reach, unsurpassed reliability, and the highest levels of security.

Serving more than 75 U.S. government agencies, WorldCom is one of the largest telecommunications providers to the federal government.

Business Modernization. With the Commonwealth of Virginia, COVANET is directly relevant to the BMI project, because the COVANET network is MCI's

premier model for its state government enterprise architecture and is designed to service not only all of the Commonwealths agencies but also its public universities, schools and libraries. The COVANET architecture not only provides broadband, IP, Voce and Data services but also is designed to support all advanced IP services as they are developed for use in next generation applications.



1.1.4 SiloSmashers Corporate Profile

Founded in 1992 by Angela Drummond, SiloSmashers quickly grew from a start-up management consulting venture specializing in collaborative services for federal government clients to a full-service management consultancy, specializing in large-scale private and public sector business transformations. Named one of Washington Technology's Fast 50 this year for its dramatic growth, SiloSmashers leads the market in project management and business transformation contracts. Company personnel are all seasoned experts, providing customized solutions unmatched by larger firms. Continued growth of the firm is projected as clients turn to SiloSmashers for repeat business because of the demonstrated value and quality service we deliver.

SiloSmashers is a Native American, woman-owned corporation, certified by the Small Business Administration as an 8(a) small disadvantaged business.

Public Sector. From its inception, SiloSmashers has served the public sector through a wide variety of Federal Government programs and projects. SiloSmashers' first engagement, for the Department of Defense (DoD) Corporate Information Management Office, was to build and run the first DoD Center for Process Improvement. Today, the firm guides and staffs a number of complex government-wide federal E-Government projects, with operational budgets of hundreds of billions of dollars each year. The firm provides Project Management and Business Transformation services that address all aspects of program development, including major governance and funding issues. The firm is managing more E-Government projects than any other firm and is central to Federal Government's implementation of the President's Management Agenda. SiloSmashers teams are involved in projects across the country, providing services that integrate information technology (IT) systems across agencies and establish new enterprise systems within agencies. SiloSmashers provides a broad range of solutions designed to address each individual agency's needs while improving accessibility and usability for citizens. From its work with the Coast Guard, to the Government Services Administration, to its leadership within the Federal E-Government program, SiloSmashers has established itself as the preeminent public sector management consultancy for business modernization within the Federal Government.

Business Modernization. SiloSmashers' uses a proven methodology to balance technology change with the business and organizational transformations crucial to successful business modernization programs. SiloSmashers focuses on the critical success factors within organizations (financial, cultural, and technical) and highlights impediments and accelerators that impact the organization's success. SiloSmashers employs a number of structured processes that can establish a strategic plan, prioritize objectives, create business plans, create integrated communications and change management campaigns, and establish

human and organizational performance measures and goals—all of which are designed to realign the organization with its modernization goals. Employing a strong culture of collaboration, SiloSmashers is known for its ability to facilitate understanding among complex groups of stakeholders and build the commitment and buy-in necessary for lasting change. SiloSmashers' experience is highlighted through a sample of its major public sector business modernization projects, below.

■ **GSA Office of Government-Wide Policy E-Government Strategy Program/ Project Management Office (PMO) Support Services** – SiloSmashers is the major partner in an integrated team with Federal Government personnel providing Program Management Office (PMO) leadership and support to the GSA Office of Governmentwide Policy for the five E-Government initiatives sponsored by GSA. These initiatives are broad, complex, government-wide initiatives involving massive technological, organizational and policy change across all civilian federal agencies. Deriving their mission directly from the imperatives outlined in the President's Management Agenda, the 24 E-Gov Initiatives will modernize and transform the way the federal government operates and delivers services. The E-Gov program will consolidate, streamline and modernize technology, operations, and service lines within the Federal Government to greatly improve efficiency and effectiveness and to build citizen- and customer-centric organizational cultures.

SiloSmashers' role with the GSA E-Government PMO has been one of staff augmentation and integration in providing program/project management, security, enterprise architecture, financial management, change management, support services, multi-media communications, branding, and information technology expertise. Our role with each of the E-Gov initiatives has continually expanded so that we now staff and support all five GSA E-Government initiatives, in both leadership and support roles. SiloSmashers staff now serves as the Deputy Program Manager of the PMO and as Operations Manager on two of the five project teams. In addition, SiloSmashers communications specialists created the E-Gov brand and logo used widely across the Federal Government.

■ **GSA FTS Center for Information Security Services (CISS) Strategic Planning, Organizational and Customer Assessment, Financial Analysis, Transformation Strategy/Implementation and Change Management** – Following its restructuring in 2000, SiloSmashers assisted CISS achieve a fundamental shift in its business model, as it transformed from primarily providing direct technical services to providing assisted procurement services, along with additional types of direct technical services. This work involved a major business process re-engineering and large-scale organization change effort to support CISS' modernization goals. After performing an initial organizational assessment, SiloSmashers led CISS in formulating a Strategic Plan, including defining five major actions for change. SiloSmashers then provided task area leadership, business management expertise, and organization development consultation in those change areas:

- Developing an enhanced marketing and sales program
- Improving financial management reporting and tracking
- Reviewing and revising internal processes and workflow

- Building a customer relationship program
- Developing a personnel performance management program

Today, CISS is reaping the results of its successful modernization and business transformation process. Fiscal Year 2002 revenue increased 16 percent despite the workforce being reduced 22 percent. CISS' revised revenue goal of \$80 million was met, showing a slight profit before the allocation of external overhead.

- **Integrated Acquisition Environment (IAE) Initiative under GSA Office of Government-Wide Policy E-Government Strategy Program/Project Management Office (PMO)** – As one of the 24 E-Government initiatives identified by the Office of Management and Budget, the IAE initiative's vision is a secure business environment that facilitates and supports cost-effective acquisition of goods and services in support of mission performance. The integrated SiloSmashers and government-staffed IAE team is responsible for creating a simpler, common, integrated business/acquisition process across the entire Federal government for buyers and sellers that promotes competition, transparency and integrity; increases data sharing to enable better business decisions in procurement, logistics, payment and performance assessment; and takes a unified approach to obtaining modern tools to leverage investment costs for business related processes. SiloSmashers provides the consulting support for this government-wide initiative in the areas of project management, business analysis, communications and change management.

SiloSmashers has continuously expanded its role with the initiative and today provides 16 professional staff members who work on the six projects involved in the IAE Initiative.

- **Bureau of Customs and Border Protection Office of Information & Technology Cross Functional Mapping** – SiloSmashers assisted The Office of Information and Technology within the Bureau of Customs to build a more effective common business model for all of its departments and project teams. The work included creating an assessment and understanding of the current cross-functional work capabilities to serve as a basis for making improvements and determining how to best integrate this work into its new Department of Homeland Security role. The SiloSmashers team mapped and analyzed the existing workflow of five selected cross-functional processes, and developed a white paper on findings and likely targets for improvement.

This effort served as the initial step in OIT's development of a "business transformation" model to improve management of its Systems Development Lifecycle (SDLC). Executive level presentation of the project findings resulted in SiloSmashers being invited to participate in the action planning and implementation phases of several of OIT's Enterprise Process Improvement Program initiatives.



1.1.5 GovConnect Corporate Profile

GovConnect has supported forward-thinking government officials since 1978 with solutions that are based on more than 25 years of experience. GovConnect delivers specialized consulting and technology solutions to meet the unique needs of governments.

GovConnect is a division of govONE Solutions, which is owned and operated by eONE Global. eONE Global is 75% owned by the world's leader in e-commerce and payment services, First Data Corporation, and 25% by iFormation Group (a partnership between The Boston Consulting Group Inc., The Goldman Sachs Group, and General Atlantic Partners, LLC). The iFormation Group is an e-commerce powerhouse that partners with Global 2000 market leaders to form, develop, and accelerate new online businesses.

Through its U.S. and international locations, GovConnect helps clients effectively compete in the Knowledge Era by providing a seamless approach to business, technology, and professional services. Our professionals—business strategists, knowledge management consultants, application development experts, and best-in-class technologists—combine world-class business experience with technical expertise.

Public Sector. GovConnect is solely committed to serving government sector clients. With a staff of seasoned programmatic and technical experts, GovConnect has successfully completed information technology consulting projects for federal, state and local clients in 47 states across the country. Currently, GovConnect is assisting in over 100 projects in 25 states, helping government organizations improve program delivery through cost-effective information technology innovation.

Business Modernization. GovConnect has supported several state, local, and federal agencies with large-scale modernization and integration efforts. Some of these projects include: Department of the Navy, Medical Human Resources System (DMHRS); New York City, Parking Ticket Credit Card Payments via Internet; U.S. Treasury, Financial Management Service, Electronic Federal Tax Payment System (EFTPS); and the California State Treasurer's Office, Automatic Clearinghouse (ACH) Debit Electronic Funds Transfer (EFT) Program.

- **Department of Navy DMHRS** – GovConnect is currently supporting the Military Health Systems (MHS), Resources Information Technology Program Office, to integrate over 20 Service-specific workload and finance reporting, readiness and manpower utilization, and business office processes into a single Department of Defense Tri Service system, DMHRS. This system will facilitate comprehensive resource planning, programming, enrollment-based capitation, execution analysis, and management under Direct Care, Managed Care, TRICARE, military theater and readiness, and other federal and private sector health services delivery environments.

- **NYC Parking Ticket Credit Card Payments via Internet** – govONE Solutions, as a subcontractor to Fleet Merchant services, is providing online transactional services to the New York City, Department of Finance, enabling constituents to pay their parking tickets via the Internet, 24 hours per day, seven days per week, using all major credit cards. Supporting the modernization effort, govONE Solutions is hosting Web pages configured to conform with the existing New York City Web site. Users receive an online acknowledgement of payment, detailing the authorization or declination of their payment and are provided receipt information that includes violation paid, payment date, amount paid, and a City of New York transaction number.

- **Treasury EFTPS** – GovConnect’s parent company, govONE Solutions, operates the electronic business tax collection services of the U.S. Treasury, under subcontract to Bank of America, for the entire southern half of the country. This nationwide system, called EFPTS, consolidates electronic payments made by Internet (EFTPS On-Line) and phone (Interactive Voice Response (IVR)). It provides a convenient, free service to business and individual taxpayers, enabling them to eliminate use of paper coupons and checks. Through various interfaces (voice operator, IVR, PC software w/dial-up), EFTPS accepts and processes electronic information for all types of federal tax payments.
- **California ACH Debit EFT** – govONE Solutions operates the California EFT program for seven different state agencies (Board of Education, Employment Development Board, Department of Insurance, Franchise Tax Board, Public Employees Retirement System, State Controllers Office, and State Teachers Retirement System). govONE supports electronic reporting of various business taxes, pension funding, retirement, and insurance via IVR, voice operators, and PC software. Enrollment data is provided by the State in electronic file format. The State also produces and mails fulfillment letters for new enrollees. govONE Solutions performs ACH prenotes on the applicants’ bank accounts, and updates the registration database it maintains for the State.



1.1.6 Belacorp Corporate Profile

Belacorp is a management and technology consulting firm that fuses methodology and development expertise with a deep knowledge of business process engineering to create information technology solutions of lasting value. Founded in 1999, Belacorp is a women-owned, small Virginia corporation that specializes in the following areas:

- **Collaborative and Knowledge Management Solutions:** Belacorp professionals design, build and deploy Web-based knowledge repositories equipped with online collaboration tools that unify disperse and mobile workers.
- **Business Intelligence and Analytical Solutions.** Belacorp’s business intelligence solutions, including its own Corporate VitalSigns Console (tm), encourage management teams to define performance metrics, monitor their status, and broadcast progress towards goals via an online corporate dashboard.
- **Enterprise Application Integration.** Belacorp professionals design, build and integrate enterprise applications, matching business needs with best-of-breed technologies. Whether building a data warehouse, customizing a COTS package, or implementing a Web-enabled interface to legacy data, Belacorp strives to minimize the time to value and maximize the customer's return on investment.
- **Strategic Planning.** Belacorp enables customers realize the business value of their IT investments, define, implement, and monitor IT strategic plans, identify and quantify risk, chart risk mitigation strategies, and map out contingency plans. Belacorp guides managers to institute earned-value management (EVM) practices that predict and prevent schedule or budget overruns.

Public Sector. Belacorp has implemented solutions that enable thousands of public sector professionals to work more effectively and efficiently in more than a dozen client sites. For public sector customers, Belacorp professionals have implemented Web-based collaborative portals, data warehouses and business intelligence solutions, e-Government portals and hosted data center solutions.

Business Modernization. Belacorp has accumulated significant experience in business modernization initiatives in its work to support the establishment and operations of the first performance-based organization at the Federal Aviation Administration. Belacorp professionals defined the business needs, requirements and the best technical architecture to support a new organization created by consolidating over a dozen separate business units. Belacorp professionals also participated in the design, integration, customization, and implementation of a performance-based integrated collaborative toolset known as the Enterprise Application System (EAS).

1.2 Resumes

The Alliance has identified key principals that represent the caliber of leadership that would be assigned to the VA BMI program. As the Initiative is staffed, the Commonwealth can fully expect that the Alliance will provide resources that have the experience and talent required to successfully complete the program.

Resumes for the following individuals are provided in the following pages.

Exhibit 1 VA BMI Key Principal Resumes Provided

Name	Title	Alliance Member
Caroline Rapping	Vice President	AMS
Donna Morea	Executive Vice President	AMS
Alfred G. Binford	Vice President	Unisys
Michael A. Filak	Senior Vice President	CGI
Charles F. Gerhards	Consultant to Unisys	Unisys
Michael Van Zetta	Senior Director	MCI
Carlton Gravatt	Project Manager	SiloSmashers
J. Paul Doty	President	GovConnect
Albert Lulushi	President	Belacorp, Inc.

Caroline Rapping

Vice President, AMS

Summary

Caroline H. Rapping, a Vice President in AMS' Public Sector Group, is currently serving as the State Executive for the Commonwealth of Virginia, and General Manager of the Mid-Atlantic Hub for AMS State and Local practice. Since joining AMS in 1983, Ms. Rapping has been involved in many of the company's major state and local government projects. She has been responsible for all aspects of these projects, including project planning, resource requirements and coordination, implementation strategies, systems design and use, project status and assessment, and business consulting.

As State Executive, Ms. Rapping is responsible for managing all aspects of AMS' relationship with the Commonwealth of Virginia, including overall responsibility for contract delivery, government relations, sales, and marketing. Most notably, during Ms. Rapping's tenure as State Executive for the Commonwealth of Virginia, AMS, as part of the Tax Partnership project, executed the successful Tax Amnesty program of 2003. In addition, eVA (the Commonwealth's electronic procurement system) crossed the \$1.5 billion mark in spend, and AMS was awarded a place on the Commonwealth's Advanced IT Resources Contract. As the General Manager for the Mid-Atlantic Region, Ms. Rapping has similar duties for the states of Maryland, Delaware, West Virginia, Pennsylvania, and the District of Columbia.

Ms. Rapping has served as the Engagement Manager or Project Manager for a number of statewide or government-wide implementations of administrative systems, several of which include alternative funding models and managed services projects. These clients include: the Commonwealths of Virginia, Massachusetts and Kentucky; the states of New Jersey, Missouri, Illinois, Massachusetts, and Alabama; and the cities of Houston, Dallas, and Montreal.

Ms. Rapping has been a representative from AMS to the Virginia Chamber of Commerce, the Virginia Business Council, and the Northern Virginia Technology Council, and served on the Advisory Committee for the highly successful 2003 COVITS (Commonwealth of Virginia Information Technology Symposium). Ms. Rapping is a frequent speaker at the National Association of State Auditors, Treasurers, and Comptrollers (NASACT) conferences, and serves as a spokesperson for the AMS Public Sector Group. She also represents AMS frequently at conferences and events held by Governing Magazine, NASCIO, and NASBO. Within AMS, Ms. Rapping is a member of the Corporate Quality Management Advisory Group.

Ms. Rapping is a member of the Board of Directors of Nextel Partners (an affiliate of Nextel Communications) and serves on that board's audit and nominating committees. She also serves on the Board of Directors of Voices for Virginia's Children, a statewide children's advocacy organization, and is the Chairman of the Marketing and Development Committee. Ms. Rapping is also a member of the Maxwell School Advisory Board, and is a member of the National President's Advisory Council for West Virginia Wesleyan College, her

undergraduate alma mater. Prior to receiving her M.P.A. in public finance from the Maxwell School of Syracuse University, she worked for the state of West Virginia as an administrator for the Department of Culture and History.

Experience

AMS State and Local Government Practice East Region

Member of Leadership Team

Jan 2001 – present

The State and Local Solutions group was organized to focus client delivery by region. The East region comprises Maine, New Hampshire, Vermont, Connecticut, Rhode Island, Massachusetts, New York, New Jersey, Pennsylvania, Delaware, Maryland, West Virginia, Virginia, North Carolina, South Carolina, Georgia, Florida, and Alabama.

Ms. Rapping is currently responsible for all client management, contract management, government relations, marketing, and service delivery for the Mid-Atlantic Hub of the East Region, which includes Virginia, Delaware, West Virginia, Maryland, Pennsylvania, and the District of Columbia. She took on this role in June of 2002. Ms. Rapping is directly responsible for 150 staff and \$40M/yr in annual revenue for AMS. She also has indirect responsibility for an additional 75 staff members on loan from outside the Hub working on projects within the Hub. Prior to June 2002, Ms. Rapping was responsible for all State and Local client management, contract management and service delivery in New Jersey, and client relationship management in Massachusetts, from January 2001 through June 2002.

AMS State and Local Government Practice/Administrative Systems Group

Business Executive/Unit Manager

May 1998 - Jan 2001

The Administrative Systems Group was responsible for the design, development, client support, sales and marketing of the ADVANTAGE product suite, and for providing consulting support to all active ADVANTAGE projects. There are over 150 state and local government clients using the ADVANTAGE product suite for their financial, human resource, payroll, procurement and budget management and accounting activities, and at any one time there are over 30 “active” projects.

As Business Executive/Unit Manager of the group, Ms. Rapping was responsible for the day-to-day management of the practice, and provided primary management of the client support, communication, and marketing functions within the Administrative Systems Practice. Ms. Rapping also provided subject matter expertise, as appropriate, to ADVANTAGE related projects.

AMS ERP and Financial Systems Implementations

Since 1983, Ms. Rapping has been involved with implementing financial and administrative systems for AMS. The following table exhibits Ms. Rapping’s vast experience and qualifications.

Client/Project	Role	Dates
State of Missouri/ Missouri ADVANTAGE Implementation	AMS Project Director for the SAM II Implementation Analysis	May 1997 – May 1998
Illinois Office of the Comptroller (IOC)/ Statewide Accounting Management System (SAMS)	Implementation Manager, Information Warehouse Manager	May 1996 – July 1997
State of Maine/ MFASIS System	Project Supervisor	January 1994 – May 1996
Commonwealth of Massachusetts/ Massachusetts Management Accounting and Reporting System (MMARS)	Engagement Manager	Nov 1992 – Jun 1996 Feb 1986 – Apr 1987
State of Mississippi/ Statewide Automated Accounting System (SAAS)	Project Supervisor	Mar 1991 – Oct 1993
State of Alabama/Financial Resources Management System (FRMS) Upgrade	Engagement Manager	Mar 1989 – Feb 1991
State of Mississippi/ Government Financial System (GFS)	Project Manager	Oct 1988 – Mar 1989
Montreal, Canada/ Government Financial System (GFS)	Project Manager	Apr 1988 – Oct 1988
New York City Board of Education/ Integrated Purchasing and Inventory System (IPIS)	Project Consultant	Dec 1987 – Apr 1988
City of Houston, Texas/ Houston Core Business Systems Upgrade Project	Project Supervisor	Oct 1987 – Dec 1987
Arizona Department of Economic Security/ Government Financial System (GFS) Project	Project Manger	Apr 1987 – Oct 1987

Additionally, from 1983 – 1987, Ms. Rapping was a team leader or project manager for ERP projects for the University of Texas Health Sciences Center, Texas Tech University, and the City of Dallas.

Education

MPA, Public Finance, Maxwell School of Citizenship and Public Affairs, Syracuse University, 1982

BA, English, West Virginia Wesleyan College, 1979

Donna Morea

President, CGI-AMS

Summary

***Insert for current events update:** Ms. Morea was recently appointed President of CGI-AMS, the wholly owned Virginia-based subsidiary of CGI. She directs both the public sector and commercial practices of CGI in the United States. Founded in 1976, CGI is among the largest independent information technology and business process services firms in North America. CGI completed its acquisition of AMS in early May 2004.*

Donna Morea is Executive Vice President for AMS's Public Sector Group. She directs the company's work with federal, state, and local government agencies. In 2002, AMS revenues were \$1 billion; over two-thirds of the company's revenues are derived from the public sector.

An AMSer since 1980, Vice President since 1989, and EVP since 2000, Ms. Morea has more than 23 years of experience building IT consulting practices that focus on strategic, enterprise-wide solutions for public sector customers. She has played a key role in developing AMS into one of the largest and most successful systems integrators in the public sector, with over 400 clients, 85% repeat business, and over \$600 million in annual revenues.

The contributions Ms. Morea has made towards the promotion of and growth in technology have been widely recognized. In 2002, she was elected to the Board and Executive Committee of the Northern Virginia Technology Council, the membership association for the technology community in northern Virginia. Additionally, she was appointed to the Management Advisory Board of the George Mason University School of Management and in 2002 won the Corporate Leadership Award from Women in Technology.

Commitment to her larger communities of colleagues and neighbors is paramount to Ms. Morea. She was a founding member of the Advisory Board for the Executive Women's Alliance, a national forum of senior executive women from Fortune 1000 companies formed in 1994 to address key business and leadership issues, and to increase the number of talented women in the executive levels of corporations and organizations. Additionally, Ms. Morea also serves on the Board of Directors for the Crossway Community, a nationally recognized innovator in enabling families to achieve self-sufficiency. She recently was appointed to the Fairfax County Glass Ceiling Task Force and was also recognized by Fairfax County for her contributions to technology initiatives in the county. She also serves on the President's Advisory Council and Leadership Council for Wesleyan University.

Ms. Morea is a frequent speaker at national and trade events and is a frequently quoted expert in national business and trade publications, especially on the topics of eGovernment and transforming government organizations.

Experience

As executive vice president in charge of AMS's business with all public sector customers, Ms. Morea's charge is to further AMS's position as the preferred partner in the state and local government industry, with a focus on the new world of eGovernment and systems integration.

In April 2002, Donna Morea was named to the newly created position of General Manager of AMS's Public Sector, which includes state and local government, federal civilian and defense and education clients. In this capacity she has responsibility for all aspects of sales and marketing, operations and service delivery. She has P & L accountability for the largest unit in AMS, with over 3000 employees, representing approximately 55% of the corporation's annual revenues.

Also in 2002, Ms. Morea led AMS through a three-way internal merger, bringing together AMS's federal defense, federal civilian, state and local, and health care practices into one Public Sector Group. With over 30 years of government expertise and technology know-how, this group collaborates with customers to transform processes and services. It supports 375 state and local agencies, all major U.S. defense agencies, 90 percent of US federal civilian agencies, and over 100 universities and schools.

Prior to this assignment, she was the General Manager of the Company's State and Local Solutions Group from October 2000 through March 2002. In this capacity, she consolidated and managed the Company's worldwide business within state, local and provincial governments and educational entities, with approximately \$300 million in annual revenues and 1500 employees. Since assuming responsibility for this newly formed unit in October 2000, she has developed and implemented a matrix operational structure combining a geographically based customer facing strategy, with worldwide service lines. She has also implemented best practices for sales & marketing, strategic account management; solution development; customer relationship management; and engagement execution. In 2001, she achieved a 40% improvement in operating margins for the unit and significant improvement in customer satisfaction. Revenues also increased in the second half of 2002, despite the general market downturn.

In the fall of 2001, Ms. Morea launched two AMS-wide programs. The first, AMS Ascending, is designed to bring together marketing communications, industry relations, government relations and public relations capabilities improve the value of the AMS brand. The second program, the Customer Loyalty program, is designed to systematically measure and to improve customer satisfaction across all of AMS's lines of business. These two initiatives became two of the new CEO's top strategic programs for 2002.

In February 2000, Ms. Morea launched AMS's eGovernment program and served as the Director of eGovernment Solutions for AMS's state and local industry. In this role, she was responsible for the development of the AMS eGovernment strategy; the development and delivery of AMS e- solutions; selected acquisitions of companies in the eGovernment space; and, partnerships with best of breed organizations, including Ariba and Siebel Systems. In 2000, the Gartner Group

recognized AMS's eGovernment capability as one of the two best in the nation. In 2001, eGovernment business comprised over 35% of AMS's state and local revenues.

From November 1995 to October 2000, Ms. Morea was the Business Unit Manager of the Human Services Group. Ms. Morea was a co-founder of this Business Unit, which was formed in 1994 to help social service organizations deliver better services through technology. Since its inception, the group secured business with more than 20 states and built a national reputation for outstanding client service in all key human service program areas. Under her leadership, the Human Services Group grew revenues and profits at over 40% annually. In 2000, the unit reached \$100 million in revenues, with over 500 professionals and was the most profitable unit within AMS.

In 1993, Ms. Morea initiated a corporate strategic program, Inclusive Leadership, dedicated to improving AMS's capabilities to develop a new, diverse generation of corporate leaders. She served as its chair until 2001. The program has been recognized both internally and externally, including selection for Working Mother Magazine's 100 Best Companies for Working Mothers and Fortune Magazine's 100 Best Companies.

Education

Bachelor of Arts, Wesleyan University

MBA, Wharton School of Business at the University of Pennsylvania

Alfred G. Binford

Vice President and General Manager, Unisys

Summary

Alfred G. Binford is Vice President and General Manager for Unisys' business process managed services for the United States, Canada, and Latin America. Within this business unit, Mr. Binford is responsible for account management and business development, and he is chartered to leverage capabilities across Unisys to deliver world-class business process managed services. Mr. Binford draws on two decades of communications experience, as well as Unisys deep industry expertise and a broad portfolio of solutions, to help clients reduce risk and gain a competitive edge by transforming their business processes.

Prior to joining Unisys, Mr. Binford was President of EDS Operations Solutions in the southeast United States. He was responsible for strategy, business development, executive client relationships and service delivery built around the full array of EDS' services portfolio. Although his primary focus was on EDS' IT and business process managed services, Mr. Binford expanded client solutions to include consulting, systems integration and support capabilities for major clients in telecommunications, financial services and other key industries.

Mr. Binford's previous experience includes senior-level management positions at leading communications and technology providers in the United States. He was Senior Vice President and Chief Marketing Officer of Intermedia Communications; President and CEO of Bell Atlantic Long Distance (now Verizon); and during his 11-year tenure at AT&T, he held positions with increasing responsibility in sales, operations, and general management.

Experience

Unisys Global Outsourcing

Vice President and General Manager

2003 - Present

Currently, Mr. Binford runs the North and Central American business unit for Unisys outsourcing. Responsibilities include leading the overall strategic planning and coordinated work to assess and improve the business unit's account management and operational models, sales, business development, account management, and service delivery operations for a \$600M+ (annual revenues) portfolio and product line that employs nearly 5,000 associates.

- Mr. Binford was selected by the President & COO to lead teams commissioned to design organizational and process changes.
- Mr. Binford was responsible for driving material improvements to sales-pipeline management and deal-related metrics, and upgrading key executive positions. He also worked to establish a critical \$100M contract with a strategic client.
- Mr. Binford led his team to exceed profit targets and client satisfaction results for 2003. The team significantly surpassed revenue and profit goals in 1H04.

EDS, Southeast USA Region

President

2001 – 2003

Core IT Services and Business Process Outsourcing Unit

Mr. Binford led a regional team of nearly 6,000 associates providing strategy, business development, sales, executive client relations, and service delivery. The revenue growth and profit expansion efforts helped the U.S. Southeast region become one of the fastest growing regions, now with over \$1B in annual revenues and high client satisfaction and delivery results quality.

- Mr. Binford led teams to produce multi-billion dollar bookings of new contracts and win one of the largest deals in EDS history.
- His clients were among the largest companies in the world, and leaders in key industries such as wireless and wireline telecommunications, banking & finance-related, travel, and retail and consumer goods.
- While focusing on EDS' core IT and business process outsourcing services, Mr. Binford's regional teams also developed solutions to meet clients' requirements across a broader scope of EDS services (i.e., high-end strategic consulting, systems integration, web/e-business, software services and support, and the like).
- Mr. Binford directed successful negotiations and the implementation of strategic alliance and joint-marketing programs.

Globix Corporation

President

2000 - 2001

Mr. Binford was responsible for Globix sales and marketing activities worldwide, including the management of sales forces in Europe and North America, corporate marketing, brand management, and public relations.

- Sales and marketing teams spanned enterprise (large business), carrier, and general business segments, and exceeded 200 full-time employees on both continents.
- Globix achieved quarterly bookings of over \$25M in total contract value (TCV) in the first 90 days of Mr. Binford leading the sales team.

Senior Vice President, President of Network Services Group

Mr. Binford was responsible for global network services, including broadband access to the Internet. He successfully managed large North American OC48 and MAN deployments and Pan-European (OC48) network programs. In this position he expanded the middle and VP management teams, instituted provisioning process improvements, and instituted supplier-management and cost-management initiatives that achieved material financial improvements.

RealNetworks

Senior Vice President, President, Real Broadcast Network Division 2000

Mr. Binford led the streaming media services division and worked with senior leadership on a spin-off of the rapidly growing RBN division. He also managed the division during the acquisition of radio-related software firm.

Intermedia Communications

*Senior Vice President & Chief Marketing Officer
Senior VP of Service Delivery & Operations*

1999 – 2000

Mr. Binford was responsible for leading product marketing, strategy, and business development at a \$1B+ advanced data, CLEC, and Internet-related services provider. He managed national service delivery and network infrastructure, supporting a full suite of integrated communications provider (ICP) services: internet connectivity and web hosting (ISP), advanced data, local long distance, and building/MDU operations. He implemented major process improvements and new systems that improved revenue provisioning cycle time, unit costs, and service levels.

Bell Atlantic Communications Inc.

President & CEO

1996 - 1999

Mr. Binford was responsible for broad-scale business development initiatives to become one of the first regional Bell operating companies to provide long distance, quickly after the Telecommunications Act of 1996 became law

- Led the campaign and successfully became the first regional Bell operating company to enter the long distance market with summer 1996 out-of-region launch.
- Established initial products, services delivery operations, systems, sales/marketing infrastructure, and piloted several marketing mix approaches in MI, NC, and TX.
- Planned and implemented the merger-integration of Bell Atlantic and NYNEX long distance companies, delivering significant force reductions and \$9 million in cost synergies.

President - Long Distance Services

1995 - 1996

Mr. Binford managed Bell Atlantic's \$1.4B local toll products and met aggressive financial targets during a period of rapidly increasing competition and much-needed strategic restructuring of product lines and pricing. He developed and launched the first broadly-promoted retention and win-back programs for mass markets and implemented affinity and relationship marketing programs, while developing plans for reentering the long distance business.

Vice President - Corporate Advertising & Marketing

1994 - 1995

Mr. Binford was responsible for leading teams across Bell Atlantic's corporate advertising and brand management, creative services, market research, sports/event marketing, competitive response, and product and market development process leadership; supported wireless and wireline businesses. He supported the successful implementation of corporate re-branding programs, and furthered work to re-engineer product development and introduced framework for achieving marketing excellence.

AT&T

Director – Marketing - Consumer Communications Services 1994

Mr. Binford was responsible for AT&T long distance services for 30 million customers. He managed revenues in excess of \$1.5B, developed major marketing programs, and developed strategies and inter-departmental plans that increased profit margins while maintaining service levels via restructuring pricing and changing service delivery operations.

Division Manager - Consumer Long Distance 1992 - 1994

Mr. Binford was responsible for leading product teams for \$12 billion product line and nearly \$2B of pre-tax profits. He planned and managed extensive consumer programs such as True USA, True Rewards, True Voice, Simple Savings, and Reach Out America. These programs drove marketing efforts that enrolled millions of customers and helped reverse a decade slide in market share.

Education

MBA, Marketing, Fairleigh Dickinson University

BS, Business Management/Economics, State University of New York

Michael A. Filak

Senior Vice President, CGI

Summary

Mr. Filak is a Senior Vice President with CGI and has executive management responsibility for technology, application, and business process managed services in the United States. Since joining CGI in 2000, Mr. Filak has increased CGI's client partnerships by working closely with customers to develop business models that are appropriate for government and commercial clients. Through the development of client strategic direction, Mr. Filak's involvement and leadership produced significant growth, booking over \$1 billion in new business.

Prior to joining CGI, Mr. Filak worked for EDS for 17 years, most recently managing an elite corporate team in EDS that focused on developing business solutions for extremely large engagements with clients such as Continental Airlines and the Australian Federal Government. He also directed a team responsible for developing and implementing a strategy to offer added value and savings for EDS' Desktop Management Outsourcing services. Mr. Filak's prior experience also includes the development and creation of business strategies for telecommunications, in particular for the publishing and cable industries.

Experience

CGI Group, Inc.

Senior Vice President

2000 – present

Outsourcing and Business Engineering

CGI, the leading IT company in Canada, is a \$3 billion Montreal-based IT services and outsourcing firm. With overall executive management responsibility for U.S. Outsourcing, Mr. Filak has the following duties: develop and direct the U.S. managed services strategy; lead in the establishment of large strategic opportunities; provide executive oversight for all full outsourcing opportunities; develop and implement the financial/business structures; lead contract negotiations; manage first year transition activities; brief financial and technology analysts on CGI's U.S. outsourcing strategies and capabilities.

Mr. Filak has grown the U.S. book of outsourcing business from \$0 to greater than \$1B total contract value. He has implemented a U.S. pipeline development strategy that increased the outsourcing pipeline from less than \$10M to greater than \$3B. He is also a frequent speaker at IT strategic outsourcing conferences.

EDS

Vice President, Mega Deal Division

1997 – 1999

The Mega Deal Division was created in 1997 to ensure EDS' competitiveness on large strategic or "mega" procurements (typically greater than \$1B in total contract value). This elite corporate team consisted of individuals chosen based on their demonstrated ability to directly contribute to winning strategies and procurements. Mr. Filak's primary responsibilities included providing oversight; driving the overall strategy; driving technical and corporate entities for best

solutions and costs; determining costing, pricing, and deal structures; and managing multi-million dollar budgets. Accomplishments of note: primary Mega Deal Division oversight responsibility for multiple EDS' successful business opportunities including NASD, Continental Airlines and the Australian Federal Government. Aggregate contract value for these 3 engagements exceeds \$3B. Consultation and support to additional EDS strategic account opportunities.

Director Renaissance Market Strategy - Client/Server Group 1996

Renaissance is the brand name for EDS' Desktop Management Outsourcing services. Mr Filak directed a team responsible for developing and implementing a market-facing strategy for Renaissance; determining a future vision for Renaissance; and developing a thought leadership program for desktop management. Accomplishments of note: creation of the first defined set of Renaissance services, which enabled EDS to respond more quickly to procurements; development of a costing/pricing database which established financial consistency for all Renaissance bids; and development of "thin client" as a Renaissance option. This option has been utilized in successful strategic account opportunities as a way to lower EDS' price to the customer.

Director Business Development/Strategic Planning 1993 - 1995
Media Division

Mr. Filak was responsible for new market development and creation of business strategies for the publishing and cable industries. He developed advertising sales automation and interactive television services as market focuses and produced almost \$20M in revenue from these areas.

Sales Support Manager - Media SBU 1991 - 1992

Mr. Filak was responsible for a group supporting new sales opportunities and managing the vendor relationship with IBM for AS400 support to EDS' cable television services. He managed sales support for winning procurements with a total contract value of greater than \$60M.

Retail Platform Team Analyst - Retail SBU 1989 - 1991

As a member of a 4-person "skunk works" team, Mr. Filak and the team were responsible for "inventing" retail solutions to take to the marketplace; identifying ongoing technological trends in the retail industry; locating and utilizing technological know-how within EDS; and providing sales support. The team developed the Retail Enterprise Model (REM) which became an integral component in selling EDS services to retail customers.

First Pacific Networks

Vice President Marketing and Strategic Planning 1989
Integration Services Division

First Pacific Networks (FPN) was a start-up company that had developed a distributed network switch. One of FPN's missions was to create integration services division that could build information technology solutions based on FPN's technology. Mr. Filak managed a team responsible for marketing and strategic planning. This division was closed when the expected venture capital investment did not materialize.

EDS Communications Corp.

Director of Business Development

1987 - 1989

Mr. Filak's responsibilities included developing the strategic plan for a new business unit; managing projects for acquisitions, alliances, and joint ventures; and championing communications services through EDS. Accomplishments of note: project management of the acquisition of M&SD Corporation; project management for the creation of the EDS and Telefonica joint venture Telecommunications Data Services (TDS); management of the sales support effort for multiple winning proposals; and management of successful consulting engagements with telecommunications customers.

Proposal Manager - Communications Industry Group

1986

Mr. Filak managed the proposal development process, which included directing teams of up to 20 people located throughout the U.S. and providing document management services.

Marketing Support Specialist

1984 - 1986

Communications Industry Group

Mr. Filak participated in study teams and proposal teams, primarily to AT&T.

Systems Engineering Development (SED) Program

1983 - 1984

The SED program is EDS' intensive training program to develop quality systems engineers. The customer portion occurred at the EDS Vermont Title XIX (Medicaid) account. Mr. Filak graduated first in class during the Phase II technical training.

Education

MBA with concentrations in Finance and Management Information Systems and Masters of Music; State University of New York at Binghamton, NY

BA, Music, St. Vincent College, Latrobe, PA

Charles F. Gerhards

Consultant to Unisys

Summary

Charles Gerhards is the founder and president of Gerhards Consulting Group, LLC. Launched in 2003, the company works with premier technology businesses across the United States, helping them achieve higher levels of performance and market dominance. Gerhards Consulting Group offers services including strategic consulting, thought leadership, identification of client opportunities, and project management. Mr. Gerhards is on retainer with Unisys and is heavily involved with supporting public sector Unisys clients.

Mr Gerhards has been a featured speaker at numerous national conferences, has testified before Congress on various technology issues and is frequently quoted in national mainstream and technical publications.

Experience

Before starting Gerhards Consulting Group, Mr. Gerhards served as the Governor's Deputy Secretary for Information Technology and Chief Information Officer (CIO) for the Commonwealth of Pennsylvania. He was responsible for the establishment of statewide policies, standards, and guidelines governing the planning, management, acquisition, security, and use of information technology assets in all Commonwealth agencies under the Governor's jurisdiction, impacting 85,000 state employees. Mr. Gerhards was appointed to this post by Governor Tom Ridge in January 1999 and served under both governors Ridge and Schweiker. He retired from the Commonwealth in January 2003 after 33 years of public service.

As the state's CIO, Mr. Gerhards oversaw the development and implementation of some of the most pioneering government technology projects in the nation. Included among those initiatives was the Data PowerHouse, the first successful state government data center consolidation and outsourcing project in the nation; the PA PowerPort, state government's award-winning Internet portal and related e-government applications; Imagine PA, the most extensive public sector enterprise resource planning (ERP) project in the U.S.; JNET, Pennsylvania's nationally recognized integrated justice network; PA Open for Business, a website offering vital state services online to businesses 24 hours-a-day; Commonwealth Connect, which provides 65,000 state employees with a shared email network and standard desktop software for creating and sharing office files; the Keystone Communications Project, representing the largest transition to competitive telecommunication services in the nation; and the construction and deployment of the most advanced, voice-and-data, public safety radio network in North America.

Based on these accomplishments, the Commonwealth won many prestigious awards and captured the attention of the national media. Additionally, in 2002, Mr. Gerhards was recognized with the "Public Official of the Year" award, which is presented annually by Governing magazine. He was one of eleven public officials so honored. In March 2003, Mr. Gerhards was named by

Government Technology magazine as one of the “Top 25 Doers, Dreamers and Drivers” in public service. The publication explained that this honor was reserved for leaders who managed “innovations (that) have helped advance the art of applying technology to government service, changing the landscape of public-sector IT.”

Education

Bachelor’s degree in Accounting, Pennsylvania State University, 1970; currently serves as an Advisory Board member for Penn State’s acclaimed College of Information Sciences and Technology (IST).

Michael Van Zetta

Senior Director, MCI

Summary

Mr. Van Zetta has over 20 years of experience in the telecommunications industry, and has held several key management and sales positions at MCI and other companies in that time. Mr. Van Zetta's strengths lie in understanding key markets and strategic positioning of sales and support organizations to exceed customer expectations.

Currently, Mr. Van Zetta is responsible for the strategic direction, sales and executive positioning for a 10 state region that includes the Commonwealth of Virginia. His responsibilities include sales to all State, Local, County and Public Education systems in these states. For the Commonwealth of Virginia, Mr. Van Zetta and his team are responsible for the network operation, maintenance, and strategic direction for the Commonwealth of Virginia's COVANET network in support of VITA.

Experience

MCI Telecommunications

Senior Director, Mid America Sales

March 2003 – Present

Responsible for Sales to the State Governments in : MD, DC, VA, WVA, DE, IL,IN,MI, MO and Ohio.

Currently, Mr. Van Zetta is responsible for the strategic direction, sales and executive positioning for a 10 state region that includes the Commonwealth of Virginia. His responsibilities include sales to all State, Local, County and Public Education systems in these states. For the Commonwealth of Virginia, Mr. Van Zetta and his team are responsible for the network operation, maintenance, and strategic direction for the Commonwealth of Virginia's COVANET network in support of VITA.

Vibrant Solutions, Inc.

Senior Vice President, Services

Responsible for the Professional Services Organization of a software based corporation who is the leader in Carrier to Carrier Cost Management and Revenue Reconciliation. Services include outsourced invoice processing and Telco Audit, Consulting, customer Care and Technical Support. In 2001, the Services organization was responsible for 75% of all Vibrant revenue, which was 20% over plan while remaining 20% under budget. Customers include Qwest, Touch America, Verizon, Nextel , Sprint PCS and Time Warner Telecom.

Pathnet Telecommunications, Inc

Senior Vice President, Sales

Developed national sales and service program for Pathnet Telecommunications, a converged network services provider (IP, soft switched based) for 2nd and 3rd tier markets. Grew program from a sales contract backlog of \$0 in 1998 to over \$280

million in 2000. Customer accounts included ATT, WCOM, UUnet, Telia, and Teligent. Responsible for all aspects of developing and supporting a national carrier sales organization.

Winstar Wireless, Inc

Vice President/General Manager, Mid Atlantic

Responsible for the start up and management of the WinStar Mid Atlantic Region to include the cities of Washington DC, Philadelphia, Baltimore and Pittsburgh. General Management included the sales of 38ghz services, real estate acquisition and city wireless infrastructure build out and operations.

- Staffed and trained organization in sales, operations and real estate acquisition.
- Sold and negotiated two (2) of the only three (3) Master Services Agreements contracted by WinStar in 1997.

Comsat

Vice President, Sales and Marketing, Video Enterprises (1992 – 1995)

Vice President, European Ventures (1995- 1996)

Managed national organization for Sales and Marketing of in-room entertainment and interactive guest services for the Hospitality Industry. Brought in to turnaround a struggling sales and marketing organization and initiate sales of a new, on-demand video product. Comsat Video Enterprises, now On Command Video, is now the market leader in this segment.

Managed European Venture Development to include management of communications investments in Turkey and Russia.

- Program value increased over 30 million dollars in less than 3 years. Won national contracts with Marriott, Hilton and Holiday Inns for provisioning of On Command Video.
- Restructured and trained National Sales and Marketing staff. Grew total number of rooms serviced by Satellite Cinema by 200% in 3 years.

MCI Telecommunications

Senior Director, Carrier Sales (1991 – 1992)

Managed Carrier and RBOC sales, customer service and technical support for a 14-state area as well as Canada and Puerto Rico. Grew revenue over 50% during the period thru increased sales focus and new market opportunities.

- Initiated and implemented switchless reseller, callback and Independent Telco company programs as new sources of revenue.
- Increased sales penetration of international market, increasing revenue over 150%.

Senior Director, National Account Sales (1990 – 1991)

Responsible for the National and Strategic Account sales and service for the 5 state Mid Atlantic Region that was comprised of over 80 accounts.

- Brought in to turnaround a National Account Sales program which had not grown in 2 years.
- Initiated and developed a Strategic Major Account sales group which grew revenue of its targeted base over 300% in the 1st year.
- Increased revenue of entire organization over 35%.

Senior Director, National and Major Accounts Marketing (1985 – 1990)

Responsible for the development and implementation of a new MCI program to focus sales, marketing, and product development of National Corporate Telecommunications customers. Program grew from 100M to over 2.5B by 1992.

- Coordinated and established communications programs between various MCI divisions and departments
- Developed and implemented new National Accounts compensation and special customer pricing plans.
- Initiated new National programs to include consultant liaison and vertical marketing programs.

Education

Executive Series, George Washington University; 1989

MBA, University of Dallas, 1982

BS in Engineering, U.S. Military Academy, West Point, 1973

Carlton Gravatt

SiloSmashers Project Manager

Summary

Mr. Gravatt has over 20 years of business and information systems experience in industries that include government agency, telecommunications, internet services, financial services, national associations, and retail. He has extensive experience in all aspects of strategic and tactical planning, program and project management, business development, business improvement, budgeting, procurement, development, and package solution implementation.

Experience

SiloSmashers

Project Manager

2001 - present

Mr. Gravatt is currently providing program management for the next generation system for the General Services Administration's Federal Technology Services division. This system, entitled the 3rd Generation System (3GS), will provide a workflow capability that will radically enhance FTS's ability to serve its customer base. In addition, it will achieve a system architecture that is scalable for growth, can be leveraged for c-Commerce (collaborative commerce), and provides greater accessibility to data to support business analysis and decision support processes. The initiative includes providing project management support throughout the solicitation, systems development and integration, deployment, and operations and maintenance support efforts.

Additionally, Mr. Gravatt is providing project management support for a change management effort that involves implementing the Integrated ITSS/ITOMS application to support the procurement and contracting of services that are performed by the regional operations offices. The change management responsibilities include organizing a change agent process to facilitate change in each regional organization, organizational assessment and development activities, process definition, roles and responsibility definition, creation and execution of communication plans and events, and training activities.

Perot Systems Corporation

Account Manager

1991 - 2001

As Account Manager, Mr. Gravatt led a blended team in the implementation of J.D. Edwards One World Xe (Financial and Distribution Suites) for AARP. Primary duties include all business development responsibilities, contract negotiation, budget planning and monitoring, staffing, and customer relationship responsibilities.

As Senior Consultant, responsibilities included interviewing key leaders at 16 subsidiary companies that were located in 8 different countries in Europe and South America for VIA NET.WORKS. The consulting objective involved evaluating the current progress-to-date of a significant strategic initiative and

evaluating the overall impact of implementing this initiative in each subsidiary operation.

As Account Manager for PSINet, responsibilities included: 1) leading a blended team of PSINet and Perot Systems individuals in performing vendor product evaluations for Customer Relationship Management (CRM) and Enterprise Application Integration (EAI) products, 2) identifying and documenting a Technical Architecture, 3) providing program and project management expertise for several development initiatives, 4) implementing an e-procurement solution, and 5) providing business process reengineering services.

As Account Manager for the National Education Association, responsibilities included leading a blended team of NEA and Perot Systems individuals in all project life cycle phases to execute major parts of the NEA's overall System 2000 initiative. A significant organizational change management effort was required to implement business process and technological change in the 50 field offices located throughout the U.S. and Puerto Rico. The project effort included migrating applications from the mainframe to an HP-UX operating environment using Oracle as the relational database environment, addressing Year 2000 impacts, and addressing the interfaces and integration of external systems with the new I&A membership package solution that was simultaneously being implemented. Solutions included Powerbuilder 5.0/Oracle development, batch C and COBOL processes, UNIX scripting, IMPROMPTU report generation, Oracle database design, vendor software package solutions, PC development, and the elimination of unnecessary processes.

As a Senior consultant for the D.C. Metropolitan Police Department and the Pretrial Services Agency, responsibilities included reviewing current business processes and developing an Information Technology Strategic Plan. Performed interviews and facilitated sessions with various agency representatives to complete the "information gathering". Deliverables included the Information Technology Strategic Plan, process flows of the current processes, a findings and recommendations document that included new process flows, and finally a requirements document for improving the administration process of handling an arrestee (e.g. booking, fingerprinting, detention, and court handling procedures).

As Engagement Manager for InVision Telecom, led consultant team in an effort to reengineer business processes associated with prison-related communications company. The business processes included marketing & sales analysis, operations, billing, remittance, and receivable collections. The deliverables included a business-reengineering document that included flows for the current environment and for the newly reengineered environment. A statement of all findings and recommendations was also included in the document. The document also outlined an implementation plan for the client to follow.

As Engagement Manager for INVESCO, led blended team in effort to review and validate requirements for a securities valuation package solution that was desired by this major mutual funds company. After the requirements were completed, this effort included creating and distributing an RFP, establishing a selection process, assisting the client in selecting the package solution, and then finally implementing the solution.

As Engagement Manager for T. Rowe Price, led project team to design and implement a marketing literature fulfillment system. This system is client/server based technology using the customer's DB2 database repository and a RISC 6000 middleware product called DDCS.

As Project Manager for MCI, Participated in effort to develop new commercial business offering known as VNET. This product provided location level billing for major corporate customers that was not available at this time by any other competitors. The development challenge for this system included using multiple data centers to process large volumes of phone calls, apply discounts, create one invoice for a customer (according to their specific needs), and finally to provide necessary data to downstream systems as required.

CVS

Director of Store Systems

1984 - 1991

As Director of Store Systems for CVS, responsible for all in-store automation for this drug store chain, which was comprised of 2200 stores. This automation included organizing and executing the "roll out" to all stores a Point-of-Sale (POS) scanning capability to improve register service, capture operational data, and improve store administrative procedures. The POS system was a client/server based technology using satellite communications between the headquarters' and the store location. In addition, implemented a new pharmacy computer system in all the stores that was also client/server based. This system was a UNIX-based operating system that required distributed data for performance purposes.

First Virginia Bank

Project Manager

1981 - 1984

As Project Manager, participated on a project to establish first Automated Teller Machine capability in Northern Virginia. This project involved combining in-house custom development with a package solution to complete the final solution.

As Senior Programmer Analyst, implemented a package solution to provide the bank with a Combined Interest Reporting capability for 1099 statements.

As a programmer/analyst was responsible for providing applications support to the Demand Deposit, MICR Capture, and the Certificates of Deposit Systems.

Education

MBA, Masters Business Administration, Marymount University, Falls Church, VA

B.S., Management, Virginia Tech University, Blacksburg, VA

J. Paul Doty

GovConnect Chief Operating Officer

Summary

Mr. Doty has more than 27 years experience in selling and delivering technology solutions to government. He has served as a regional vice president of sales for one of the nations premiere systems integrators and has held a variety of high-level positions in human services program management, as well as technology delivery for state governments in the Northeastern United States. Mr. Doty is a proven and recognized leader in the government and technology markets. He has successfully introduced numerous innovations to the government service delivery process and offers an experienced and first-hand view of the marketplace.

Experience

GovConnect

Chief Operating Officer

2001 - Present

As the Chief Operating Officer, Mr. Doty provides the daily direction and supervision to the operating elements of the company. He is responsible for the development of the company strategy, direction, financial activities and delivery of products and services to GovConnect's client base. He instituted a company newsletter, as well as an employee recognition program that has had a positive impact on the morale of the entire company. He has directed the creation of the company business plans and has created several management initiatives aimed at continuous improvement in the overall operations of the company.

A delivery excellence and client satisfaction survey process have been added to the management activities, as well as a "metrics for success" campaign, designed to highlight the most important measurements of effective management.

GovConnect

Sr. Vice President of Sales

2000 - 2001

Mr. Doty served as the sales leader of GovConnect and was responsible for the growth and development of new business. He managed the company's sales resources and played a key role in the development of strategic business alliances for GovConnect. He led the company in its efforts to secure strategic partnerships with several of the largest systems integration companies in the U.S. and has developed relations with both Microsoft and Cisco Systems. During his tenure in this position, GovConnect continuously expanded with an annual growth rate in excess of 25% and increased the average dollar value of its contracts dramatically. In addition, during his direction of the company's sales activities, he increased the booked backlog of business by more than 125%. He also installed a sales and pipeline management system, as well as a new business review board that evaluates all new opportunities that GovConnect pursues in the marketplace.

Additional Experience

Electronic Data Systems (EDS)

Vice President

1998 - 2000

Mr. Doty was the Regional Vice President of Sales and Business Development for EDS. He hired and managed the sales force for the Eastern Region of the U.S. He was also responsible for the achievement of sales quotas, the development of new products and services offered to these clients and the coordination and delivery services to the customer base in this region.

J. Paul Doty Consulting Services

Founder

1997 - 1998

Mr. Doty founded and managed J. Paul Doty Consulting Services, delivering business process re-engineering, management consulting, and project management services to senior executives in the health and human services agencies of state government. Services included Medicaid, Temporary Assistance for Needy Families, Food Stamp, and Child Protective Services assignments where he provided his customers with strategic and overall management guidance to oversee applications development and maintenance activities performed by in-house staff and contract vendors.

MAXIMUS, Inc.

Director

1992 - 1997

Mr. Doty served as a Director for MAXIMUS, providing quality assurance and procurement and revenue maximization assistance to state government clients. His primary role was to oversee the acquisition and development of a Child Protective Services system, which was the first of its kind in the nation to qualify for federal funding under the provisions of the U.S. Department of Health and Human Services, Office of Children and Families.

The Systems Group

Director of Operations

1990 - 1992

Mr. Doty managed the daily operations of this 120-person technology consulting firm. His duties included the hiring, training, and ongoing management of the field staff, which included project managers, programmers, and analysts. Field staff performed services for the banking, financial, and insurance markets.

Command Systems, Inc.

Vice President, Sales and Finance

1987-1990

Mr. Doty was responsible for the sales and financial operations of this technology consulting company. During his tenure with the firm, *Inc. Magazine* recognized this company as one of the fastest growing privately held business entities in the Northeast. Annual growth was maintained at a rate in excess of 40% and the company grew to more than 130 employees in less than two years.

EDS*Client Sales Executive**1983-1987*

Mr. Doty was responsible for New England Government market sales and made quota in each year of his tenure. In total he sold more than \$700 million in new business for this company. Responsibilities included client relationship building, business development and new product introductions to the government market.

State of Connecticut, Department of Income Maintenance*Director of Operations and Contracts**1978 - 1983*

Mr. Doty was responsible for the information technology, accounting, fleet operations and building leasing activities of the agency. He directed a staff of more than 200 employees in performing the support functions of the Department of Income Maintenance. He also was the agency project director for the procurement, development and subsequent operations of the Medicaid Management Information System; he received the U.S. Department of Health and Human Services Regional Directors Achievement Award for managing this project to both the timeline and budget established for its implementation. Mr. Doty was also responsible for the development and maintenance of the Food Stamp, Refugee, Cash Assistance and Child Support systems of the agency.

Commonwealth of Massachusetts*Director, Bureau of Systems and Operations**1973 - 1978*

Mr. Doty was responsible for the day-to-day operations of the Massachusetts Bureau of Systems and Operations, which included a staff of more than 600 personnel. The Bureau was responsible for the procurement of all data processing goods and services, as well as the provision of mainframe services and all programming and analysis for the Executive Branch agencies. Mr. Doty was charged with the consolidation of multiple agency data centers and staff assimilation into the Bureau of Systems and Operations. These duties included negotiations with labor unions and with the hardware and software vendors whose products were being used by the previous governmental entities.

He supported all Health and Human Service Agencies and their legacy applications including Mental Health, Public Health, Welfare, Child Support, as well as the Commonwealth's core financial and administrative systems.

Education

Graduate Studies, Economics, Northeastern University

BS, Management and Economics (Magna Cum Laude), Northeastern University

AS, Economics (Magna Cum Laude), Mattatuck Community College

Awards and Certifications

Wall Street Journal, National Achievement Award Alpha Beta Gamma National Business Honor Society

Federal Department of Health and Human Services Award, Outstanding Project Management

Albert Lulushi

President, Belacorp, Inc.

Summary

Albert Lulushi has a successful record of founding, growing, and managing his own management and information technology services corporation. With extensive experience in a variety of fast-paced, time-critical environments, Albert has had outstanding success devising innovative client solutions to long-standing problems.

Known as an executive with a strong bottom-line orientation, Albert is skilled in leading corporate efforts to define and implement strategic technology solutions, infrastructures, and architectures. His successes include managing enterprise-wide projects for global organizations such as the Federal Aviation Administration, Titan Corporation, Nortel Networks, AT&T, Oracle, and Intel.

Albert focuses his efforts on creating business and functional models that use repository-driven methods for requirements gathering, analysis, and design. With a deep appreciation of the complexities of corporate-wide processes and projects, he has led dozens of re-engineering efforts that have defined processes, re-organized work, and substantially reduced overhead costs.

A sought-after speaker and well-known author of technology publications, Albert is a distinguished member of 'Who's Who' in information technology.

Expertise

- Executive Management
- Strategic Planning
- Business Process Engineering
- System Architecture
- Software Development

Publications

- Oracle Forms Developer's Handbook (Prentice Hall, 2001)
- Developer 2000: The Practitioner's Guide (Prentice Hall, 1998)
- Inside Oracle Designer 2000 (Prentice Hall, 1997)
- Developing Oracle Forms Applications (Prentice Hall, 1996)

1.3 References

The Alliance has identified ten projects per partner of the size and scope of the VA BMI project. Exhibit 2 provides the contact information for these references.

Exhibit 2 **AMS Team Reference Information**

Alliance Member	Client/ Project	Project Description	Budget/ Final Cost	Proposed Project Schedule	Actual Project Schedule	Project Owner Contact Information
AMS	New York City, Financial Management System	AMS implemented the Financial Management System (FMS) to provide New York City with an integrated application that ties together the City's accounting, budgeting, and procurement functions, which were originally performed in 11 disparate systems. AMS supplied NYC with complete systems integration services, covering the development of the FMS application, support for implementation and on-going maintenance of the system, and the deployment of the hardware and network infrastructure required to operate FMS on a citywide basis.	\$120M/\$185M ²	April 1997–undefined (term of the agreement to continue until the work is completed)	April 1997–Present	Contact: Robert Townsend Address: 450 West 33rd Street New York, NY 10001 Phone: (212) 857-1200

² The increase in cost is due to requests by the client for increased functionality not included in the original contract.

Alliance Member	Client/ Project	Project Description	Budget/ Final Cost	Proposed Project Schedule	Actual Project Schedule	Project Owner Contact Information
AMS	State of California, Franchise Tax Board (FTB) Accounts Receivable Collection System (ARCS)	For the FTB, AMS developed the Accounts Receivable Collection System (ARCS) to support the entire tax collections lifecycle – from the point of identification through the final notice determination. Implemented in a two-phase approach, Personal Income Tax (PIT) first, followed by Business Entities (BE), ARCS maximizes collections of individuals, banks, corporations, and other entities. Designed to support more than 1,700 users, ARCS utilizes AMS’ statistical tool, STRATA, to determine the probability of collection cases and optimize collection activities, takes automated collection actions, distributes work, and tracks history. ARCS’ design promotes increased customer services levels while reducing paper processing workloads. AMS responsibilities included Application Development, IT Project Management, System Design, System Implementation, System Integration, IT Consulting, and Training Consulting.	Cost and Final Budget: \$23.6 million, plus \$2.9M for additional services and support	April 1, 1998 - March 31, 2005	April 1, 1998 - March 31, 2005	Contact: John Vranna, Division Chief, Accounts Receivable Management Division Address: 9646 Butterfield Way Sacramento, CA 95827 Phone: (916) 845-5310

Alliance Member	Client/ Project	Project Description	Budget/ Final Cost	Proposed Project Schedule	Actual Project Schedule	Project Owner Contact Information
AMS	Commonwealth of Virginia, Department of Taxation VA TAX Partnership Project	VA TAX and AMS are engaged in a six-year comprehensive reengineering effort called the Partnership Project. The objectives of the Partnership Project are to help the Department deliver better services to its customers and to support the Commonwealth's commitment to advancing electronic government. This transformation effort involves every level of VA TAX's central and nine district offices, and also has the stated goal of making Virginia's revenue system one of the most technologically advanced in the nation.	Original: \$122,084,000 To Date: \$166M ³	July 1998 – July 2003	July 1998 – June 2005	Contact: Farley Beaton Address: 600 East Main Street 9th Floor Richmond, VA 23219 Phone: (804) 786-1715 Fax: (804) 786-3536

³ The increase in cost and extension of the project schedule is due to the selection of optional tasks as included in the original proposal, changes in scope, the inclusion of special projects (such as VA Tax Amnesty), and accommodating certain legislative changes in tax processing.

Alliance Member	Client/ Project	Project Description	Budget/ Final Cost	Proposed Project Schedule	Actual Project Schedule	Project Owner Contact Information
AMS	Commonwealth of Virginia, eVA e-Procurement	AMS was awarded a contract to provide a comprehensive, integrated solution addressing the Commonwealth's vision for statewide electronic procurement. Using <i>buysense</i> [™] , powered by Ariba Buyer, and AMS ADVANTAGE [®] Procurement, the system known as eVA is a hosted, fully-integrated, web-based procurement system that takes full advantage of the latest technology, industry standards and best business practices, enabling the Commonwealth to maximize the value of its procurement processes and reduce costs.	\$15M/\$16.5M ⁴	Oct 2000 – June 2005	Oct 2000 – June 2005	Contact: Ron Bell, Director Address: 805 East Broad Street 3rd Floor, P.O. Box 1199 Richmond, VA 23218-1199 Phone: (804) 786-3846 Fax: (804) 371-7877
Unisys	Commonwealth of Pennsylvania Pennsylvania Data PowerHouse	Unisys consolidated 20 of Pennsylvania's agency data centers into one centralized data center (with a separate backup/disaster recovery site) and is providing ongoing management and operational support.	515M for first seven years, 725M if all option years are exercised	August 1999- August 2006, plus three option years	August 1999 – Present	Contact: Carol Bingaman, Director, Bureau of Consolidated Computer Services Address: 2300 Vartan Way Harrisburg, PA 17110 Phone: (717) 657-4371

⁴ The \$1.5M increase for eVA is due to additional contracted services for expanded functionality requested by DGS.

Alliance Member	Client/ Project	Project Description	Budget/ Final Cost	Proposed Project Schedule	Actual Project Schedule	Project Owner Contact Information
Unisys	U.S. Department of Transportation, Transportation Security Administration Information Technology Managed Services	<p>Unisys and its 30 Strategic Partner subcontractors will provide information technology and telecommunications modernization services, including hardware and software services, help desk, network/security operations, and business process re-engineering services.</p> <p>Also included in the contract are a full complement of managed services to integrate everything from personal digital assistants (PDAs) and secure mobile radios to high-availability local- and wide-area networks and enterprise operations centers.</p>	\$240,000,000/ ongoing	2002 – Present	2002 – Present	<p>TSA has requested that Unisys limit TSA Contact information solely to the final evaluation stage of large procurements. Prior to providing TSA Contact information we must prepare a briefing for TSA Management describing the Project under consideration and details as to who will be making contact with TSA. Unisys commits that we will do this and arrange for the interaction should the Commonwealth request and evaluate a detailed proposal for VA BMI.</p>
MCI	Commonwealth of Virginia Network (COVANET)	<p>The COVANET network is MCI's premier model for its state government enterprise architecture and is designed to service all of the Commonwealth's agencies, plus its public universities, schools and libraries. The COVANET architecture provides broadband, IP, Voce and Data services, and is designed to support all advanced IP services as they are developed for use in next generation applications. MCI will provide the Commonwealth with an integrated data and voice communications network that will enable it to take advantage of the flexibility of IP today while serving as the advanced platform for Virginia's ongoing e-government initiatives.</p>	Est. \$250M	November 2003- November 2013	N/A	<p>Contact: Kenneth Lyons MCI Government Markets Executive Manager Address: COVANET : 4951 Lake Brook Drive Suite 200 Glen Allen, VA 23060 Phone: 804-527-6365 Pager: 877-312-3770 cellular: 804-339-3630 Email: kenneth.p.lyons@mci.com</p>

Alliance Member	Client/ Project	Project Description	Budget/ Final Cost	Proposed Project Schedule	Actual Project Schedule	Project Owner Contact Information
MCI	Commonwealth of Virginia – IVR Application	<p>MCI provided call application and network consolidation for the Commonwealth of Virginia. They required a robust network IVR solution. The network IVR solution was installed to consolidate the States current infrastructure of 15 on- premise IVRs. These IVRs supported 24 State offices.</p> <p>In addition, the Department of Social Services added MCI's Host Connect feature to the application, which accessed the state's on-premise host databases to allow toll free callers to perform self-help functions.</p>	\$160K/month (ongoing)	November 1999 – present	On time and within budget	<p>Contact: Carroll Mitchell Account Manager</p> <p>Address: 4951 Lake Brook Drive Suite 200 Glen Allen, VA 23060 USA</p> <p>Phone: 804-527-6325 pager 800-759-8888 Pager PIN: 8955265</p> <p>Email: carroll.Mitchell@mci.com</p>
MCI	Social Security Administration	<p>MCI implemented a network architecture that has enabled the Social Security Administration to move from its legacy, bridged network to a routed infrastructure. The network provides service to 41 teleservice centers, and 7 processing centers nationwide, with an automatic call distributor (ACD) at each location providing intelligent network routing capabilities. MCI also provides Toll Free ECR (network IVR) platform that supports 8 million calls and 40M minutes a month; as well as SIVR (simple speech) and a sophisticated reporting system along with more advanced speech recognition applications.</p>	\$multi-million dollar	January 1999 – present	On time and within budget	<p>Contact: Kim Sampson</p> <p>Address: 1945 Old Gallows Road Vienna, VA 22182</p> <p>Phone: 410-965-5743</p> <p>Email: Kim.Sampson@mci.com</p>

Alliance Member	Client/ Project	Project Description	Budget/ Final Cost	Proposed Project Schedule	Actual Project Schedule	Project Owner Contact Information
SiloSmashers	GSA Office of Government-wide Policy/E-Government Strategy Program/Project Management Office (PMO) Support Services	SiloSmashers is a major partner in an integrated team with Government personnel to provide Program Management Office (PMO) Support to the GSA Office of Governmentwide Policy for five of the Office of Management and Budget official 24 e-Government initiatives.	Task 1 FY02: \$1,866,000 Task 1 FY03: \$7.5M FY 04 \$12M Budgeted	March 2002-September 2006	March 2002-September 2004 (new task began October 2003)	Contact: Technical: Lewis Sanford GSA Chief Architect Address: 2011 Crystal Drive, Suite 911, Arlington, VA 22202 Phone: (703) 872-8601
SiloSmashers	GSA Federal Technology Service (FTS), Center for Information Security Services (CISS)/Strategic Planning, Organizational and Customer Assessment, Financial Analysis, Transformation Strategy/ Implementation and Change Management	SiloSmashers developed a comprehensive, viable, long-range Strategic Plan for CISS, and conducted an assessment of the organizational functions that are most likely to affect the overall profitability of CISS. This work included development of: CISS Strategic Plan, process workflows describing the current critical functions, recommendations for business process improvements or changes related to the critical functions, a Customer Assessment and a Transformation Strategy.	Task 1: \$397,937.43 Task 2: \$109,995.00 Task 3: \$1,541,184.60	May 2001 – January 2003	May 2001 – January 2003	Contact: Technical: Melanie Lewis, Program Mgr, CISS Address: Center for Information Security Services 7 th & D Sts SW room 5060 Washington, DC 20407 Phone: (202) 708-6679

Alliance Member	Client/ Project	Project Description	Budget/ Final Cost	Proposed Project Schedule	Actual Project Schedule	Project Owner Contact Information
SiloSmashers	Integrated Acquisition Environment (IAE) Initiative/ Integrated Acquisition Environment Program Management Office Support under GSA E-Government PMO	As one of five GSA E-Government initiatives, the IAE team is simplifying, consolidating, and integrating the Federal acquisition processes. The initiative will create a web-based environment for buyers and sellers, integrated with a myriad of front and back office systems and processes across the entire Federal Government, that promotes competition, transparency and integrity; increases data sharing to enable better business decisions in procurement, logistics, payment and performance assessment; and takes a unified approach to obtaining modern tools that leverages investment costs for business related processes.	See costs included with e-Gov PMO support	March 2002 – September 2006	March 2002-September 2004 (new task began October 2003)	Contact: Technical: Teresa Sorrenti/Earl Warrington GSA IAE Program Managers Address: 2011 Crystal Drive, Suite 911, Arlington, VA 22202 Phone: (703) 872-8609

Alliance Member	Client/ Project	Project Description	Budget/ Final Cost	Proposed Project Schedule	Actual Project Schedule	Project Owner Contact Information
SiloSmashers	GSA e-Gov PMO, eTravel Program Management Office Support	The eTravel initiative will provide a common, government-wide, web-based end-to-end travel management service. The service will consolidate and streamline travel policies and processes across the Federal Government, realizing cost savings through elimination of redundancies, efficiencies of scale, and better collection of management data and reporting. The eTravel service will offer a common, online booking engine by December 2002 and a common, end-to-end travel service by December 2003. SiloSmashers is currently providing the eTravel initiative consulting services in five main areas: Project Management, Business Analysis, Communications, Change Management, and Meeting Support.	See costs included with e-Gov PMO support	March 2002 – September 2006	March 2002-September 2004 (new task began October 2003)	Contact: Technical: Tim Burke, GSA eTravel Program Manager Address: 2011 Crystal Drive, Suite 911, Arlington, VA 22202 Phone: (202) 219-1587

Alliance Member	Client/ Project	Project Description	Budget/ Final Cost	Proposed Project Schedule	Actual Project Schedule	Project Owner Contact Information
SiloSmashers	GSA Federal Technology Service/ 3 rd Generation System	SiloSmashers was contracted to field a COTS-based solution providing the IT Solutions business line within FTS a customer-centric, secure, web-enabled application to manage the IT Solutions (ITS) business. When fully deployed, 3GS will support hundreds of client federal agencies who work with ITS to plan, manage, and support their IT services and system needs from initial concept creation to system deployment and operations. SiloSmashers support began with acquisition management and pre-solicitation activities through successful award of an integrator.	Phase 1 - \$800,000 Phase II – \$1,790,726 Phase III - \$3,160,000 budgeted	Phase I: May, 2001 - January, 2002 Phase II: January, 2002 - September, 2003 Phase III: Oct 2003 – September 2004	Phase I: May, 2001 - January, 2002 Phase II: January, 2002 - September, 2003 Phase III: Oct 2003 – September 2004	Contact: Technical: Susan Fischer, Project Manager Address: 10304 Eaton Place 1C -22, Fairfax, VA 22030 Phone: (703) 306-6156
GovConnect	State of Michigan, Department of Information Technology Centralized Electronic Payment and Authorization System (e-Pay)	The State of Michigan hired GovConnect to implement an enterprise-wide electronic payment module that supports all major credit card, debit card, electronic check, and ACH transactions.	\$1,722,500	August 2003 – July 2006	August 2003 – July 2006	Contact: Vaughn Bennett, Senior Project Manager Address: 111 South Capital Avenue Romney Building, 9th Floor Lansing, MI 48909 Phone: (517) 241-0893
GovConnect	Commonwealth of Virginia, Department of Taxation Telefile and TPA	GovConnect through govOne provides the State of Virginia with Cash Concentration services. These services allow state agencies to receive cash payments via web and telephone that are consolidated for nightly deposits into the states bank account.	\$200,000 (estimated)	August 2001 – January 2004	August 2001 – January 2004	Contact: Debbie Wilkinson, Department of Taxation Project Manager Address: 2220 West Broad Street Richmond, VA 23220 Phone: (804) 786-1424

Alliance Member	Client/ Project	Project Description	Budget/ Final Cost	Proposed Project Schedule	Actual Project Schedule	Project Owner Contact Information
GovConnect	State of Florida, Agency for Workforce Innovation Initial Claims and Continued Claims, Call Center, IVR, e-Government Solution	GovConnect was hired to assist AWI in implementing the Tele-Claims system for the filing of continued, initial, additional and reopened unemployment claims via an Interactive Voice Response (IVR) application.	\$1,575,000	January 2002 – April 2003	January 2002 – April 2003	Contact: Bob Corder, Project Manager Address: 214 North Duval Street Tallahassee, FL 32301 Phone: (850) 245-7477
GovConnect	Bank of America for U.S. Treasury, Financial Management Service Electronic Federal Tax Payment System	GovConnect's parent govONE Solutions operates the electronic business tax collection services of the U.S. Treasury's Financial Management Service, under subcontract to Bank of America, for the entire southern half of the country. This program, the Electronic Federal Tax Payment System (EFTPS) is national in scope and consolidates electronic payments made by Internet (EFTPS On-Line) and phone (Interactive Voice Response/IVR). govONE process for the EFTPS over 36,000,000 payments annually valued at one trillion dollars.	\$70,000,000	Nov. 1996 – Present	Nov. 1996 – Present	Contact #1: Larry Dreyer, Address: Bank of America 600 Peachtree Street Atlanta, Georgia 30308 Phone: (404) 607-5656 Contact #2: Alice Burnett Address: Bank of America 600 Peachtree Street Atlanta, Georgia 30308 Phone: (404) 607-5251

Alliance Member	Client/ Project	Project Description	Budget/ Final Cost	Proposed Project Schedule	Actual Project Schedule	Project Owner Contact Information
GovConnect	California Consortium VI California Statewide Automated Welfare System Consortium IV, Consortium of Merced, Riverside, San Bernardino, and Stanislaus Counties, Consortium IV Planning and Quality Assurance Project	The Counties of Merced, Riverside, San Bernardino, and Stanislaus formed a consortium to plan for, procure, develop, and implement the California Statewide Automated Welfare System (SAWS) to support public assistance and employment services programs. The Consortium initially contracted with GovConnect to conduct a Feasibility Study, lead a Business Process Reengineering (BPR) effort, develop an Implementation Advance Planning Document (IAPD), develop a Solicitation of Proposals (SOP) document, provide procurement support, assist in contract negotiations, and help prepare the Consortium for the development phase. The Consortium retained GovConnect to continue in the role of Quality Assurance (QA) and Independent Verification and Validation (IV&V) contractor during system development and implementation. GovConnect has been providing management and technical services for the C-IV Project spanning two primary phases, Planning and QA/IV&V	Planning: \$4,214,939; QA/IV&V: \$20,954,745	Planning Phase: November 1996 – February 2001 QA/IV&V Phase: March 2001 – October 2004	Planning Phase: November 1996 – February 2001 QA/IV&V Phase: March 2001 – October 2004	Contact: Van Vanderzyde, Consortium IV Project Director Address: 11290 Pyrites Way Suite 150 Rancho Cordova, CA 95670-4481 Phone: (916) 851-3226

Alliance Member	Client/ Project	Project Description	Budget/ Final Cost	Proposed Project Schedule	Actual Project Schedule	Project Owner Contact Information
Belacorp	Federal Aviation Administration (FAA) Facilities & Technology Services Branch, Terminal Business Unit (ATB) Enterprise Application Infrastructure	Belacorp worked with Titan Corporation and the FAA's first performance-based organization (Terminal Business Service Organization—ATB) to define the business need, requirements and the best technical architecture to support the newly formed ATB. Belacorp's Albert Lulushi served as chief solution architect and led the combined Titan-Belacorp technical team in the design, integration, customization, and implementation of the performance-based integrated collaborative toolset known as the Enterprise Application System (EAS).	\$20,775,337/ \$20,775,337	April 2001-September 2002 with three additional years of support	April 2001 - Present	Contact: Rick Ford Address: ASU-340 800 Independence Avenue, SW Washington, DC 20591 Phone: (202) 267-8970 Fax: (202) 267-5404
Belacorp	Federal Aviation Administration (FAA) National Airspace Implementation (NAS) Electronic Drawing Management System	Belacorp worked with Titan Corporation and the FAA's National Airspace (NAS) Implementation Organization (ANI) to define the requirements and resulting tool set selection for the Electronic Drawing Management (EDM) toolset. This effort resulted in the design, integration, customization, and implementation of the EDM Toolset, which functions as an independent element of the FAA's Enterprise Application System (EAS).	\$4M /\$4M	January 2002-September 2002	January 2002-September 2002	Contact: Rick Ford Address: ASU-340 800 Independence Avenue, SW Washington, DC 20591 Phone: (202) 267-8970 Fax: (202) 267-5404

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1.4 Annual Reports and Financial Statements

Included are current or most recently audited financial statements of the firms with an equity interest of twenty percent or greater.

MCI is in the process of restating its results for calendar years 2000 and 2001 and the first quarter of 2002. In the interim, MCI has been filing monthly operating reports with the U.S. Bankruptcy Court for the Southern District of New York. A copy of the September 2003 report is provided in herein.