



Virginia Information Technologies Agency

IT Contingent Labor: Contract Highlights

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Quick Glance

- Vision
- Contract highlights
- MSP fee structure
- Program benefits
- Transition approach
- Transition timeline
- Interim process



Vision

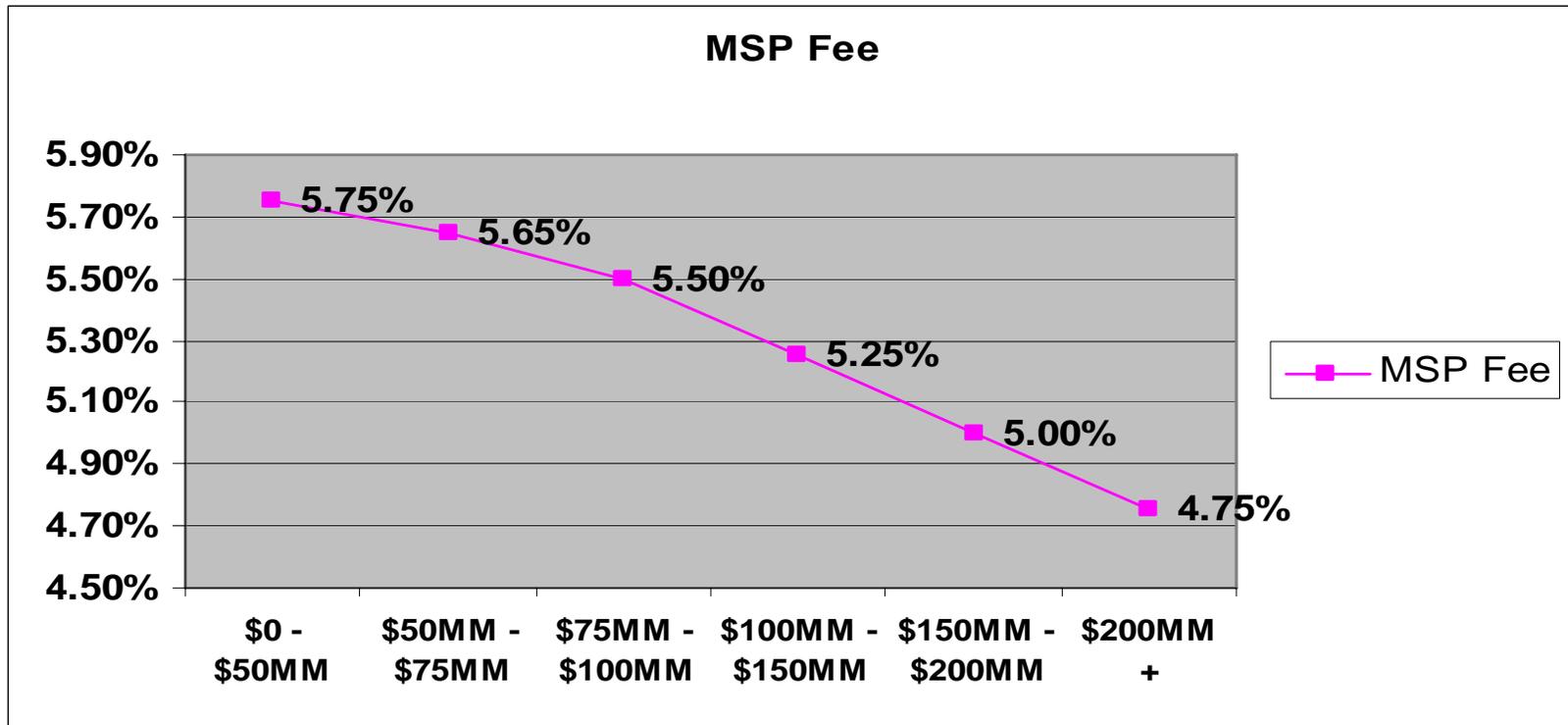
“Provide agencies and other public bodies within the Commonwealth with an effective and efficient process for procuring IT staff augmentation and deliverables-based consulting services for IT Projects that is consistent and transparent.”



Contract Highlights

- Contract awarded to ZeroChaos
 - ZeroChaos is a FL-based company and major clients include Toyota, IBM, California, CapGemini, and Purdue Pharma
- Benefits for agencies
 - Estimated CoV savings of \$3M–\$5M annually
 - Overhead fees reduced up to 15%
 - Future direct discounts off invoices
 - Access to higher quality resources
 - More suppliers to choose from for staffing and projects

MSP Fee¹ varies by volume spend



Note: Includes IFA and eVA fees imposed by the Commonwealth



Benefits to Program

- **Defines common process for resource and deliverables-based engagements**
- **Aligns bill rates with job description and technology**
- **Benchmarks billable rates with market forces**
- **Creates additional sub-categories to ease sourcing burden for agencies for other frequently requested services**
- Eliminates duplicate data entry through interface with eVA procurement system
- Reduces co-employment risk through process and policy improvements
- Improves transparency, control and oversight, through a single solution that utilizes more robust technology

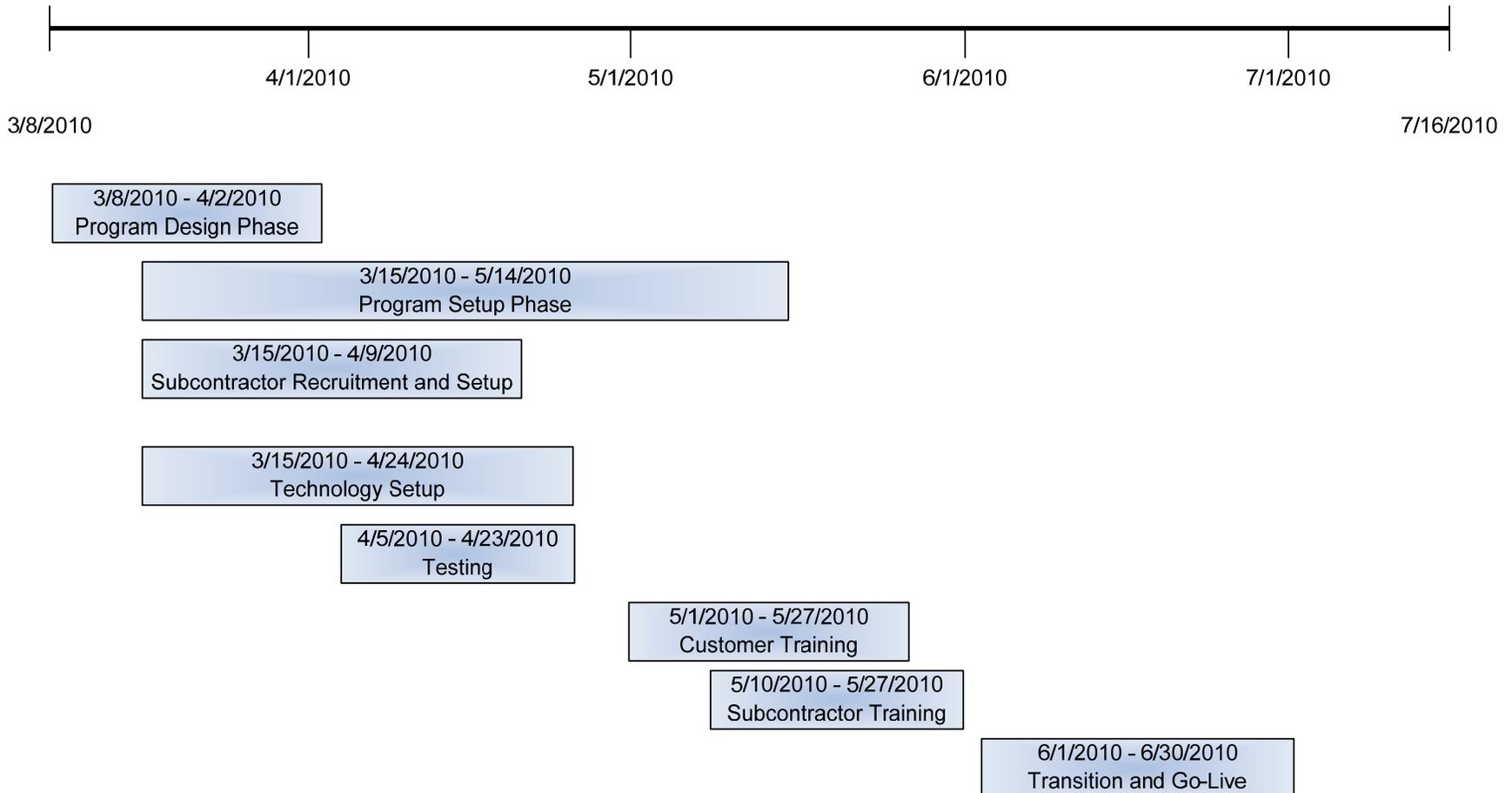


Transition Approach

- Agency participation (IT, HR, & Procurement)
- Develop communications plan
- Develop implementation plan
- Business Process Design
 - Staff augmentation design
 - Deliverables-based design
- Program Setup
 - Supplier setup and transition
 - VMS technology setup
 - Data migration
 - Reporting
 - Training (COV & Supplier)
 - eVA integration
- Go-live
- Transition Complete



Timeline





Interim Steps

- 260 current engagements
- 226 expire between now and June 30
- SMSA will be utilized until the new MSP is in place
- Resources who support Major IT projects may be extended through project end date or the end of SMSA; whichever occurs first