



Datamaxx

Nebraska State Patrol
MSS Modernization Project
Volume 1 – Business Proposal
RFP No. 6724 Z1

Submitted by:
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1. VOLUME 1 – BUSINESS PROPOSAL

A. BIDDER

The bidder should provide the full company or corporate name, address of the company's headquarters, entity organization (corporation, partnership, proprietorship), state in which the bidder is incorporated or otherwise organized to do business, year in which the bidder first organized to do business and where the name and form of organization has changed since first organized.

Datamaxx Response: Datamaxx Applied Technologies, Inc. (herein referred to as "Datamaxx") is a leading provider of technologies and services to law enforcement, criminal justice, public safety and homeland security agencies. Datamaxx is a privately held, third-party certified Woman Owned Small Business founded in 1991 and headquartered in Tallahassee, Florida. There have been no changes to the name or form of organization.

The Company is widely recognized as innovators and domain experts, having established a well-known brand name in its traditional government customer base. Datamaxx has amassed a virtual "who's who" portfolio of government customers, constituting over 750,000 end users accessing the Company's various products and services in 2,500 state, local and federal agencies throughout the U.S., Canada, Guam, Puerto Rico, and the Virgin Islands.

B. FINANCIAL STATEMENTS

The bidder should provide the financial statements applicable to the firm. If publicly held, the bidder should provide a copy of the corporation's most recent audited financial reports and statements, and the name, address, and telephone number of the fiscally responsible representative of the bidder's financial or banking organization.

If the bidder is not a publicly held corporation, either the reports and statements required of a publicly held corporation, or a description of the organization, including size, longevity, client base, areas of specialization and expertise, and any other pertinent information, should be submitted in such a manner that proposal evaluators may be reasonably formulate a determination about the stability and financial strength of the organization. Additionally, a non-publicly held firm should provide a banking reference.

The bidder must disclose any and all judgments, pending or expected litigation, or other real or potential financial reversals, which might materially affect the viability or stability of the organization, or state that no such condition is known to exist.

The State may elect to use a third party to conduct credit checks as part of the corporate overview evaluation.

Datamaxx Response: Datamaxx Applied Technologies, Inc., a Florida Corporation, was founded on August 23, 1991, and headquartered in Tallahassee, Florida. Datamaxx corporate offices are

located adjacent to the State of Florida Government Complex which provides significant infrastructure amenities that Datamaxx can leverage to support the various solutions offered. Datamaxx was recently recognized as a 2022 Top 100 Woman-Led Florida Business by the Commonwealth Institute of Florida.

Over the Company’s 30 year history, Datamaxx built a reputation as a leader in developing innovative technology solutions as well as providing superior customer service for the criminal justice, public safety, and homeland security marketplace.

Indicative of the leadership role Datamaxx plays in the market, in 2003 Datamaxx became the first Strategic Partner of the International Public Safety and Justice Network (Nlets). Nlets currently conducts bi-annual audits of the Datamaxx Secure Cloud.

Datamaxx is honored to be the criminal justice system provider to prestigious accounts including the States of Georgia, Louisiana, Montana, Nebraska, and Washington, the Commonwealth of Puerto Rico, Judiciary of Guam, the U.S. Virgin Islands, and Federal Agencies such as the Defense Counterintelligence Security Agency, U.S. Air Force, and the U.S. Department of Justice which currently supports 45 federal agencies over the DOJ JWJN Enterprise. Many Datamaxx accounts are hosted in the Datamaxx Secure Cloud.

The table below provides a sampling of customers currently utilizing the Datamaxx Omnixx Enterprise Solution and the longevity of these relationships. In the evaluation process, significant weight should be given to the depth of knowledge Datamaxx has acquired throughout its 25 year working relationship with Nebraska State Patrol law enforcement and technical staff.

	Client	Message Switch Name	Of Note	Number of Years under contract
1	Washington State Patrol	ACCESS		10
2	Fresno County, CA Sheriff	Fresno County Message Switch with CLETS Access		2
3	Bexar County, TX Sheriff	Bexar County Message Switch with TLETS Access	Hosted in Microsoft Azure	7
4	Nebraska State Patrol	NBLETS		9
5	Puerto Rico Department of Justice	PRLETS		10

	Client	Message Switch Name	Of Note	Number of Years under contract
6	Judiciary of Guam	CJIS Exchange Broker (JOG)		10
7	U.S Virgin Islands		Hosted in Datamaxx Secure Cloud	3
8	Louisiana State Police	LEMS	Recently replaced Unisys LEMS – Hosted in Datamaxx Secure Cloud	15
9	Montana Department of Justice	CJIN	Recently replaced CPI OpenFox – Hosted in Datamaxx Secure Cloud	12
10	Suffolk County, NY Sheriff	Suffolk County Message Switch with NYSPN Access		1
11	U.S. Department of Justice	JWIN	Recently replaced CPI OpenFox – Hosted in Microsoft Azure	3
12	Georgia Bureau of Investigation	GLEMS	Replaced Unisys LEMS	2

Effective January 15, 2020, Datamaxx entered into a Settlement Agreement related to a dissolved partnership. Due to the Settlement Agreement’s Confidentiality Clause, both Parties are not able to disclose details of the Agreement. The dispute has been resolved. Datamaxx has no knowledge of pending, expected litigation or potential financial reversal which might materially affect the viability or stability of the Company.

In August of 2022, Datamaxx was awarded a \$6.1 Million non-cash settlement to resolve a dispute from 2008. The \$6.1 million settlement was recognized as extra ordinary income in 2022.

Datamaxx has long term relationships with two strong business banking partners: (1) Synovus Corporation which includes, among other services, a stand-by line of credit and (2) LSQ Funding

Group, LC to factor government receivables. The relationship with LSQ Funding Group commenced on December 22, 2008. The LSQ factoring agreement provides valuable support to mitigate protracted payment cycles experienced with government agencies. Reference letters from Synovus and LSQ Funding Group are attached.

C. CHANGE OF OWNERSHIP

If any change in ownership or control of the company is anticipated during the twelve (12) months following the proposal due date, the bidder should describe the circumstances of such change and indicate when the change will likely occur. Any change of ownership to an awarded contractor(s) will require notification to the State.

Datamaxx Response: There are no anticipated changes to the ownership or control of Datamaxx Applied Technologies, Inc.

D. OFFICE LOCATION

The bidder office location responsible for performance pursuant to an award of a contract with the State of Nebraska should be identified.

Datamaxx Response: The office location for contract performance is 2001 Drayton Drive, Tallahassee, Florida 32311.

E. RELATIONSHIPS WITH THE STATE

The bidder should describe any dealings with the State over the previous five (5) years. If the organization, its predecessor, or any Party named in the bidder's proposal response has contracted with the State, the bidder should identify the contract number(s) and/or any other information available to identify such contract(s). If no such contracts exist, so declare.

Datamaxx Response: Currently Datamaxx is the provider for both the Message Switching System, CJIS client as well as the Hot File system. The current contract began in August 2011 and has continued, with the most recent amendment extending the terms through July 2025. The business relationship between Datamaxx and the State of Nebraska has been very positive overall.

F. BIDDER'S EMPLOYEE RELATIONS TO STATE

If any Party named in the bidder's proposal response is or was an employee of the State within the past twelve (12) months, identify the individual(s) by name, State agency with whom employed, job title or position held with the State, and separation date. If no such relationship exists or existed, so declare.

If any employee of any agency of the State of Nebraska is employed by the bidder or is a subcontractor to the bidder, as of the due date for proposal submission, identify all such

persons by name, position held with the bidder, and position held with the State (including job title and agency). Describe the responsibilities of such persons within the proposing organization, if, after review of this information by the state, it is determined that a conflict of interest exists or may exist, the bidder may be disqualified from further consideration in this proposal. If no such relationship exists, so declare.

Datamaxx Response: Datamaxx does not have any former State of Nebraska employees on staff.

G. CONTRACT PERFORMANCE

If the bidder or any proposed subcontractor has had a contract terminated for default during the past five (5) years, all such instances must be described as required below. Termination for default is defined as a notice to stop performance delivery due to the bidder's non-performance or poor performance, and the issue was either not litigated due to inaction on the part of the bidder or litigated and such litigation determined the bidder to be in default.

It is mandatory that the bidder submit full details of all termination for default experienced during the past five (5) years, including the other Party's name, address, and telephone number. The response to this section must present the bidder's position on the matter. The State will evaluate the facts and will score the bidder's proposal accordingly. If no such termination for default has been experienced by the bidder in the past ten (10) years, so declare.

If at any time during the past five (5) years, the bidder has had a contract terminated for convenience, non-performance, non-allocation of funds, or any other reason, describe fully all circumstances surrounding such termination, including the name and address of the other contracting Party.

Datamaxx Response: On July 20, 2022, the South Carolina Law Enforcement Division (SLED) notified Datamaxx of a Termination for Convenience of Contract No. 4400017176. The contract was for Datamaxx to deliver a Web-Based client application for SLED. During the four year and seven month period of the five year term, the SLED project team consistently delayed their work efforts due to "competing demands" within the agency as well as resource issues. For context, similar projects for a "client solution" are completed and "live" in a matter of months. Datamaxx continues to support fifty-six South Carolina agencies utilizing the Datamaxx web-based Omnixx Force client in the Datamaxx Secure Cloud. The SLED Termination for Convenience is the only termination of any type Datamaxx has experienced in its 31 year history. Contracting party's information is as follows:

Faith Williams, CPPO, CPBB
Procurement Manager
Office of State Procurement
1201 Main Street, Suite 600
Columbia, South Carolina 29201

H. SUMMARY OF BIDDER'S CORPORATE EXPERIENCE

The bidder should provide a summary matrix listing the bidder's previous projects similar to this solicitation in size, scope and complexity. The State will use no more than three (3) narrative project descriptions submitted by the bidder during its evaluation of the proposal.

The bidder should address the following:

- i. Provide narrative descriptions to highlight the similarities between the bidder's experience and this solicitation. These descriptions should include:
 - a) The time period of the project;
 - b) The scheduled and actual completion dates;
 - c) The bidder's responsibilities;
 - d) For reference purposes, a customer name (including the name of a contact person, a current telephone number, a facsimile number, and e-mail address); and
 - e) Each project description should identify whether the work was performed as the prime bidder or as a subcontractor, if a bidder performed as the prime bidder, the description should provide the originally scheduled completion date and budget, as well as the actual (or currently planned) completion date and actual or currently planned) budget.
- ii. Bidder and subcontractor(s) experience should be listed separately. Narrative descriptions submitted for subcontractors should be specifically identified as subcontractor projects.
- iii. If the work was performed as a subcontractor, the narrative description should identify the same information as requested for the bidders above. In addition, subcontractors should identify what share of contract costs, project responsibilities, and time period were performed as a subcontractor.

Datamaxx Response: Datamaxx provides the following references for the Nebraska MSS Modernization Project where Datamaxx served as the prime contractor.

Datamaxx continues to provide law enforcement and public safety solutions at the local, state and federal levels. The references listed below are relative to the message switch solution for the NSP.

Reference 1: Montana Department of Justice

Business Type: State

Address, City, State and Zip Code:

Montana Department of Justice – Division of Criminal Investigation
2225 11th Avenue
Helena, MT 59620

Contact Name and Information:

Jennifer Viets
CJIN Services Program Manager
(406) 444-2483
jviets@mt.gov

Applicable Dates of Service: 2019 – Present

Description of Role/Responsibility: Full implementation and replacement of the Montana OpenFox Message Switch and CJIS client workstation.

Project Details: The Montana Statewide Message Switching System included the rollout of the Omnixx Enterprise Platform w/ Message Broker and the latest Omnixx Force HTML5 client workstation. Additionally, there are 26 regional systems that interact with the new CJIN System as well as a number of state specific sources, such as Hot Files, Mirrored Files, etc. The entire system is provided within the Datamaxx Secure Cloud. Most recently, this system was updated to account for the NCIC NIEM XML migration.

Reference 2: U.S. Department of Justice

Business Type: Federal

Address, City, State and Zip Code:

2 Constitution Square, 145 N St NE, Room 3W.1410B
Washington, DC 20002 (Mailing Zip: 20530)

Contact Name and Information:

Kevin Mendoza
JWIN Service Owner
202-307-0702
Kevin.Mendoza@usdoj.gov

Applicable Dates of Service: 2019 – Present

Description of Role/Responsibility: Full replacement of the JUST (OpenFox Message Switch and workstation clients). The new system is known as JWIN.

Project Details: The JWIN system includes the Omnixx Enterprise Platform w/Message Broker and the Omnixx Force HTML5 client. Additionally, there are 8 external systems that interact with JWIN, for example: US Marshals, ATF, Bureau of Prisons, etc. Most recently, this system was updated to account for the NCIC NIEM XML migration.

Reference 3: Louisiana State Police

Business Type: State

Address, City, State and Zip Code:

P. O. Box 66614
Box A-4
Baton Rouge 70896
290 East Airport
Warehouse C
Baton Rouge 70806

Contact Name and Information:

Shelley K. Scott
NCIC/Nlets Unit

(225) 922-0202

shelley.scott@la.gov

Applicable Dates of Service: 2011 – Present

Description of Role/Responsibility: Full implementation and replacement of the LEMS Message Switch and CJIS client workstation. Prior to this effort in 2019, Datamaxx served the state with a statewide CJIS workstation product that was part of a multi-year contract beginning in 2011.

Project Details: This new system includes Omnixx Enterprise Platform w/ Message Broker and the Omnixx Force HTML5 clients. The system includes over 60 regional systems as well as several complex interfaces. The entire system is provided within the Datamaxx Secure Cloud. Most recently, this system was updated to account for the NCIC NIEM XML migration.

In addition, Datamaxx currently has contracts with the following agencies.

REF #	Client	Years under contract
1	Washington State Patrol	12
2	Fresno County Sheriff	4
3	Bexar County Sheriff	9
4	Nebraska State Patrol	11
5	Puerto Rico Department of Justice	12
6	Judiciary of Guam	12
7	Los Angeles Police Department	5
8	Louisiana State Police	17
9	Montana Department of Justice	14
10	Suffolk County Sheriff	3
11	U.S. Department of Justice	3

I. SUMMARY OF BIDDER'S PROPOSED PERSONNEL/MANAGEMENT APPROACH

The bidder should present a detailed description of its proposed approach to the management of the project.

The bidder should identify the specific professionals who will work on the State's project if their company is awarded the contract resulting from this solicitation. The names and titles of the team proposed for assignment to the State project should be identified in full, with a description of the team leadership, interface and support functions, and reporting relationships. The primary work assigned to each person should also be identified.

The bidder should provide resumes for all personnel proposed by the bidder to work on the project. The State will consider the resumes as a key indicator of the bidder's understanding of the skill mixes required to carry out the requirements of the solicitation in addition to assessing the experience of specific individuals.

Resumes should not be longer than three (3) pages. Resumes should include, at a minimum, academic background and degrees, professional certifications, understanding of the process, and at least three (3) references (name, address, and telephone number) who can attest to the competence and skill level of the individual. Any changes in proposed personnel shall only be implemented after written approval from the State.

Datamaxx Response: Datamaxx utilizes a modified “Strong Matrix Organization” structure as defined by the Project Management Body of Knowledge (PMBOK). This was derived from the Project Management Institute (PMI) designed to deliver projects on time, on budget, and with the desired results. This is coupled with deep experience integrating PMI with multiple life cycle framework and CMMI methods to insure successful delivery.

The Program Management approach begins with a robust Project Management Plan (PMP). The PMP incorporates proven best practices and procedures that are measurable, attainable, focused on quality, and cost savings. It provides the essential foundation to reduce program risk, provide critical visibility to stakeholders, generate control tools for managers, and produce steady, meaningful reporting results to the client. In addition, the PMP incorporates the lessons learned from past achievements and previous challenges, and provides best practices that continue to comprise a core part of our overall methodology. Our Project Manager follows the PMP, it serves as an operating manual helping to drive high quality, standardized, repeatable processes across tasks; enforce compliance with client guidelines, policies, and regulations; and reduce costs and establish successful partnership.

Our comprehensive management approach includes the quality process for all program products and services and that we have maximum management and control of task milestones, schedules, cost, budget, risks, and deliverables. The six main operating principles of our management approach are: 1) we will work within the contract to always accomplish the mission; 2) customer satisfaction is paramount; 3) we will establish clear lines of accountability, authority, and communication; 4) risk management is essential and will be established at the programmatic, technical, and organizational level; and 5) process improvement is core to all processes.

Resumes are provided for the personnel assigned to the project as a whole. However, more specificity on their role within the project can be found below.

Personnel	Project Role
Vice President – Christina Lake	Program Manager
Director, Program Management Office – Miranda Woodard	Project Manager
CTO - Jonathan Waters	Subject Matter Expert
Director, Client Services - Tate O’Connor	Requirements Lead
Director, Solutions Architecture – Donnie Lewis	Solutions Architect
Manager, Field Engineering & Support – Dirk Bradbury	Implementation Lead
Field Engineer III – Karl Halbert	Implementation, Configuration, Testing
Field Engineer III – Bob Iadicicco	Implementation, Configuration,

Personnel	Project Role
	Testing
Field Engineer II/Supervisor Technical Support – Ryan Kunjbehari	Implementation, Configuration, Testing

J. SUBCONTRACTORS

If the bidder intends to subcontract any part of its performance hereunder, the bidder should provide:

- i. name, address, and telephone number of the subcontractor(s);
- ii. specific tasks for each subcontractor(s);
- iii. percentage of performance hours intended for each sub contract; and
- iv. total percentage of subcontractor(s) performance hours.

Datamaxx Response: At this time, Datamaxx does not intend to have any subcontractor participation.