



TRUST FLAIRSOFT

Flairsoft, established in 2001, is headquartered in Columbus, Ohio with offices in Baltimore, MD, Lansing, MI, Oklahoma City, OK, Salem, OR and Warner Robins, GA. Using government and industry knowledge, Flairsoft successfully serves various state, federal and private sector clients in implementing business process management and enterprise solutions which enables its customers to acquire innovative business capabilities that optimize operational performance, while reducing overall life cycle costs.

Flairsoft is pre-qualified second time for Deliverable Based IT Services (DBITS) Ohio, in addition to data analytics services.

Flairsoft is also pre-qualified State of Oklahoma DBITS. Flairsoft awarded Hennepin County's, Minneapolis IT Consulting Services Program Contract for 5 years.

NAICS Codes:

541511, 541512, 541513,
541519, 541360, 541430,
541618, 541990, 518210

UNSPSC Codes:

43230000, 43233500,
81110000, 81111600,
81111700, 81112300,
81160000

FLAIRSOFT'S SERVICES

APPLICATION DEVELOPMENT AND SUPPORT

A proven track record in delivering high value systems, focused on software solutions using Oracle, Web Services, Java, .NET, ERP, GIS and XML technologies.

- COTS and ERP Customization
- GIS & Mobile Development
- Maintenance Support
- Migration and Upgrade

ADVISORY AND ASSISTANCE SERVICES

Includes Business and IT Strategy Plans, as well as strategic and tactical implementation services, including performance assessment.

- Information assurance and data quality
- Enterprise architectures
- Strategic technology planning, IT governance and deployment configuration and data management

INDEPENDENT VERIFICATION AND VALIDATION (IV&V) AND QUALITY ASSURANCE

- Contract compliance by reviewing, analyzing, and testing project artifacts to determine whether deliverables meet business functional, technical, quality, and performance requirements
- Establishing bidirectional traceability of user requirements from requirements elicitation through design, development, deployment

VALUE-ADDED STAFFING

Flairsoft is registered to provide staffing solutions to the States of Ohio, Utah, New York State, Michigan, Mississippi, Atlanta (GA), Hartford (Connecticut) and Colorado. We pride ourselves on hiring the very best talent, utilizing our industry expertise, and offering value added staffing services on a contractual basis for specialized non-IT needs as well.

HARDWARE & SOFTWARE LICENSES RESELLER

State of Ohio authorized MBE vendor for selling third-party hardware and software.

ENTERPRISE PROGRAM MANAGEMENT

Program Management practice designed to help manage risks and ensure successful implementation of IT investments.

- Project Management - Processes and tools
- Earned Value Management (EVM)
- Staff and PMO Training
- Performance-based contracting

BUSINESS PROCESS MANAGEMENT FRAMEWORK

Our flagship product framework, Flairdocs™, offers an end-to-end, paperless business process and workflow automation solution for government agencies and interfacing organizations focused on case management, time management, acquisition, contract management, property rights management and enterprise permitting management.

BUSINESS INTELLIGENCE AND DATA WAREHOUSE

- Architectural design, extraction, transformation and loading of data sources
- Prototype development, data cleansing, data mart development and support
- Business suite on HANA SAP – SRM, SCM, CRM and ECC migration projects.
- Business warehouse on HANA migration and reporting analytics development
- Data migration, data scrubbing, integration with data mining and integration with business intelligence tools and/or systems

ARTIFICIAL INTELLIGENCE, ROBOTICS PROCESS AUTOMATION, AND CHATBOTS

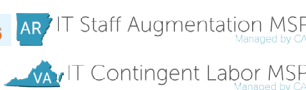
By making use of Artificial Intelligence (AI), and Robotic Process Automation (RPA), and chatbots, Flairsoft allows businesses to offer an immediate, natural, and intuitive response to common customer problems and questions.

DISASTER RECOVERY AND BUSINESS CONTINUITY

We embark on a journey to make our business continuity program more meaningful to your agency. Successful IT disaster recovery is about building a good foundation for business resilience. This involves planning, preparing, and implementing solid IT management practices. If you want to enable resilient, available, and recoverable IT services that meet your business continuity requirements, Flairsoft can provide consulting services help your agency. We can coordinate Business Continuity planning activities with internal and external users, define recovery time and recovery point objectives and evaluate disaster recovery plan from beginning to end.

WHY FLAIRSOFT IS RIGHT FOR YOU !

- Mission focused and dedicated
- Agile and flexible - Prompt response to client needs
- Significant cost savings due to low overhead
- Proven track record in delivering complex large scale IT solutions
- Ability to work with leading edge technologies as well as legacy systems
- In depth understanding of state, federal, private and public sectors with dedicated, reliable, and high-quality consulting and support services
- Expertise in eGovernment, enterprise architecture and business process management





REPRESENTATIVE CUSTOMERS

- Ohio Department of Administrative Services and OAKS
- Ohio Department of Job and Family Services
- Ohio Department of Medicaid
- Ohio Department of Health
- Ohio Department of Developmental Disabilities
- Ohio Department of Rehabilitation & Correction
- Ohio Department of Public Safety
- Ohio Department of Transportation
- Ohio Department of Education
- Ohio Department of Agriculture
- Ohio Bureau of Workers Compensation
- Ohio Department of Insurance
- Office of Budget & Management
- Ohio Public Employees Retirement System
- Franklin and Cuyahoga County
- Ohio State University
- State of Michigan
- State of New York
- State of Oklahoma
- State of Utah
- McGraw Hill Education
- American Electric Power
- Mettler Toledo
- Deloitte Consulting
- Sogeti USA
- Conduent State & Local
- CGI
- CSG government Solutions
- Nationwide Insurance
- Insight Public Sector

KEY PROJECTS

Ohio Department of Agriculture

Flairsoft has completed a fixed cost project that built an IT strategic plan and provided professional services to develop and implement an IT Governance framework. The primary goal was to ensure that ODA's IT infrastructure can be more optimally designed and utilized.

State of Ohio, Department of Job and Family Services

Flairsoft has been continuously providing consulting services to the agency since 2003. Flairsoft participated in several large programs such as with MMIS, SETS, SCOTI, OJI and MITS.

State of Ohio, Department of Education

Flairsoft is engaged to develop the Department of Education's scholarship program for Cleveland to provide better integration and enhanced capabilities. Additionally, this initiative was a fixed cost project with deliverables and was completed within budget and on time. Technology used was .NET and Oracle.

State of Oregon, Department of Transportation

Web-based Right of Way Management system (Flairdocs)- Enterprise Version – Flairsoft was contracted to streamline and automate RW acquisition processes, electronically capture and manage RW content, and replace the homebuilt RW Acquisition Information Network (RAIN).

State of Ohio, Department of Public Safety

Flairsoft is commissioned to develop a real-time reporting data warehouse for the ATPS III project. This is also a fixed cost initiative which is being followed by a change request from the client. Technology to be used is .NET and SQL.

State of Michigan, Department of Technology Management and Budget

Maintenance and support of the Michigan Department of Health and Human Services (MDHHS) and the Michigan Statewide Automated Child Welfare Information System (MiSACWIS).

American Electric Power

Deployed FLAIRDOCS, which is a business process management framework for document management and is a fully web enabled and scalable solution that automates document approval and workflow. It includes a rules engine for complex document generation and supports mobile/GIS and electronic recording.

Mettler Toledo Inc.

Data Warehouse design for integrated ERP reporting to consolidate reporting and tracking of business processes across 3 major businesses. In this project we built data models and related reporting for ERP (AP, AR, and GL), payroll, sales/CRM, and HR data.

KEY PERSONNEL

Dheeraj Kulshrestha, President & CEO: Dheeraj has over 33 years of hands-on experience in delivering IT and eGovernment solutions leveraging Oracle, ERP, data warehouse, security, web services, and object-oriented technologies. He has served in a number of executive roles involving application delivery, enterprise architecture, and strategy. He holds an M.S. in Computer Science from Texas A&M University and has worked on many NASA projects.

Nick Kulshrestha, Sr VP Public Sector: Nick has over 35 years of consulting experience and is responsible for Flairsoft's day-to-day operations and contract management. He also assists in product and consulting marketing and new business development activities. He is an experienced professional with a proven background in project management and customer support. He has held key positions as a consultant, project manager and business leader for several firms. Nick holds a B.S. in Mechanical Engineering.

Greg Horvath, Chief Technology Officer: Greg serves as the Chief Technology Officer. He holds both B.S. and M.S. degrees in Computer Science from The Ohio State University with a focus on workflow, enterprise transformation and innovation. He has over 12 years of experience developing complex enterprise applications in both local and cloud environments. He is responsible for all technical aspects of our company's strategy to ensure alignment with its business goals. These goals include product R&D, infrastructure and Dev Ops processes, as well as RFI and RFP technical responses. One of his greatest passions is finding ways to provide simple and elegant solutions to problems through the application of technology.

Amber Pasha, Senior Manager: Amber has over 15 years' experience as a senior talent acquisition/human resources specialist working with Media, Financial, Investment Banking, Health-care, State and Federal Government sectors. She started her career as Data analyst and switched her career to recruitment in New York since 2005. She holds Bachelors in Criminology and Security from University of Texas, Austin.

Hemen Srivastava, Sr Business Operations Manager: Hemen has 36 years of experience in Actuary, Investment Banking, IT Technologies and Infrastructure. Prior to joining Flairsoft, she worked with State of Ohio for 27 years as a Business Analyst and IT Technologist. She provided Business Analysis and Project/Product support for the development, enhancement, quality assessment, and on-going support of the relevant lines of State business. She brings a wealth of knowledge and experience in State IT field. She holds a Bachelor of Science degree in Mathematics and Masters in English Literature from India.

Technology Partners:



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