



TRUST FLAIRSOFT

Flairsoft, established in 2001, is headquartered in Columbus, Ohio with offices in Lansing, MI, Montgomery, AL, Oklahoma City, OK, Portland, OR and Salt Lake City, UT. 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 for a second time for Deliverable Based IT Services (DBITS) Ohio, in addition to data analytics services. Flairsoft is also pre-qualified for the State of Oklahoma DBITS. Flairsoft was 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, 43232300, 43232400, 43233500, 80101500, 81110000, 81111600, 81111700, 81111800, 81112000, 81112200, 81112300, 81112500, 81141500, 81141800, 81160000, 81162000, 81162100

FLAIRSOFT'S SERVICES

APPLICATION/WEB DEVELOPMENT AND SUPPORT

Proven track record in delivering high value systems with focus on software solutions using Oracle, Web Services, Java, .NET, Angular, React, Ajax, GIS technologies, CSS/HTML/ XML, PHP, Drupal CMS.

- COTS and ERP Customization, Maintenance and Support & Services
- GIS, Mobile, UI/UX Development, architecting, engineering, designing, and implementing services.
- Scaled Agile Framework (SAFe), Enterprise Continuous Delivery (ECD), CI/CD and DevOps

ADVISORY AND ASSISTANCE SERVICES

Includes business and IT strategy plans, as well as strategic and tactical implementation services, including performance assessment.

- IT Functional assessment, privacy and security assessment
- Enterprise architecture, infrastructure & network assessment
- Cyber Security, identity & access management assessment
- Strategic technology planning, IT governance, deployment, configuration and data management
- Disaster recovery and business continuity planning and assessment, preparing and implementation.

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

- 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, and deployment

VALUE ADDED STAFFING - SOW/TASK BASED WORK

Flairsoft is registered to provide staffing solutions to the States of Connecticut, Colorado, Georgia, Michigan, Mississippi, New York, Ohio, Oregon, Utah, Washinton, and Washington DC. 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 IT & non-IT needs.

ENTERPRISE PROGRAM MANAGEMENT

Program Management practice designed to assist in risk management and to ensure successful implementation of IT investments.

- Project Management - Processes and Tools
- Earned Value Management (EVM)
- Staff and PMO Training and OCM
- Performance-Based Contracting, IT Service Management (ITIL)
- Agile, Waterfall, PMMM and PMBOK
- Governance COBIT, balanced Scorecard

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

NASPO | GSA | DBE | STS | MBE

BUSINESS PROCESS MANAGEMENT FRAMEWORK

Our flagship intellectual property product, 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. Flairdocs is included on the list of 50 Best Facility Management Software Tools by the Camcode organization (<https://www.camcode.com/blog/best-facility-management-software-tools/>).

BUSINESS INTELLIGENCE AND DATA ANALYTICS

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

ARTIFICIAL INTELLIGENCE: ROBOTICS PROCESS

AUTOMATION AND CHATBOTS

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

ENTERPRISE ARCHTECTURE

- Cloud Architecture & Migration Services (AWS, Azure and Google Cloud Platform)
- Designing Cloud Computing architecture, cloud integration plans, enterprise strategy, enterprise data architecture and project program delivery
- Design application, network, and business systems to build scalable, high-performing, and supportable architectures, patterns, and processes
- Designing hardware and networking systems, security and operating systems
- Defining strategic approach for application, data and infrastructure architecture disciplines using TOGAF and SOA

HARDWARE & SOFTWARE LICENSES RESELLER

Authorized MBE vendor for the State to sell third- party hardware and software licenses.



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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).

State of Illinois, Department of Human & Health

Long term contract with Department of Human & Health for Security and Privacy Control Assessments. This assessment shall provide the state with an accurate understanding of the IES security and privacy controls in place.

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 several 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. He has recently been designated as **INNOVATION LEADER** awarded by Asian American Commerce Group for 2023.

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.

Galen Bock, Executive VP: Galen has 30+ years of experience in the Information Technology industry, both sales and delivery, managing large system integration projects. He has a vast amount of experience with contract management, enterprise portfolio management, federal regulatory compliance, project scope management, oversight and monitoring of work plan development, project execution, quality assurance, risk identification, risk mitigation and contingency planning in large scale matrixed organizations. He has served in various roles for mid and large-scale systems integrators working across a variety of subject matter domains including HHS, Public Health, Workers' Compensation, Unemployment Compensation and Workforce Development. Galen also served as the Chief Information Officer for the State of Ohio in different agencies. Galen possesses a background complemented by formal academic training and practice as a licensed attorney.

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.

Randy Aquino, Director State & Local Division: Randy has over 20 years of talent acquisition experience, including 11 years within the Public Sector, and is responsible for State Division accounts including RFP/SOW and staff augmentation customers. He leads the Talent Acquisition team, reviews RFPs, assists in creating proposals, and meets with clients to ensure successful project delivery. Randy holds a Bachelor of Arts in Business Management from the University of Alaska.

Technology Partners:



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