



DUNS: 10-235-2973



TRUST FLAIRSOFT

Flairsoft, established in 2001 as an Information Technology company, is headquartered in Columbus, Ohio with offices in Albany, NY, Lansing, MI, Montgomery, AL and Oklahoma City, OK. Using government and industry knowledge, Flairsoft successfully serves various state, federal and fortune 500 companies 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 has been pre-qualified for Deliverable Based IT Services and Data Analytics Services for the State of Ohio.

WHY FLAIRSOFT IS RIGHT FOR YOU !

- Mission focused and dedicated
- Agile & 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 & support services
- Expertise in eGovernment, enterprise architecture and business process management

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 & XML technologies

- COTS and ERP Customization
- GIS & Mobile Development
- Agile and DevOps
- Maintenance Support
- Modernization and Upgrades

ADVISORY AND ASSISTANCE SERVICES

Includes Business and IT Strategy Plans, as well as Strategic & Tactical Implementation Services, including Performance Assessment

- Information Assurance and Data Quality
- Enterprise Architectures
- Strategic Technology Planning, IT Governance & 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

GSA | STS | MBE | DBE | EDGE

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
- Agile and PMBOK

BUSINESS INTELLIGENCE AND DATA ANALYTICS

- Architectural design, Extraction, Transformation and Loading of data sources
- Prototype development, Data cleansing, Data mart development and Support
- Reporting analytic development
- Data Warehouse, Data migration, Data scrubbing, Integration with Data mining; Integration with Business Intelligence tools and/or systems

VALUE ADDED STAFFING

Flairsoft is registered to provide staffing solutions to the State of Ohio, PA, MI, AR, VA. NY & Oregon We pride ourselves on hiring the very best talent utilizing our industry expertise and offer value added Staffing Services on a contractual basis for specialized non-IT needs as well.

BUSINESS PROCESS MANAGEMENT FRAMEWORK



Our flagship product, Flairsoft's Intellectual Property Flairdocs™ offers an end-to-end paperless business process and workflow automation solution for government agencies and interfacing organizations focusing on Case Management, Time Management, Acquisition, Contract Management, Property Rights Management and Enterprise Permitting Management. Flairdocs is included in the list of 50 Best Facility Management Software Tools.

MBE/LDBE CERTIFICATIONS

- State of Ohio
- New York State
- Ohio Turnpike and Infrastructure Commission
- State of Oregon
- The Port Authority of New York & New Jersey
- State of Michigan

DBE/SBE CERTIFICATIONS

- Colorado Department of Transportation
- Delaware Department of Transportation
- New York State Department of Transportation
- California Department of Transportation
- State of Oregon
- State of Pennsylvania

NAICS Codes:

541511, 541512, 541513, 541519, 541360, 541430, 541618, 541990, 518210, 561210

UNSPSC Codes:

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



CMMI DEV/2



knowledge services



IT Staff Augmentation MSP

Managed by CAI

IT Contingent Labor MSP

Managed by CAI



REPRESENTATIVE CUSTOMERS

STATE AND LOCAL

State of Ohio

- Medicaid, SACWIS, Developmental Disabilities and Knowledge Services (MSP)

State of Michigan

- SACWIS

State of Oregon

- Flairdocs (IP) Implementation

State of New York

- Flairdocs (IP) Implementation

State of Nevada

- Flairdocs (IP) Implementation

State of West Virginia

- SACWIS

FEDERAL

- Air Force Research Laboratory
- DoD High Performance Computing
- Air Force LCMC
- US Special Operations Command
- US Department of Transportation

COMMERCIAL

- American Electric Power
- Williams Companies
- TRC Companies Inc.
- Antero Midstream
- Willbros Group
- ATCO Electric
- MDM
- Clark Land Resources
- Summit Midstream

KEY PROJECTS

State of Ohio

Flairsoft has more than 15 years in successfully delivering fixed cost projects and technology consulting services to the State of Ohio. These services include building an IT Strategic Plan and IT Governance Framework for Agriculture, an Application Development project creating a scholarship program for Education, and developing a real-time reporting Data Warehouse for Public Safety. It also includes an extensive amount of experience supporting major government programs in Medicaid and Child Welfare (MITS, MMIS, SETS) for Job and Family Services.

State of Michigan

Large project team providing long-term maintenance and support with Michigan's Department of Health and Human Services (MDHHS) Statewide Automated Child Welfare Information System (MiSACWIS), through the Department of Technology Management and Budget.

State of Oregon

Successfully deployed web-based Business Process Management System, Flairsoft's Intellectual Property, Flairdocs™ Enterprise Version for the State of Oregon's Department of Transportation. Flairsoft was contracted to streamline and automate ROW acquisition processes, electronically capture and manage ROW content, and replace the homebuilt ROW Acquisition.

State of New York

Flairsoft has been awarded the development and delivery of a comprehensive statewide and standardized system for the application and processing of Highway Work Permits (HWPs) for the State of New York's Department of Transportation using Flairsoft's cutting-edge COTS software solution, Flairdocs™. The system includes an outward facing web-based application and workflow management system, among many other features and capabilities enabling a modernized, efficient paper-less process.

State of West Virginia

Support and maintenance of West Virginia's Department of Health and Human Resources (WVDHHR) Statewide Automated Child Welfare Information System; WV SACWIS.

Flairsoft's Intellectual Property, Flairdocs™ Implementation

Deployed Flairsoft's Intellectual Property, Flairdocs™, a Business Process Management framework for document management; a fully web enabled and scalable solution that automates document approval and workflow. Rules engine for complex document generation. Supports mobile/GIS and electronic recording. Deployments include American Electric Power, Williams Companies, Transportation Research Board, Atco Electric, Antero Midstream, Clark Land Resources, Duke Energy, Las Vegas Valley Water District, Summit Midstream, Willbros Group, TRC Companies, Inc., New York Department of Transportation, and Oregon Department of Transportation. Upon full deployment, Flairsoft provides 24x7 maintenance and support services to our clients.

Consulting Partners

**Capgemini | CGI | Conduent | CSG | Deloitte Consulting | Booz Allen Hamilton
Lockheed Martin | Leidos | Northrop Grumman | Riverside Research | Serco**

KEY PERSONNEL

Dheeraj Kulshrestha, President & CEO: Mr. Kulshrestha 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 MS in Computer Science from Texas A&M University and has worked on many NASA projects.

Nick, Sr VP Public Sector: Nick has 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 BS in Mechanical Engineering.

Sharon Fraley, Sr. Business Development Manager: Sharon has 20 years of experience in new business development and existing account management and expansion to exceed revenue and profit goals in the central Ohio and regional market. She has a proven track record of driving multi-million dollar growth. Sharon attended The Ohio State University, majoring in Broadcast Communications.

Randy Aquino, Sr. Recruiter and Account Manager: Randy has over 10 years of agency and corporate recruiting experience with strengths in full-cycle recruiting, talent acquisition, employee relations, and client management. He is well versed in helping establish internal recruiting strategies, metrics, and organizational process changes to generate significant revenue. Randy holds a Bachelor of Arts in Business Management from the University of Alaska.

Technology Partners

