



TRUST FLAIRSOFT

Flairsoft, established in 2001 as an Information Technology company is headquartered in Columbus, Ohio with offices in Austin, TX, Baltimore, MD, Lansing, MI, Montgomery, AL and Oklahoma City, OK. 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 has been pre-qualified for Deliverable Based IT Services and Data Analytics Services for the State of Ohio.

NAICS Codes:

541511, 541512, 541513,
541519, 541519 to 41360,
541430, 541618, 541990,
518210

UNSPSC Codes:

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

FLAIRSOFT'S SERVICES

STS-534550 | DBE | MBE | EDGE

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
- Maintenance Support
- Migration and Upgrade

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

VALUE ADDED STAFFING

Flairsoft is registered to provide staffing solutions to the State of Ohio, PA, MI, AR & VA. We pride ourselves in hiring the very best IT talent and offer value added Staffing Services on a contractual basis for specialized needs including administrative support resources.

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

ENTERPRISE PROGRAM MANAGEMENT

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

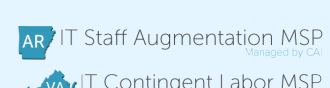
- Project Management - Processes and Tools
- Earned Value Management (EVM)
- Staff and PMO Training
- Performance-Based Contracting

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 focusing 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
- Reporting analytic development
- Data migration, Data Scrubbing, Integration with Data mining; Integration with Business Intelligence tools and/or systems



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REPRESENTATIVE CUSTOMERS

- Department of Administrative Services and OAKS
- Ohio Facilities Construction Commission
- Department of Job and Family Services
- Public Employees Retirement System
- Bureau of Workers Compensation
- McGraw Hill Education
- American Electric Power
- Deloitte Consulting
- Office of Information Technology
- Department of Developmental Disabilities
- Department of Agriculture
- Department of Public Safety
- Department of Education
- Department of Health
- Department of Insurance
- Ohio Department of Medicaid
- Office of Budget & Management
- Department of Rehabilitation & Correction
- Franklin County and Cuyahoga County
- Ohio State University
- Mettler Toledo
- Sogeti
- Conduent
- EDS-HP
- CGI
- CSG
- Nationwide Insurance

KEY PROJECTS

Ohio Department of Agriculture

Flairsoft has completed a fixed cost project of building an IT strategic plan and providing professional services to develop and implement an IT Governance framework. The overall goal was to ensure how ODA's IT infrastructure can be more optimally designed and utilized.

State of Ohio, Department of Job and Family Services

Flairsoft is continuously providing consulting services to the agency since 2003. Flairsoft participated in several large programs 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 for better integration and enhanced capabilities. Additionally, this initiative was a fixed cost project with deliverables and was completed within budget on time. Technology used .NET & 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 to replace the homebuilt RW Acquisition Information Network (RAIN).

State of Ohio, Department of Public Safety

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

State of Michigan, Department of Technology Management and Budget

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

American Electric Power

Deployed 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.

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: 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 K., Vice President of Operations: 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 proven experience 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 is very experienced in national vendor managed accounts and 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 in Anchorage.

Technology Partners:



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