



**State of Maine
MSP Program
IT Staff Augmentation
FY2016 Q4 – FY2017 Q3**

Agenda

- ④ State of Knowledge Services
- ④ Program Analytics
- ④ Statement of Work/Deliverables/Milestone based Project Bidding
- ④ Questions & Answers

Program Overview

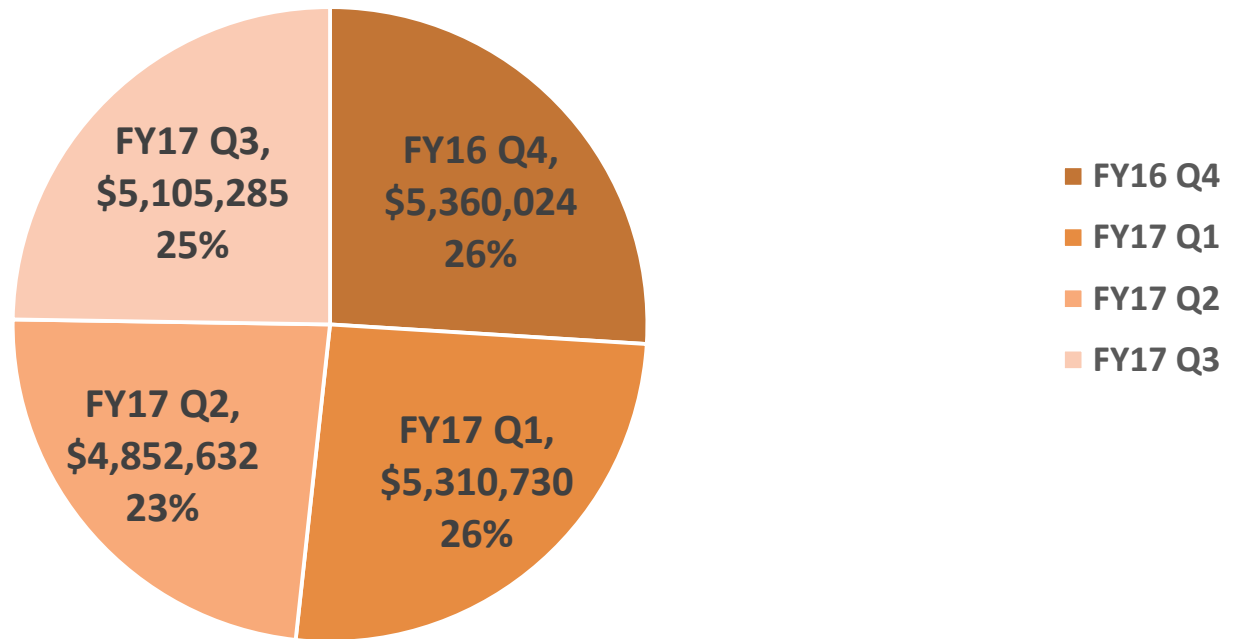
Summary	FY16 Q4	FY17 Q1	FY17 Q2	FY17 Q3	Total
Spend	\$5,360,024	\$5,310,730	\$4,852,632	\$5,105,285	\$20,628,671
Co-Op Spend	\$50,218	\$47,412	\$45,972	\$45,036	\$188,639
Hours Entered	70,661	69,137	65,845	71,859	277,503
Unique HC Entering time	189	186	189	186	

Sourcing	FY16 Q4	FY17 Q1	FY17 Q2	FY17 Q3	Total
Positions Filled	32	23	26	16	97
Submissions	301	483	472	477	1,733
Submissions / Position	9	21	18	30	18

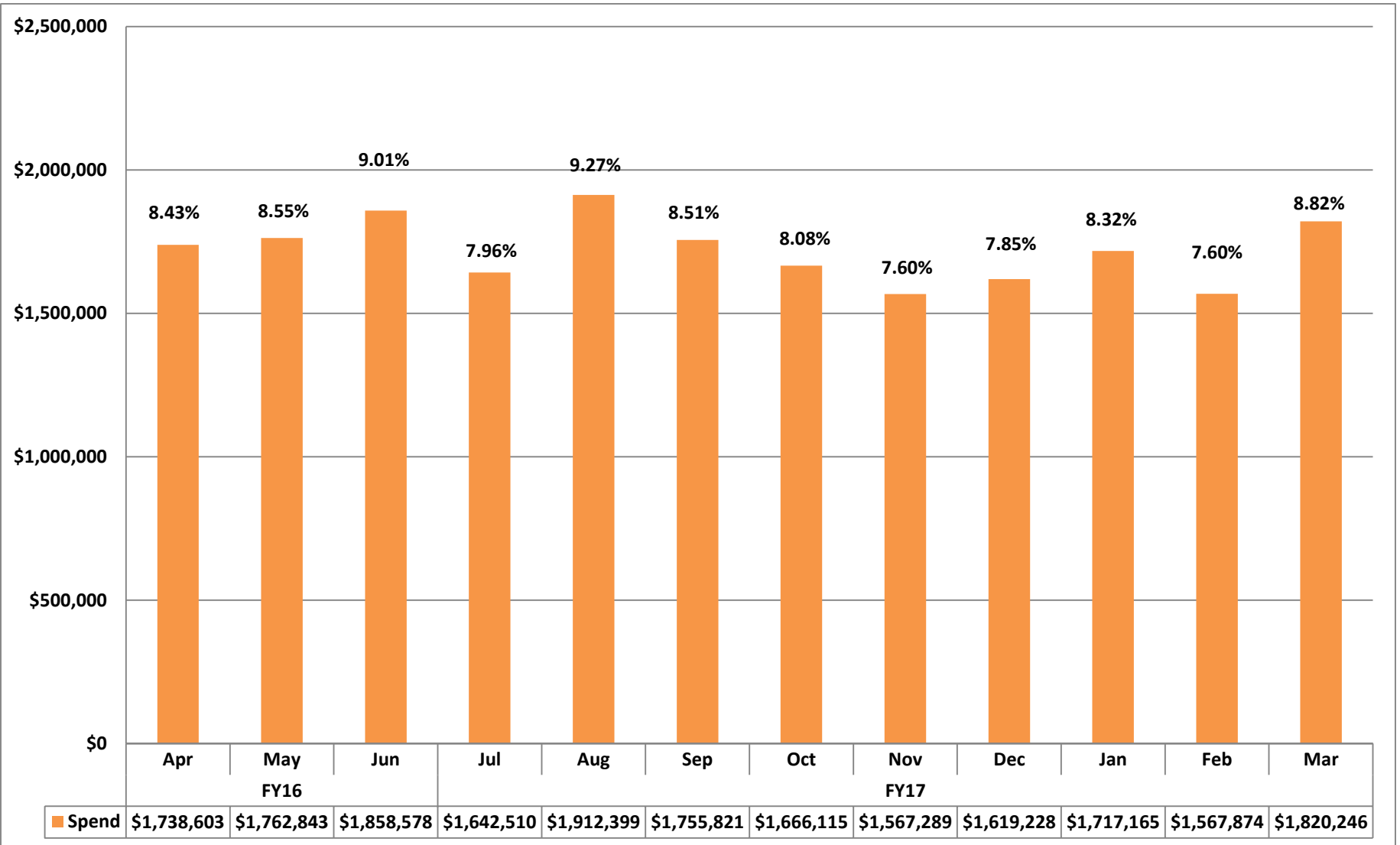
Vendors / Suppliers	FY16 Q4	FY17 Q1	FY17 Q2	FY17 Q3
Actively Participating Vendors/Suppliers	54	55	56	50
Vendors/Suppliers with Spend	46	45	45	50

*Actively Participating is Defined as Any Vendor/Supplier with Resources Billing and/or Submitting to Postings
 Total IT Vendor/Suppliers: 53

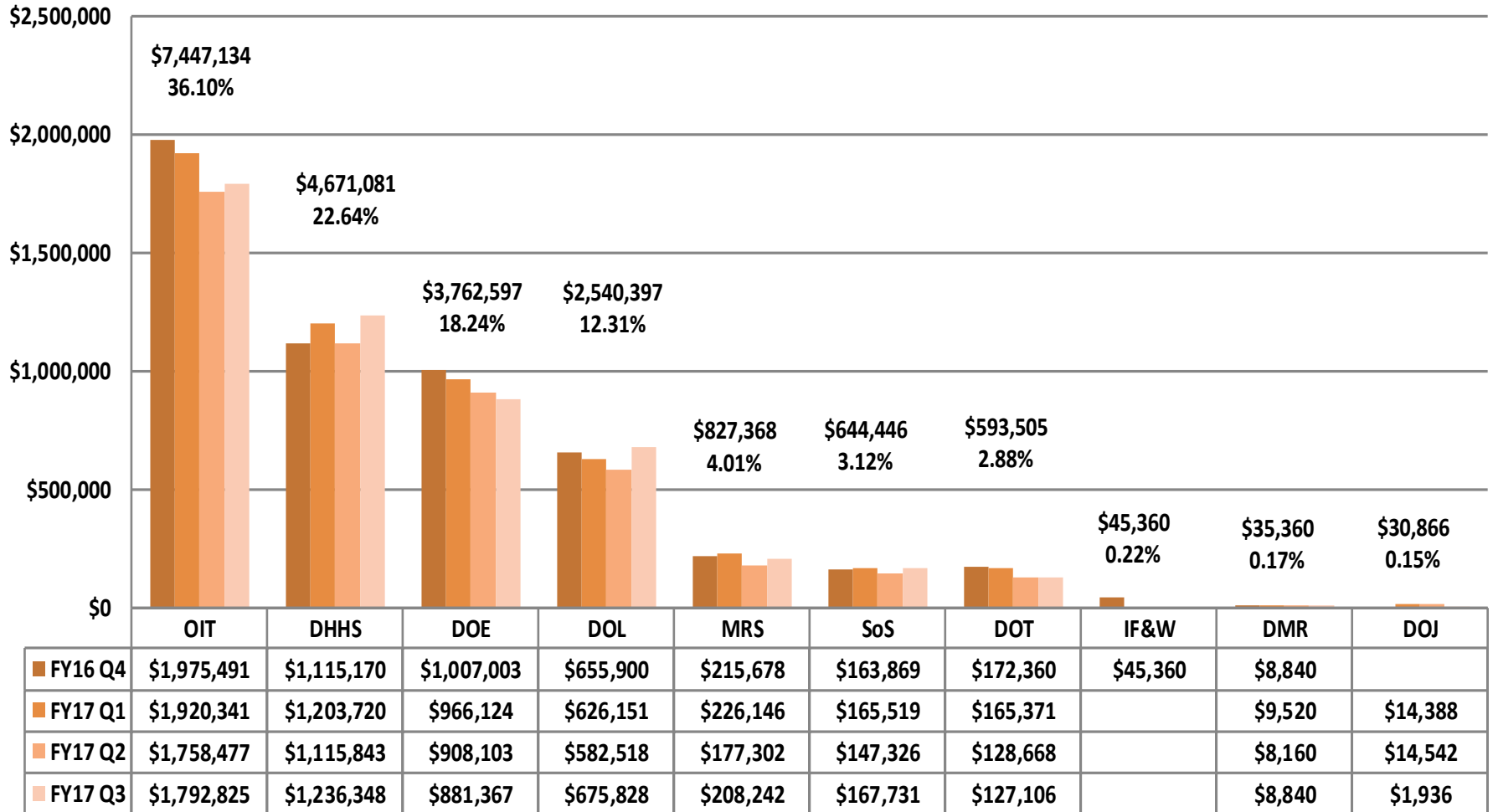
Program Spend



Program Spend by Month



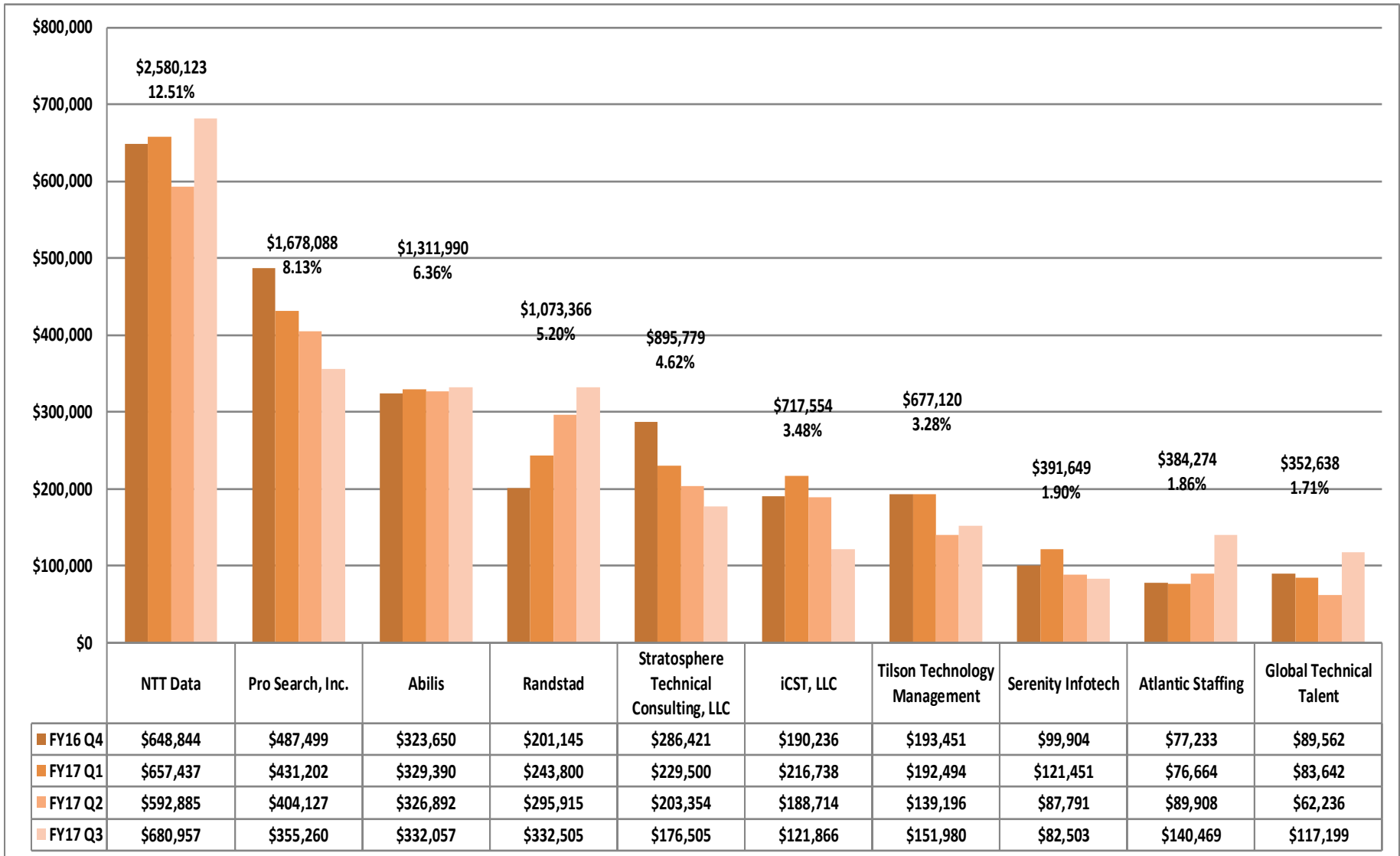
Program Spend by Agency – Top 10



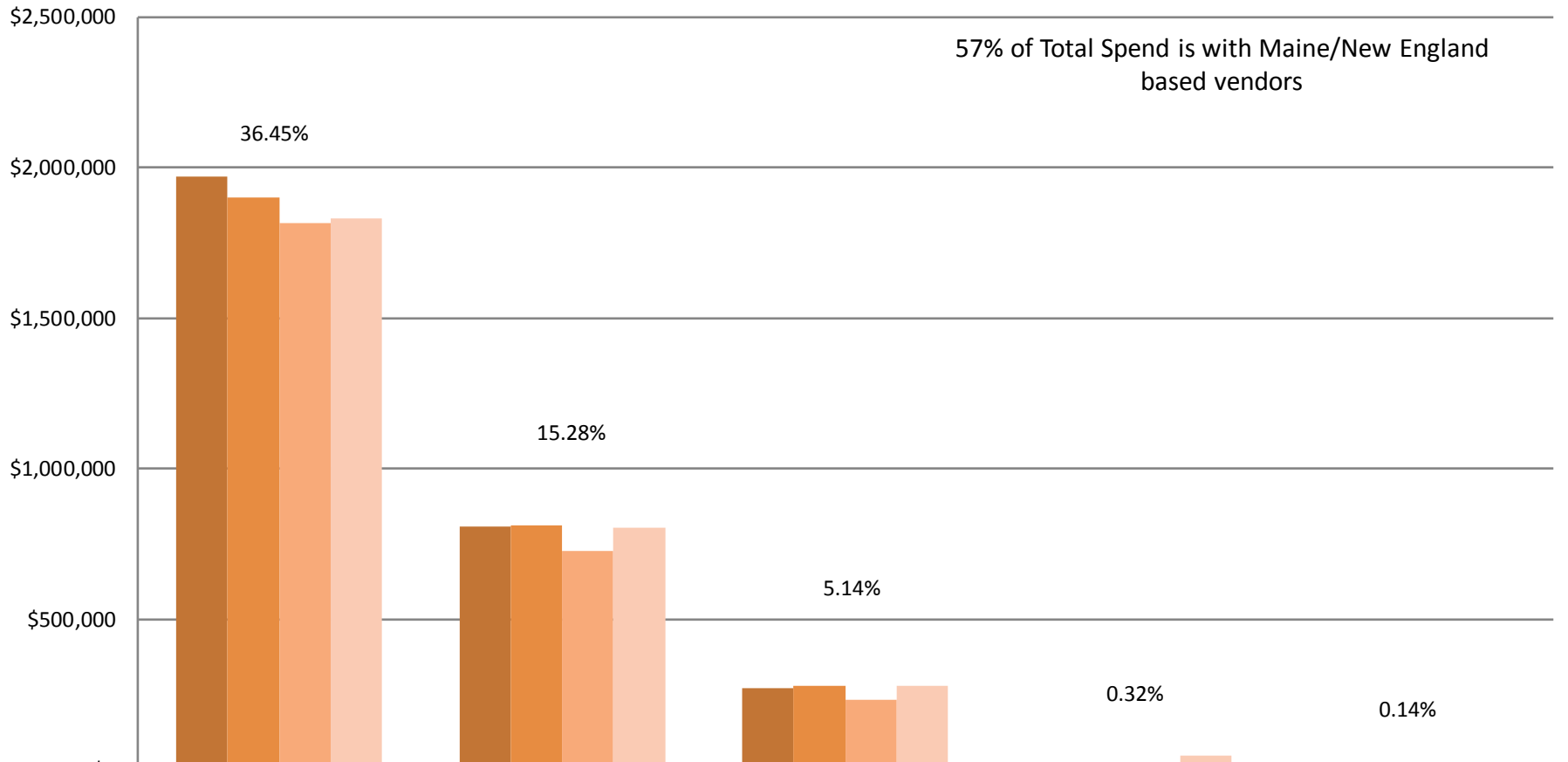
Program Spend by Vendor/Supplier – Top 10

Vendor / Supplier	# Resources	% of Spend	Total Spend
NTT Data	20	13.34%	\$680,957
Pro Search, Inc.	12	6.96%	\$355,260
Randstad	10	6.51%	\$332,505
Abilis	8	6.50%	\$332,057
Chandra Technologies, Inc	9	5.36%	\$273,607
INFOWAY SOFTWARE	7	3.55%	\$181,322
Stratosphere Technical Consulting, LLC	3	3.46%	\$176,505
Integrity Consulting	5	3.10%	\$158,083
Tilson Technology Management	4	2.98%	\$151,980
vTech Solution Inc.	5	2.93%	\$149,357
Atlantic Staffing	8	2.75%	\$140,469
Software Transformations, Inc.	4	2.69%	\$137,533
iCST, LLC	3	2.39%	\$121,866
Global Technical Talent	4	2.30%	\$117,199
Serenity Infotech	2	1.62%	\$82,503
AdvanTech, LLC	1	1.56%	\$79,877
Millennium Software Inc.	3	1.56%	\$79,785
CNET Global Solutions Inc	2	1.50%	\$76,350
MapIT LLC	1	1.02%	\$51,825
Totals	111	72.06%	\$3,679,038

Spend by ME/NE Vendor/Supplier – Top 10



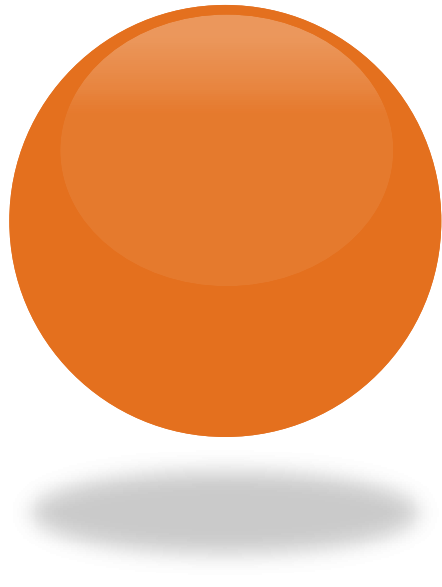
Spend by ME/NE Location



	ME	NE - MA	NE - NH	NE - RI	NE - CT
FY16 Q4	\$1,970,197	\$808,883	\$271,500		
FY17 Q1	\$1,901,283	\$813,384	\$278,435		\$21,528
FY17 Q2	\$1,816,469	\$725,505	\$232,586	\$18,130	\$1,852
FY17 Q3	\$1,830,972	\$803,558	\$276,776	\$47,020	\$4,630

- ➊ Beginning July 1, 2017 the MSP program is expanding to include bidding for Statement of Work/Deliverables/Milestone based projects
- ➋ Bidding process will adhere to State of Maine Procurement rules
- ➌ Dollar Limit for Projects will be determined by OIT / State Procurement
- ➍ Examples, but not limited to, Projects that can be procured through this vehicle:
 - Software Development/Implementation
 - Training
 - GIS Systems
 - IV&V
 - QA
 - Project Management

- Visa Information & Renewal Letters
- DO Fiscal Year Cutover
- Rebill Report
- Manager Roundtables
- Sexual Harassment Policy
- Interview Stream Pilot Project
- Online Documents



DISCUSSION AND QUESTIONS

