



**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

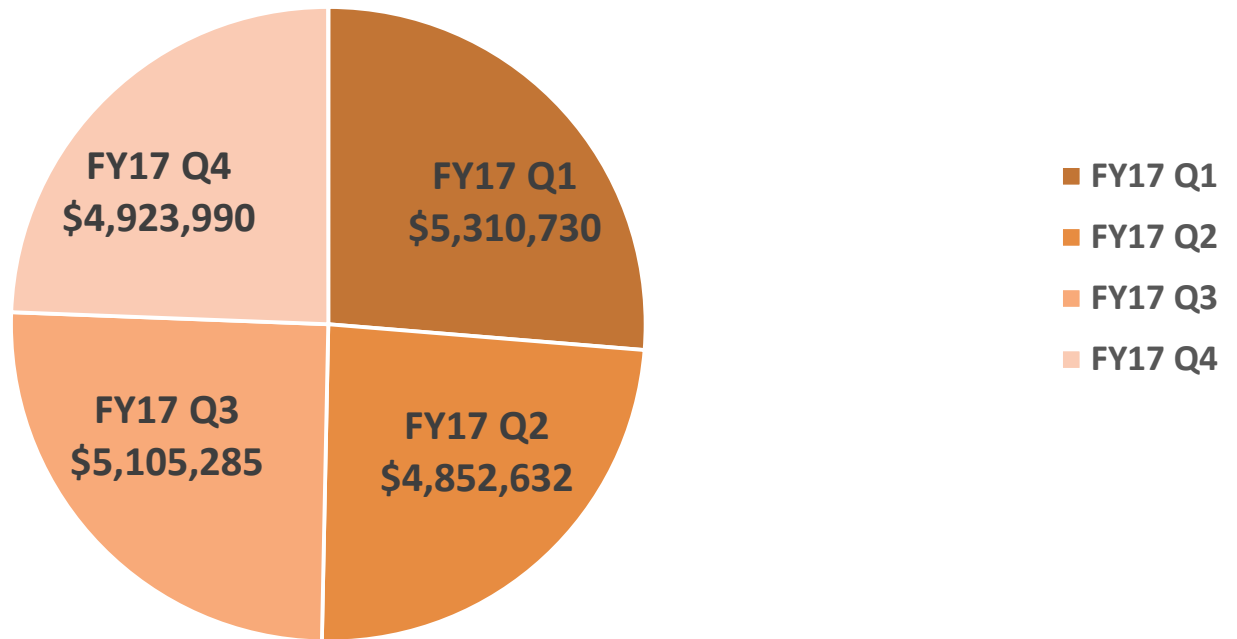
Summary	FY17 Q1	FY17 Q2	FY17 Q3	FY17 Q4	Total
Spend	\$5,310,730	\$4,852,632	\$5,105,285	\$4,923,990	\$20,192,637
Co-Op Spend	\$47,412	\$45,972	\$45,036	\$55,604	\$194,024
Hours Entered	69,137	65,845	71,859	68,244	275,086
Unique HC Entering time	186	189	186	178	

Sourcing	FY17 Q1	FY17 Q2	FY17 Q3	FY17 Q4	Total
Positions Filled	23	26	16	17	82
Submissions	483	472	477	505	1,937
Submissions / Position	21	18	30	30	24

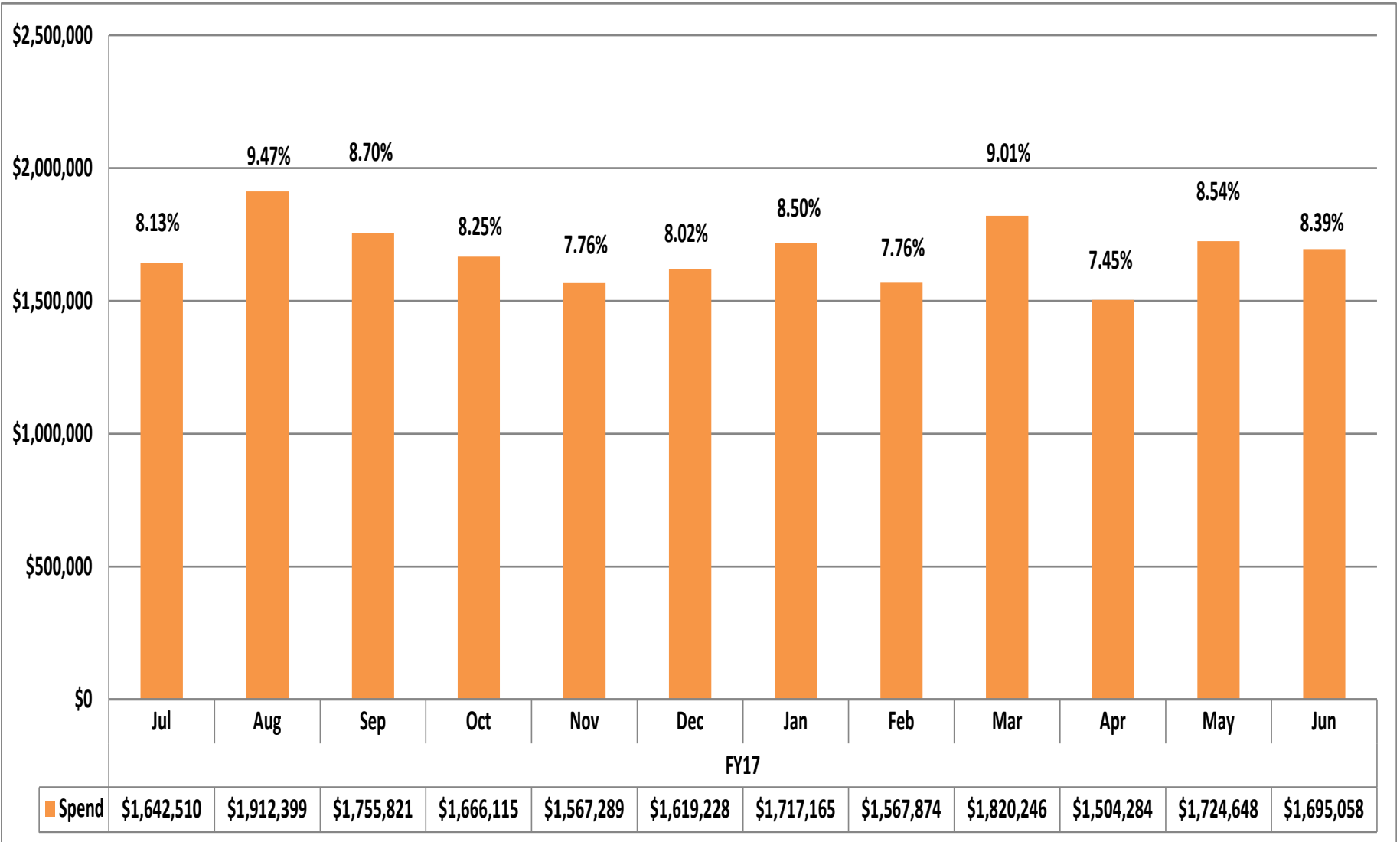
Vendors / Suppliers	FY17 Q1	FY17 Q2	FY17 Q3	FY17 Q4
Actively Participating Vendors/Suppliers	55	56	50	52
Vendors/Suppliers with Spend	45	45	50	44

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

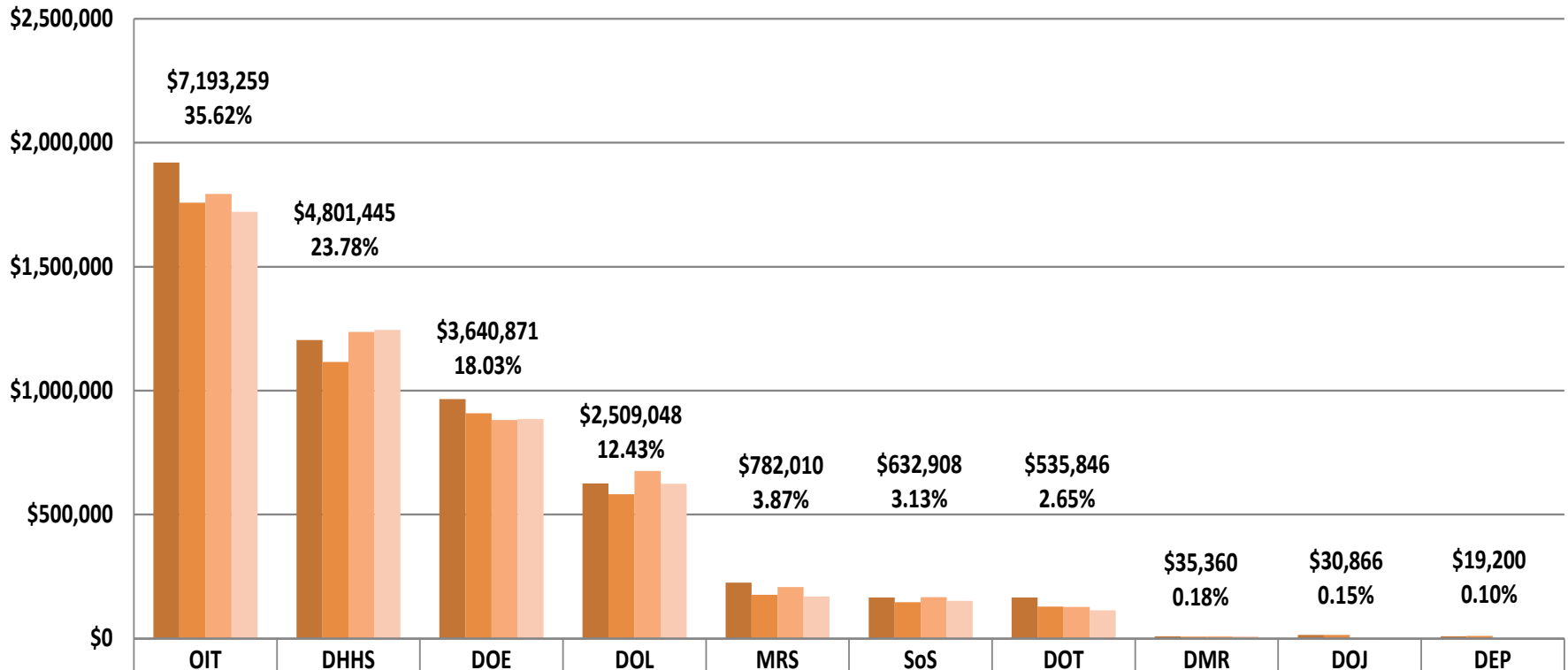
Program Spend



Program Spend by Month



Program Spend by Agency – Top 10

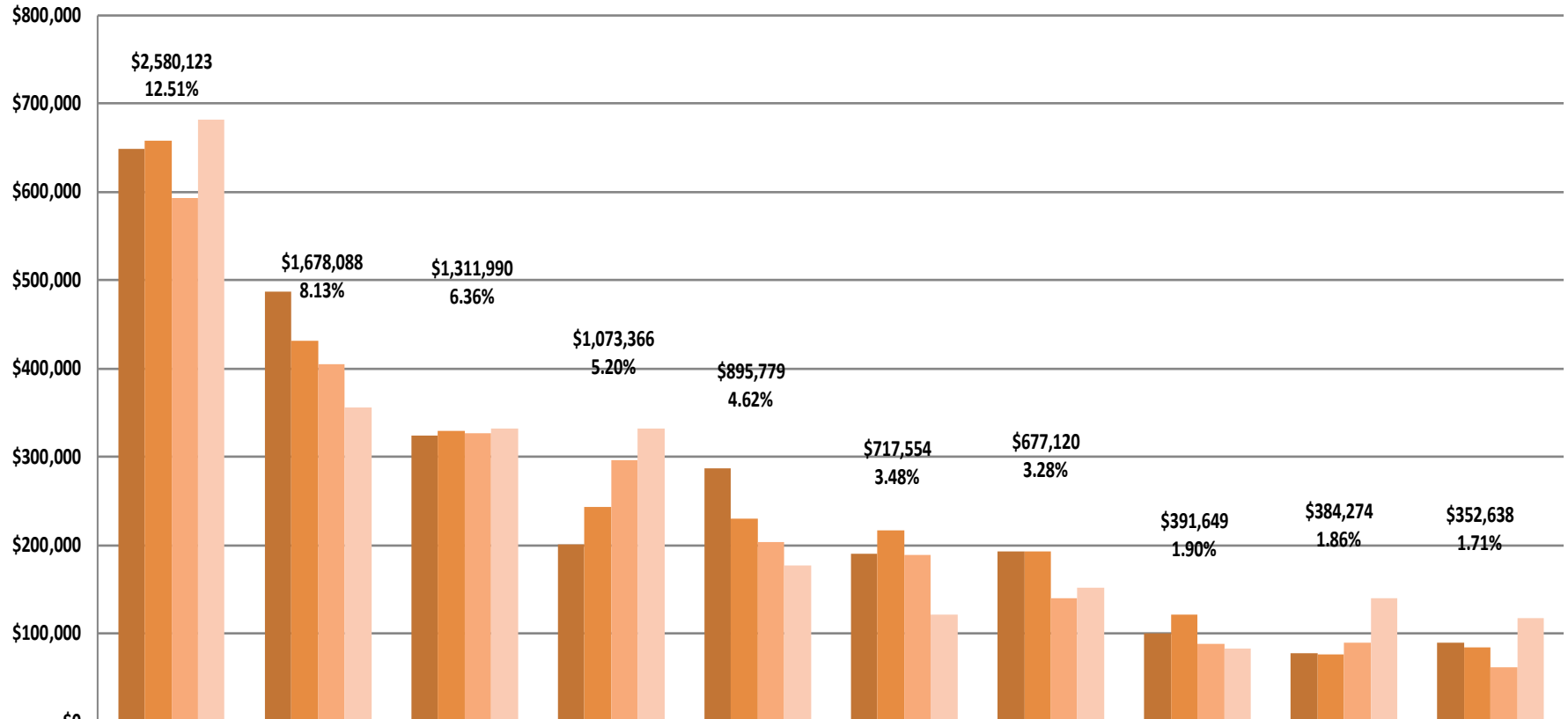


	OIT	DHHS	DOE	DOL	MRS	SoS	DOT	DMR	DOJ	DEP
■ FY17 Q1	\$1,920,341	\$1,203,720	\$966,124	\$626,151	\$226,146	\$165,519	\$165,371	\$9,520	\$14,388	\$9,000
■ FY17 Q2	\$1,758,477	\$1,115,843	\$908,103	\$582,518	\$177,302	\$147,326	\$128,668	\$8,160	\$14,542	\$10,200
■ FY17 Q3	\$1,792,825	\$1,236,348	\$881,367	\$675,828	\$208,242	\$167,731	\$127,106	\$8,840	\$1,936	
■ FY17 Q4	\$1,721,616	\$1,245,534	\$885,276	\$624,551	\$170,320	\$152,332	\$114,701	\$8,840		

Program Spend by Vendor/Supplier

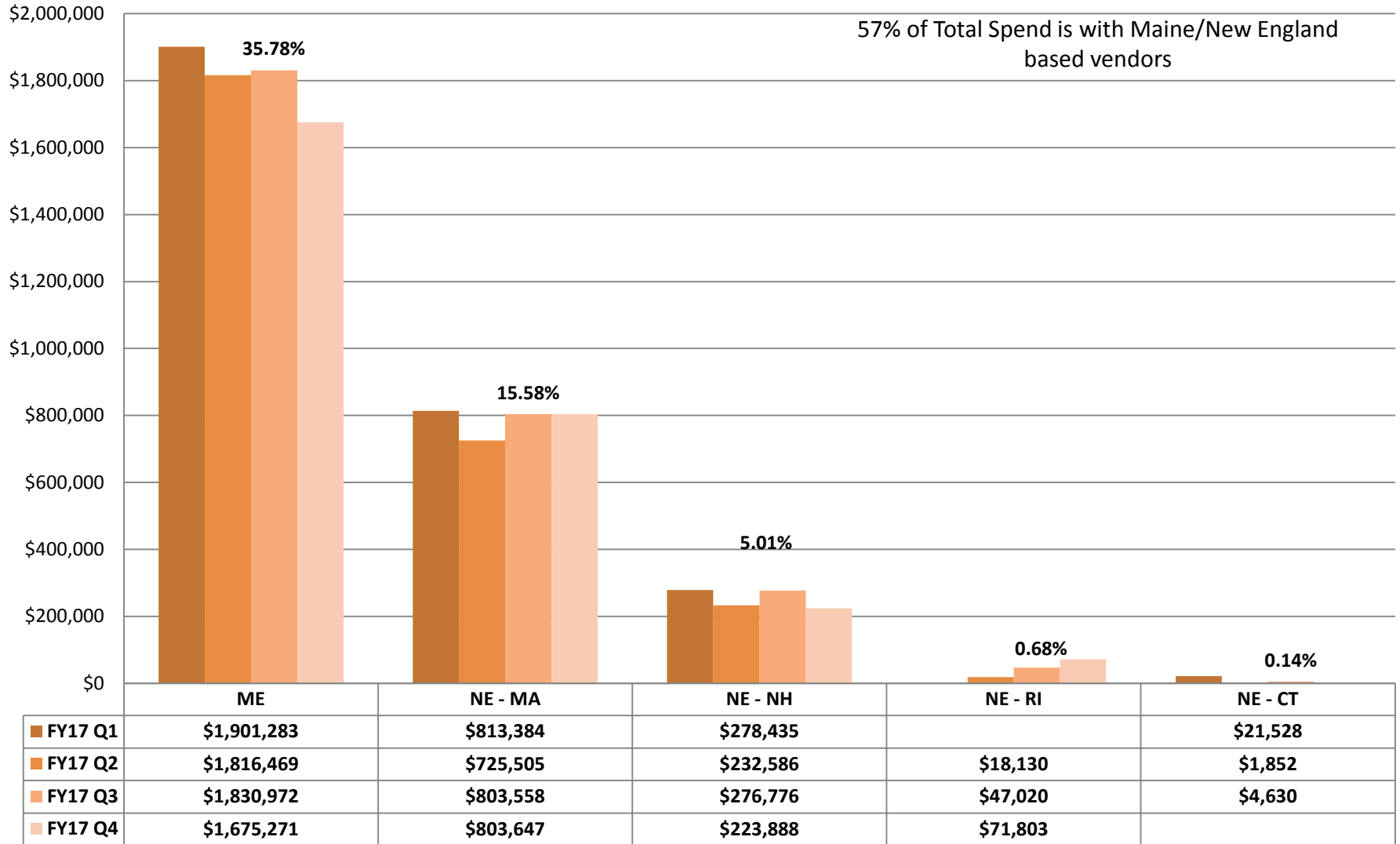
Vendor / Supplier	# Resources	% of Spend	Total Spend
NTT Data	19	13.76%	\$677,723
Abilis	9	6.98%	\$343,702
Randstad	10	6.77%	\$333,245
Pro Search, Inc.	10	6.61%	\$325,366
Chandra Technologies, Inc	9	6.10%	\$300,308
INFOWAY SOFTWARE	7	4.00%	\$196,825
Integrity Consulting	5	3.57%	\$175,830
vTech Solution Inc.	5	3.08%	\$151,622
Tilson Technology Management	4	2.95%	\$145,142
Atlantic Staffing	8	2.76%	\$135,675
Stratosphere Technical Consulting, LLC	3	1.92%	\$94,570
iCST, LLC	2	1.71%	\$84,408
Serenity Infotech	2	1.67%	\$82,013
CNET Global Solutions Inc	2	1.59%	\$78,375
Millennium Software Inc.	3	1.59%	\$78,350
AdvanTech, LLC	1	1.54%	\$75,628
Bardic Systems, Inc.	3	1.46%	\$71,803
Global Technical Talent	3	1.21%	\$59,360
Winxnet, Inc	1	1.20%	\$59,118
Totals	106	70.45%	\$3,469,062

Spend by ME/NE Vendor/Supplier – Top 10



	NTT Data	Pro Search, Inc.	Abilis	Randstad	Stratosphere Technical Consulting, LLC	iCST, LLC	Tilson Technology Management	Serenity Infotech	Atlantic Staffing	Global Technical Talent
■ FY16 Q4	\$648,844	\$487,499	\$323,650	\$201,145	\$286,421	\$190,236	\$193,451	\$99,904	\$77,233	\$89,562
■ FY17 Q1	\$657,437	\$431,202	\$329,390	\$243,800	\$229,500	\$216,738	\$192,494	\$121,451	\$76,664	\$83,642
■ FY17 Q2	\$592,885	\$404,127	\$326,892	\$295,915	\$203,354	\$188,714	\$139,196	\$87,791	\$89,908	\$62,236
■ FY17 Q3	\$680,957	\$355,260	\$332,057	\$332,505	\$176,505	\$121,866	\$151,980	\$82,503	\$140,469	\$117,199

Spend by ME/NE Location



1. Corporate Updates

- State of MS MSP (IT, SOW) , State of AZ MSP (IT, Admin, Medical, SOW – Co-op), US Communities - Maricopa County Co-op, NASPO Valuepoint Cloud Services – State of UT (Co-op), NASPO Valuepoint IT MSP & SOW – State of CT (Co-op)
- Gig Economy
- Rebranding for Knowledge Services and dotStaff. dotStaff will be changing the look & messaging of the corporate website. More information in the coming months.

2. Best Practices

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📍 Highlights from the other MSP's

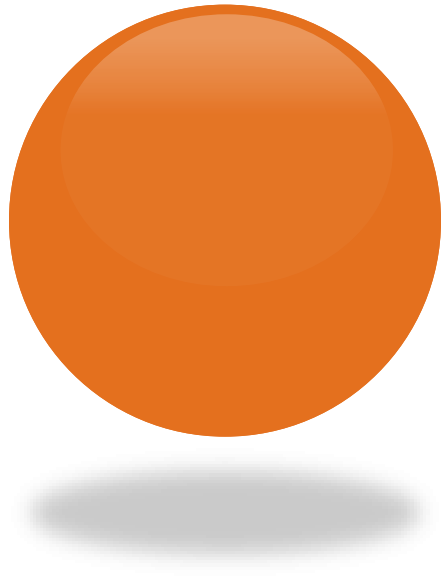
- Arizona
- Tennessee
- Utah

- Florida
- Indiana

📍 Market Trends

📍 On-Call

- Co-op: contract that allows other State, Municipalities, Psuedo agencies to utilize the contract
- Gig Economy: Uber is a good example of part time positions that allows flexibility for workers. KS is working on Mobile solutions to meet this demand.



DISCUSSION AND QUESTIONS

