

**State of Maine
MSP Program
IT Staff Augmentation
FY 2017 Q2 - FY2018 Q1**

Agenda

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

Program Overview

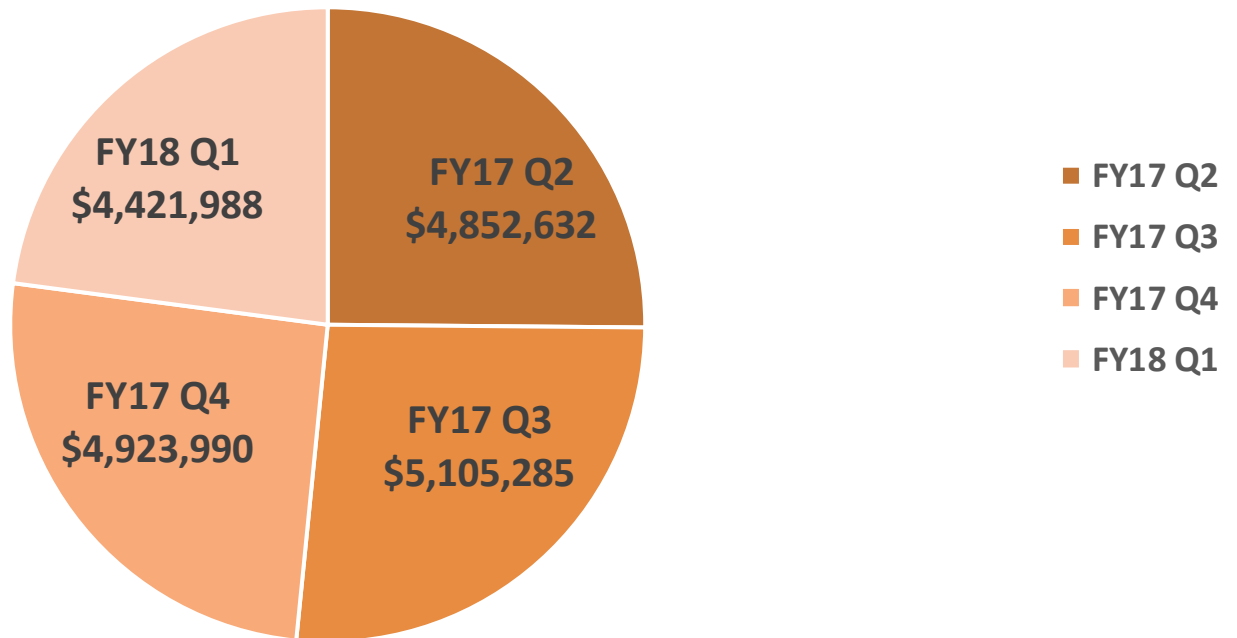
Summary	FY17 Q2	FY17 Q3	FY17 Q4	FY18 Q1	Total
Spend	\$4,852,632	\$5,105,285	\$4,923,990	\$4,421,988	\$19,303,896
Co-Op Spend	\$45,972	\$45,036	\$55,604	\$53,586	\$200,198
Hours Entered	65,845	71,859	68,244	57,404	263,352
Unique HC Entering time	189	186	178	151	

Sourcing	FY17 Q2	FY17 Q3	FY17 Q4	FY18 Q1	Total
Positions Filled	26	16	17	19	78
Submissions	472	477	505	325	1,779
Submissions / Position	18	30	30	17	23

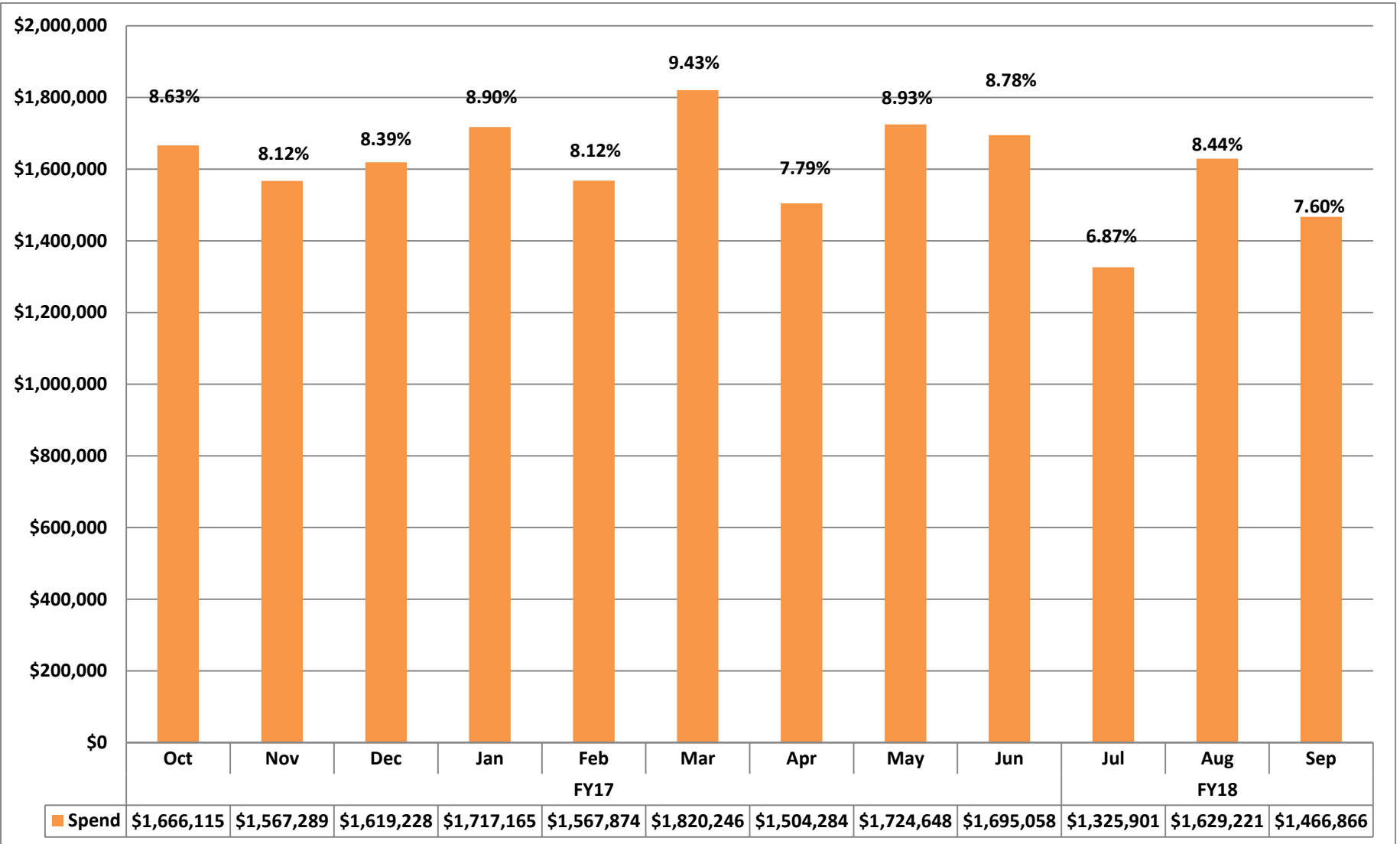
Vendors / Suppliers	FY17 Q2	FY17 Q3	FY17 Q4	FY18 Q1
Actively Participating Vendors/Suppliers	56	50	52	49
Vendors/Suppliers with Spend	45	50	44	43

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

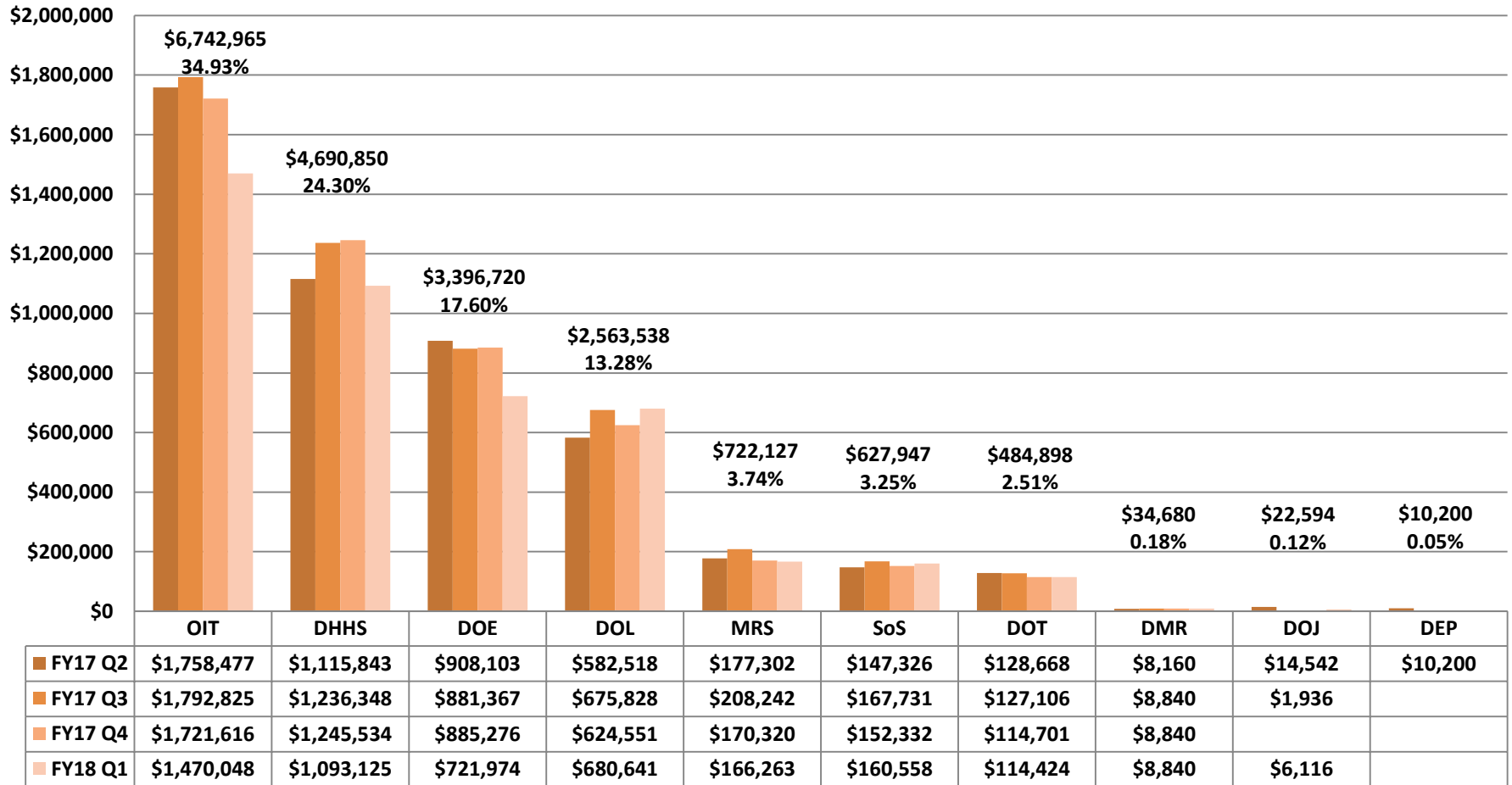
Program Spend



Program Spend by Month



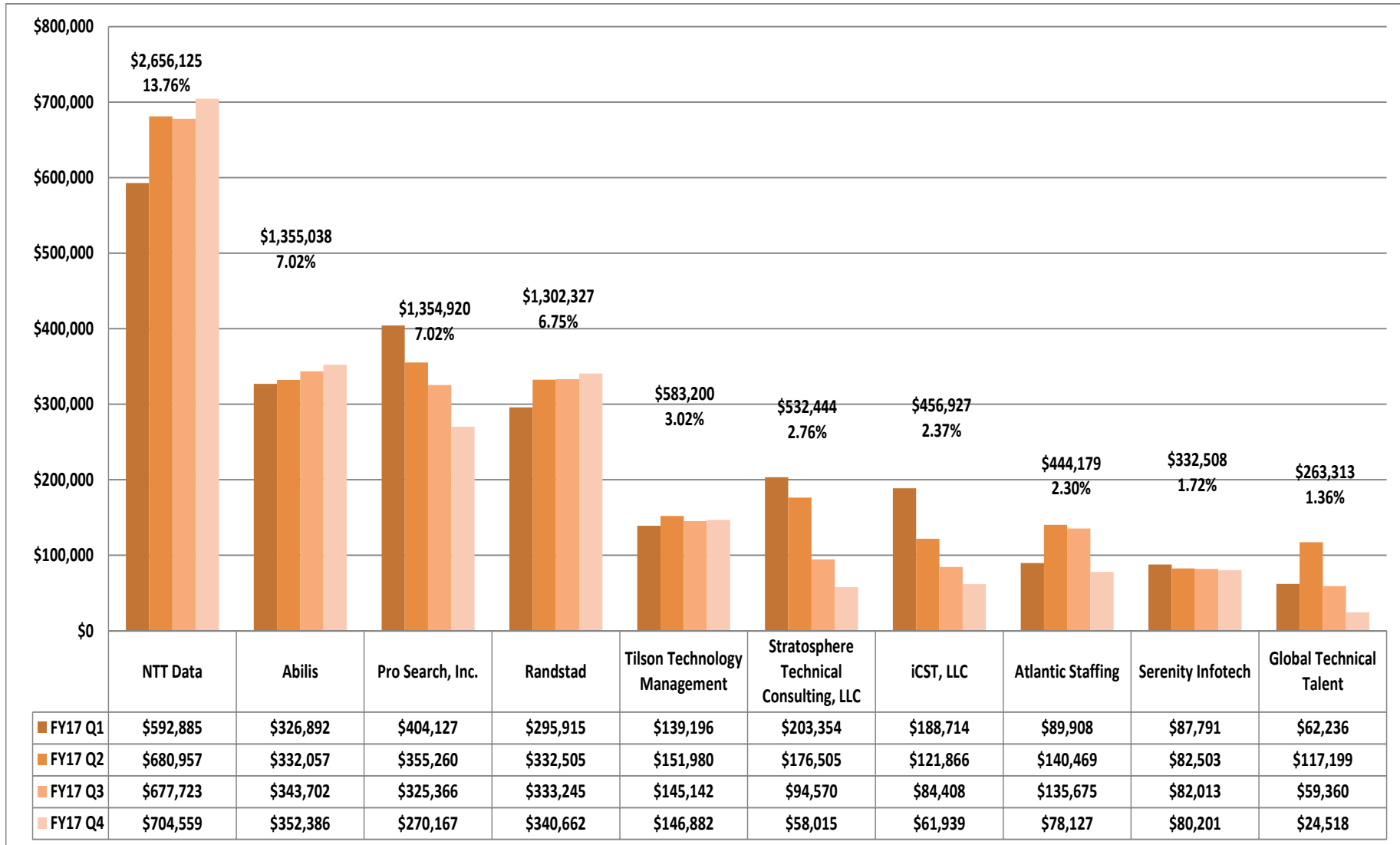
Program Spend by Agency – Top 10



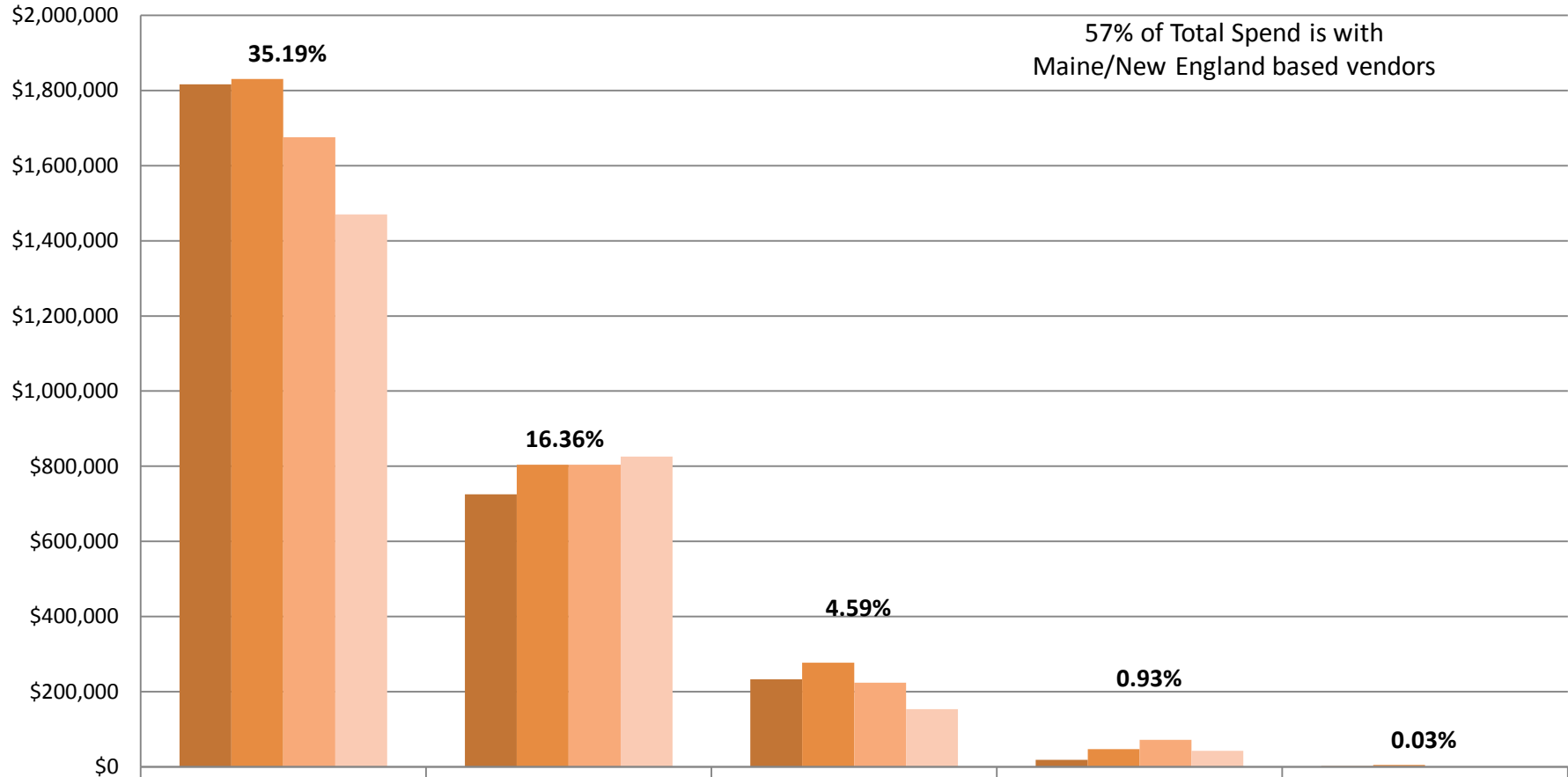
Program Spend by Vendor/Supplier

Vendor / Supplier	# Resources	% of Spend	Total Spend
NTT Data	19	15.93%	\$704,559
Abilis	9	7.97%	\$352,386
Randstad	10	7.70%	\$340,662
Pro Search, Inc.	9	6.11%	\$270,167
Chandra Technologies, Inc	7	5.24%	\$231,669
Integrity Consulting	4	3.57%	\$158,044
INFOWAY SOFTWARE	6	3.54%	\$156,328
Tilson Technology Management	4	3.32%	\$146,882
vTech Solution Inc.	5	2.43%	\$107,350
Serenity Infotech	2	1.81%	\$80,201
Atlantic Staffing	5	1.77%	\$78,127
CNET Global Solutions Inc	2	1.69%	\$74,550
AdvanTech, LLC	1	1.64%	\$72,399
Millennium Software Inc.	3	1.62%	\$71,576
Eminence	2	1.45%	\$64,114
iCST, LLC	2	1.40%	\$61,939
TEKsystems	3	1.38%	\$61,024
Stratosphere Technical Consulting, LLC	2	1.31%	\$58,015
Winxnet, Inc	1	1.17%	\$51,610
Totals	96	71.05%	\$3,141,603

Spend by ME/NE Vendor/Supplier – Top 10

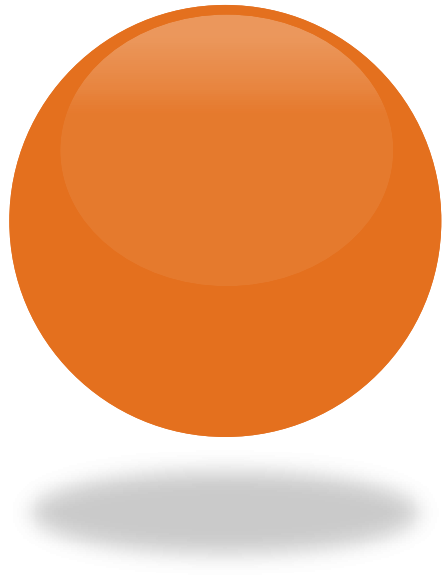


Spend by ME/NE Location



	ME	NE - MA	NE - NH	NE - RI	NE - CT
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
FY17 Q4	\$1,675,271	\$803,647	\$223,888	\$71,803	
FY18 Q1	\$1,470,014	\$825,735	\$153,017	\$42,518	

- ④ Statement of Work
- ④ New KS Employee – Kathryn Carey
- ④ Fall off in contractor requests
- ④ State of Maine Shutdown



DISCUSSION AND QUESTIONS

