

Reference #	Evaluation Criterion:	Viability of Firm
F-6	Maximum Points for this Criterion:	9 Points (out of 100 possible points)

Proposal Requirements: Proposers must demonstrate that they are a stable, long-term viable business entity that provide staff augmentation sourcing services as an integral part of their core business, and that they are directed by long-term experienced executives and Key Staff with expertise and understanding of the technical staff augmentation sourcing marketplace.

Proposer must complete the following:

Part I – Company Information: Provide the legal business name of the company, including the type of business entity, and if the company is a corporation identify the state in which the company was incorporated. Describe and discuss the number of years your company has been in business indicating how long you have been providing sourcing services, including whether sourcing is the company’s sole core business, and if not, describe the other core businesses and how sourcing fits into the company’s organizational model. Identify all mergers, acquisitions, and initial public offerings that have occurred with your firm since January 2008. Provide a statement of any bankruptcies filed by the proposer and any law suits filed against the proposer for malfeasance and a detailed listing of the adverse action, cause, number, jurisdiction in which filed and current status (provide a description of the outcome of any such legal action where there was a finding against the respondent or a settlement). Identify the company’s key executives and provide a brief description of their backgrounds.

Part II – Financial Stability: Provide the latest 3-years of financial reports (audited financials, if available; if audited financials are not available, then reviewed financials will be acceptable). *NOTE: For privately-held companies only, the AOC deems the included financial reports to be the company’s proprietary and confidential information which meets the disclosure exemption requirements of Rule 10.500, and will NOT be disclosed pursuant to a request for public documents.*

RFP Number: ISD-201002-CT

Project Title: Master Agreements for Technical Staff Augmentation Services

Attachment F-6

Part III – Turnover Rate of Executives and Key Staff: Describe and discuss the turnover rate of key executives and the designated Key Staff members. Describe and discuss the company’s key executive/Key Staff retention philosophy.

End of Evaluation Criterion F-6