

Team CAI Capabilities Statement

Malanaphy Consulting provides objective, vendor-independent, consulting services to help organizations acquire and implement new systems technologies, and to do so successfully and within budget. We do not have any affiliations or partnerships with any software or systems vendors and thereby maintain our objectiveness. We also do not sell any software or system products. We only provide consulting services.

Malanaphy Consulting has extensive experience and familiarity with the State of Hawaii's procurement methodology, rules and regulations.

- Requirements Analysis
- RFP Development
- Vendor Analysis
- IV&V, Quality Assurance and Implementation Vendor Monitoring
- Change Management
- Business Process Improvement

Malanaphy Consulting Capabilities

Malanaphy Consulting is committed to providing the highest quality consulting services to our clients, and provides the following core IT-related business systems consulting services:

IT Strategy and Requirements Development and Analysis. Business systems strategic IT planning and requirements development and analysis for financial and operational application software, for various State of Hawaii departments, divisions and programs, and for private sector clients.

RFP Development and Procurement Cycle Support Services. Development and finalization of State of Hawaii RFPs, RFQs and RFIs, SOWs, including vendor research and analysis, total cost of ownership analysis, scope definition, and assistance with vendor scoring methodology, evaluation and objective vendor selection.

Project Management, Quality Assurance and IV&V services. Monitoring and quality assurance (IV&V) of vendor system implementations, including PMI's PMP project management and risk mitigation methodologies.

System Implementation. Financial accounting, budgeting and other application system implementation services, including HR, fixed assets, work-order maintenance systems and others.

Change Management and Business Process Improvement Services. Workflow improvement services and change management services as part of the implementation of new automated systems.

Mission Statement

"To provide meaningful and effective information technology consulting services to business, government and non-profit organizations so that they may be more efficient and effective."

MALANAPHY
CONSULTING, LLC

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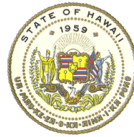
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Examples of Client Training and Support Services

Malanaphy Consulting, LLC was established in 2003 and has provided procurement support and other business systems consulting services to the State of Hawaii for over thirteen years. The owner and principle consultant, Brian Malanaphy, has over 25 years of business systems consulting and information technology consulting experience, and has focused primarily on procurement support services for the State of Hawaii.

Malanaphy Consulting has extensive experience and familiarity with the State of Hawaii's procurement methodology, rules and regulations, and has completing the following projects for the State of Hawaii:



State of Hawaii, Department of Transportation (Highways)

Malanaphy Consulting is currently assisting DOT Highways with the updating and development of a detailed requirements list, all aspects of RFP development and procurement support services for a new financial accounting system. Malanaphy Consulting had previously performed quality assurance services during a prior system implementation for DOT Highways (see below).

State of Hawaii, Department of Land and Natural Resources (State Historic Preservation Division)

Malanaphy Consulting provided project management and consulting services to the DLNR Historic Preservation Division to assist in the requirements analysis, process improvement and development of an RFP for a document management and workflow system for their Architecture, Archaeology and History and Culture branches.

State of Hawaii, Department of Land and Natural Resources (Land Division)

Malanaphy Consulting provided project management and consulting services to the DLNR Land Division to assist in the requirements analysis and design of the upgrade of the SLIMS Land Management system, and in the vendor selection process, including the development of a detailed requirements list, scope of work, land application product offerings, RFP development and finalization, coordination of vendor demonstrations and assistance with the methodology of vendor scoring, evaluation and selection.

State of Hawaii, Department of Land and Natural Resources (Division of Boating and Ocean Recreation)

Malanaphy Consulting provided project management and consulting services to the DLNR Division of Boating and Ocean Recreation to assist in the requirements analysis and RFP development for the upgrade of their Harbor Management system.

State of Hawaii, Office of Information Management and Technology (Now the Office of Enterprise Technology Services)

Malanaphy Consulting performed project management and functional consulting and support services during the state wide ERP systems procurement project and various targeted systems project(s), including a budget system for B&F, and an automated document workflow system for DAGS.

State of Hawaii, Department of Taxation (DoTAX)

Malanaphy Consulting performed project management and coordinated and facilitated over 17 DoTAX management stakeholder sessions to determine and finalize detailed requirements for the RFP for the tax modernization procurement project.

State of Hawaii, Department of Land and Natural Resources (Division of Forestry and Wildlife)

Malanaphy Consulting performed project management and functional implementation services during the implementation of the Oracle EBS (ERP) financial accounting system. Malanaphy Consulting was involved in all aspects of the implementation, including requirements and discovery, process improvement, and initial testing, data conversion, training, final system testing and go-live.

State of Hawaii, Employer-Union Health Benefits Trust Fund (EUTF)

Malanaphy Consulting performed the project management, technical requirements analysis and business process improvement analysis of EUTF's PeopleSoft Human Resources and Accounts Receivables systems and developed the detailed requirements list and RFP to upgrade EUTF's PeopleSoft system. The system handled the health and life insurance benefit administration for over 200,000 State, City and County employees, retirees and beneficiaries.

State of Hawaii, Department of Hawaiian Home Lands (DHHL)

Malanaphy Consulting developed the requirements and RFP for an enterprise-wide financial and operational system for DHHL. He developed the requirements for a custom water billing system and an applicant tracking system. He also assisted with the vendor selection and performed quality assurance services during the implementation of an Oracle Financials system.

Additional Information about Malanaphy Consulting, LLC and its capabilities, and customers can be found on its website www.malanaphyconsulting.com