



State Of Hawai'i

RFI for Internet Portal Manager and Service Provider

Request for Information Response

Solicitation: RFQ1203553

July 24th , 2017

Attention to:

Derek Ichiyama
Office of Enterprise Technology Services
1155 Punchbowl Street, Room B20
Honolulu, HI 96813
derek.t.ichiyama@hawaii.gov

Submitted by:

Phillip Acosta
Chief Executive Officer
GuROO, LLC
6036 Lincolnia Road
Alexandria, VA, 22312
Phone: 703.582.9345

June 22nd , 2017

Attn: Andrew Anderson

VT Air National Guard
45 NCO Drive
Suite A
South Burlington, VT 05403

Dear Andrew;

GuROO, LLC, is pleased to respond to the GSA E-Buy solicitation: RFQ1203553.

GuROO, LLC is one of the fastest growing SharePoint. Network Engineering, Systems Engineering, acquisition support and program management solutions providers in the United States.

- A. GuROO, LLC With locations at 6036 Lincolnia Road Alexandria, VA, 22312 (HQ) and 2850 Eisenhower Ave Suite #220 Alexandria VA, 22314 (Operations office)
- B. Phillip Acosta, CEO
- C. SBA Certified 8(a) Entrance Date: 02/23/2015
- D. Cage Code: 66U03
- E. GSA Schedule 70
- F. GSA Stars II

GuROO, LLC is one of the fastest growing SharePoint Services, Network Engineering, Systems Engineering, acquisition support and program management solutions providers in the United States.

Our leadership understands the need for collaboration in a geographically disbursed organization and we are prepared to deliver a technically superior solution that exceeds expectations and delivers value in support of your SharePoint support effort. We are pleased to provide you with this information on our technical capabilities. We will be responsive in providing additional information as requested. Please feel free to contact me with any questions or inquiries. Thank you for the opportunity!

Sincerely,

Phillip Acosta

Phillip Acosta
Chief Executive Officer
GuROO, LLC
Phone: 703.582.9345
Phillip.Acosta@GuROOIT.com


Introduction

GuROO has provided the Office of the Secretary of Defense, Department of the Army and the White House Communications agency SharePoint Expertise and we are capable to handling all technical and managerial support, integrating the needs of the organization while minimizing risk.



GuROO (LLC), headquartered in Alexandria, VA, is an 8(a) Small Minority owned business eager to support. GuROO is a program management and information technology support-focused company headed by Phillip Acosta a (PGMP) certified Program Manager executive with significant Federal Government expertise.

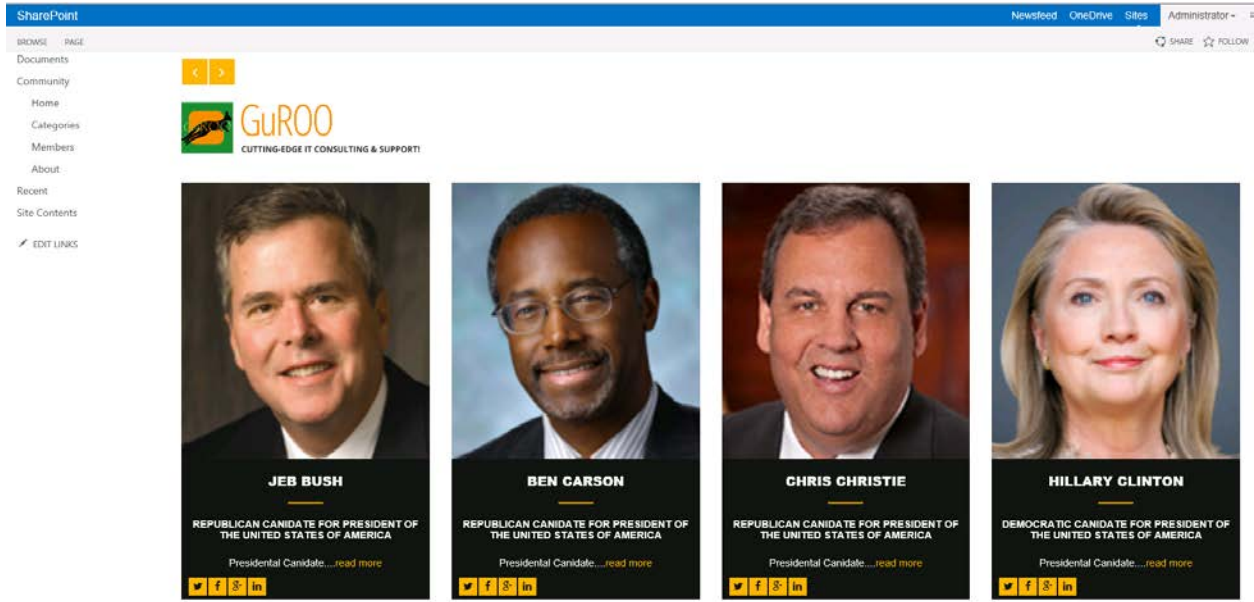
GuROO, LLC
LOW RISK – HIGH VALUE
<ul style="list-style-type: none"> • <i>Directly applicable expertise in multiple DOD agencies</i> • <i>Demonstrated experience recruiting personnel with excellent SharePoint skills on multiple platforms</i> • <i>Prior Federal experience of leadership team provides empathetic and effective solutions for resolving challenges during project execution.</i>

Team GuROO	
Team Member	Qualifications
 - 8(a) Small Business --Prime Contractor	<ul style="list-style-type: none"> • 8570 compliant personnel • Company commitment to training funding in the SharePoint Arena • Top Secret (TS) Facility Clearance • DOD Joint command experience working with the Air Force • SharePoint Subject Matter Experts/Architects • Project Managers PMP® PgMP certified

Team Capabilities per Sources Sought

System Administration and Software Application support

GuROO has excellent qualifications in the SharePoint arena. We also have worked on very restricted FOUO and classified networks so we have good exposure to developing solutions while operating on networks with multiple restrictions. We lead the deployment of the SharePoint enterprise on both unclassified and classified networks for a DOD agency. Our team has developed their own code and webparts from scratch to resolve the customer needs. We have attached some screenshots that contain custom code that was developed by GuROO for SharePoint portals. The political figures are just an example but the Team Carousel List will add a Headshot Photo, Name, Title, Twitter-Facebook-Google Plus-LinkedIn accounts. These are just small examples of our SharePoint capabilities we believe are an excellent demonstration of our ability to develop more than the usual standard web arts for our customers.



GuROO specializes in creating SharePoint solutions. For creating and managing new site collections, GuROO uses innovative industry solutions, like a product called "ShareGate" that specializes in creating and copying site collections. This tool has allowed our business to copy and duplicate entire farms when our customer requires it. This tool has allowed our administrators to copy all site contents to and from other web applications, other site collections, as well as between farm.

GuROO has also utilized ShareGate to allow our customers to focus on what they do best, creating content and collaborating. When our customer is finished, and they should need a reorganized structure or migration, ShareGate has allowed our consultants to reorganize content "on the fly" when business reorganization and new business requirements demand it.

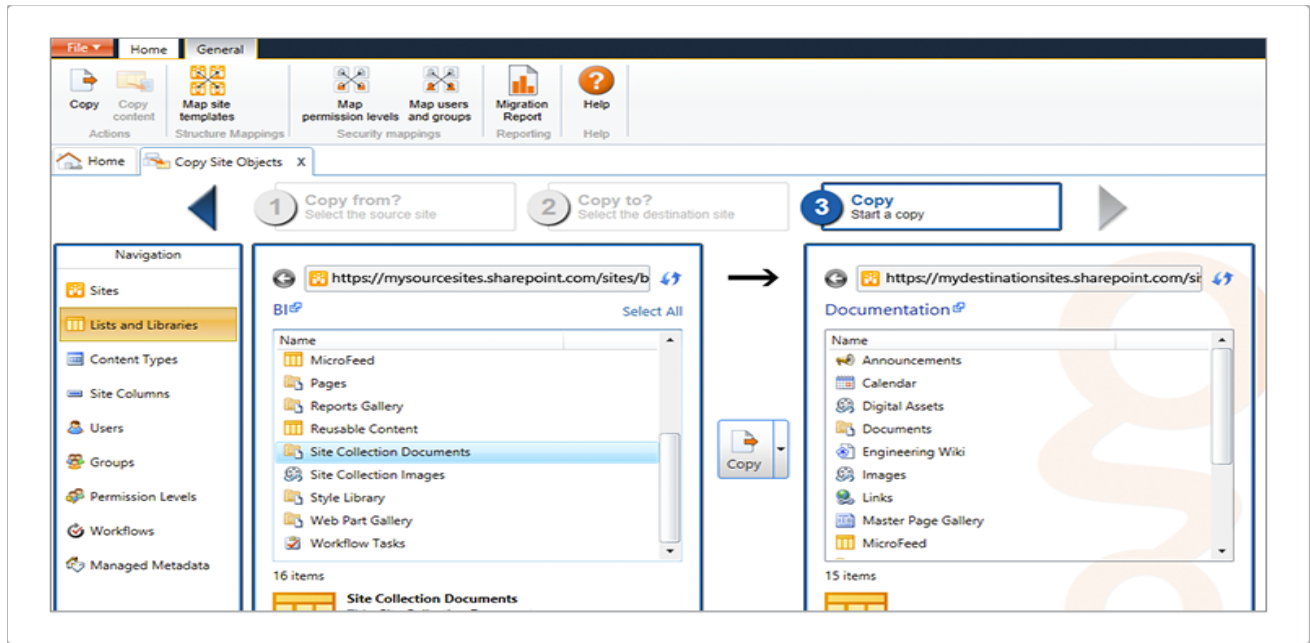


Figure 1 – A ShareGate console.

i. Enable farm administrators with the ability to quickly create sites and provision them with pre-defined functionality such as specific access privileges, versioning levels, file upload limits, site quotas and the use of branded site templates.

While Microsoft provides the functionality out-of-the-box to enable users to create templates with the privileges and versioning needed, sometimes more control and specificity is needed to enable quick deployment of new enterprise-wide site collections with the branding needed. When branding and specialized versions need to be copied, GuROO relies on ShareGate to provide the insight into the sites to copy the site information. (Figure 1)

With ShareGate, GuROO consultants are able to analyze the current environment with cutting-edge insights and reports. These reports allow business leaders to make the informed action needed to manage and create their content anywhere and generate an "after action report" of the migration\movement of content to satisfy even the most rigorous reporting standards. Access privileges, versioning levels, file upload limits, site quotas and branded sites are all maintained with a ShareGate content migration.

We have provided the ability to create branded templates for site collections that can control the look and feel of the agency's various site designs.

GuROO Consultants prefer to adhere to out of the box templating and design whenever possible. This is due to the customization upkeep "penalty" that is often paid when documentation is lost that outlines clear instructions on modifying the customized

code. SharePoint has an out of the box designing solution entitled "SharePoint Designer" that allows the users to create custom templates and edit master page files.

With the advent of SharePoint 2013\O365, users are now no longer able to utilize the SharePoint designer tool to create a visual "look and feel" they designer for their site collections. The change, however, is for the good due to Microsoft's decision to allow third party industry leaders to create the .html files needed to serve as the base template for the new SharePoint site collection. With the help of industry leaders like Adobe and even Microsoft Expressions Web, designers can now edit their html and css and save the changed into an .html file.

Instructions to do this can be found here:

<https://blogs.technet.microsoft.com/tothesharepoint/2013/03/27/stage-6-upload-and-apply-a-new-master-page-to-a-publishing-site/>

This SharePoint 2013\O365 software change has allowed designers to save their master pages and themes into "design packages." These packages can now be downloaded and enabled for each publishing site needed. Should more customization be needed out of a publishing site, GuROO members suggest added the changes to a Visual Studio SharePoint 2013\O365 solution that would be deployed through the use of a feature from a .wsp file. This .wsp file can be uploaded to Office 365 and applied to all new sites through the use of the ShareGate console.

Our team allows administrators to apply policies for site theme, site storage quotas, as well as other site settings that can be pushed out across the enterprise.

To allow administrators to apply policies for a site theme, users must package the theme in a .wsp feature and deploy them using ShareGate (mentioned in the paragraph above). To apply site storage quotas for an on site deployment in bulk, administrators can use PowerShell scripts to allows for quick changes to sites that have already been deployed. To run this script continuously, GuROO members create a server scheduled task to run nightly to conform the environment to business requirements. A sample PowerShell script can be found here:

GuROO Examples can be found here:

<http://goo.gl/w5b4zm> - A Stack Exchange article outlining the PowerShell and C# code need to change site quotes already in production (in bulk.)

Vendor Submission Information

GuROO	
Business Name and Address	GuROO LLC, 6036 Lincolnia Road, Alexandria, VA, 22312

Company Representative and Title	Phillip Acosta, Principal
Type of Business	8(a) Minority Owned Small Business
CAGE Code	66U03
Contract Vehicles	GSA schedule 70 (small) GSA Stars II, Seaport E

Specific Questions for Respondents

The State requests that respondents answer the following questions in their responses to this RFI:

a) From your past experience, has the State identified all the major components necessary to pursue an RFP for a new Internet portal provider? If not, please provide information on other necessary components.

The state of Hawai'i has done a good job addressing the requirements, but we think that a strategy in case the state decides to migrate to Office 365 since that has become a common trend. We also wondered what the plan was for SharePoint from a farm perspective.

b) Are there potential problems and risks that the State may encounter during this project?

We would need more information as far as the amount of sites and the uptime requirements to address the potential issues.

c) Based on your review of the requirements described, can you describe the strengths, weaknesses, opportunities and threats associated with a solution(s) you suggest?

The opportunity would be the scalability, which may or may not be key, but it would not box you in at all. The weakness may be overbuilding a solution, but that could be adjusted with additional details.

d) Can you provide a preliminary plan and timeline on how the existing services could be migrated to a new vendor without interrupting services?

Yes, transition plans are standard with all efforts we support that involvement an incumbent.

e) Can you provide any ideas or suggestions about how such problems and risks should be addressed in an RFP for Internet portal services?

I would address how vendors will address the farm administration and how they will deal with a potential Office 365 migration they might be a part of.

f) In order to determine the feasibility of developing a new Internet portal solution, can you provide a "ball park" cost estimate associated with the proposed solution(s) identified in your response, including start-up costs, implementation costs, maintenance, etc.? The information will be used for planning purposes only and should not be construed as part of any future RFP solicitation.

We would not want to provide a cost with such limited detail because it could give you a false idea of the true cost,

g) As an alternative to using or relying on just one vendor for the solution, are there possible solutions using a combination of vendors, where the State would interface with a main vendor and the others would be subcontractors or independent contractors? If so, please describe.
Yes, GuROO would hold the base contract, but would engage Microsoft SharePoint partners or Microsoft directly to make sure that the best solution was presented to the state.

h) Do you have any additional comments/information that you feel would be beneficial to the State in deciding on a solution for the services outlined in this RFI?

We are just curious if Schedule 70 will be the vehicle of choice or if you are looking at other options.