

Hindsight Inc.

COUNTY OF HUDSON



RESPONSE TO BID REQUEST FOR
THE PROCUREMENT OF MANAGEMENT INFORMATION
SYSTEMS AND RELATED TELECOMMUNICATION
SYSTEMS ADMINISTRATION

Prepared by Hindsight Inc.

September 23, 2021

Letter of Introduction



September 23, 2021

Cheryl G. Fuller
Director, Dept. of Finance and Administration
County of Hudson
567 Pavonia Avenue
Jersey City, N.J. 07306

Ms. Fuller,

Hindsight Inc. is pleased to submit this proposal for the "The procurement of Management Information Systems and related telecommunication systems administration".

Knowing the importance of responding quickly to issues that may arise; especially involving administrative personnel. This proposal includes on-site service technicians that can respond well within the hour requirement.

Hindsight Incorporated, an established N.J. based corporation located at 52 Merlin Dr. Washington, N.J. was founded in 1988 by its Principal James Delaney and has remained under its current management structure since.

Hindsight has over 30 years of experience in the field of Information Technology management consulting; focusing on the operation of Government Data Facilities. This includes, but is not limited to the day to day support of Voice, Video and Data systems. Hindsight is also vendor independent, meaning we are not tied to any hardware or software manufacturers. We can choose the right solution regardless of the vendor.

Hindsight's vast experience in and knowledge of managing information/telecommunications services for the government sector allows us to provide the depth, breadth and subject matter know-how to successfully manage all facets of the County's IT needs. This experience, knowledge and our proven record of trust differentiates Hindsight Inc. from other consulting firms.

Considering the above, we feel we are the vendor of choice to provision the County wholly.

**** In regard to the "Cost for EMR System Support Services: HC Corrections" - It should be noted that Hindsight Inc.'s Professional Management services has never included Electronic Medical Support Services for Correctional or any other Medical field and thus will need to find a candidate that can meet the criteria as posted in the RFP. Thus, the cost provided in the Pricing Designation Page for above support services is a **not to exceed** estimate.**

Hindsight Inc. will not bill for these services until a qualified candidate has been hired and can be provided to the correctional facility. At that point, Hindsight Inc. will bill the County the salary of said employee until the County transfer is completed.

We look forward to working with you and thank you for the opportunity.

Sincerely,

Sean O'Connor



Chief Operating Officer
Hindsight Inc.

PRICING DESIGNATION PAGE

(This contract shall begin at 12:00 a.m. on October 28, 2021)

Vendor Name: Submission Hindsight Inc.Date: Sept. 23, 2021

This MANDATORY pricing page is hereby submitted by the respondent offering the product(s)/service(s) in accordance with the terms and conditions of this Request for Proposals.

Name/Signature of Corporate Officer Authorized to Submit Pricing:

Print: James DelaneySignature: DelaneyTitle: President

Directions: Pricing below will be broken down by contract year. Vendor must fill in every space below to be responsive. Please note that pricing for the Welfare Department shall be indicated on a separate line per year. This is because the County is reimbursed for the these costs.

Year/Period	Cost for Services: County of Hudson (Less Welfare and Corrections EMR Support Services)	Cost for Services: Welfare Department	Cost for EMR System Support Services: HC Corrections	Total Cost per Year/Period
Year 1	1,665,069	185,008	175,000	2,025,077
Year 2	1,792,514	199,168	175,000	2,166,682
Year 3	1,930,156	214,462	175,000	2,319,618
Year 4	2,078,808	230,979	175,000	2,484,787
Year 5	2,239,353	248,817	175,000	2,663,170
Grand Total Proposal				11,659,334