



February 24<sup>th</sup>, 2017

Tony Parziale  
Douglas Flor Ph.D.  
Community College of Rhode Island  
400 East Avenue  
Warwick, RI 02886

Dear Tony and Doug,

We appreciate the opportunity to present a proposal to the Community College of Rhode Island for SharePoint services aimed at building your Academic Program Management/Assessment workflow. Based on our initial meetings, we are confident that we can build a custom solution leveraging SharePoint/.Net on your Office 365 environment.

Within this proposal we have included high-level scope of services and pricing to define the requirements, design the workflow using LucidChart, setup Azure, build the solution, and train your users.

A strategic partnership with the Community College of Rhode Island is very important to Stonewall Solutions. You have our commitment that we will do all possible to ensure our team provides contributions that facilitates a positive return on investment in your team's future usage of SharePoint to streamline processes.

Thank you for considering Stonewall Solutions as a strategic partner.

Sincerely,

A handwritten signature in black ink that reads 'John Condon'.

John Condon  
President/CEO

A handwritten signature in black ink that reads 'Kayla Mendes'.

Kayla Mendes  
Project Manager



## **About Stonewall:**

As discussed, Stonewall Solutions is a Rhode Island centric company. Our primary development and client support office is located at 642 Cottage Street in Pawtucket. With a team of almost forty technology professionals and more than \$3.5 million in annual revenues, our primary focus is on providing premium technology application solutions and technology services within Rhode Island and Massachusetts. Stonewall has been delivering technology solutions within Rhode Island for twelve years, and our consistent growth is testament to our success in execution.

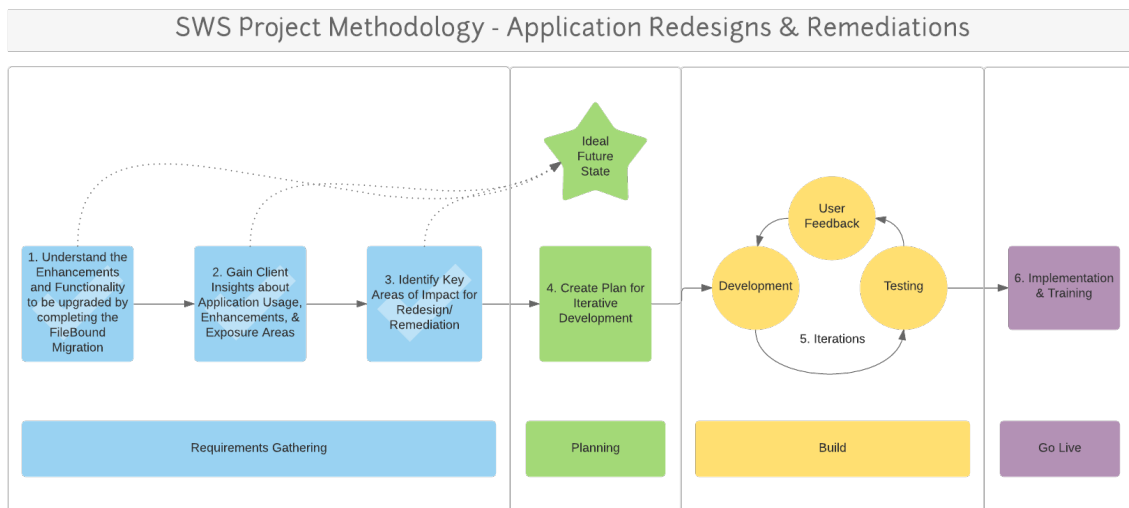
At our core, Stonewall Solutions is an application solutions provider with strong internal application development and support capabilities. Over our twelve years in business, Stonewall has:

- Hired and developed an excellent team of architects, web developers, business analysts and project managers that work within the major development and mobile development frameworks.
- Became proficient in numerous technologies such as .Net, Java, SharePoint, Salesforce, Box, and several reporting tools
- Opened our Stonewall Pawtucket Development and Client Support Office at 642 Cottage Street in Pawtucket.
- Opened our Stonewall Providence Data Center for hosting and disaster recovery support of client applications.
- Developed a proven and reliable extended network of qualified developers for staff augmentation engagements and projects as required.
- Implemented a client support process with dedicated account managers and project managers to ensure client satisfaction for staffing and project engagements.

## **SWS Approach:**

For all project delivery engagements, Stonewall engages a senior level team of professionals in project management, business analysis, development, delivery, training and support roles. We follow either Iterative or Agile methodologies for design and development based on the size and complexity of the project and client budget constraints. Stonewall uses a BrightWork/SharePoint Project Management Portal to track all aspects of our projects. This tool provides life cycle project collaboration with our customers and incorporates the project plan with dependencies, milestones and tasks, issue tracking/resolution and a full project document. The use of this powerful project tool has significantly increased our success rates in delivery of projects on time and on budget.

Stonewall will utilize the Iterative and Incremental Methodology for building and implementing the Academic Program Management/Assessment tool. This provides an appropriate level of upfront scope definition, and subsequently allows three iterations to make required tweaks and modifications required to satisfy CCRI user preferences.



**Project Definition:** Stonewall will provide a definition of the work scope and sample screens for validation of the enhancements we will deliver.

**Increments:** Stonewall will logically divide the work within three increments to allow our team an ability to complete and deliver the work as efficiently as possible.

**Iterations:** Stonewall will deliver (3) Iteration Cycles through functional demonstrations to your CCRI project team. We encourage you add a functional user lead on your team to ensure features match with their user requirements. Within Iteration #1 and #2 review sessions, we will note and make desired tweaks and changes (within the boundary of agreed scope) to optimize the enhancements integration to meet user requirements. Iteration #3 will not incorporate further changes, but instead be focused on hardening the functionality with validation that it delivers on functionality agreed to within the Project Definition and Iterations #1 and #2.



**Academic Program Management/Assessment Scope of Work:**

<b>Phases</b>	<b>Hours</b>	<b>Cost</b>
Requirements & Design	35	\$3,850.00
Azure Setup	25	\$2,750.00
SharePoint Solution Build	175	\$19,250.00
Testing & Validation	25	\$2,750.00
Deployment & Training	15	\$1,650.00
		<b>\$30,250.00</b>

*SWS Hourly Rhode Island MPA 230 Rate: \$110.00*

**Total Cost: \$30,250.00**

*Phase I: Requirements & Design*

- Meet with subject matter expert(s) to define program requirements
- Meet with subject matter expert(s) to define workflow user interface
- Define workflow/approval requirements
- Define reporting requirements

Deliverables: Requirements Document and LucidChart Screen/Workflow Design Document

*Phase II: Azure Setup*

- Build/Configure Azure Infrastructure
- Install SharePoint 2016

Deliverables: Azure SharePoint Environment

*Phase III: SharePoint Solution Build*

- Build/implement application forms
- Build/implement workflow approval process
- Configure email alerts

Deliverables: Functional Application

*Phase IV: Testing & Validation*

- SWS alpha/best testing

*Phase V: Deployment & Training*

Deliverables: Academic Program Management/Assessment usage training guides (3 guides; one for each workflow level)



**Acceptance:**

**Community College of  
Rhode Island**

**SWS Technologies**

Name: \_\_\_\_\_

Name: \_\_\_\_\_

Title: \_\_\_\_\_

Title: \_\_\_\_\_

Date : \_\_\_\_\_

Date: \_\_\_\_\_