

Indiana Economic Impact Form, Attachment C

Instructions

1. Complete lines 1 - 15 with the information requested about the company in the Attachment C worksheet.

All companies desiring to do business with state agencies must complete an "Indiana Economic Impact" form (Attachment C). The collection and recognition of the information collected with the Indiana Economic Impact form places a strong emphasis on the economic impact a project will have on Indiana and its residents regardless of where a business is located. The collection of this information does not restrict any company or firm from doing business with the state.

2. Line 16: Enter total amount of this proposal, bid, or current contract.

This figure is the respondent's total cost proposal to the the state (as submitted in Attachment D, Cost Proposal Template). Additionally, this total shall be utilized when completing your Attachment A, MWBE Subcontractor Commitment Form.

3. Lines 18 and 21 measure the full-time equivalent (FTE) count of Indiana residents; this number will be auto-populated on Attachment C worksheet. Respondents shall populate the yellow-shaded cells in the FTE Details worksheet.

The state defines FTE as a measurement of an employee's productivity on a specific project or contract. An FTE of 1 would mean that there is one worker fully engaged on a project. If there are two employees each spending 1/2 of their working time on a project that would also equal 1 FTE.

Please populate the yellow-shaded cells in the FTE Details worksheet.

Respondents shall provide a job title for each of the FTE's proposed for The State of Indiana contract as well as the number of FTE that job title contributes to the total.

PROJECT MANAGER - 1 FTE

Please keep in mind that the only FTE's that should be included in this count are Indiana employees working on this contract ONLY. If there are 10 employees working on this contract but they are splitting their time with numerous other contracts as well, then these employees cannot be counted as 1 FTE. Instead, these employees should be counted as a fraction of an FTE. For example: 10 employees working on 4 contracts (1 of them being the State of Indiana contract) - each of the 10 employees would only count as 1/4 of an FTE or .25. Therefore, the total number of FTE's for this scenario would be 2.5.



INDIANA ECONOMIC IMPACT - PROPOSALS AND CONTRACTS
State Form 51778 (R4 / 1-06)
DEPARTMENT OF ADMINISTRATION
Approved by State Board of Accounts, 2006

This information is required by the Indiana Department of Administration for all contractors, vendors/suppliers to the State of Indiana (complete all 22 items).

1	Legal Name of firm:	Idemia Identity & Security USA LLC (IDEMIA USA)
2	Address/City/State/Zip Code:	11951 Freedom Drive, Suite 1800 Reston, VA 20190
3	Telephone #/Fax #/Website:	Main Phone Number: (703) 775-7800 Fax #: (952) 945-3339 Website: www.idemia.com
4	Federal Tax Identification Number:	27-4388807
5	State/Country of domicile/incorporation:	IDEMIA USA is incorporated in the State of Delaware, USA
6	Location of firm's headquarters or principal place of business:	11951 Freedom Drive, Suite 1800 Reston, VA 20190
7	Name of parent company or holding company (if applicable):	Morpho USA is the parent company of IDEMIA USA
8	State/Country of domicile/incorporation of company listed in #7:	The parent company is incorporated in the State of Delaware.
9	Address of company listed in #7:	296 Concord Road Suite 300 Billerica, MA 01821
10	IN Department of Workforce Development (DWD) account number:	State Income Tax: 0116931892-001 State Unemployment Insurance: 621690
11	IN Department of Revenue (DOR) account number:	27-438807
12	Number of Indiana resident employees per most recently completed IRS Form W-2 distribution:	IDEMIA USA has 88 Indiana resident employees.
13	Total number of employees per most recently completed IRS Form W-2 distribution:	IDEMIA USA Employes 2,682 employees in the United States
14	Total amount of payroll paid to Indiana resident employees per most recently completed IRS Form W-2 distribution:	\$7,027,355.75
15	Total amount of payroll paid to all employees per the most recently completed IRS Form W-2 distribution:	\$181,806,276.08
16	Total amount of this proposal, bid, or current contract:	\$15,300,000 For the contract six year period.

ACCOUNTING OF INDIANA RESIDENT EMPLOYEES

17	Prime Contractor Company Name:	Idemia Identity & Security USA LLC
18	Number of Full Time Equivalent (FTE) employees that are Indiana residents specifically for this proposal or contract:	3.25

19	Subcontractor Company Name:	BCforward	netlogx	Blackbird Clinical Services	Sahasra Technology	Miracle Work LTD	Marshall Security LLC
20	Address/Contact Person/Telephone Number/Tax ID Number:	9777 North College Avenue Indianapolis, IN 46280 Todd Tolson 317-493-2017 Tax # 35-2049936	212 W. 10th Street, Ste. D470 Indianapolis, IN 46202 Nick Petrone 317-536-6046 Tax # 35-2052380	2 Executive Drive Ste D Lafayette, IN 47905 Kimi Hathaway 765-447-8700 Tax # 26-3769758	1119 Keystone Way, Suite 302 Carmel, IN 46032 Shubham Jain 317-286-2768 Tax # 20-1830526	3125 Dandy Trail Road Ste 130 Indianapolis, IN 46214 Brandon Cleaves 317-991-3540 Tax # 47-1721774	2520 W. 3rd Street Bloomington, IN 47404 Jeff Nesbitt 812-345-4016 Tax # 81-2987217
21	Number of Full Time Equivalent (FTE) employees that are Indiana residents specifically for this proposal or contract:	1.00	1.00	1.80	1.50	1.50	1.50

22	Affirmation by authorized official: I affirm under penalties of perjury that the foregoing representations are true to be the best of my knowledge and belief:
	Signature: <u>Dennis Scott</u>
	Name of auththorized official: <u>Dennis Scott</u>
	Title: <u>Sr. Vice President, Public Security</u>
	Date: <u>2/25/2021</u>

FTE DETAILS
Job Titles and Contributing FTE

- **Populate the yellow-shaded cells; with all applicable job titles and the total FTE count.**
- **Respondents may insert additional rows to account for all job titles attributing to the total FTE count.**

Please keep in mind that the only FTE's that should be included in this count are Indiana employees working on this contract ONLY. If there are 10 employees working on this contract but they are splitting their time with numerous other contracts as well, then these employees cannot be counted as 1 FTE. Instead, these employees should be counted as a fraction of an FTE. For example: The project length of the contract is 24 months. There are 10 employees working on the contract over the 24 month contract period. 5 employees are working solely on the project for 24 months. 3 employees are working equal time on 2 projects for 24 months. 2 employees are working solely on the project for 6 months.

The FTEs would be calculated as follows:

5 employees x 24 months (24 months working solely on this project) x 1 (time spent solely on this project) = 120 months / 24 months (length of contract) = 5 FTEs

3 employees x 24 months x .5 (splitting time equally between 2 projects) = 36 months / 24 months = 1.5 FTEs

2 employees x 6 months (6 months dedicated solely to this project) x 1 (time spent solely on this project) = 12 months / 24 months = .5 FTEs

Column Title Definitions:

Number of Employees = Number of employees working on this State contract.

Duration (In Months) = Amount of time that the employee(s) will spend on the State contract.

Time Spent (Percentage) = Percentage of time the employee(s) will be working on the contract.

Duration of Initial Contract Term (In Months) 48 *Number based on initial contract term

PRIME CONTRACTOR COMPANY				
EMPLOYEE JOB TITLE	Number of Employees	Duration (In Months)	Time Spent (Percentage)	NUMBER OF FTE
Example: Project Managers	5	24	100%	2.50
Example: Project Coordinators	3	24	50%	0.75
Example: Project Directors	2	6	100%	0.25
Vice President of State and Local Enrollment Services, Casey Mayfield	1	48	25.00%	0.25
Technical Program Director and Solutions Engineer, Erik Wolle	1	48	25.00%	0.25
Sr. Systems Administrator Engineering Donald Dross	1	48	25.00%	0.25
Delivery Director, Denny Wear	1	48	25.00%	0.25
Program Director, Candy Copelin	1	48	50.00%	0.50
Program Manager, Shannon Flesch	1	48	50.00%	0.50
Business Development Manager, Meghan Peterson	1	48	25.00%	0.25
District Manager, Meredith Karasti	1	48	50.00%	0.50
Customer Service Supervisor, Kendall Abraham	1	48	50.00%	0.50
TOTAL FTE COUNT				3.25

SUB CONTRACTOR COMPANY NAME				
JOB TITLE	Number of Employees	Duration (In Months)	Time Spent (Percentage)	NUMBER OF FTE
Example: Developer	2	6	100%	0.25
Developer, Eric Murphy	1	48	50%	0.50
Developer, Bronson Utter	1	48	50%	0.50
				0.00
TOTAL FTE COUNT				1.00

SUB CONTRACTOR COMPANY NAME				
JOB TITLE	Number of Employees	Duration (In Months)	Time Spent (Percentage)	NUMBER OF FTE
Example: Developer	2	6	100%	0.25
President, Justin Christian	2	48	50%	1.00
				0.00
				0.00
TOTAL FTE COUNT				1.00

SUB CONTRACTOR COMPANY NAME				
JOB TITLE	Number of Employees	Duration (In Months)	Time Spent (Percentage)	NUMBER OF FTE
Example: Developer	2	6	100%	0.25
Outreach Consultant, Nick Petrone	2	48	50%	1.00
				0.00
				0.00
TOTAL FTE COUNT				1.00

SUB CONTRACTOR COMPANY NAME				
JOB TITLE	Number of Employees	Duration (In Months)	Time Spent (Percentage)	NUMBER OF FTE
Example: Developer	2	6	100%	0.25
President, Kimi Hathaway	9	48	20%	1.80
				0.00
				0.00
TOTAL FTE COUNT				1.80

SUB CONTRACTOR COMPANY NAME				
JOB TITLE	Number of Employees	Duration (In Months)	Time Spent (Percentage)	NUMBER OF FTE
Example: Developer	2	6	100%	0.25
VP, Shubham Jain	3	48	50%	1.50
				0.00
				0.00
TOTAL FTE COUNT				1.50

SUB CONTRACTOR COMPANY NAME				
JOB TITLE	Number of Employees	Duration (In Months)	Time Spent (Percentage)	NUMBER OF FTE
Example: Developer	2	6	100%	0.25
Owner, Brandon Cleaves	4	48	38%	1.50
				0.00
				0.00
TOTAL FTE COUNT				1.50

<u>SUB CONTRACTOR COMPANY NAME</u>				<i>Marshall Security LLC</i>
JOB TITLE	Number of Employees	Duration (<i>In Months</i>)	Time Spent (Percentage)	NUMBER OF FTE
<i>Example: Developer</i>	<i>2</i>	<i>6</i>	<i>100%</i>	<i>0.25</i>
President, Jeff Nesbitt	4	48	38%	1.50
				0.00
				0.00
TOTAL FTE COUNT				1.50