

RFS 21-67773
Mobile Swine Euthanasia Unit
Attachment E: Business Proposal

Instructions: Please provide answers in the shaded areas to all questions. Reference all attachments in the shaded area.

Business Proposal

- 2.3.1 General (optional)** - Please introduce or summarize any information the Respondent deems relevant or important to the State's successful acquisition of the products and/or services requested in this RFS.

- 2.3.2 Respondent's Company Structure** - Please include in this section the legal form of the Respondent's business organization, the state in which formed (accompanied by a certificate of authority), the types of business ventures in which the organization is involved, and a chart of the organization. If the organization includes more than one (1) product division, the division responsible for the development and marketing of the requested products and/or services in the United States must be described in more detail than other components of the organization. Please enter your response below and indicate if any attachments are included.

Private corporation – Sate of Indiana – Design and build factory automation.

- 2.3.3 Company Financial Information** - This section must include documents to demonstrate the Respondent's financial stability. Examples of acceptable documents include: most recent Dunn & Bradstreet Business Report (preferred) or audited financial statements for the two (2) most recently completed fiscal years. If neither of these can be provided, explain why and include an income statement and balance sheet, for each of the two most recently completed fiscal years.

If the documents being provided by the Respondent are those of a parent or holding company, additional information should be provided for the entity/organization directly responding to this RFS. That additional information should explain the business relationship between the entities and demonstrate the financial stability of the entity/organization which is directly responding to this RFS.

See attached.

- 2.3.4 Integrity of Company Structure and Financial Reporting** - This section must include a statement indicating that the CEO and/or CFO, of the responding entity/organization, has taken personal responsibility for the thoroughness and correctness of any/all financial information supplied with this proposal. The particular areas of interest to the State in considering corporate responsibility include the following items: separation of audit functions from corporate boards and board members, if any, the manner in which the organization assures board integrity, and the separation of audit functions and consulting services. The State will consider the information offered in this section to determine the responsibility of the Respondent under IC 5-22-16-1(d).

I personally provided this information – William Derrer, President

2.3.5 Contract Terms/Clauses - Please provide the requested information in RFS Section 2.3.5.

2.3.6 References - Respondent should complete the reference information portion of the Attachment H which includes the name, address, and telephone number of the client facility and the name, title, and phone/fax numbers of a person who may be contacted for further information if the State elects to do so. The rest of Attachment H should be completed by the reference and **emailed DIRECTLY** to the State. The State should receive three (3) Attachment H's from clients for whom the Respondent has provided products and/or services that are the same or similar to those products and/or services requested in this RFS. Attachment H should be submitted to idoareferences@idoa.in.gov.

Attachment H should be submitted no more than five (5) business days after the proposal submission due date listed in Section 1.24 of the RFS. Please provide the customer information for each reference.

Customer 1	
Legal Name of Company or Governmental Entity	Heritage Research Group
Company Mailing Address	6320 Intech Way
Company City, State, Zip	Indianapolis, IN 46278
Company Website Address	https://thgrp.com/
Contact Person	Dave Bowering
Contact Title	Process Engineer
Company Telephone Number	317-353-5658
Company Fax Number	
Contact E-mail	dave.bowering@hrglab.com
Industry of Company	Multiple
Customer 2	
Legal Name of Company or Governmental Entity	Asphalt materials, Inc.
Company Mailing Address	8720 Robbins Road
Company City, State, Zip	Indianapolis, IN 46268
Company Website Address	https://asphalt-materials.com
Contact Person	Kurt Smith
Contact Title	Engineering Group Manager
Company Telephone Number	(317) 694-9621
Company Fax Number	
Contact E-mail	kurt.smith@asphalt-materials.com
Industry of Company	Manufacturer of asphalt

Customer 3	
Legal Name of Company or Governmental Entity	Superior Industrial Solutions, Inc
Company Mailing Address	400 W. Regent Street
Company City, State, Zip	Indianapolis, Indiana 46225
Company Website Address	https://www.relyonsuperior.com/
Contact Person	Wayne Montgomery
Contact Title	Maintenance Manager
Company Telephone Number	317-781-4448
Company Fax Number	
Contact E-mail	wayne.montgomery@superioroil.com
Industry of Company	high-performance chemical products

2.3.7 Registration to do Business - Selected out-of-state Respondents providing the products and/or services required by this RFS must be registered to do business within the State by the Indiana Secretary of State and the Indiana Department of Administration, Procurement Division. The address contact information for this office may be found in Section 1.18 of the RFS. This process must be concluded prior to contract negotiations with the State. It is the successful Respondent's responsibility to complete the required registration with the Secretary of State. Please indicate the status of registration, if applicable. Please clearly state if you are registered and if not provide an explanation.

N/A

2.3.8 Authorizing Document - Respondent personnel signing the Transmittal Letter of the proposal must be legally authorized by the organization to commit the organization contractually. This section shall contain proof of such authority. A copy of corporate bylaws or a corporate resolution adopted by the board of directors indicating this authority will fulfill this requirement. Please enter your response below and indicate if any attachments are included.

William Derrer - I am the president and owner of the company.

2.3.9 Subcontractors - The Respondent is responsible for the performance of any obligations that may result from this RFS and shall not be relieved by the non-performance of any subcontractor. Any Respondent's proposal must identify all subcontractors and describe the contractual relationship between the Respondent and each subcontractor. Either a copy of the executed subcontract or a letter of agreement over the official signature of the firms involved must accompany each proposal.

Any subcontracts entered into by the Respondent must be in compliance with all State statutes and will be subject to the provisions thereof. For each portion of the proposed products and services to be provided by a subcontractor, the technical proposal must include the identification of the functions to be provided by the subcontractor and the subcontractor's related qualifications and experience. The combined qualifications and experience of the Respondent and any or all subcontractors will be considered in the State's evaluation. The

Respondent must furnish information to the State as to the amount of the subcontract, the qualifications of the subcontractor for guaranteeing performance, and any other data that may be required by the State. All subcontracts held by the Respondent must be made available upon request for inspection and examination by appropriate State officials, and such relationships must meet with the approval of the State.

The Respondent must list any subcontractor's name, address, and the state in which formed that are proposed to be used in providing the required products and/or services. The subcontractor's responsibilities under the proposal, anticipated dollar amount for subcontract, form of organization, and an indication from the subcontractor of a willingness to carry out these responsibilities are to be included for each subcontractor. This assurance in no way relieves the Respondent of any responsibilities in responding to this RFS or in completing the commitments documented in the proposal. The Respondent must indicate which, if any, subcontractors qualify as a Minority Business Enterprises or Women's Business Enterprises under IC 4-13-16.5-1. See Section 1.21 and Attachment A for Minority and Women's Business Enterprises information. Please enter your response below and indicate if any attachments are included.

N/A

2.3.10 Evidence of Financial Responsibility – Not Applicable

2.3.11 General Information - Each Respondent must enter your company's general information including contact information.

Business Information	
Legal Name of Company	Integrated Technology Resources, Inc.
Contact Name	William Derrer
Contact Title	President / Owner
Contact E-mail Address	bderrer@integratedtr.com
Company Mailing Address	2445 Directors Row, Suite J
Company City, State, Zip	Indianapolis, IN 46241
Company Telephone Number	317-757-5432
Company Fax Number	
Company Website Address	www.integratedtr.com
Federal Tax Identification Number (FTIN)	46-4076495
Number of Employees (company)	8
Years of Experience	30
Number of U.S. Offices	1
Year Indiana Office Established (if applicable)	8
Parent Company (if applicable)	
Revenues (\$MM, previous year)	955,852.62
Revenues (\$MM, 2 years prior)	633,080.00
% Of Revenue from Indiana customers	100%

- a. Does your Company have a formal disaster recovery plan? Please provide a yes/no response. If no, please provide an explanation of any alternative solution your company has to offer. If yes, please note and include as an attachment.

No – Full backups of all data moved off site daily.

- b. What is your company's technology and process for securing any State information that is maintained within your company?

Protected server

2.3.12 Experience Serving State Governments - Please provide a brief description of your company's experience in serving state governments and/or quasi-governmental accounts.

None

2.3.13 Experience Serving Similar Clients - Please describe your company's experience in serving customers of a similar size to the State with similar scope. Please provide specific clients and detailed examples.

Worked with the US government on similar project in 1997

2.3.14 Indiana Preferences – Not Applicable

2.3.15 Payment – Not Applicable