

EXHIBIT A-2 – CONTRACTOR’S PROFILE & REFERENCES

Competitive Solicitation:	RFP No. 24-06 issued May 1, 2024
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CONTRACTOR’S INFORMATION PROFILE	
Contractor:	<u>LaSai Technologies, LLC. (DBA Digitech Labs)</u> Type/print full legal name of Contractor
Contractor’s Address:	<u>LaSai Technologies, LLC. (DBA Digitech Labs)</u> Business Name <u>4170, 148th Avenue NE</u> Address <u>Redmond, WA 98052</u> City, State, Zip Code
Contractor’s Unified Business Identifier Number (UBI): Note: A nine digit UBI number is assigned to each registered business in Washington.	UBI No. <u>604 080 020</u>
Contractor’s Taxpayer Identification Number (TIN): Note: Your TIN will be either a number issued by the IRS (e.g., Employer Identification Number, Federal Tax Identification Number) or a number issued by the Social Security Administration (i.e., your Social Security Number). Do Not provide a Social Security Number.	<u>82-0595773</u>
Is your firm certified as a minority- or woman-owned business with the Washington State Office of Minority and Women’s Business Enterprises (OMWBE)?	Yes <input checked="" type="checkbox"/> No <input type="checkbox"/> If yes, provide Contractor’s MWBE certification no.: <u>20590072</u>

<p>Is your firm a self-certified Washington State Small Business?</p> <p>Note: See Exhibit A-1 – Contractor’s Certification for criteria to qualify as a Washington State Small Business.</p> <p>Note: Regardless of size, a qualifying business must be owned and operated independently from all other businesses. In regard to size, the gross revenue thresholds, as reported on Contractor’s tax returns, are as follows:</p> <ul style="list-style-type: none"> <input type="checkbox"/> Microbusiness: Annual gross revenue of less than \$1,000,000 <input type="checkbox"/> Minibusiness: Annual gross revenue of more than \$1,000,000, but less than \$3,000,000 <input type="checkbox"/> Small Business: Annual gross revenue of less than \$7,000,000 over each of the three prior consecutive years. 	<p>Yes <input checked="" type="checkbox"/> No <input type="checkbox"/></p> <p>If yes, provide the location for Contractor’s principal place of business:</p> <p><u>4170, 148th Avenue NE</u> <small>Street Address</small></p> <p><u>Redmond, WA 98052</u> <small>City, State, Zip Code</small></p> <p>If yes, what is your business size (based on annual gross revenue)?</p> <p>Microbusiness <input type="checkbox"/></p> <p>Minibusiness <input type="checkbox"/></p> <p>Small Business <input checked="" type="checkbox"/></p>
<p>Is your firm certified as a Veteran-Owned Business with the Washington State Department of Veteran Affairs?</p> <p>Note: See Exhibit A-1 – Contractor’s Certification for criteria to qualify as a Certified Veteran-Owned Business.</p>	<p>Yes <input type="checkbox"/> No <input checked="" type="checkbox"/></p> <p>If yes, provide Contractor’s WDVA certification no.: <u>N.A.</u></p>
<p>CONTRACTOR’S PRIMARY POINTS OF CONTACT:</p>	<p>Authorized Representative: Name: <u>Ramachandra Balakrishnan</u> Email: balan@digitechlabs.com Phone: <u>425-4068489</u></p> <p>Contract Administrator: Name: <u>Mahidhar Reddy</u> Email: mahidhar@digitechlabs.com Phone: <u>425-4068489</u></p>

REFERENCES

Provide at least three (3) references for Contractor including company name, contact name, title, phone number, email address, and a description of the work engagement upon which the reference is based.

CONTRACTOR REFERENCES	
Company Name: Colliers Engineering & Design Contact Name: Oscar Pardo Title: Phone: 305-938-9066 Email: oscar.pardo@colliersengineering.com	Description of Work Engagement: Collier's has a long-term acquisition strategy. ProArch proposed a two-phase migration for Colliers Engineering & Design, which involved consolidating Active Directory and migrating Office 365 data after the acquisition of several businesses. ProArch continues to assist Collier's in their acquisition strategic and tactical tasks. More details on Page 13-14 of our Management Proposal document.
Company Name: NBT Bank Contact Name: Robert Hill Title: Phone: 607-337-6804 Email: RHill@NBTBCI.COM	Description of Work Engagement: O365 Tenant to Tenant Migration, VMware Horizon Deployment, O365 Hybrid Migration Support, Tenant Migration Support. More details are on Page 14 of our Management Proposal document.
Company Name: Worldwide Electric Corp Contact Name: Rod Mayette Title: CFO Phone: 585-641-6485 Email: RMayette@WorldWideElectric.net	Description of Work Engagement: IT Strategic Review, Worldwide system evaluation and Network Infrastructure Planning & Deployment, Azure Cloud Migration and Managed Services, Security Managed Services. Consulting, Solutions and Services. More details on page 14-15 of our Management Proposal document.
Company Name: Northwest University Contact Name: David Bazan Title: Director-IT Phone: 425-8895322 Email: David.bazan@northwestu.edu	Description of Work Engagement: This was a digital transition project involving assessment, design and transition of the University's student facing portal and connected databases to a futuristic cloud-based solution. We transitioned the project on time to SQL Azure from legacy databases including providing an open-source technologies-based solution to overcome a Power BI issue.
To provide a feel for the combined strengths of us and our proposed partner/sub-contractor, we have selected a combination of references from both the companies. The first 3 references are that of ProArch and the 4 th reference is that of Digitech Labs.	

SUBCONTRACTORS

Identify authorized subcontractors who will provide service on a contract resulting from this solicitation.

LEGAL NAME	SMALL, WOMEN OWNED, VETERAN OR OTHER DISADVANTAGED STATUS	POINT OF CONTACT NAME	PHONE NUMBER	EMAIL ADDRESS
Proarch IT Solutions, US Headquartered/London/India	None	Greg Dodge	315-424-7736	gregd@proarch.com
		Sairam Sista	+91-9866617302	ssista@proarch.com

Return this Contractor's Profile & References to the RFP Coordinator at: jim.webster@sos.wa.gov

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