

## **CITY OF GREENSBORO**

### **PROFESSIONAL SERVICES CONTRACT**

This contract made and entered into this the 3rd day of August 2015, by and between the City of Greensboro, a municipal corporation of the State of North Carolina (hereafter referred to as the City) and Brannon Technology, LLC (hereafter referred to as the Consultant).

#### **WITNESSETH:**

#### **Professional Services Rendered**

In consideration of the monetary payment hereinafter described in Attachment A, attached hereto and made a part hereof, the Consultant will provide services to develop databases, develop applications, conduct training, and deliver general consulting.

#### **Relationship**

The Parties in this contract agree that the Consultant is a professional corporation, and that the relationship created by this contract is that of employer and independent contractor. The Consultant is not an employee of the City of Greensboro, and is not entitled to the benefits provided by employer to its employees, including, but not limited to, group insurance and pension plan. The Consultant may practice his profession for others during those periods when the Consultant is not performing work under this contract for the City.

#### **Supervision and Inspection**

In the performance of the work contemplated in this agreement, the Consultant is an independent contractor with the authority to control and direct the performance of the details of the services that are the subject of this contract. However, the work contemplated in this agreement must meet the approval of the City and shall be subject to City's general rights of inspection and supervision to secure the satisfactory completion thereof.

#### **Specific Duties & Responsibilities**

The specific duties and responsibilities of the Consultant shall include but not be limited to the following:

- a) Develop new applications and maintain existing applications as well as databases that would feed into or from those applications.
- b) Help establish and maintain standards for application development and database development.
- c) Aid in planning for the future of applications, databases, and technology in regards to information for the future of the Water Resources Department.

- d) Operate under the auspices of the Water Resources Business Division to support that division's effort as well as the efforts of other divisions as specified by the Business Division.
- e) All services rendered should be completed within a reasonable interpretation of commonly accepted standards.
- f) Work schedule should mesh largely with the typical work schedule of the Water Resources Business Division
- g) Training and consulting services should be typically conducted on-site at designated City locations. Training may be one-on-one or in a small group setting.
- h) In some cases provide project management services.

### **Term**

The term of this Agreement shall end by December 31, 2018.

### **Compensation**

The City agrees to pay the Consultant an amount not to exceed \$480,000.00 over the period defined by the term. The Consultant will be paid as detailed in Attachment A, attached hereto and made a part hereof. Compensation shall not exceed \$160,000.00 for each respective year of the term. Payments on this contract are contingent upon sufficient appropriations being approved by City Council in succeeding fiscal years. Bills for fees or other compensation for Services or expenses shall be submitted to the City in detail sufficient for a proper preaudit and postaudit thereof. Consultant will complete project work within December 31, 2018.

### **Non-Appropriation Clause**

The automatic renewal clause shall not apply to this contract should the Greensboro City Council fail to appropriate funds for the additional term of the contract for the ensuing fiscal year. If this non appropriation occurs the contract shall become void.

### **Invoices**

#### **1. Submittal**

Invoices to the City for compensation shall be submitted not more often than monthly. Invoices will be based on 100% of the work completed during the preceding month.

#### **2. Receipts Required**

Where invoices are based in part on reimbursable expenses, the Consultant shall collect and maintain receipts for said expenses and shall make the receipts available to the City, if

requested. The requirement to retain receipts shall generally follow the established rules of the Federal Internal Revenue Service regarding what type of expenditure must be supported by receipts for income tax purposes.

### 3. Disputed Items

If any items in any invoices submitted by the Consultant are disputed by City for any reason, including the lack of supporting documentation, City shall temporarily delete the item(s) and shall promptly notify the Consultant of dispute and request clarification and/or remedial action. After the dispute has been settled, the Consultant shall include the disputed item on a subsequent regularly scheduled invoice or on a special invoice for the disputed item only. The undisputed portion of the invoices shall, however, be paid within the normal 30-day period.

### **Payment of Taxes and Insurance**

The Consultant assumes full responsibility for the payment of all assessments, payroll taxes, or contributions, whether State or Federal, as to all employees engaged in the performance of work under this contract. In addition, the Consultant agrees to pay any and all gross receipts, compensation, transaction, sales, use, or other taxes and assessments of whatever nature and kind levied or assessed as a consequence of the work performed or on the compensation paid under this contract.

### **Insurance**

During the performance of the services under this Agreement, the Consultant shall maintain the following insurance:

1. General Liability Insurance, including but not limited to coverage for all premises and non-premises operations, independent contractors, broad form property damage coverage, including explosion, collapse and underground property damage hazards, personal injury liability protection including coverage relating to employment of persons, contractual liability protection, and products and completed operations coverage. This insurance shall provide bodily injury limits of not less than \$1,000,000 for each occurrence and not less than \$2,000,000 in the aggregate, and with property damage limits of not less than \$500,000 for each occurrence and not less than \$500,000 in the aggregate. The General Liability Insurance shall name the City of Greensboro as an additional insured, and the insurance shall be primary and non-contributory to any other insurance that may be available to the City.
2. Professional Liability Insurance with limits of not less than \$1,000,000 for each occurrence and not less than \$2,000,000 in the aggregate. This Professional Liability Insurance shall provide coverage for the claims concerning the Contractor's errors and omissions for the scope of services provided to the City under this Agreement, including but not limited to, claims concerning the

preparing, approving or failing to prepare or approve maps, shop drawings, opinions, reports, surveys, field orders, change orders, or drawings and specifications, and claims relating to supervisory, inspection, architectural or engineering activities.

3. Automobile Liability Insurance, covering owned, non-owned, hired vehicles and trailers using in connection with this project. This insurance shall provide bodily injury and property damages limits of not less than \$1,000,000 combined single limit/aggregate.
4. Worker's Compensation Insurance in accordance with statutory requirements and Employer's Liability Insurance with limits of not less than \$100,000 for each occurrence. In case any work is sublet under this Agreement, the Consultant shall require the subcontractor similarly to provide Worker's Compensation and Employer's Liability Insurance for all of the subcontractor's employees to be engaged in such work. This Agreement shall be void and of no effect unless the Consultant shall secure and keep in effect during the term of this Agreement the Consultant's compliance with the provisions of the Worker's Compensation laws of the State of North Carolina.

Consultant shall furnish certificates of insurance and a copy of the insurance policies for all of the insurance coverages described herein within ten (10) days after this Agreement is ratified and certified copies of any amendments and/or renewals to the policies which occur thereafter. At least thirty (30) days written notice shall be given to the City prior to any cancellation, modification or non-renewal of any insurance required under this Agreement.

### **Amendments**

Alterations, deletions, and/or additions to the terms and conditions of this contract may only be made by the mutual written consent of the parties.

### **Conflict of Interest**

No officer, employee or agent of the City, and no sub-grantee or sub-recipient of any federal or state funds from the City shall participate in the selection or in the award or administration of a contract supported by federal, state, or City funds if a conflict of interest, real or apparent, would be involved. Such a conflict of interest would arise when any of the following persons or entities has a financial or other interest in the firm selected for the award:

- (i) The employee, officer, agent;
- (ii) Any member of his immediate family;
- (iii) His or her partner; or
- (iv) An organization which employs, or is about to employ, anyone listed in (i) through (iii) above.

The grantee's or sub-grantee's officers, employees or agents will not solicit or accept gratuities, favors or anything of monetary value from contractors, potential contractors, or parties to sub-agreements except as may be allowed in the City's Gift Policy, B-20.

The Definitions for the terms Officer, Employee and Agent as used in this Section are as follows:

- a. **Officer** - An individual who is elected to or appointed to serve or represent the City of Greensboro, other than an employee or independent contractor of the City.
- b. **Employee** - Those individuals who are employed at will by the City of Greensboro for remuneration, whether full time or part time, benefited or non-benefited, and are charged with implementing City policies and City Council goals and objectives.
- c. **Agent** - Those individuals or companies who are authorized to act on behalf of the City and who provide services or products, whether contractual or not.

### **Termination for Convenience**

The City, in its sole discretion, may terminate this Agreement in whole or in part whenever the City determines that said termination is in its best interest. Any such termination shall be effected by the delivery to the Consultant of a written notice of termination thirty (30) days before the effective date of the termination.

### **Failure to Comply With Terms of Contract**

Should the Consultant fail to comply with the terms of this contract, the Consultant, upon actual or constructive notice of the default shall have thirty (30) days to remedy the default. Should the Consultant fail to remedy the default, the contract is terminated immediately upon the expiration of the thirty (30) days.

### **Rights**

City retains the exclusive rights to cancel, stop or re-schedule any or all services associated with the Contract.

### **Non-Discrimination Requirements**

As a condition of entering into this agreement, the company represents and warrants that it will comply with the City's Commercial Nondiscrimination Policy. As part of such compliance, the company shall not discriminate on the basis of race, color, religion, ancestry or national origin, sex, age, marital status, sexual orientation, or on the basis of disability or other unlawful forms of discrimination in the solicitation, selection, hiring or commercial treatment of Subcontractors, vendors, suppliers, or commercial customers, nor shall the company retaliate against any person for reporting instances of such discrimination. The company shall provide equal opportunity for Subcontractors, vendors and suppliers to participate in all of its public sector and private sector subcontracting and supply opportunities, provided that nothing contained in this clause shall prohibit or limit otherwise lawful efforts to remedy the effects of marketplace discrimination that have occurred or are occurring in the City's Relevant Marketplace. The company understands

and agrees that a material violation of this clause shall be considered a material breach of this agreement and may result in termination of this agreement, disqualification of the company from participating in City contracts, or other sanctions. This clause is not enforceable by or for the benefit of, and creates no obligation to, any third party.

### **Compliance With Applicable Law**

Any term or condition of the Contract which by operation or existence is in conflict with applicable Local, State, or Federal Law shall be rendered void and inoperative. City and the Consultant agree to accept the remaining terms and conditions.

### **Indemnification**

The Consultant does hereby agree to indemnify and save harmless the City of Greensboro, its officers, agents and employees against all claims, actions, lawsuits and demands, including reasonable attorney fees, made by anyone for any damages, loss or injury of any kind, including environmental, which may arise while the Consultant is performing, or as a result of, work pursuant to this Agreement.

### **Severance**

Should any part of this contract be declared unenforceable, all remaining sections remain in force.

### **Non-Assignment**

The Consultant without the written approval of the City shall not assign this contract.

### **Governing Law**

This Agreement is made under, and in all respects shall be interpreted, construed, and governed by and in accordance with, the laws of the State of North Carolina. Venue for any legal action resulting from this Agreement shall lie in Guilford County.

### **Scope of Agreement**

This Agreement is intended by the parties hereto to be the final expression of their Agreement, and it constitutes the full and entire understanding between the parties with respect to the subject hereof, notwithstanding any representations, statements, or agreements to the contrary heretofore made.

### **Confidentiality**

The Recipient will not disclose to any third party, or make any use of the Discloser's Confidential Information except as required by the North Carolina Public Records Act. The

Recipient will use at least the same standard of care to maintain the confidentiality of the Discloser's Confidential Information that it uses to maintain the confidentiality of its own Confidential Information, but in no event less than reasonable care. The obligations hereunder will remain in full force with respect to each item of Confidential Information for a period of ten (10) years after Recipient's receipt of that item. However, The City's obligations to maintain software as confidential will survive in perpetuity. "Discloser" means the party providing Confidential Information to the Recipient. "Recipient" means the party receiving Confidential Information from the Discloser. "Confidential Information" means non-public information of a party to this Agreement that is identified as or would be reasonably understood to be confidential and/or proprietary and is marked "confidential" and meets the requirements of North Carolina General Statutes 132-1.2. Confidential Information does not include information that: (i) is or becomes known to the public without fault or breach of the Recipient; (ii) the Discloser regularly discloses to third parties without restriction on disclosure; (iii) the Recipient obtains from a third party without restriction on disclosure and without breach of a non-disclosure obligation; or (iv) is independently developed by the Recipient without access to Confidential Information.

Pursuant to the North Carolina Public Records Act, trade secrets or confidential information as defined by the North Carolina Public Records Act that are identified as such prior to disclosure to the Recipient is not public information and will not be released to the public by the Recipient except as set out below. Recipient will notify Discloser of any public records request, and if Discloser objects to Recipient disclosing any of the records responsive to the request, Discloser will notify the Recipient in writing within forty-eight (48) hours. If so notified, Recipient will not disclose the records until ordered to do so by a court of competent jurisdiction, and Discloser will enter an appearance as a party in-interest and defend Recipient in any claim, suit, mediation, litigation, or arbitration proceeding concerning the release of the records to which Discloser objected. Discloser will indemnify, save harmless, and pay any and all attorney's fees incurred by Recipient, and any attorney's fees Recipient is ordered to pay to any person(s) or organization(s) as a result of Discloser's objection to the release of the public records. Discloser will also indemnify, save harmless, and pay any and all claims for damages, court costs, or other fees Recipient incurs as a result of Discloser's objection to the release of the records requested pursuant to the North Carolina Public Records Act.

### **E-Verify**

The Consultant certifies that it currently complies with the requirements of Article 2 of Chapter 64 of the North Carolina General Statutes, and that at all times during the term of this Agreement, it will continue to comply with these requirements. The Consultant also certifies that it will require that all of its subcontractors that perform any work pursuant to this Agreement to comply with the requirements of Article 2 of Chapter 64 of the North Carolina General Statutes. The terms "Contractor", "Sub-Contractor" and "comply" shall have the same meanings intended by Chapter 160A Section 20.1(b) of the North Carolina General Statutes. Violation of this section shall be deemed a material breach of this Agreement.

ATTACHMENT A FOLLOWS





4720 Pennoak Road  
Greensboro, NC 27407  
336.337-9551  
[mbrannon@brannontechnology.com](mailto:mbrannon@brannontechnology.com)

June 12, 2015

Terrell Brown, Lead System Administrator  
City of Greensboro Water Resources Department  
Business Division  
J. Edward Kitchen Operations Center  
2602 South Elm-Eugene Street  
Greensboro, NC 27406

Mr. Brown:

Please find attached my response to your department's Request for Proposal, along with Form A and Form C of your M/WBE plan which indicates our willingness to comply with the City of Greensboro Standard Terms and Conditions as specified in the Special Instructions attached to your RFP. ("Attachment A")

Brannon Technology is a limited liability corporation (LLC) registered with the State of North Carolina in August of 2008, and licensed with the City of Greensboro since September of 2008.

I am confident that Brannon Technology can meet your stated needs for technology consulting and development work. I look forward to meeting with you at your convenience to discuss this proposal in more length.

Thank you for your consideration.

Sincerely,



Mike Brannon  
President and Lead Developer, Brannon Technology LLC

**If the contract/project's M/WBE participation requirements are not achieved, the bidder/participant shall provide the following documentation of Good Faith Efforts to the City.**

[illegible]

(Submit additional Pages, if necessary)

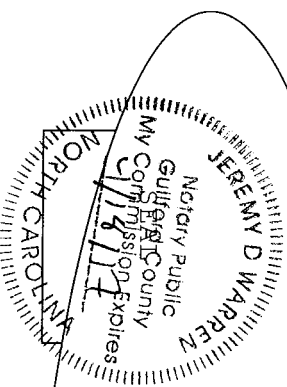
Pursuant to "Special Instructions to Bidders Regarding Compliance with the City of Greensboro Minority and Women Business Enterprise (MWBE) Program Policies", the Bidder certifies that the above Minority/Women-owned Business Enterprise(s) was (were) contacted in good faith.

~~The undersigned~~ hereby certifies that he or she has read the terms of this certification and is authorized to bind the Bidder in accordance herewith.

Authorized Officer: MICHAEL BRANNON  
PRESIDENT/CEO

9214062

June 20 15  
Facil 18, 2017



## Listing of Good Faith Efforts – Subcontracting &amp; Supplies

MBE	WBE	Company Name	Email Address or Fax Number for Initial Contact	Date of Initial Contact	Service/ Material/ Supplies to be Provided	Date of Follow Up Telephone Contact	Phone Number	Person Contacted	Results
	X	Bellomy Research, Inc.	lsessions@bellomyresearch.com	6/8/2015	Microsoft Access VBA/SQL	6/10/2015	(336)721-1140	Sessions, Lora	Left voicemail, did not receive return phone call
	X	BEM Interactive	malinda@beminteractive.com	6/9/2015	Microsoft Access VBA/SQL	6/10/2015	(336)851-0040	Pengeilly, Malinda	Left voicemail, did not receive return phone call
X		C2 Contractors	Ursula@c2contractorsllc.com	6/10/2015	Microsoft Access VBA/SQL	6/11/2015	(336)379-8806	Williams, Ursula	Talked with Ursula Williams, resent email 6/11 at 10 AM, did not receive further correspondence
	X	COBB EZEKIEL LOY & COMPANY, P.A.	allyson@cel-cpa.com	6/11/2015	Microsoft Access VBA/SQL	6/12/2015	(336)227-1495	Ezekial, Susan	Talked with Susan Ezekial, her firm did not have the interest or the technical expertise, declined to bid.
	X	DataMasters	dwhite@datamasters.com	6/12/2015	Microsoft Access VBA/SQL	6/13/2015	(336)373-1461	White, Dana	Left voicemail, did not receive return phone call
	X	DocuScan	DocuScanws@aol.com	6/13/2015	Microsoft Access VBA/SQL	6/14/2015	336-301-3969	Pitman, Marty	Left voicemail, did not receive return phone call
	X	Ken-Nect Communications	pam@kennect.us	6/14/2015	Microsoft Access VBA/SQL	6/15/2015	(336)760-5512	Neuffer, Pam	Left voicemail, did not receive return phone call
	X	Kilpatrick Design	info@kilpatrickdesign.com	6/15/2015	Microsoft Access VBA/SQL	6/16/2015	336-760-8642	Kilpatrick, Megan	Left voicemail, received return phone call from Megan Kilpatrick 10 AM, declined to bid.
	X	NuAri Solutions LLC	nuarisolutions@gmail.com	6/16/2015	Microsoft Access VBA/SQL	6/17/2015	(336)510-1418	McConnell, Valerie	Left voicemail, did not receive return phone call
	X	PVA, Inc.	anita@pvaglobal.com	6/17/2015	Microsoft Access VBA/SQL	6/18/2015	(336)848-9753	Clay, Anita	Talked with Anita Clay, resent email 6/11 at 10 AM, did not receive further correspondence
	X	STA Technologies, LLC.	staysc@statechologies.com	6/18/2015	Microsoft Access VBA/SQL	6/19/2015	(336)617-7298	Ayscuse, Shana	Left voicemail, did not receive return phone call
	X	Triad Reporting & Typing Services	Pyramid383@aol.com	6/19/2015	Microsoft Access VBA/SQL	6/20/2015	(336)282-0915	Decker, Judith	Left voicemail, did not receive return phone call
	X	TTCA, LLC	ffarner@ttcdsupport.com	6/20/2015	Microsoft Access VBA/SQL	6/21/2015	(336)273-8889	Carter, Freddie	Left voicemail, did not receive return phone call
	X	NWN Corporation	asweatland@nwnit.com	6/21/2015	Microsoft Access VBA/SQL	6/22/2015	(336)217-1356	Sweatland, Angie	Talked with Angie Sweatland, her firm did not have the interest or the technical expertise, declined to bid.
X		QST, Inc	wkflaming@qst-inc.com	6/22/2015	Microsoft Access VBA/SQL	6/23/2015	(336)284-2144	Fleming, Warren	Left voicemail, did not receive return phone call
	X	Tesken Incorporated	debby@tesken.com	6/23/2015	Microsoft Access VBA/SQL	6/24/2015	(800)440-5948	Bahrani, Deborah	Left voicemail, did not receive return phone call

FORM C – Subcontractor Utilization Commitment Contract Name: \_\_\_\_\_ Page \_\_\_\_ of \_\_\_\_

Name of Prime Contractor: Brannon Technology Project Name: COG WRD Technology Consulting Service

The Bidder/Participant must indicate all subcontracts (M/WBE &amp; NON-M/WBE) it intends to utilize as follows:

MBE	WBE	NON M/WBE	Subcontractor Name & County**	Nature of Work to be Performed	% Utilization
<b>**Only M/WBE firms that are certified by the North Carolina Department of Administration or the North Carolina Department of Transportation and have a significant business presence within the Greensboro MSA (Guilford, Randolph, Rockingham, Forsyth, Stokes, Davie, Yadkin, Davidson, Alamance and Surry Counties) will be counted towards the M/WBE goal(s).</b>				<b>Total NON-M/WBE Utilization Commitment</b>	0%
				<b>Total MBE Utilization Commitment</b>	0%
				<b>Total WBE Utilization Commitment</b>	0%

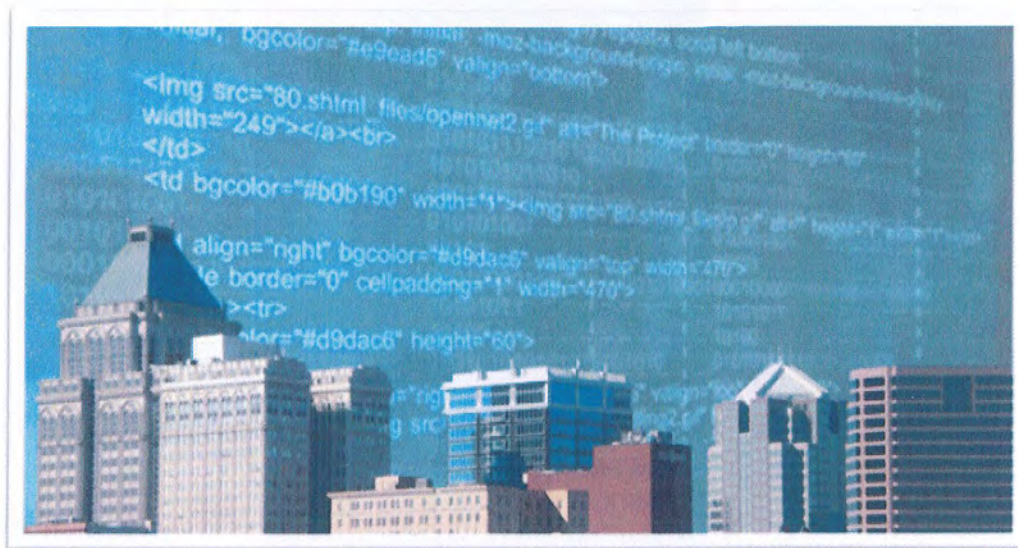
(Submit Additional pages, if necessary)

Signature and title of authorized official of the company and the date must be properly executed or this document will be deemed nonresponsive.

The undersigned hereby certifies that he or she has read the terms of this certification and is authorized to bind the Bidder in accordance herewith.

Date: 6/12/2015 Name of Authorized Officer: MICHAEL BRANNON  
 Signature: [Signature] Title: PRESIDENT/CFO  
 State of North Carolina County of Guilford  
 Notary Public Jeremy D. Warren My commission expires: April 18, 2017

JEREMY D WARREN  
 Notary Public  
 Guilford County  
 My Commission Expires  
 4/18/17  
 NORTH CAROLINA



**PROPOSAL FOR TECHNOLOGY CONSULTING SERVICES  
FOR THE CITY OF GREENSBORO WATER RESOURCES DEPARTMENT**

In response to the Request for Proposal (RFP) for  
Technology Consulting Services - June 2015

Presented by Mike Brannon, Lead Developer  
Brannon Technology

June 12, 2015





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## **Introduction**

Brannon Technology is a limited liability corporation (LLC), registered with the State of North Carolina in August of 2008, with over ten years working hands-on with municipalities and public works departments. We offer comprehensive training and consulting and hands-on application and database development using certified Microsoft .NET professionals. We specialize in building ASP.NET and Windows front-end platforms with back-end SQL Server data management and administration. We have a wide range of experience in creating customized solutions for enterprise-wide systems, including Great Plains, CRM, iMIS, SCADA, enQuesta, Datastream/EAM and Lawson, and have created comprehensive reports using Cognos, Crystal Reports and SQL Server Reporting Services. In addition, we are Microsoft-certified in all of the Office products, with specific VBA development examples in Word, Excel and Access.

In short – we believe that Brannon Technology can provide “one-stop shopping” for all your training, consultant and development needs.

## **Deliverables**

- Documented .NET source code
- Visio database diagrams (on request)
- Scope of work documentation (in Word or Adobe PDF format)
- Monthly annotated reports detailing work performed (in Word or Adobe PDF format)

Additional deliverables upon request.



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## **Database Development**

Brannon Technology has considerable experience working within a Microsoft SQL Server environment, from building views, stored procedures, user-defined functions and triggers, to crafting complex DTS and SQL XML import and export packages, to database normalization and analysis packages, to SSRS/Crystal report design, to administrative functionality.

Practical examples include:

- Created SSRS report packages for multiple applications, including implementing data-driven report subscriptions and automated processes; direct experience in coding against SQL Report Server database tables, as well as local and server report rendering.
- Worked with a project team to define structures and bridges using DTS and SSIS packages between data stores in SQL Server, Oracle and Microsoft Access and Excel; extensive experience with back-end data access and manipulation in multiple enterprise-wide solutions: enQuesta, Datastream/EAM, Lawson, Firehouse, COG Planning and Leasing, SCADA, ArcGIS SDE, iMIS, Great Plains, and CRM.
- Fifteen years of experience administering SQL Server – defining database users and roles; assigning permissions; creating triggers and UDFs; monitoring overall system performance; defining and scheduling SQL Agent jobs, alerts and operators; building linked servers for SQL, Oracle, Firebird, and other RDBMS systems.

## **Application Development**

Brannon Technology has over 20 years of experience at application development for Office, Web and Windows using Microsoft tools and services, with a special focus on .NET programming in C# and VB.NET. We specialize in migrating and converting Access and Excel front-end applications with emphasis on implementing VBA functionality.

Practical examples include:

- Assisted in the automation of a series of mandatory state reports for water supply, transforming a two-week multi-person effort into a single-user five-minute button click.
- Created custom ASP.NET interface for water reclamation industrial pretreatment and monitoring program from the ground up, with customizable parameter selection and incorporation of monthly flow to set calculated allocation limits; import of all data points and starting samples into a highly normalized data structure from flat-file Excel spreadsheet formats; data reporting via SSRS and custom Excel VBA reporting, with integrated SQL security roles defining application functionality and access.
- Built custom web applications on top of an existing iMIS data structure for registering and tracking conference presentations, for detailing mental health provider coverage and facility inspections, and for web store product integration.



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## **Training and Consulting**

Brannon Technology has always specialized in working one-on-one with our clients to help them realize their full IT potential. We strongly believe in a **process-driven development system**, where employee feedback and internal process review dictate the path of application development rather than vice-versa. We believe that the best path forward is to help raise the technical skill level of your existing employees, rather than forcing you to rely exclusively on outsourcing for your IT needs.

In addition, we have certified technical trainers on-staff who have taught hundreds of hands-on and interactive classes, from single desk-side student training, to classes of 50 or more in small auditoriums. We have designed custom classroom curricula, and have also worked with training materials from Microsoft, Learning Tree and Apress.

Practical examples include:

- Taught ASP.NET to ten IT professionals from a municipal water supply system, some with far-ranging experience in object-oriented programming, and others with no hands-on programming skills.
- Worked side-by-side with staff to help them move their data structure from Excel and Access into SQL Server. In one example, directly assisted and consulted on a project that moved a water supply operations database into a fully-normalized structure, with integrated lab functionality and state reporting.
- Worked one-on-one with clients from across the state on Great Plains and iMIS customization, from a high-end chain of jewelry stores, to a wood-paneling manufacturing plant, to a non-profit insurance auditing corporation, to a Fortune 500 sales firm.

### **Scope of Services**

- Build new Intranet applications using web forms and MVC with ASP.NET 4+ and C#/VB.NET, along with available extensible tools – Ajax toolkit, jQuery, Bootstrap, and Kendo UI; provide support, maintenance and enhancements for existing intranet applications built in ASP.NET 2.0+ and VB.NET.
- Build new Windows applications and services using MVC, Windows Forms and WPF with C#/VB.NET; provide support for the same.
- System and server administration as required and directed: IIS, SQL Server, Windows Server with Active Directory; assistance with other system administration (e.g. SharePoint, EAM, Training Manager, Firebird RDBMS, SCADA) on an as-needed basis.
- Work with existing staff to convert existing Access Data Project and Excel spreadsheet-based database solutions into Access ACCDB solutions using ODBC linked tables – changing references ADO to DAO, T-SQL to Access SQL, resolving data concurrency issues – with the eventual goal of creating normalized data structures that will more easily enable future conversion efforts to move the Department away from the Access/Excel structure entirely.
- Work within a SQL Server environment to build and maintain triggers, views, stored procedures and user-defined functions; create data transfer tools in SSIS and T-SQL to move and convert data between systems; define systems for adding and removing database users, implementing role-based security and securing sensitive data.
- Build new reports in Microsoft Access and SQL Server Reporting Services on request and as part of general web/windows application development; integrate reports with subscription, data-driven query model to send periodic updates, announcements and reminders. Also be available to build or assist in building reports in IBM Cognos, Crystal, Proficy and Dream Report.
- Offer consulting services for implementing future development strategies and defining standards for application and database development.
- Offer on-site training services for Departmental staff, developing or recommending courseware and presentation materials as requested.
- Provide general departmental technical support within the reasonable scope of our available skill set and authorized security access to city systems.

### **Key Personnel**

All proposed work will be performed by our lead developer and consultant, Mike Brannon, or by his designated employees.

Mr. Brannon is a certified Microsoft developer with over 25 years of experience in building Web, Windows and Microsoft Office applications. He has worked extensively with key data systems: Lawson, SDE, enQuesta, SCADA, Training Manager, and EAM, and has built over 30 Web and Windows application for municipal water systems.

In the event that any additional contractors may be needed, it will be in conjunction and cooperation with the City of Greensboro Water Resources Department, and with all M/WBE considerations.



**Development Platforms**

Microsoft Visual Studio 2008/2010/2012/2013  
SQL Server BIDS/SSDT-BI and Management Studio  
VBA in Microsoft Office 2007/2010/2013

**Source Code Control**

Visual SourceSafe  
Team Foundation Services  
Visual Studio Online

**Programming Languages**

.NET programming in VB.NET and C#  
Web programming in ASP.NET, jQuery, Bootstrap, Kendo UI, ASP.NET Ajax Toolkit  
Database programming in T-SQL and PL-SQL, LINQ-to-SQL, DTS/SSIS packages  
Misc. programming in VBA, VB6, ASP with VBScript, DOS, ADO, COM/DCOM/COM+

**System and Server Administration**

Windows Server 2003/2008/2012  
Microsoft IIS 6.0/7.0  
SQL Server 2005/2008/2012 with Integration and Reporting Services

**References**

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