

**Template C**  
**Vendor References**  
**Including Response Template**  
**Instructions for RFP Response**

**RFP #: 03410-128-14**

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# 1. Vendor’s References

**Instructions:** Include at least three (3) references from projects performed within the last five (5) years that demonstrate the Vendor’s ability to perform the Scope of Work described in the RFP and demonstrate the Vendor’s ability to meet the Minimum Mandatory Qualifications in Template A, Section 6.0.

*At least two (2) references must be included that verify that the Vendor’s team (either Prime or Sub) has proven experience in the implementation of a System requiring Interoperability via Web Services and an Enterprise Service Bus.*

Include project description, contract dates and contact information (customer points of contact, address, telephone number and email address). The Vendor must explain whether it performed the work as a prime contractor or subcontractor.

**Respondents are not to change any of the completed cells in the following tables. Any changes to the completed cells in the following tables could lead to the disqualification of a respondent.**

**Table 1 Reference 1**

VENDOR INFORMATION	
Vendor Name:	Vendor Contact/Name:
Project Dates:	Vendor Contact Phone:
CUSTOMER INFORMATION	
Customer Organization:	Customer Contact Name:
	Customer Phone:
Customer Address:	Customer Email:
	Customer Fax:
PROJECT INFORMATION	
Total Vendor Staff:	
Project Objectives:	
Project Description:	
If applicable, describe how this project demonstrates proven experience implementing a system requiring Interoperability via Web Services and an Enterprise Service Bus:	

Vendor's Involvement:			
Project Benefits:			
<b>KEY PERSONNEL</b>			
Name: (Add more rows as needed)		Role: (Add more rows as needed)	
Name: (Add more rows as needed)		Role: (Add more rows as needed)	
<b>PROJECT MEASUREMENTS:</b>			
Operating Budget of Organization:		# of Users:	
Estimated one-time costs:		Actual one-time costs:	
Reason(s) for Change in one-time cost:			
Original Value of Vendor's Contract:		Actual Total Contract Value:	
Reason(s) for Change in Value:			
Estimated Start & Completion Dates:			
	From:		To:
Actual Start & Completion Dates:			
	From:		To:
Reason(s) for Difference Between Estimated and Actual Dates:			
If the Vendor performed the work as a Subcontractor, the Vendor must describe the scope of subcontracted activities:			
Describe the project's billing and invoicing procedures and any special accommodations:			

**Table 2 Reference 2**

VENDOR INFORMATION	
Vendor Name:	Vendor Contact/Name:
Project Dates:	Vendor Contact Phone:
CUSTOMER INFORMATION	
Customer Organization:	Customer Contact Name:
	Customer Phone:
Customer Address:	Customer Email:
	Customer Fax:
PROJECT INFORMATION	
Total Vendor Staff:	
Project Objectives:	
Project Description:	
If applicable, describe how this project demonstrates proven experience implementing a system requiring Interoperability via Web Services and an Enterprise Service Bus:	
Vendor’s Involvement:	
Project Benefits:	
KEY PERSONNEL – INCLUDE PRIOR WORK EXPERIENCE	
Name: (Add more rows as needed)	Role: (Add more rows as needed)
Name: (Add more rows as needed)	Role: (Add more rows as needed)

PROJECT MEASUREMENTS:			
Operating Budget of Organization:		# of Users:	
Estimated one-time costs:		Actual one-time costs:	
Reason(s) for Change in one-time cost:			
Original Value of Vendor’s Contract:		Actual Total Contract Value:	
Reason(s) for Change in Value:			
Estimated Start & Completion Dates:		From:	To:
Actual Start & Completion Dates:		From:	To:
Reason(s) for Difference Between Estimated and Actual Dates:			
If applicable, describe how this project demonstrates proven experience implementing a system requiring Interoperability via Web Services and an Enterprise Service Bus:			
Describe the project’s billing and invoicing procedures and any special accommodations:			

**Table 3      Reference 3**

VENDOR INFORMATION	
Vendor Name:	Vendor Contact/Name:
Project Dates:	Vendor Contact Phone:
CUSTOMER INFORMATION	
Customer Organization:	Customer Contact Name:
	Customer Phone:
Customer Address:	Customer Email:
	Customer Fax:

PROJECT INFORMATION	
Total Vendor Staff:	
Project Objectives:	
Project Description:	
If applicable, describe how this project demonstrates proven experience implementing a system requiring Interoperability via Web Services and an Enterprise Service Bus:	
Vendor's Involvement:	
Project Benefits:	
KEY PERSONNEL – INCLUDE PRIOR WORK EXPERIENCE	
Name: (Add more rows as needed)	Role: (Add more rows as needed)
Name: (Add more rows as needed)	Role: (Add more rows as needed)
PROJECT MEASUREMENTS:	
Operating Budget of Organization:	# of Users:
Estimated one-time costs:	Actual one-time costs:
Reason(s) for Change in one-time cost:	
Original Value of Vendor's Contract:	Actual Total Contract Value:

Reason(s) for Change in Value:			
Estimated Start & Completion Dates:		From:	To:
Actual Start & Completion Dates:		From:	To:
Reason(s) for Difference Between Estimated and Actual Dates:			
If the Vendor performed the work as a Subcontractor, the Vendor must describe the scope of subcontracted activities:			
Describe the project's billing and invoicing procedures and any special accommodations:			

*Vendors may add additional Reference Tables as necessary.*

### 1.1 Subcontractor References (If applicable)

**Instructions:** If the Proposal includes the use of Subcontractor(s), provide three (3) references for each Subcontractor in Tables 4-6 below. If additional space is needed for multiple Subcontractors, copy Tables 4-6 onto additional pages.

**Respondents are not to change any of the completed cells in the following table. Any changes to the completed cells in the following table could lead to the disqualification of a respondent.**

**Table 4 Subcontractor Reference 1**

SUBCONTRACTOR INFORMATION	
Subcontractor Name:	Subcontractor Contact/Name:
Project Dates:	Subcontractor Contact Phone:
CUSTOMER INFORMATION	
Customer Organization:	Customer Contact Name:
	Customer Phone:
Customer Address:	Customer Email:
	Customer Fax:
PROJECT INFORMATION	
Project Objectives:	
Project Description	
If applicable, describe how this project demonstrates proven experience implementing a system requiring Interoperability via Web Services and an Enterprise Service Bus:	
Subcontractor's Involvement:	

Project Benefits:			
<b>KEY PERSONNEL</b>			
Name: (Add more rows as needed)		Role: (Add more rows as needed)	
Name: (Add more rows as needed)		Role: (Add more rows as needed)	
<b>PROJECT MEASUREMENTS:</b>			
Operating Budget of Organization:		# of Users:	
Estimated one-time costs:		Actual one-time costs:	
Reason(s) for Change in one-time cost:			
Original Value of Subcontractor's Contract:		Actual Total Contract Value:	
Reason(s) for Change in Value:			
Estimated Start & Completion Dates:		From:	To:
Actual Start & Completion Dates:		From:	To:
Reason(s) for Difference Between Estimated and Actual Dates:			

**Table 5 Subcontractor Reference 2**

<b>SUBCONTRACTOR INFORMATION</b>	
Subcontractor Name:	Subcontractor Contact/Name:
Project Dates:	Subcontractor Contact Phone:
<b>CUSTOMER INFORMATION</b>	
Customer Organization:	Customer Contact Name:
	Customer Phone:
Customer Address:	Customer Email:

	Customer Fax:
<b>PROJECT INFORMATION</b>	
Project Objectives:	
Project Description	
If applicable, describe how this project demonstrates proven experience implementing a system requiring Interoperability via Web Services and an Enterprise Service Bus:	
Subcontractor’s Involvement:	
Project Benefits:	
<b>KEY PERSONNEL</b>	
Name: (Add more rows as needed)	Role: (Add more rows as needed)
Name: (Add more rows as needed)	Role: (Add more rows as needed)
<b>PROJECT MEASUREMENTS:</b>	
Operating Budget of Organization:	# of Users:
Estimated one-time costs:	Actual one-time costs:
Reason(s) for Change in one-time cost:	
Original Value of Subcontractor’s Contract:	Actual Total Contract Value:

Reason(s) for Change in Value:			
Estimated Start & Completion Dates:		From:	To:
Actual Start & Completion Dates:		From:	To:
Reason(s) for Difference Between Estimated and Actual Dates:			

**Table 6 Subcontractor Reference 3**

<b>SUBCONTRACTOR INFORMATION</b>	
Subcontractor Name:	Subcontractor Contact/Name:
Project Dates:	Subcontractor Contact Phone:
<b>CUSTOMER INFORMATION</b>	
Customer Organization:	Customer Contact Name:
	Customer Phone:
Customer Address:	Customer Email:
	Customer Fax:
<b>PROJECT INFORMATION</b>	
Project Objectives:	
Project Description	
If applicable, describe how this project demonstrates proven experience implementing a system requiring Interoperability via Web Services and an Enterprise Service Bus:	
Subcontractor’s Involvement:	

Project Benefits:			
<b>KEY PERSONNEL</b>			
Name: (Add more rows as needed)		Role: (Add more rows as needed)	
Name: (Add more rows as needed)		Role: (Add more rows as needed)	
<b>PROJECT MEASUREMENTS:</b>			
Operating Budget of Organization:		# of Users:	
Estimated one-time costs:		Actual one-time costs:	
Reason(s) for Change in one-time cost:			
Original Value of Subcontractor's Contract:		Actual Total Contract Value:	
Reason(s) for Change in Value:			
Estimated Start & Completion Dates:		From:	To:
Actual Start & Completion Dates:		From:	To:
Reason(s) for Difference Between Estimated and Actual Dates:			