

State of New Jersey
New Jersey Department of
Management and Administration (4210)

P.O. Date: 8/20/2024

Release Purchase Order
T3121 Software Reseller Services

Blanket Order Number

20-TELE-01509:490

SHOW THIS NUMBER ON ALL
PACKAGES, INVOICES AND
SHIPPING PAPERS.

Agency Ref. # RT 136627

V E N D O R	Vendor Number: [REDACTED] York Telecom Corporation
	1350 Campus Parkway Suite 202 Wall, NJ 07753 rkane@yorktel.com 732-413-6000
	Vendor Alternate ID: [REDACTED]
	Remit Address: Maria Jensen 1350 Campus Parkway Wall, NJ 07753 US
	Email: accountsreceivable@yorktel.com Phone Number: (732)413-6000

S H I P T O	[REDACTED] 55 North Willow Street TRENTON , NJ 08608 US Email: [REDACTED] Phone: [REDACTED]
	[REDACTED] DOH M&A Accounting & Procurement Unit H & A Building, 7th Fl, PO BOX 360 Trenton, NJ 08625-0360 US Email: [REDACTED] Phone: [REDACTED]

INVOICES: Direct invoices in DUPLICATE to the address shown above. TERMS AND CONDITIONS set forth in our Bid or Quotation, on the reverse side hereof or incorporated herein by reference become a part of this

ATTN: [REDACTED]

Account Code: 21-100-S4HI- -133-2001-3410- - -3110	Payment Terms: Not Applicable Shipping Terms: F.O.B., Destination Freight Terms: Delivery Calendar Day(s) A.R.O.: 0																		
Solicitation (Bid) No.:																			
Item # 1 Class-Item 208-80 23-T3121-BER01. Design: Discovery, Design & Planning Sessions Completed. OEM Model: Beringer Design 1. Quote #: 177591																			
<table border="1"> <thead> <tr> <th>Quantity</th> <th>Unit Price</th> <th>UOM</th> <th>Discount %</th> <th>Total Discount</th> <th>Tax Rate</th> <th>Tax Amount</th> <th>Freight</th> <th>Total Cost</th> </tr> </thead> <tbody> <tr> <td>1.00</td> <td>\$ 9,807.80</td> <td>EA</td> <td>0.00 %</td> <td>\$ 0.00</td> <td></td> <td>\$ 0.00</td> <td>\$ 0.00</td> <td>\$ 9,807.80</td> </tr> </tbody> </table>		Quantity	Unit Price	UOM	Discount %	Total Discount	Tax Rate	Tax Amount	Freight	Total Cost	1.00	\$ 9,807.80	EA	0.00 %	\$ 0.00		\$ 0.00	\$ 0.00	\$ 9,807.80
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<table border="1"> <tr> <td>LN/FY/Account Code 1/25/21-100-S4HI- -133-2001-3410- - -3110</td> <td>Dollar Amount \$ 9,807.80</td> </tr> </table>		LN/FY/Account Code 1/25/21-100-S4HI- -133-2001-3410- - -3110	Dollar Amount \$ 9,807.80																
LN/FY/Account Code 1/25/21-100-S4HI- -133-2001-3410- - -3110	Dollar Amount \$ 9,807.80																		

Item # 2
Class-Item 208-80

23-T3121-BER01. Design: Design Document Completed. OEM Model: Beringer Design 2. Quote #: 177591,

Quantity	Unit Price	UOM	Discount %	Total Discount	Tax Rate	Tax Amount	Freight	Total Cost
1.00	\$ 8,775.40	EA	0.00 %	\$ 0.00		\$ 0.00	\$ 0.00	\$ 8,775.40

<u>LN/FY/Account Code</u>	<u>Dollar Amount</u>
2/25/21-100-S4HI- -133-2001-3410- - -3110	\$ 8,775.40

Item # 3
Class-Item 208-80

23-T3121-BER01. Build: Initial Power Pages Configuration for ePay Portal. OEM Model: Build 1. Quote #: 177591.

Quantity	Unit Price	UOM	Discount %	Total Discount	Tax Rate	Tax Amount	Freight	Total Cost
1.00	\$ 5,162.00	EA	0.00 %	\$ 0.00		\$ 0.00	\$ 0.00	\$ 5,162.00

<u>LN/FY/Account Code</u>	<u>Dollar Amount</u>
3/25/21-100-S4HI- -133-2001-3410- - -3110	\$ 5,162.00

Item # 4
Class-Item 208-80

23-T3121-BER01. Build: System Maintenance Message Functionality. OEM Model: Build 2. Quote #: 177591.

Quantity	Unit Price	UOM	Discount %	Total Discount	Tax Rate	Tax Amount	Freight	Total Cost
1.00	\$ 6,194.40	EA	0.00 %	\$ 0.00		\$ 0.00	\$ 0.00	\$ 6,194.40

<u>LN/FY/Account Code</u>	<u>Dollar Amount</u>
4/25/21-100-S4HI- -133-2001-3410- - -3110	\$ 6,194.40

Item # 5
Class-Item 208-80

23-T3121-BER01. Build: Manage Payment Link Page. OEM Model: Build 3. Quote #: 177591.

Quantity	Unit Price	UOM	Discount %	Total Discount	Tax Rate	Tax Amount	Freight	Total Cost
1.00	\$ 20,648.00	EA	0.00 %	\$ 0.00		\$ 0.00	\$ 0.00	\$ 20,648.00

<u>LN/FY/Account Code</u>	<u>Dollar Amount</u>
5/25/21-100-S4HI- -133-2001-3410- - -3110	\$ 20,648.00

Item # 6
Class-Item 208-80

23-T3121-BER01. Build: Refund Page. OEM Model: Build 4. Quote #: 177591.

Quantity	Unit Price	UOM	Discount %	Total Discount	Tax Rate	Tax Amount	Freight	Total Cost
1.00	\$ 21,680.40	EA	0.00 %	\$ 0.00		\$ 0.00	\$ 0.00	\$ 21,680.40

<u>LN/FY/Account Code</u>	<u>Dollar Amount</u>
6/25/21-100-S4HI- -133-2001-3410- - -3110	\$ 21,680.40

Item # 7
Class-Item 208-80

23-T3121-BER01. Build: Excel Report Templates. OEM Model: Build 5. Quote #: 177591.

Quantity	Unit Price	UOM	Discount %	Total Discount	Tax Rate	Tax Amount	Freight	Total Cost
1.00	\$ 6,452.50	EA	0.00 %	\$ 0.00		\$ 0.00	\$ 0.00	\$ 6,452.50

<u>LN/FY/Account Code</u>	<u>Dollar Amount</u>
7/25/21-100-S4HI- -133-2001-3410- - -3110	\$ 6,452.50

Item # 8
Class-Item 208-80

23-T3121-BER01. Build: Reports Page and Report Geneeration Flows. OEM Model: Build 6. Quote #: 177591.

Quantity	Unit Price	UOM	Discount %	Total Discount	Tax Rate	Tax Amount	Freight	Total Cost
1.00	\$ 14,453.60	EA	0.00 %	\$ 0.00		\$ 0.00	\$ 0.00	\$ 14,453.60

<u>LN/FY/Account Code</u>	<u>Dollar Amount</u>
8/25/21-100-S4HI- -133-2001-3410- - -3110	\$ 14,453.60

Item # 9
Class-Item 208-80

23-T3121-BER01. Build: EMail Templates. OEM Model: Build 7. Quote #: 177591.

Quantity	Unit Price	UOM	Discount %	Total Discount	Tax Rate	Tax Amount	Freight	Total Cost
1.00	\$ 8,775.40	EA	0.00 %	\$ 0.00		\$ 0.00	\$ 0.00	\$ 8,775.40

<u>LN/FY/Account Code</u>	<u>Dollar Amount</u>
9/25/21-100-S4HI- -133-2001-3410- - -3110	\$ 8,775.40

Item # 10
Class-Item 208-80

23-T3121-BER01. Build: Modify Existing Mobile Views. OEM Model: Build 8. Quote #: 177591.

Quantity	Unit Price	UOM	Discount %	Total Discount	Tax Rate	Tax Amount	Freight	Total Cost
1.00	\$ 11,098.30	EA	0.00 %	\$ 0.00		\$ 0.00	\$ 0.00	\$ 11,098.30

<u>LN/FY/Account Code</u>	<u>Dollar Amount</u>
10/25/21-100-S4HI- -133-2001-3410- - -3110	\$ 11,098.30

Item # 11
Class-Item 208-80

23-T3121-BER01. Build: Portal Navigation and Branding. OEM Model: Build 9. Quote #: 177591.

Quantity	Unit Price	UOM	Discount %	Total Discount	Tax Rate	Tax Amount	Freight	Total Cost
1.00	\$ 9,549.70	EA	0.00 %	\$ 0.00		\$ 0.00	\$ 0.00	\$ 9,549.70

<u>LN/FY/Account Code</u>	<u>Dollar Amount</u>
11/25/21-100-S4HI- -133-2001-3410- - -3110	\$ 9,549.70

Item # 12
Class-Item 208-80

23-T3121-BER01. Build: Flexible Development Hours. OEM Model: Build 10. Quote #: 177591.

Quantity	Unit Price	UOM	Discount %	Total Discount	Tax Rate	Tax Amount	Freight	Total Cost
1.00	\$ 14,969.80	EA	0.00 %	\$ 0.00		\$ 0.00	\$ 0.00	\$ 14,969.80

<u>LN/FY/Account Code</u>	<u>Dollar Amount</u>
12/25/21-100-S4HI- -133-2001-3410- - -3110	\$ 14,969.80

Item # 13
Class-Item 208-80

23-T3121-BER01. Migration Legacy Payment Data. OEM Model: Beringer Migration 1. Quote #: 177591.

Quantity	Unit Price	UOM	Discount %	Total Discount	Tax Rate	Tax Amount	Freight	Total Cost
1.00	\$ 10,840.20	EA	0.00 %	\$ 0.00		\$ 0.00	\$ 0.00	\$ 10,840.20

<u>LN/FY/Account Code</u>	<u>Dollar Amount</u>
13/25/21-100-S4HI- -133-2001-3410- - -3110	\$ 10,840.20

Item # 14
Class-Item 208-80

23-T3121-BER01. Validation: Initial Conference Room Pilot Session Completed. OEM Model: Validation 1. Quote #: 177591.

Quantity	Unit Price	UOM	Discount %	Total Discount	Tax Rate	Tax Amount	Freight	Total Cost
1.00	\$ 1,548.60	EA	0.00 %	\$ 0.00		\$ 0.00	\$ 0.00	\$ 1,548.60

<u>LN/FY/Account Code</u>	<u>Dollar Amount</u>
14/25/21-100-S4HI- -133-2001-3410- - -3110	\$ 1,548.60

Item # 15
Class-Item 208-80

23-T3121-BER01. Validation: Final Conference Room Pilot Session Complete. OEM Model: Validation 2. Quote #: 177591.

Quantity	Unit Price	UOM	Discount %	Total Discount	Tax Rate	Tax Amount	Freight	Total Cost
1.00	\$ 1,548.60	EA	0.00 %	\$ 0.00		\$ 0.00	\$ 0.00	\$ 1,548.60

<u>LN/FY/Account Code</u>	<u>Dollar Amount</u>
15/25/21-100-S4HI- -133-2001-3410- - -3110	\$ 1,548.60

Item # 16
Class-Item 208-80

23-T3121-BER01. Training: End User Training Documentation Completed. OEM Model: Training 1. Quote #: 177591.

Quantity	Unit Price	UOM	Discount %	Total Discount	Tax Rate	Tax Amount	Freight	Total Cost
1.00	\$ 2,581.00	EA	0.00 %	\$ 0.00		\$ 0.00	\$ 0.00	\$ 2,581.00

<u>LN/FY/Account Code</u>	<u>Dollar Amount</u>
16/25/21-100-S4HI- -133-2001-3410- - -3110	\$ 2,581.00

Item # 17
Class-Item 208-80

23-T3121-BER01. Training: End User and Admin Training Sessions for NJDOH Completed. OEM Model: Training 2. Quote #: 177591.

Quantity	Unit Price	UOM	Discount %	Total Discount	Tax Rate	Tax Amount	Freight	Total Cost
1.00	\$ 2,581.00	EA	0.00 %	\$ 0.00		\$ 0.00	\$ 0.00	\$ 2,581.00

<u>LN/FY/Account Code</u>	<u>Dollar Amount</u>
17/25/21-100-S4HI- -133-2001-3410- - -3110	\$ 2,581.00

Item # 18
Class-Item 208-80

23-T3121-BER01. Deployment: Deploy MDA and Power Pages Portal to Production. OEM Model: Deployment 1. Quote #: 177591.

Quantity	Unit Price	UOM	Discount %	Total Discount	Tax Rate	Tax Amount	Freight	Total Cost
1.00	\$ 2,322.90	EA	0.00 %	\$ 0.00		\$ 0.00	\$ 0.00	\$ 2,322.90

<u>LN/FY/Account Code</u>	<u>Dollar Amount</u>
18/25/21-100-S4HI- -133-2001-3410- - -3110	\$ 2,322.90

Item # 19
Class-Item 208-80

23-T3121-BER01. Deployment: Go-Live Support Provided. OEM Model: Deployment 2. Quote #: 177591.

Quantity	Unit Price	UOM	Discount %	Total Discount	Tax Rate	Tax Amount	Freight	Total Cost
1.00	\$ 10,324.00	EA	0.00 %	\$ 0.00		\$ 0.00	\$ 0.00	\$ 10,324.00

<u>LN/FY/Account Code</u>	<u>Dollar Amount</u>
19/25/21-100-S4HI- -133-2001-3410- - -3110	\$ 10,324.00

TAX: \$ 0.00
FREIGHT: \$ 0.00
TOTAL: \$ 169,313.60

APPROVED

By: XXXXXXXXXX

Phone#: XXXXXXXXXX

BUYER



Issued by: Yorktel Eastern Region
Yorktel Global Headquarters
1350 Campus Parkway, Suite 202, Wall, NJ 07753
Tel: (732) 413-6000 Fax: (732) 791-1502
Send POs to: contracts@yorktel.com

QUOTATION SUMMARY

CUSTOMER: NJ DEPARTMENT OF HEALTH

QUOTE#: 177591 **REV#:**

CONTACT: [REDACTED]

QUOTE SENT DATE: 08/07/2024

CITY/STATE/COUNTRY: Newark, NJ UNITED STATES

ACCT. MANAGER: LEANNE MOSELLE

TELEPHONE#: [REDACTED]

FAX#:

EMAIL: [REDACTED]

DESCRIPTION: NJ T3121 BERINGER FOR NJ DOH
TIER 3
CUSTOM AGREEMENT - 23-T3121-BER01
POP: TBD

CUSTOMER NOTE:

CONTRACT#: T3121 20-TELE-01509

FOR: T3121 BERINGER

SOFTWARE:

OEM MODEL	DESCRIPTION	YTC COST	MARKUP%	YTC SELL PRICE	QTY	EXT COST	EXT SELL
BERINGER DESIGN 1	DESIGN: DISCOVERY, DESIGN & PLANNING SESSIONS COMPLETED	\$9,500.00	3.24	\$9,807.80	1	\$9,500.00	\$9,807.80
BERINGER DESIGN 2	DESIGN: DESIGN DOCUMENT COMPLETED	\$8,500.00	3.24	\$8,775.40	1	\$8,500.00	\$8,775.40
BUILD 1.	BUILD: INITIAL POWER PAGES CONFIGURATION FOR EPAY PORTAL	\$5,000.00	3.24	\$5,162.00	1	\$5,000.00	\$5,162.00
BUILD 2.	BUILD: SYSTEM MAINTENANCE MESSAGE FUNCTIONALITY	\$6,000.00	3.24	\$6,194.40	1	\$6,000.00	\$6,194.40
BUILD 3.	BUILD: MANAGE PAYMENT LINK PAGE	\$20,000.00	3.24	\$20,648.00	1	\$20,000.00	\$20,648.00
BUILD 4.	BUILD: REFUND PAGE	\$21,000.00	3.24	\$21,680.40	1	\$21,000.00	\$21,680.40
BUILD 5.	BUILD: EXCEL REPORT TEMPLATES	\$6,250.00	3.24	\$6,452.50	1	\$6,250.00	\$6,452.50
BUILD 6.	BUILD: REPORTS PAGE AND REPORT GENERATION FLOWS	\$14,000.00	3.24	\$14,453.60	1	\$14,000.00	\$14,453.60
BUILD 7.	BUILD: EMAIL TEMPLATES	\$8,500.00	3.24	\$8,775.40	1	\$8,500.00	\$8,775.40
BUILD 8.	BUILD: MODIFY EXISTING MOBILE VIEWS	\$10,750.00	3.24	\$11,098.30	1	\$10,750.00	\$11,098.30
BUILD 9.	BUILD: PORTAL NAVIGATION AND BRANDING	\$9,250.00	3.24	\$9,549.70	1	\$9,250.00	\$9,549.70
BUILD 10.	BUILD: FLEXIBLE DEVELOPMENT HOURS	\$14,500.00	3.24	\$14,969.80	1	\$14,500.00	\$14,969.80
BERINGER MIGRATION 1	MIGRATION: LEGACY PAYMENT DATA	\$10,500.00	3.24	\$10,840.20	1	\$10,500.00	\$10,840.20
VALIDATION 1.	VALIDATION: INITIAL CONFERENCE ROOM PILOT SESSION COMPLETED	\$1,500.00	3.24	\$1,548.60	1	\$1,500.00	\$1,548.60
VALIDATION 2.	VALIDATION: FINAL CONFERENCE ROOM PILOT SESSION COMPLETE	\$1,500.00	3.24	\$1,548.60	1	\$1,500.00	\$1,548.60
TRAINING 1	TRAINING: END USER TRAINING DOCUMENTATION COMPLETED	\$2,500.00	3.24	\$2,581.00	1	\$2,500.00	\$2,581.00
TRAINING 2.	TRAINING: END USER AND ADMIN TRAINING SESSIONS FOR NJDOH COMPLETED	\$2,500.00	3.24	\$2,581.00	1	\$2,500.00	\$2,581.00
DEPLOYMENT 1.	DEPLOYMENT: DEPLOY MDA AND POWER PAGES PORTAL TO PRODUCTION	\$2,250.00	3.24	\$2,322.90	1	\$2,250.00	\$2,322.90
DEPLOYMENT 2.	DEPLOYMENT: GO-LIVE SUPPORT PROVIDED	\$10,000.00	3.24	\$10,324.00	1	\$10,000.00	\$10,324.00



Issued by: Yorktel Eastern Region
Yorktel Global Headquarters
1350 Campus Parkway, Suite 202, Wall, NJ 07753
Tel: (732) 413-6000 Fax: (732) 791-1502
Send POs to: contracts@yorktel.com

QUOTATION SUMMARY

FOR: T3121 BERINGER

TYPE TOTAL: \$169,313.60

SYSTEM TOTAL: \$169,313.60

TOTAL FOR QUOTE# 177591 : \$169,313.60

* **OPTION(S)** ---

NO OPTION SELECTED

[REDACTED]
Sent: Tuesday, August 6, 2024 7:18 AM
To: NJstart <njstart@yorktel.com>; NJGOV <NJGOV@cdwg.com>; Insight Team NJ <TeamNJ@insight.com>; Handler, Bradley <Bradley_Handler@Dell.com>
Cc: Cam Luscombe <camlusc@cdwg.com>; Zampella, Dana <Dana.Zampella@insight.com>; gdecristofaro@beringer.net;
[REDACTED]
Subject: NJ DOH Request for quote - Beringer ePay

[EXTERNAL EMAIL]

To T3121 resellers,

Please provide the NJ Department of Health (NJDOH) with a quote for the following:

Vendor: Beringer
Product: See attached SOW "NJDOH ePay Portal SOW_v2.pdf".

On the quote, please include the following:

<https://outlook.office.com/mail/deepink/read/AAMkADcxNDIkNTU5LTU1NWMDRmOS04OTFmLWZkYWVzNWU1MDA1MQBGAAAAAACOaudljkRO...> 1/2

8/8/24, 8:05 AM

- [REDACTED]
1. Your T3121 contract number
 2. Product Description
 3. Price of the service
 4. % discount or % mark-up
 5. State's price
 6. Terms of service
 7. Beringer custom agreement 23-T3121-BER01

The quote should be valid for at least 60 days, and a response is requested by **noon on Fri Aug 9, 2024**.

The Beringer contact is copied, Giancarlo DeCristofaro gdecristofaro@beringer.net. Please contact the rep if there are questions.

Thank you.

[REDACTED]
NJ Department of Health

Office of Health Information Technology (HIT)
[REDACTED]

55 N. Willow St, 2nd fl.

Trenton, NJ 08625
[REDACTED]

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MICROSOFT POWER PLATFORM PROFESSIONAL SERVICES

ePay Application Enhancements and Portal Implementation

AUGUST 2, 2024

T3121 AGREEMENT NUMBER – 23-T3121-BER01

Prepared for:

State of New Jersey
Department of Health



1. Revision and Signoff Sheet

Date	Author	Version	Change reference
7/31/2024	Giancarlo DeCristofaro	1	Document Created
8/2/2024	Giancarlo DeCristofaro	2	Formatting error in Section 17

Client Review

Name	Version approved	Position	Date

2. Table of Contents

1.	REVISION AND SIGNOFF SHEET	1
2.	TABLE OF CONTENTS	2
3.	EXECUTIVE SUMMARY.....	3
4.	PROJECT LIFECYCLE.....	5
5.	PROJECT SCOPE	7
6.	DISCOVERY, PLANNING, & DESIGN	9
7.	DEVELOPMENT	9
8.	TESTING & CONFERENCE ROOM PILOT.....	15
9.	TRAINING & USER ADOPTION	15
10.	GO-LIVE.....	16
11.	PROJECT DELIVERABLES	16
11.	DELIVERABLE ACCEPTANCE	19
12.	AREAS OUTSIDE OF SCOPE	20
13.	SCOPE CHANGE PROCESS.....	21
14.	ROLES & RESPONSIBILITIES	22
15.	ASSUMPTIONS.....	25
16.	INVESTMENT SUMMARY	26
17.	MILESTONE ACCEPTANCE SCHEDULE.....	27
18.	SOW VERSION ACCEPTANCE	29

3. Executive Summary

The New Jersey Department of Health's (NJDOH) mission is to protect the public's health, promote healthy communities, and continue to improve the quality of health care in New Jersey. The Department has three primary branches – Public Health Services, Health Systems, and Integrated Health. All work collaboratively toward improving health by strengthening New Jersey's health system. The Health Information Technology Program (HIT) supports the IT infrastructure of NJDOH and IT initiatives for NJ Healthcare providers.

HIT has created a Microsoft Model Driven App (MDA) backend to manage e-payments and would like to extend that application to allow NJDOH program admins to manage their e-payments directly.

Beringer Technology Group (Beringer) is proposing the creation of an ePay Portal built on Microsoft Power Pages to provide a user-friendly front end for program admins to interact with the existing MDA. Beringer will enhance the underlying MDA to provide additional functionality, such as self-service reporting and refund initiation.

Dynamics 365 and Power Platform provide an extensible platform that lets professional developers programmatically interact with data and metadata, apply business logic, create custom connectors, and integrate with external data. Both platforms use Microsoft's Dataverse as their secure and integrated data repository.

Significant benefits to utilizing Dynamics 365 and Power Platform for NJDOH's ePay application include:

- **Proven Platforms** – Developed and maintained by Microsoft, the leader in business software, and hosted in the trusted Microsoft Azure Government Cloud
- **Widely Supported** – The platforms are supported worldwide by both Microsoft as well as a large partner network. This significantly reduces risk.
- **Integrations Built-in** – Dynamics 365 and Power Platform offer built in integrations with the Microsoft ecosystem and functionality for flexible custom integrations. Microsoft Dataverse is built on the Common Data Model, includes hundreds of pre-built connectors, and allows for custom integrations to suit future needs.
- **Functionality Built-in** – Dynamics 365 and Power Platform offer web portal functionality and portal administration/management through the Power Portal, eliminating the need to custom develop core portal features. Both offer a wide range of modular and extensible functionalities available for flexible custom development.
- **Workflow** – Dynamics 365 and Power Platform include a comprehensive workflow module that enables automation of functions, such as email notifications or automatic record assignment versus using custom development.

Beringer Technology Group has helped organizations across the world implement powerful, flexible, and cost-effective technology solutions since 1993. Beringer is an approved vendor on the T3121 for Software Services in the State of NJ – Agreement #23-T3121-BER01. Building upon the foundation of Microsoft's world-class software, our project methodology helps businesses plan and implement solutions that drive long-term success and return on investment. Our deep experience implementing and supporting Microsoft solutions assures rapid time to value and best practice enforcement.

Beringer Technology Group is a Certified Microsoft Solutions Partner for Business Applications, representing the highest level of competence and expertise with Microsoft technologies, and the closest working relationship with Microsoft. On behalf of our team at Beringer Technology Group, we thank you for the opportunity to provide you with this proposal. We take the trust and confidence you place in us very seriously. We are committed to a successful project and a continued long-term partnership with NJDOH.

4. Project Lifecycle

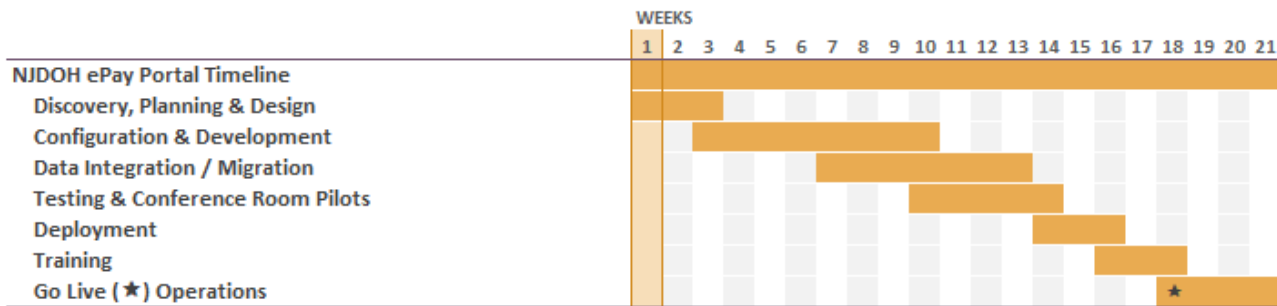
4.1 Lifecycle

Beringer Technology Group implementation methodology is comprised of steps designed to ensure delivery of a solution which meets the business needs of our clients. The intent of our methodology is to provide a structured, collaborative management approach designed to control the elements of planning, scheduling, communication, delivery, and issue resolution.



4.2 Project Timeline

The project will be divided into Stages as depicted below. This timeline is a representation of a potential timeline for your project. This timeline begins with the Discovery, Planning, & Design Stage and goes through Go Live.



The implementation is estimated to run over an 18-week period. The final project plan and go live date will be determined during the planning phase of the project.

5. Project Scope

A well-defined scope of work combined with an approach based on a proven methodology is the key to success for any project. The first step to any project is to create a detailed project specification and final scope of work which will be the foundation to which the solution is developed. The proposed scope and approach for this implementation is outlined in the following sections.

The key steps of the Project are as follows:

Step 1 – Discovery, Planning, & Design

- Up to 16 hours of meetings with NJDOH and 2 Beringer consultants to:
 - Review current Dynamics Application
 - Review functional requirements for Super Admin Global Message screen, Managing Payment Links, Initiating Refunds, and Reporting
 - Overall project planning and deployment schedule
- Create and provide Design Document, which includes:
 - Business Requirements
 - Functional Specification
 - As-Is/To-Be Solution Architecture
- Client review and acceptance of Design Document
- Work with HIT to provision Power Pages licensing and components required to support the solution

Step 2 – Development

- Provision and configure the custom Power Portal
 - Super Admin Screen
 - Payment Link Management
 - Refunds
 - Reporting
- Configure new API connection to facility Refund requests
- Configure workflow processes for Reports and System Maintenance
- Create Email templates
- Create Report templates
- Update existing Mobile views
- Configure user security groups and web roles

Step 3 – Testing & Conference Room Pilot

- Develop test scripts against customer provided use cases
- Perform system testing and document user acceptance test scripts
- Provide testing and QA documentation
- Debut system to NJDOH project team in a series of Conference Room Pilot sessions

- Provide NJDOH with user acceptance test scripts
 - NJDOH performs user acceptance test scripts and provides feedback
- Perform agreed upon modifications
- Perform second Conference Room Pilot with NJDOH Project Team
- Finalize the solution

Step 4 – Training & User Adoption

- Beringer will provide End User training on the new ePay Portal to Program Admins
- Beringer will provide System Administration training to NJHIT
- Deliver Quick Reference Guides (QRG) for Program Admins and System Admin
- Deploy solution to Production

Step 6 – Go-Live and Operations

- Develop and Manage a Go Live Checklist
 - Collaborative decision to move forward with Go Live
- System is considered live
- Provide Go-Live and Transition to Operations Support

Project Steps:

6. Discovery, Planning, & Design

Beringer will provide up to 16 hours with two Beringer Resources to conduct Project Planning Sessions with NJDOH. The sessions will cover overall project planning, scheduling, timeline development, data architecture, and functional design for the new ePay Portal.

The information gathered from these sessions, along with the information previously gathered in our initial discovery, will be incorporated into a Design Document for the new system. The Design Document will include Business Requirements, Functional Specifications, and As-Is/To-Be Solution Architecture.

The deployment sequence for enhancements and new functionality will be established jointly between Beringer and HIT during this step.

Upon delivery of the Design Document, Beringer will conduct a review session with NJDOH where we will step through the document, respond to questions, and document revisions needed. Beringer will address any concerns raised during the review and modify the document as mutually agreed.

7. Development

Beringer will configure and enhance the ePay MDA and Portal per the Design Document. The new solution will have enhanced functionality and create a new front-end Portal for program admins and HIT admins to move easily interact with the ePay system. Beringer will work with HIT to deploy the enhancements to Production as they are completed, in the sequence established during Discovery, Planning, & Design.

HIT Admin Screen:

Beringer will enhance the existing MDA to support a Portal broadcast message that will serve as a System Maintenance Message alert to be displayed to users logging into the Portal as program admins. New Messages can be prepopulated with templated text that can be modified prior to publishing. The broadcast messages will have a scheduling component for future start and end dates. Historical messages will be archived in the Dataverse and will be viewable on the Admin Screen.

Access to the Admin Screen will be governed by Security and Web Roles assigned to the appropriate HIT personnel.

Manage Payment Links

NJDOH program admins will have the ability to manage their program's payment links in the new Portal.

To create a new static payment link, users will populate text into fields on a New Payment Link form, the fields will include the variables needed to build the link. An Automate Flow will combine the user provided text with

the NIC USA URL to create the new Payment Link. That new link will be stored in the Dataverse and will be accessible to the appropriate program admin for future editing.

Users will be able to archive or update payment links in the new Portal. Updates will include changing the Return URL, selecting or modifying the payment email template, changing the Application Name, or changing the payment bulletin board (fees).

Beringer will connect the MDA to the NIC USA payment platform API to allow the application to request a refund directly, without needing to navigate to the NIC USA admin portal. This API is distinct from the API currently connected to the MDA. Users will select the specific payment they want to refund from a “view all” payments table. Once a partial or full refund is requested, the payment will be updated in the Dataverse database, and the API will be called to initiate the refund. An email will be automatically generated and sent to the user as an additional record of the refund request. If a user attempts to refund a payment type that is not a credit or debit card payment, a message will be displayed with instructions on the appropriate steps to take to initiate a refund outside of the system.

Reports

The new Portal will allow program admins to generate reports for their program’s payments. Beringer will create report templates based on existing reports provided to Beringer by HIT (DOH_LTC_Monthly_PaymentReport, Grouping_EMS_Payments, and IndivGrouping1).

The reports can be generated on-demand or can be scheduled on a recurring weekly or monthly basis. The reports UI will have filtering ability based on EFT Codes, Date Range, and Payment Type for on-demand reports. For scheduled reports, users can provide multiple email addresses that will receive the reports.

Mobile UX Enhancements

The existing MDA can be accessed on a mobile device, however certain screens are not displaying properly when viewed on a smartphone or tablet. Beringer will modify the screens as allowable in the application to improve viewability. HIT has identified up to 5 screens that require updating.

Data Migration

Beringer will import transaction data into the ePay system from the legacy system. The legacy database is SQL and contains up to 7 tables to be migrated. Beringer will work with HIT to identify fields to be mapped and create new fields in the Dataverse as needed.

Implementation Tasks:

Berlinger will perform the following tasks to provide the requested MDA enhancements and to implement the new Portal component:

Type	Description	Comments
Customization	System maintenance message	Create an Admin Screen for HIT to create, schedule, and management System Maintenance messages. An archive of System Maintenance messages will be accessible through the Portal page.
Workflow	System maintenance message Power Automate flow	Create a flow that will update the content snippet with all active messages
Customization	Manage Payment Link	Create a Page to Manage NICUSA Payment Links. Functionality to include: <ul style="list-style-type: none">- Create and Add new payment link- Delete an existing payment link (inactive status)- Update existing payment link fields (Return URL, Payment Email, Application Names, Application Bulletin Board) Assumption: HIT will provide specific fields needed to create the Payment Links.
Workflow	Payment Link Flow	Create Workflows to generate Payment Link based on NICUSA weblink and user inputs.

Type	Description	Comments
Customization	Refunds	<p>Connect the ePay application to the NIC USA payment platform API.</p> <p>Create a Page to initiate payment refunds. Functionality to include:</p> <ul style="list-style-type: none"> - View all payments, based on security role - Payment Search with payment details - Refund button to trigger a Power Automate flow to send refund requests to an API endpoint for processing. The flow will capture the status of the request and notify users appropriately. - Updating payment record in ePay Dataverse Database after refund is processed in NICUSA <p>Assumptions:</p> <p>The refund process is started from Power Pages and refund info is stored in Dataverse.</p> <p>Beringer assumes the API is operational and functions as stated in NIC USA's technical documentation.</p> <p>Beringer will be able to access NIC USA for full API documentation and a knowledgeable resource if needed.</p> <p>Beringer will be provided with a proper merchantID and merchantKey necessary for refunds.</p> <p>HIT will provide guidance on any additional security roles for refunds</p> <p>HIT will provide Credit Card account number(s) for testing if needed.</p>

Type	Description	Comments
Report	Excel report template	<p>Create three Excel Report Templates to be populated by Dataverse data. Templates will be based on three existing reports:</p> <ul style="list-style-type: none"> - DOH_LTC_Monthly_PaymentReport - Grouping_EMS_Payments - IndividGrouping1 <p>Assumptions: All data required to populate the report will be accessible in the Dataverse.</p> <p>HIT will provide an accessible SharePoint location to house the Excel templates to be used.</p>
Workflow	On-Demand report flow	<p>Create the UI and workflow to generate a report on demand as a Program user. Filter options to include:</p> <ul style="list-style-type: none"> - EFT Code - Date Range - Payment Type
Workflow	Scheduled report flow	<p>Create the UI and workflow to generate one of the pre-built template reports on a schedule as a Program Admin user. Options to include:</p> <ul style="list-style-type: none"> - Report Type - Date Range (weekly or monthly) - Email Recipients
Customization	Portal Configuration	<p>Customize the general navigation of the ePay Portal and configure the overall site branding to conform to NJDOH and NJ Web Presence Guidelines</p> <p>Assumption:</p> <p>NJ Presence Guidelines Version 15.4 (dated 5/15/2024 was reviewed by Beringer. If new guidelines are released with significant changes affecting the scope, a Change Order may be needed.</p>
Configuration	Email Templates	<p>Create up to 10 unique email templates. Users will have the option to select specific email templates to associate with specific payment links.</p> <p>Assumption:</p> <p>Templates will be identified during Discovery, Planning, & Design. HIT will provide the specific text and content for each template.</p>

Type	Description	Comments
Configuration	Mobile Views update	<p>Beringer will update up to 5 existing screens/tabs to improve the presentation on a mobile device.</p> <p>Assumption:</p> <p>Beringer will complete system testing using the mobile device emulator in Power Platform.</p>
Migration	Transaction Data Migration	<p>Beringer will import legacy data into four Dataverse tables. Legacy data will be provided as seven tables, with four being consolidated into a single Dataverse table.</p> <p>Beringer will create any missing columns from the legacy system in Dataverse. Only the payments table will need a relationship to the business table. The ID on the business table in Dataverse will be used to set the lookup on the payment records.</p> <p>Assumption:</p> <p>HIT will provide CSV or Excel exports of the raw SQL data for Beringer to Map and Import</p>

8. Testing & Conference Room Pilot

Testing and client reviews are a critical part of any software implementation. Beringer has developed a testing and review process based on many years of experience implementing Microsoft Dynamics applications. Beringer's commitment to thoughtful testing and review will help ensure the result of this project is a functional and well-designed application.

8.1. Testing

Testing will be a collaborative process between Beringer and NJDOH. NJDOH will provide Beringer with use case scenarios for the ePay system. Beringer will then perform the following steps related to testing:

- Develop test scripts for the documented use cases
- Execute each test script and document the results
- Address any errors found during testing
- Provide QA Documentation
- Perform a series of system reviews (Conference Room Pilots) with NJDOH as outlined in section 8.2

Upon successful completion of the testing and review process, NJDOH will be asked to perform the test scripts during a User Acceptance Testing period and provide feedback to Beringer.

Beringer will perform testing prior to system delivery as noted above. Upon system delivery, it is the responsibility of NJDOH to perform end to end system testing and validation.

8.2. Conference Room Pilots (CRP)

Beringer will develop the system per the Design Document and complete internal testing. Beringer will then lead a review session (CRP) to step NJDOH through each component of the solution. The CRP session will up to 2 hours in length

After the initial CRP session, Beringer will make agreed upon modifications. Beringer will then perform a final CRP session. The Final CRP will be up to 2-hour session.

Upon completion of the final CRP sessions, the system will be turned over to NJDOH for user acceptance testing as noted in Section 8.1.

9. Training & User Adoption

The training and user adoption plan proposed for this project is tailored to the complexity and functionality of the new system. The goals of this plan are for end users to be comfortable using the ePay system and Portal.

9.1. Training

Beringer will provide up to 2 hours of End User training sessions and up to 2 hours of System Admin training as listed below:

- End User Training – Portal Training for Programs (end users)
- System Admin Training – Power Pages for HIT System Administrators

Up to 2 hours of End User Training for NJDOH Program admins will be provided by Beringer. The training will focus on the use of Power Pages in the context of the new ePay Portal. The timing, duration, and participants for the Training Session(s) will be determined during Discovery, Planning, & Design. Training documentation will be provided. Training will be recorded and provided to NJDOH for future use.

Beringer will provide up to 2 hours of System Admin training for Power Pages administration in the context of the new ePay Portal. The timing, duration, and participants for the Training Session(s) will be determined during Discovery, Planning, & Design. This training will be technical in nature and is intended for HIT System Administrator(s) only. Training will be recorded and provided to NJDOH for future use.

9.2. Quick Reference Guides (QRG)

Beringer will develop and provide up to 4 Quick Reference Guides (QRG) for the ePay Portal, all focused on use in the context of the new system. The QRGs will serve as instructions for NJDOH employees working in the Portal, and for System Administrators. The specific content in the QRGs will be developed in conjunction with NJDOH during this project.

10. Go-Live

10.1. Final Go-Live and Go-Live Support

During deployment, Beringer will develop a Go Live Checklist. Upon successful completion of the Go Live tasks included on the checklist, a Go/ No-Go conversation will be conducted to reach a mutual decision to Go Live.

Beringer will provide up to 40 hours of support to be used after Go Live.

11. Project Deliverables

The following deliverables will be developed and leveraged throughout the project:

Milestone	Deliverable	Acceptance Criteria	Effort	Amount
1	Design: Discovery, Design & Planning Sessions Completed	Design and Planning Sessions with NJDOH team completed.	38	\$9,500
2	Design: Design Document Completed	Design Document completed and delivered by Beringer.	34	\$8,500
3	Build: Initial Power Pages configuration for ePay Portal	Power Pages ePay Portal completed by Beringer and reviewed by NJDOH	20	\$5,000

Milestone	Deliverable	Acceptance Criteria	Effort	Amount
4	Build: System Maintenance Message Functionality	System Maintenance Message Functionality and Automate Flow completed by Beringer and reviewed by NJDOH	24	\$6,000
5	Build: Manage Payment Link Page	Manage Payment Link Page and Functionality completed by Beringer and reviewed by NJDOH	80	\$20,000
6	Build: Refund Page	ePay Application connected to NIC USA payment platform API for Refunds and Refund Page completed by Beringer and reviewed by NJDOH	84	\$21,000
7	Build: Excel Report Templates	Standardized Excel Report Templates completed by Beringer and reviewed by NJDOH	25	\$6,250
8	Build: Reports Page and Report Generation Flows	Reports Page, On-Demand Report Generation Flow, and Scheduled Report Generation Flow completed by Beringer and reviewed by NJDOH	56	\$14,000
9	Build: Email Templates	Email Templates created by Beringer and reviewed by NJDOH	34	\$8,500
10	Build: Modify existing Mobile Views	Existing Screens updated for Mobile viewing by Beringer and reviewed by NJDOH	43	\$10,750
11	Build: Portal Navigation and Branding	Power Pages ePay Portal Navigation and Branding completed by Beringer and reviewed by NJDOH	37	\$9,250
12	Build: Flexible Development Hours	Requested enhancements outside of original scope completed by Beringer	58	\$14,500
13	Migration: Legacy Payment Data	Legacy Payment Data migrated into the Dataverse by Beringer and reviewed by NJDOH	42	\$10,500
14	Validation: Initial Conference Room Pilot Session Completed	Initial Conference Room Pilot Session Completed by Beringer	6	\$1,500
15	Validation: Final Conference Room Pilot Session Complete	Final Conference Room Pilot Session Completed by Beringer	6	\$1,500
16	Training: End User Training Documentation Completed	End User Quick Reference Guides for ePay Power Pages Portal created by Beringer and delivered to NJDOH	10	\$2,500
17	Training: End User and Admin Training Sessions for NJDOH Completed	NJDOH End User and Admin Training Sessions delivered by Beringer.	10	\$2,500

Milestone	Deliverable	Acceptance Criteria	Effort	Amount
18	Deployment: Deploy MDA and Power Pages Portal to Production	ePay Application and Portal deployed to Production by Beringer	9	\$2,250
19	Deployment: Go-Live Support Provided	Go Live Support provided by Beringer.	40	\$10,000
Professional Services Total:			656	\$164,000

11. Deliverable Acceptance

- Beringer will provide an Acceptance Certificate to NJDOH as each Milestone of the project is completed. Acceptance Certificates will include the phase and all applicable deliverable(s) provided.
- NJDOH will be responsible for either accepting or rejecting the Acceptance Certificate within three business days. If rejecting, a reason for rejection is required.
- Beringer will address items not meeting with NJDOH's approval in a manner to be mutually agreed upon.
- If an Acceptance Certificate is delivered but not acted upon (either accepted or rejected) by NJDOH within three business days, the Certificate will be deemed as Accepted.

12. Areas Outside of Scope

The following is not included in the scope of this proposal:

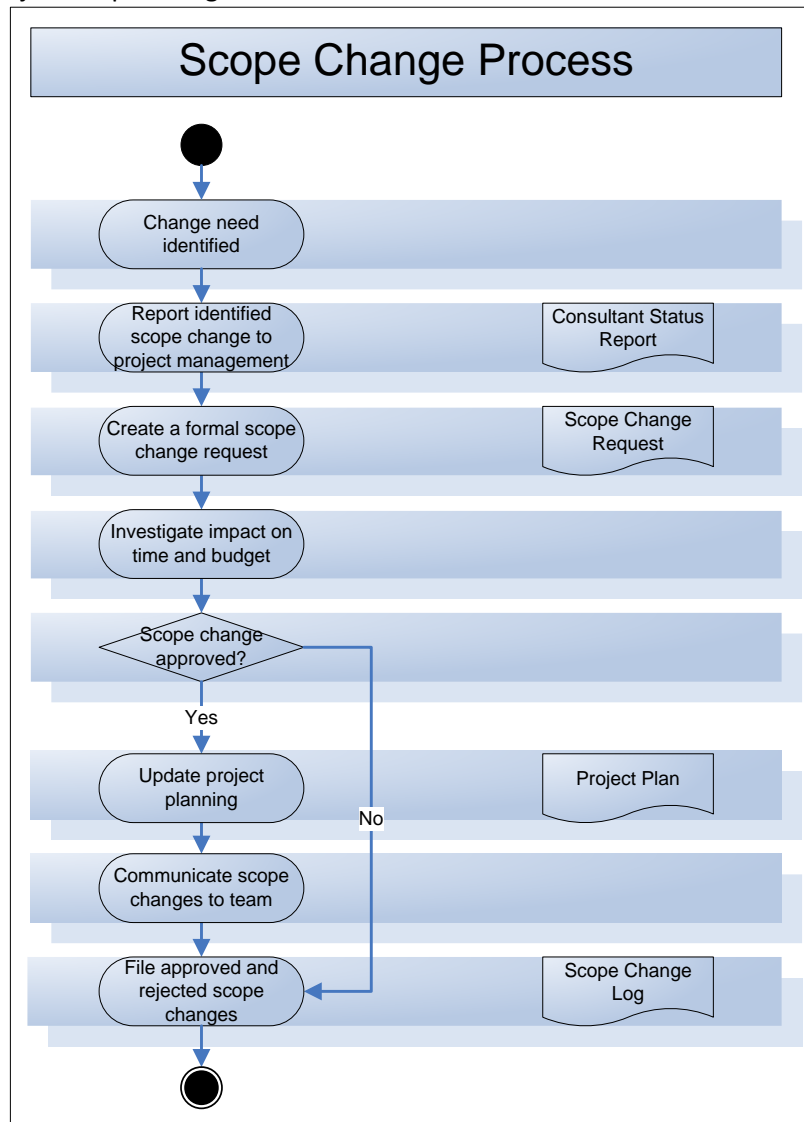
- Anything that is not listed in the previous “Project Scope” section of this document.
- Desktop OS installation, upgrades, or service pack maintenance to meet minimum product operating requirements.
- Server OS installation, upgrades, or service pack maintenance to meet minimum product operating requirements.
- Hardware procurement and installation.
- Remote connectivity infrastructure.
- Redesign of supporting technologies architecture (AD, Exchange, SQL, IIS) is not estimated, additional time would be needed.
- Business Process Modeling and Organizational Change Management.
- System customizations including but not limited to entity and field creation, process development, workflow development, and report development except where specified in this SOW.
- Data imports or migrations except where specified in this SOW.
- Integration of Dynamics or Power Pages to myNewJersey.
- Integrations not specifically defined in this Scope of Work

13. Scope Change Process

Changes to the scope of the project will be considered after a change order is submitted by NJDOH and may require additional professional services which could impact the overall timeline of the project. **Any change order that results in an increase in cost from the original PO MUST have a new PO in place before those additional changes can be started.**

The scope change process is a defined process for how to manage scope changes as an ongoing management activity. The process includes identification and tracking of potential changes, the approvals or rejection of proposed changes and the updating of planning and documentation.

An example process for project scope changes:



14. Roles & Responsibilities

Below is a listing of Roles and Responsibilities for the Applicant Tracking System and Portal Project. Beringer will work with NJDOH to refine or redistribute NJDOH Roles and Responsibilities if requested.

Beringer Project Lead

- Establish and manage the Beringer Project Team
- Direct the Beringer project team toward business goals
- Create, monitor, and manage the Scope of Work
- Monitor and communicate project performance
- Conduct status calls/meetings
- Manage Change Requests
- Provide QA and control over the Beringer project team
- Risk Mitigation, issue resolution, interpret issues and recommend resolution
- Facilitate Conference Room Pilot Session(s)
- Facilitate system and user acceptance testing
- Provide Milestone Acceptance Certificates for customer sign-off

Beringer Business Analyst/Solution Architect

- Develop Statement of Work
- Develop Design Documents

Beringer Technical Lead

- Complete technical analysis and work with team to ensure proposed solution will achieve project goals and is implemented in a supported fashion
- Configure Enhancements to the existing MDA Solution
- Configure Power Pages
- Configure workflow automation and notification processes
- Configure Security
- Create Email templates
- Create Report templates
- Configure API connection
- Perform system testing

Beringer Training Lead

- Establish training plan
- Develop training materials and guides
- Deliver End User Training Session(s)
- Deliver System Administrator Training Session(s)

Beringer Sales Representative

- Perform Account Management duties
- Assist in Issue Resolution where necessary

Beringer Support Engineer(s)

- Coordinate the support effort including case creation, case assignment and case resolution

NJ Department of Health Executive Sponsor

- Overall project owner and champion

NJ Department of Health Project Manager

- Approves Scope of Work
- Direct the project towards business goals
- Approves any changes to the plan, scope, or timeline
- Works with Beringer Project Lead to resolve project issues
- Acts as vocal project champion
- Identify IT, Project Team and End User participants and ensure they perform their responsibilities
- Identify system administrator(s)
- Create and approve test plans
- Manage data validation process
- Develop use case scenarios
- Participate in CRP(s)
- Manage internal testing process as outlined by the mutually approved test plan
- Participate in status calls/meetings
- Communicate issues to Beringer Project Team
- Assist in issue resolution where necessary
- Participate in testing

NJ Department of Health IT Team Member(s)

- Participate in testing as needed
- Participate in admin training session(s) as needed

NJ Department of Health Project Team

- Perform system testing and user acceptance testing
- Participate in end user training session(s)

NJ Department of Health Super User(s)

- Participate in training session(s)
- Review End User Guide and provide feedback
- Conduct future, on-going end user training session(s) for NJDOH if needed

NJ Department of Health End Users

- Provide testing/training scenarios
- Participate in User Acceptance testing
- Participate in End User training

15. Assumptions

- Our project assumes access to the Client Project Team. Client Project Team members like Steering Team Members, Executive Sponsors, Business Decision Makers, Key Users, and IT Members will participate as planned for the project. Inadequate access may cause delays in the project schedule.
- Beringer Technology Group will commit qualified and experienced resources to this project. NJDOH will need to do the same. The project team members need appropriate access, both on-site and remote, to the necessary technical environments, applications, and internet.
- The implementation project, and all related documentation, will be done using US English language.
- Beringer is not the manufacturer of the application(s) discussed herein. The only warranties offered are those of the manufacturer, not Beringer. In purchasing the application(s), NJDOH is relying on the manufacturer's specifications only.
- NJDOH is responsible for the purchase of all software licenses required for the implementation of this project. The following software is required to perform the services outlined and is not included in this proposal. **NJDOH must work with the State's Microsoft Representative to confirm existing licenses or procure the required licenses:**
 - Microsoft Power Pages login capacity add-on for End Users, Tiers based on number of expected portal authenticated user sessions per month.
 - 100, 1000, and 5000 Tiers available and are stackable
 - Each authenticated user may log into the Portal unlimited times over a 24-hour period
 - Must include three instances (Sandbox, UAT, and Production) for Power Apps and Power Portal
- Beringer will require system access by way of temporary licenses to complete the implementation, enhancements, and testing.
- HIT will provide CSV and/or Excel exports of the raw data from the legacy SQL database for Beringer to import.
- Full API documentation and technical assistance will be required from NIC USA to connect to the payment platform API. HIT will be responsible for assisting Beringer with NIC USA communication and obtaining the documentation.

16. Investment Summary



Professional Services	Quantity	Extended
Fixed Price Professional Services for the Implementation of proposed Applicant Tracking System and Portal	1	\$164,000
Professional Services Total		\$164,000

Services will be billed in accordance with the Milestone Payment Schedule outlined in Sections 10 and 27 under **Agreement Number 23-T3121-BER01**.

Any change order that results in an increase in cost from the original PO MUST have a new PO in place before those additional changes can be started. **Beringer will use a blended rate of \$250.00 per hour** for any additional work requested under a separate PO.

17. Milestone Acceptance Schedule

Milestone	Deliverable	Acceptance Criteria	Effort	Amount
1	Design: Discovery, Design & Planning Sessions Completed	Design and Planning Sessions with NJDOH team completed.	38	\$9,500
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19	Deployment: Go-Live Support Provided	Go Live Support provided by Beringer.	40	\$10,000
Professional Services Total:			656	\$164,000

18. SOW Customer and Provider

Customer:

NJ Department of Health
Health Information Technology
PO Box 360
Trenton, NJ 08625-0360

Provider:

Freedomtech LLC, d/b/a
Beringer Technology Group
612 E Woodlawn Ave
Suite 200
Maple Shade, NJ 08052

Please Note: The signing of this SOW does not result in Project Acceptance by the State of NJ. Any project under the T-3121 agreement must go through the proper procurement process before it can commence.

19. Appendix A – Sample Reports

DOH LTC Monthly PaymentReport

	A	B	C	D	E	F	G	H
1	TransactionID	EFTTaxCode	Amount	Customername	TransactionDate	ReferenceNumber	ReasonCode	Description
2								
3								
4								
5								
6								
7								
8								
9								
10								

Grouping EMS Payments

Job 'epayment_EMS_Mail_Transaction_Data_weekly' : Step 1, 'run query for ems' : Began Executing 2024-04-29 07:20:00

CustomerName	State	Zip	Email	BusinessAddressLine1	BusinessAddressLine2
City					Phone
PaymentTotalAmount	PaymentConfirmationNumber	TransactionDate			
-----	-----	-----			
-----	-----	-----			
-----	-----	-----			

IndividGrouping1

	A	B	C	D	E	F	G
	Grouping	BusinessName	PaymentConfirmationNumber	TransactionDate	PertinentNumber	IndividualAmount	TotalAmount